

**MEGA-PROJECT DEVELOPMENT FUND  
AND  
RAPID RESPONSE FUND  
SEMI-ANNUAL PERFORMANCE REPORT  
OCTOBER 2021 TO MARCH 2022**

This report was prepared by Louisiana Economic Development to summarize the performance status of all active Mega-Project Development Fund and Rapid Response Fund incentive contracts. For each active contract, this report provides: project description; description of incentive funds provided; summary of performance requirements (minimum required payroll, capital investment, etc.); project status, including actual performance relative to requirements; and, where applicable, a summary of reimbursement obligations associated with any underperformance.

***IMPORTANT NOTE: This report includes only business development projects with active Mega-Project Development Fund and Rapid Response Fund contracts. Because most LED-supported projects do not involve Mega-Project Development Fund or Rapid Response Fund incentives, the job and capital investment numbers included in this report represent only a portion of the totals for business development projects secured by LED.***

# **MEGA-PROJECT DEVELOPMENT FUND**

# MEGA-PROJECT DEVELOPMENT FUND EXPENDITURE REPORT

Reporting Period – 10/01/21 to 03/31/22

## Private Sector Mega-Fund Projects

Company	Total MPDF Funding Encumbered as of 03/31/22	Expenditures (Prior Cumulative and Current Reporting Period \$)			Job Commitments <sup>1</sup>			Average Salary <sup>2</sup> (\$ per year)	New indirect jobs <sup>3</sup>	Total new jobs (direct and indirect)	Capex (\$MM)	New annual state tax revenues (\$MM/year) <sup>4</sup>
		Prior Cumulative	Current Period 10/01/21 - 03/31/22	Total	Retained	New	Total					
Benteler	20,000,000	20,000,000	-	20,000,000	-	675	675	50,000	1,540	2,215	900.0	8.6
CenturyLink <sup>5</sup>	5,705,826	5,705,826	-	5,705,826	1,500	796	2,296	55,000	655	1,451	20.0	3.6
ConAgra Foods	32,400,000	32,400,000	-	32,400,000	-	500	500	35,000	1,420	1,920	211.0	4.2
IBM-Baton Rouge	23,000,000	23,000,000	-	23,000,000	-	800	800	n/a	542	1,342	-	4.7
SNF Holding Company	26,550,000	26,550,000	-	26,550,000	-	512	512	57,400	900	1,412	350.0	6.7
Act 15 of 2014 <sup>6</sup>	23,800,004	23,250,004	-	23,250,004	-	-	-	-	-	-	-	-
Act 16 of 2015 <sup>6</sup>	13,886,071	13,886,071	-	13,886,071	-	-	-	-	-	-	-	-
<b>Total</b>	<b>145,341,901</b>	<b>144,791,901</b>	<b>-</b>	<b>144,791,901</b>	<b>1,500</b>	<b>3,283</b>	<b>4,783</b>	<b>-</b>	<b>5,057</b>	<b>8,340</b>	<b>1,481</b>	<b>27.8</b>

<sup>1</sup> Includes full time and full time equivalent positions.

<sup>2</sup> Average salary for new positions only; excludes benefits.

<sup>3</sup> Estimates for indirect jobs based on standard RIMS multipliers from the U.S. Bureau of Labor Statistics (BLS).

<sup>4</sup> Includes direct and indirect taxes generated by each project after completion (full employment); includes only impact of new project/employment (i.e., impact of any existing operations not included).

<sup>5</sup> This Mega-Project Development Fund (MPDF) project represents a second headquarters expansion by CenturyLink.

<sup>6</sup> During the legislative process, a means of financing substitution from General Fund to MPDF was enacted to pay for existing project commitments, which do not necessarily meet the criteria of a "Mega" project. The current period expenditures reflect payments for various project commitments.

### IMPORTANT NOTE:

1. Above list of projects includes only those for which the MPDF was utilized – LED has secured many other project wins for which the MPDF was not utilized.
2. Announced projects without a fully executed CEA are not included in this report.

# PRIVATE SECTOR MEGA-FUND PROJECTS

## **BENTELER STEEL/TUBE MANUFACTURING CORP.**

Seamless steel tube and steel production facility

Project announced in 2012

Caddo Parish

Benteler Steel/Tube Manufacturing Corporation (Benteler) committed to build a seamless steel tube mill and a steel mill in Caddo Parish, Louisiana creating 675 new direct jobs with average salaries of \$50,000, plus benefits, by 2022.

Benteler considered building this new project in a dozen other states, but chose Louisiana because the State is located in the heart of America's energy corridor, has one of the best business climates in the country, has a world-class transportation infrastructure, and possesses the best workers in the world.

To secure the project, LED offered Benteler a performance-based grant of up to \$33.5 million for infrastructure construction, site preparation, training center construction and workforce development. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$33.5 million in expenditures had been reimbursed by the State to Benteler Steel, Bossier Parish Community College, and Caddo-Bossier Port Commission.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and Benteler commits the company to spend not less than \$892 million in capital expenditures by June 30, 2024.

The company has committed to produce 675 total new direct jobs according to the following schedule: 271 new direct jobs by December 31, 2016; an additional 134 new direct jobs by December 31, 2018; an additional 135 new direct jobs by December 31, 2020; and an additional 135 new direct jobs by December 31, 2022.

The CEA includes clawback provisions that require Benteler to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse the State a one-time amount equal to 1.5 percent of any shortfall relative to capital expenditures and 18.32 percent of any shortfall relative to required payroll obligations. Lastly, the company shall reimburse the State 100 percent of the State's investment in the Training Center if the company fails to timely commence operations.

As of the report date, Benteler's on-site construction of the steel tube facility was complete. Under the CEA, the company's performance is assessed annually relative to payroll obligations. The most recent obligation included \$28.4 million in payroll for the 12-month period ending December 31, 2021. Benteler generated \$18.3 million in payroll during this period. The company met the 2021 performance requirement by coupling \$18.3 million in payroll with previously earned payroll credits. Benteler earned these payroll credits by exceeding performance requirements in previous years. The next obligation includes \$35.8 million in payroll for the 12-month period ending December 31, 2022.

***As of the report date, Benteler was meeting or exceeding all current performance requirements in the CEA.***

## **CENTURYLINK, INC.**

Corporate headquarters

Projects announced in 2009 and 2011

Ouachita Parish

CenturyLink, Inc. (formerly CenturyTel) committed to expand its corporate headquarters in Monroe, Louisiana adding 1,146 new direct jobs with average salaries of \$55,000, plus benefits, by 2016.

The retention of CenturyLink keeps a third Fortune 500 Company and the nation's fourth-largest local exchange telephone company headquartered in Louisiana.

To secure the project, LED offered CenturyLink a revised performance-based grant comprised of up to \$23.8 million from the Mega-Project Development Fund and Rapid Response Fund for facility expansion, personnel relocation costs, and integration expenses, and for offsetting air transportation expenses. Grant funds are to be provided over several years on a reimbursement basis after expenditures are verified and approved by the State. Additionally, with funding support from the State of \$300,000 per year over seven years, Louisiana Tech University committed to establish the Clarke M. Williams Professorship in Telecommunications and to collaborate with CenturyLink to plan and design courses to serve the advanced education needs of the company's workforce. As of the report date, \$10.9 million in expenditures had been reimbursed by the State to CenturyLink and Louisiana Tech University.

The cooperative endeavor agreement (CEA) between the State of Louisiana/LED, Louisiana Tech University and CenturyLink commits CenturyLink to maintain its headquarters in Louisiana through December 31, 2020.

The company committed to produce 1,146 total new direct jobs according to the following schedule under the CEA: 148 new direct jobs by December 31, 2010; an additional 178 new direct jobs by December 31, 2011; an additional 227 new direct jobs by December 31, 2012; an additional 157 new direct jobs by December 31, 2013; an additional 170 new direct jobs by December 31, 2014; an additional 155 new direct jobs by December 31, 2015; and an additional 111 new direct jobs by December 31, 2016.

LED and CenturyLink agreed to amend the CEA effective January 1, 2019 to eliminate the existing payroll requirements and grants to be provided by the State. Instead, effective January 1, 2019 CenturyLink and the state of Louisiana agreed to a five-year extension of the retention of the company's corporate headquarters in Monroe through 2025.

A retention payroll of at least \$115 million must be met in order for the company to recover the first increment of an annual performance-based grant from the State of up to \$2.5 million per year depending upon the amount of the Headquarters Payroll achieved by the company. The company's first significant obligation under the amended CEA required CenturyLink to maintain a minimum payroll of \$57.5 million for the 12-month period ending December 31, 2019.

CenturyLink continues to maintain its corporate headquarters in Monroe. CenturyLink's most recent obligation included maintaining a minimum payroll of \$57.5 million for the 12-month period ending December 31, 2021. CenturyLink generated \$119.1 million in payroll during this period, exceeding the performance requirement. The company's next obligation includes maintaining a minimum payroll of \$57.5 million for the 12-month period ending December 31, 2022.

***As of the report date, CenturyLink was meeting or exceeding all current performance requirements in the CEA.***

## **CONAGRA FOODS LAMB WESTON**

Large-scale sweet potato processing facility  
Project announced in 2009  
Richland Parish

ConAgra Foods Lamb Weston (ConAgra) committed to construct a large-scale sweet potato processing facility, including capital investment of \$211-256 million and employment ramping up to 500-600 with average salaries of about \$35,000, plus benefits, by 2015.

Upon completion, the ConAgra facility is expected to become the largest private-sector employer in Richland Parish, as well as one of the 10 largest private-sector employers in Northeast Louisiana. The new facility also will become one of Louisiana's top 100 economic-driver firms (out of roughly 120,000 total current employers) based on direct and indirect job impact.

To secure the project, LED offered a performance-based grant of up to \$37.4 million from the Mega-Project Development Fund to be utilized for land, buildings, structural improvements and land improvements, and then machinery and equipment (in that order). Grant funds are provided on a reimbursement basis after company expenditures are verified and approved by the State. As of the report date, \$32.4 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and ConAgra specifies a two-phase development plan for the project, starting with Phase I of construction (at least \$156 million) to be completed by June 30, 2011 and Phase II (an additional \$55 million) by January 1, 2014.

Phase I will result in 275 new direct jobs by December 31, 2011 while Phase II will result in an additional 225-325 new direct jobs by December 31, 2015; therefore, the company has committed to produce 500-600 total new direct jobs.

The CEA includes clawback provisions that will require ConAgra to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment and payroll obligations). Specifically, the company must reimburse 2.5 percent of any shortfall relative to capital investment commitments, and 16.5 percent of any shortfall relative to payroll obligations.

Phase I of the facility officially opened in mid-September of 2010 and construction on Phase I has been completed. The company's investment in Phase II of operations has been completed.

Phase II of the operation was required to produce at least \$19.8 million in new payroll for the 12-month period ending December 31, 2021. ConAgra generated \$15.7 million in new payroll during this period, missing the performance requirement. ConAgra's next obligation includes \$20.2 million in new payroll for the 12-month period ending December 31, 2022.

***As of the report date, ConAgra was meeting about 80 percent of the payroll obligation specified in the CEA. Subsequent to the reporting period, LED received payment for the clawback resulting from the company's underperformance in Project Year 2021.***

## **IBM**

Technology center

Project announced in 2013

East Baton Rouge Parish

IBM committed to establish a technology center in Baton Rouge, Louisiana creating 800 new jobs by 2017.

IBM's decision to locate in Baton Rouge will have a transformational impact on Baton Rouge and Louisiana. The technology center will employ a broad range of college graduates and experienced professionals with backgrounds in computer science and other quantitative-intense fields, such as, engineering, mathematics, and science.

The IBM project includes innovative, public-private partnerships to expand higher-education programs related to computer science and to construct a major new riverfront development that will accelerate the revitalization of downtown Baton Rouge. For the IBM project, the State will provide \$14 million over 10 years to expand higher education programs designed primarily to increase the number of annual computer science graduates. At least 65 percent of those funds will be provided for expansion of the Computer Science Division of the School of Electrical Engineering and Computer Science at LSU. Another public-private partnership secured construction of the IBM center's permanent site, an approximately \$30.5 million office building that will be owned by the Wilbur Marvin Foundation, an affiliate of the Baton Rouge Area Foundation (BRAAF). The office building will be constructed with public funds and leased to IBM for a nominal rate for the life of the incentive contract, whereas BRAAF's real-estate development arm (Commercial Properties Realty Trust) will secure private financing for the residential building that will be completed in 2016. LED offered IBM a performance-based incentive package that includes grants totaling \$29.5 million over 12 years, including a \$1.5 million contribution from the city of Baton Rouge/Parish of East Baton Rouge, to reimburse costs related to personnel recruitment, relocation, and other workforce-related costs; internal training; and facility operating expenses. As of the report date, \$23.0 million in expenditures had been reimbursed by the State towards the project.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED, The Wilbur Marvin Foundation, city of Baton Rouge/Parish of East Baton Rouge, and IBM commits the company to establish a temporary facility and commence operations by July 1, 2013.

The company has committed to produce 800 total jobs according to the following schedule: 100 by June 30, 2014; an additional 200 by June 30, 2015; an additional 200 by June 30, 2016; and an additional 300 by June 30, 2017.

The CEA includes clawback provisions that require IBM to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally jobs). Specifically, the company must reimburse \$6,495 multiplied by any shortfall in jobs each year.

As of the report date, IBM had commenced operations in its permanent facility. The most recent obligation of IBM was to produce 800 jobs for the 12-month period ending June 30, 2021. IBM has not submitted required reports needed to evaluate the company's 2021 job performance. IBM's next obligation is to produce 800 jobs for the 12-month period ending June 30, 2022.

***As of the report date, IBM had not submitted sufficient supporting documentation as required by the CEA for reports certifying Project Year 2020's annual jobs performance. Also, as of the report date, the company had not reported 2021 jobs performance. IBM is working with LED to submit all required reporting needed to substantiate performance for Project Year 2020***



***and Project Year 2021. An assessment of 2020 and 2021 jobs performance will take place upon submission of the required reporting data.***

## **SNF HOLDING COMPANY**

Water-soluble polymer manufacturing facility

Project announced in 2009

Iberville Parish

SNF Holding Company (SNF) committed to construct a new water-soluble polymers manufacturing facility, including capital investments of \$350 million and employment ramping up to 512 with average salaries of \$57,400, plus benefits, by 2016.

An economic impact analysis by LSU indicates that the more than 500 direct, new on-site jobs will create approximately 900 indirect jobs for a total of 1,400 permanent new jobs in Louisiana and rank SNF as one of Louisiana's top 150 economic-driver firms (out of roughly 120,000 total current employers) based on direct and indirect job impact.

To secure the project, LED offered SNF a performance-based grant of up to \$39.4 million from the Mega-Project Development Fund, including performance-based financial assistance of \$26.55 million for rail spur and other site infrastructure, as well as performance-based incentive payments of \$1.28 million per year starting at the conclusion of project year one (June 30, 2012), for a ten-year period for capital costs related to the project. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$26.55 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and SNF specifies a five-year development plan for the project, with SNF investing capital according to the following schedule: \$92.2 million by June 30, 2011; an additional \$69.1 million by June 30, 2012; an additional \$69.1 million by June 30, 2013; an additional \$46.1 million by June 30, 2014; and an additional \$46.1 million by June 30, 2015.

The company has committed to produce 512 total new direct jobs according to the following schedule: 118 new direct jobs by June 30, 2012; an additional 123 new direct jobs by June 30, 2013; an additional 94 new direct jobs by June 30, 2014; an additional 67 new direct jobs by June 30, 2015; and an additional 110 new direct jobs by June 30, 2016.

The CEA includes clawback provisions that will require SNF to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment, payroll, and taxable purchases obligations). Specifically, the company must reimburse 0.90 percent of any shortfall relative to capital investment commitments, 12.3 percent of any shortfall relative to payroll obligations, and 1.2 percent of any shortfall relative to taxable purchases commitments.

As of the report date, SNF had commenced commercial operations at the new facility and satisfied the capital investment obligations of \$322.6 million. SNF was required to produce \$29.4 million in payroll for the 12-month period ending June 30, 2021. SNF generated \$30.1 million in payroll during this period, exceeding the performance requirement. SNF's next obligation includes \$29.4 million in payroll for the 12-month period ending June 30, 2022.

***As of the report date, SNF Holding Company was meeting or exceeding all current performance requirements in the CEA.***

# **RAPID RESPONSE FUND PROJECTS**

# RAPID RESPONSE FUND EXPENDITURE REPORT<sup>A</sup>

Reporting Period – 10/01/21 to 03/31/22

## Private Sector Rapid Response Fund Projects

Company	Total RRF Funding Encumbered as of 03/31/22	Expenditures (Prior Cumulative and Current Reporting Period \$)			Job Commitments <sup>1</sup>			Average Salary <sup>2</sup> (\$ per year)	New indirect jobs <sup>3</sup>	Total new jobs (direct and indirect)	Capex (\$MM)	New annual state tax revenues (\$MM/year) <sup>4</sup>
		Prior Cumulative	Current Period 10/01/21 - 03/31/22	Total	Retained	New	Total					
Amazon Shreveport	2,500,000	-	-	-	-	1,000	1,000	31,200	1,118	2,118	200.0	4.4
Benteler Steel <sup>5</sup>	13,525,000	13,525,000	-	13,525,000	-	675	675	50,000	1,540	2,215	900.0	8.6
Cameron International Corporation	2,000,000	2,000,000	-	2,000,000	475	110	585	49,000	171	281	49.0	0.7
CenturyLink, Inc. <sup>7</sup>	6,474,900	5,159,705	-	5,159,705	1,873	350	2,223	45,000	520	870	117.9	2.0
CGI Federal	6,191,620	4,439,388	463,746	4,903,134	-	400	400	52,000	405	805	13.1	-
City of Carencro/Amazon	3,000,000	415,000	1,150,169	1,565,169	-	500	500	31,200	982	1,482	100.0	2.8
Cyberspace Innovation Center	9,129,112	8,546,361	-	8,546,361	-	800	800	48,750	805	1,605	34.0	4.3
DXC Technology	3,300,000	2,500,000	-	2,500,000	-	2,000	2,000	66,500	2,257	4,257	-	64.3
General Electric Capital Corp.	6,383,000	6,383,000	-	6,383,000	-	300	300	60,000	301	601	-	3.0
Halliburton	2,000,000	2,000,000	-	2,000,000	-	150	150	58,600	357	507	63.0	1.6
IBM-Monroe	5,700,000	4,453,362	-	4,453,362	-	400	400	46,000	406	806	-	2.1
Iriapak USA LLC	125,000	-	-	-	-	25	25	38,953	28	53	7.0	-
MECO	326,076	326,076	-	326,076	81	127	208	47,000	168	295	11.0	1.0
Methanex USA, LLC	1,500,000	1,500,000	-	1,500,000	-	130	130	56,250	996	1,126	550.0	2.8
Procter & Gamble Manufacturing Co.	3,400,000	3,400,000	-	3,400,000	461	50	511	61,000	270	320	28.0	0.8
Rain CII	1,600,000	1,600,000	-	1,600,000	156	71	227	102,700	70	141	65.0	1.0
SafeSource Direct LLC <sup>8</sup>	2,250,000	-	250,000	250,000	-	245	245	45,300	199	444	73.0	1.5
SafeSource Direct LLC <sup>8</sup>	-	-	-	-	-	976	976	38,000	793	1,769	77.0	4.9
Select Comfort	800,000	800,000	-	800,000	-	225	225	30,000	104	329	-	0.1
Shaw Group	1,500,000	1,500,000	-	1,500,000	1,968	1,420	3,388	50,000	634	2,054	100.0	11.0
US Foods	1,000,000	-	-	-	198	45	243	46,000	38	83	52.0	0.9
<b>Total</b>	<b>72,704,708</b>	<b>58,547,892</b>	<b>1,863,915</b>	<b>60,411,807</b>	<b>5,212</b>	<b>9,999</b>	<b>15,211</b>	<b>-</b>	<b>12,162</b>	<b>22,161</b>	<b>2,440</b>	<b>118</b>

<sup>A</sup> A total of \$12,347,072 was targeted to be paid from the General Fund, but in accordance with Executive Order BJ 2012-24 Expenditure Reduction and BJ 2012-25 Expenditure Freeze, a means of financing change was authorized to use funds available in the Statutory Dedicated-Rapid Response Fund in lieu of the General Fund. Amounts encumbered and spent as a result of the Executive Orders 2012-24 and 2012-25:

- Nucor \$4,012,725 encumbered and spent
- Ronpak \$459,941 encumbered and spent
- SNF \$1,280,000 encumbered and spent
- CG Rail \$1,632,731 encumbered and spent
- Union Tank \$3,296,625 encumbered and spent
- Saint Gobain \$1,200,000 encumbered and spent
- LSU/EA Sports \$465,000 encumbered and spent

<sup>1</sup> Includes full time and full time equivalent positions.

<sup>2</sup> Average salary for new positions only; excludes benefits.

<sup>3</sup> Estimates for indirect jobs based on standard RIMS multipliers from the U.S. Bureau of Labor Statistics (BLS).

<sup>4</sup> Includes direct and indirect taxes generated by each project after completion (full employment); includes only impact of new project / employment (i.e., impact of any existing operations not included).

<sup>5</sup> Company received both MPDF dollars and Rapid Response Fund dollars. The semiannual contract performance will be reported in the Private Sector Mega Project section.

<sup>6</sup> CEA reduced to \$450,000 from \$500,000.

<sup>7</sup> The CenturyLink Rapid Response Fund (RRF) CEA was amended to provide MPDF dollars to support a significant enlargement of a previously announced corporate headquarters expansion project. RRF expenditures will continue to be reported on the RRF Expenditure Report until Rapid Response Fund dollars are exhausted but semiannual contract performance and the expenditure of MPDF dollars will be reported in the Private Mega Project section.

<sup>8</sup> Company has one contract for two separate facilities, each having their own set of performance obligations (ie; Job Commitments, Capex).

**IMPORTANT NOTE**

- List of projects on this page and the prior page includes only those for which the Rapid Response Fund (RRF) was utilized – LED has secured many other project wins for which the RRF was not utilized.

**Public Sector Rapid Response Fund Projects**

Company	Total RRF Funding Encumbered as of 03/31/22	Expenditures (Prior Cumulative and Current Reporting Period \$)			Job Commitments <sup>1</sup>			Average Salary <sup>2</sup> (\$ per year)	New indirect jobs <sup>3</sup>	Total new jobs (direct and indirect)	Capex (\$MM)	New annual state tax revenues (\$MM/year) <sup>4</sup>
		Prior Cumulative	Current Period 10/01/21 - 03/31/22	Total	Retained	New	Total					
BPCC Foundation	1,540,000	-	1,540,000	1,540,000	-	-	-	-	-	-	-	-
Shreveport Airport Authority	928,955	928,955	-	928,955	-	170	170	45,200	308	478	3.0	1.2
Act 16 of 2015 <sup>5</sup>	10,707,188	10,707,188	-	10,707,188	-	-	-	-	-	-	-	-
Act 17 of 2016 <sup>5</sup>	10,060,000	9,074,114	-	9,074,114	-	-	-	-	-	-	-	-
Act 3 of 2017 <sup>5</sup>	9,803,362	3,650,762	1,032,591	4,683,353	-	-	-	-	-	-	-	-
Act 2 of 2018 <sup>5</sup>	8,426,317	475,363	507,422	982,785	-	-	-	-	-	-	-	-
Act 10 of 2019 <sup>5</sup>	82,492	10,427	72,065	82,492	-	-	-	-	-	-	-	-
<b>Total</b>	<b>41,548,314</b>	<b>24,846,809</b>	<b>3,152,078</b>	<b>27,998,887</b>	<b>-</b>	<b>170</b>	<b>170</b>	<b>-</b>	<b>308</b>	<b>478</b>	<b>3.0</b>	<b>1.2</b>

<sup>1</sup> Includes full time and full time equivalent positions.

<sup>2</sup> Average salary for new positions only; excludes benefits.

<sup>3</sup> Estimates for indirect jobs based on standard RIMS multipliers from the U.S. Bureau of Labor Statistics (BLS).

<sup>4</sup> Includes direct and indirect taxes generated by each project after completion (full employment); includes only impact of new project / employment (i.e., impact of any existing operations not included).

<sup>5</sup> During the legislative process, a means of financing substitution from General Fund to RRF was enacted to pay for existing project commitments. The current period expenditures reflect payments for a project commitment.

# **PRIVATE SECTOR RAPID RESPONSE FUND PROJECTS**

## **AMAZON SHREVEPORT**

Robotics fulfillment center  
Project announced in 2021  
Caddo Parish

Amazon committed to construct and operate the company's first robotics fulfillment center in Louisiana. The robotics fulfillment center will include contemporary robotics technology, inventory and shipping operations in a multi-level building with a 650,000-square-foot foundation. The project will be located on a LED Certified Site in north Shreveport in the Hunter Industrial Park, near Interstates 20, 49 and 220, and will create over 1,000 full-time jobs with average salaries of \$31,200, plus benefits, by 2024.

One of every five U.S. residents lives within a 500-mile radius of Shreveport, making the location enviable for distribution and logistics companies.

To secure the project, LED offered Amazon a performance-based grant of up to \$5.0 million, payable in two equal installments, to offset infrastructure costs. Grant funds are to be provided to the company on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and Amazon commits the company to invest or cause the investment on its behalf of at least \$200.0 million and begin operations at the fulfillment center on or before January 1, 2024.

Amazon has committed to produce 1,000 total new direct jobs according to the following schedule: 500 new direct jobs by December 31, 2023, and an additional 500 new direct jobs by December 31, 2024.

The CEA includes clawback provisions that require Amazon to reimburse the State, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, if Amazon fails to make the investment in Capital Expenditures for the fulfillment center the company must reimburse the State the full amount of the grant payments received. Additionally, Amazon must reimburse the State at an amount equal to the percentage of any shortfall relative to payroll obligations.

As of the report date, Amazon had expended \$211.1 million in capital investments towards the fulfillment center construction and the project was 80% complete. The company's first significant obligation will be to produce \$15.6 million in new payroll by December 31, 2023. New payroll obligations will increase the following project year and then remain constant through the term of the contract.

***As of the report date, Amazon was meeting or exceeding all current performance requirements in the CEA.***

## **CAMERON INTERNATIONAL CORPORATION and EVANGELINE PARISH POLICE JURY**

Valve manufacturing and assembly facility

Project announced in 2010

Evangeline Parish

Cameron International Corporation (Cameron) committed to expand its Ville Platte valve manufacturing facility, including capital investments of \$49 million and employment ramping up to 585 (110 new direct jobs with average salaries of \$49,000, plus benefits) by 2011.

The Cameron announcement represents a manufacturing win for Louisiana that allows the company to increase manufacturing processes while improving efficiency.

To secure the project, LED offered Cameron a performance-based grant of up to \$2.0 million for the relocation of equipment and personnel, moving expenses, and employee training associated with the expansion of the Ville Platte facility and \$2.5 million to the Evangeline Parish Police Jury to support the acquisition of a building and infrastructure for lease to Cameron. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$4.5 million in expenditures had been reimbursed by the State to Cameron and the Evangeline Parish Police Jury.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and Cameron commits the company to complete \$49 million in capital expenditures by December 31, 2011. The company has committed to retain 475 jobs through June 30, 2021 and produce 110 total new direct jobs by June 30, 2011.

The CEA includes clawback provisions that will require Cameron to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 3.0 percent of any shortfall relative to capital expenditure commitments and a proportionate percentage of any shortfall relative to payroll obligations.

As of the report date, building construction, acquisition, and leasing had been completed and Cameron continued to hire and train new employees. The company satisfied the capital investment obligation of \$49.0 million. Cameron was required to produce \$33.7 million in payroll for the 12-month period ending June 30, 2021. The company generated \$19.7 million in payroll during this period. Cameron met the 2021 performance requirement by coupling \$19.7 million in payroll with previously earned payroll credits. The company earned these payroll credits by exceeding performance requirements in previous years.

***As of the report date, Cameron was meeting or exceeding all current performance requirements in the CEA. During the reporting period, a review of revised performance documentation was completed and LED agreed the company earned sufficient payroll credits in prior Project Years to cover the payroll performance shortfalls that occurred in Project Years 2020 and 2021. Accordingly, LED will not request reimbursement from the company.***

***The CEA between Cameron and LED terminated as of June 30, 2021. Consequently, this CEA will not appear in future Mega-Project Development and Rapid Response Fund Semi-Annual Performance Reports.***



**CGI FEDERAL, INC.**

Technology center

Project announced in 2014

Lafayette Parish

CGI Federal, Inc. (CGI) committed to establish a technology center in Lafayette, Louisiana creating 400 new direct jobs by 2018. CGI will lease space for its technology center in a 50,000 square-foot space at the University of Louisiana at Lafayette Research Park. CGI will become an anchor tenant of the 143-acre research park.

To secure the project, LED offered CGI a competitive incentive package that includes a performance-based grant of \$5.3 million to reimburse personnel relocation, recruitment, training, and building operating costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$4.9 million in expenditures had been reimbursed by the State.

The company has committed to produce 400 total new direct jobs according to the following schedule: 100 new direct jobs by December 31, 2015; an additional 100 new direct jobs by December 31, 2016; an additional 100 new direct jobs by December 31, 2017; and an additional 100 new direct jobs by December 31, 2018.

The CEA includes clawback provisions that require CGI to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 9.0 percent of any shortfall relative to required payroll obligations.

As of the report date, construction of CGI's permanent facility has been completed. CGI moved into the facility in February 2016. Under the CEA, CGI's performance is assessed annually relative to payroll obligations. The most recent obligation included \$40.9 million in new payroll for the 12-month period ending December 31, 2021. CGI generated \$43.2 million in new payroll during this period, exceeding the performance requirement. The next obligation includes \$46.8 million in new payroll for the 12-month period ending December 31, 2022.

***As of the report date, CGI was meeting or exceeding all current performance requirements in the CEA.***

## **CITY OF CARENCRO/ AMAZON**

Fulfillment center

Project announced in 2020

Lafayette Parish

Amazon committed to construct and operate a one-million-square foot fulfillment center in the City of Carencro, Louisiana including capital investments of \$100.0 million and creating 500 new direct jobs with average salaries of \$31,200, plus benefits, by 2023. The City of Carencro and Amazon will make public infrastructure improvements required for the construction and operation of the fulfillment center.

Amazon selected the former Evangeline Downs site in Carencro for its fulfillment center because it will be near the junction of Interstates 10 and 49 and provide optimal access to Louisiana markets.

To secure the project, LED offered Amazon a performance-based incentive package that includes grants totaling \$3.25 million, including a \$250,000 contribution from the Lafayette Economic Development Authority (LEDA), to offset facility infrastructure costs. Grant funds are to be provided to the City of Carencro and the company on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.6 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED, LEDA, the City of Carencro and Amazon commits the company to invest or cause the investment on its behalf of at least \$100.0 million and begin operations at the fulfillment center on or before June 1, 2022.

Amazon has committed to produce 500 total new direct jobs according to the following schedule: 150 new direct jobs by December 31, 2021; an additional 150 new direct jobs by December 31, 2022; and an additional 200 new direct jobs by December 31, 2023.

The CEA includes clawback provisions that require Amazon to reimburse the State, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, if Amazon fails to make the investment in Capital Expenditures for the fulfillment center the company must reimburse the State the full amount of the grant payments made to the City of Carencro. Additionally, Amazon must reimburse the State at an amount equal to the percentage of any shortfall relative to payroll obligations.

As of the report date, Amazon had expended \$100.0 million in capital investments towards the fulfillment center construction and the facility was complete. Under the CEA, the company's performance is assessed annually relative to payroll obligations. The most recent obligation included \$4.7 million in new payroll for the 13-month period ending December 31, 2021. Amazon generated \$9.4 million in new payroll during this period, exceeding the performance requirement. The next obligation includes \$9.4 million in payroll for the 12-month period ending December 31, 2022.

***As of the report date, Amazon was meeting or exceeding all current performance requirements in the CEA.***

## **CYBERSPACE INNOVATION CENTER/COMPUTER SCIENCE CORP.**

Technology center

Project announced in 2014

Bossier Parish

Computer Science Corporation (CSC) committed to establish a technology center in Bossier City, Louisiana creating 800 new direct jobs by 2018. CSC will lease space for its technology center in an 116,000 square-foot space at the National Cyber Research Park. The park is being developed by Cyberspace Innovation Center, a not-for-profit research corporation. CSC will become an anchor tenant of the 3,000-acre research park.

CSC chose this site because of the willingness of the state, city, and local educational community to fully partner on developing a next-generation information technology workforce.

To secure the project, LED offered CSC a competitive incentive package that includes a performance-based grant of \$9.6 million to reimburse personnel relocation and recruitment expenses. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$8.5 million in expenditures had been reimbursed by the State.

The company has committed to produce 800 total new direct jobs according to the following schedule: 192 new direct jobs by June 30, 2015; an additional 192 new direct jobs by June 30, 2016; an additional 192 new direct jobs by June 30, 2017; and an additional 224 new direct jobs by June 30, 2018.

The CEA includes clawback provisions that require CSC to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 12.48 percent of any shortfall relative to required payroll obligations.

As of the report date, CSC's permanent facility at the research park was completed. The company moved to the new facility in October 2016. CSC is required to produce \$41.1 million in new payroll for the 12-month period ending June 30, 2021. The company generated \$58.7 million in new payroll during this period exceeding the performance requirement. CSC's next obligation includes \$42.0 million in new payroll for the 12-month period ending June 30, 2022.

***As of the report date, CSC was meeting or exceeding all current performance requirements in the CEA.***

## **DXC TECHNOLOGY**

Digital transformation center  
Project announced in 2017  
Orleans Parish

In 2017, DXC Technology (DXC) entered into a Cooperative Endeavor Agreement (CEA) with LED and the State of Louisiana in which it committed to establish the Digital Transformation Center in New Orleans, creating 2,000 new direct jobs by 2025.

The CEA also had other provisions including, DXC's commitment to pursue a highly integrated model of higher-education workforce solutions to prepare talent for its Digital Transformation Center in New Orleans; development and delivery of next generation technology services in support of clients' digital transformations. Company officials identified New Orleans as a talent-laden, culturally diverse, high quality-of-life city that would appeal to the technology professionals it will hire for the Digital Transformation Center.

To secure the project, LED offered DXC a competitive incentive package with \$18.7 million in performance-based grants payable over five years and to include a flexible performance-based grant (\$15 million), a performance-based parking assistance grant (\$2.2 million) and a performance-based demolition grant (\$1.5 million). Grant funds are to be provided on a cost reimbursement basis after expenditures are verified and approved by the State. For the DXC project, the State also committed to invest, through LED, up to \$25.0 million over a five-year period to Louisiana universities, community colleges and technical schools for the purposes of creating, expanding and refining specialized programs in accordance with the company's workforce needs. As of the report date, no expenditures had been reimbursed to DXC; however, \$2.5 million in expenditures had been reimbursed to Louisiana universities by the State towards the project.

The CEA between the state of Louisiana/LED and DXC specified that the company establish the Digital Transformation Center and commence operations by January 2, 2018.

The company committed to the creation of 2,000 total new direct jobs according to the following schedule: 300 new direct jobs by March 31, 2019; an additional 300 new direct jobs by March 31, 2020; an additional 300 new direct jobs by March 31, 2021; an additional 300 new direct jobs by March 31, 2022; an additional 300 new direct jobs by March 31, 2023; an additional 300 new direct jobs by March 31, 2024; and an additional 200 new jobs by March 31, 2025.

The CEA includes clawback provisions that either reduce or recover grants for nonperformance of critical commitments in the CEA, principally payroll obligations. Specifically, if the company fails to meet Required Payroll in any Project Year for which any claim for grant payment is made, DXC must reimburse the State at an amount equal to the percentage of any shortfall relative to payroll obligations. Additionally, if a payroll shortfall occurs in any Project Year after funding of the grants, or, for which there are insufficient grant payments to offset the shortfall, the company will reimburse the State 2.7 percent of any shortfall relative to payroll obligations. However, the company may recover previous reimbursed amounts by a factor of 2.7 percent of payroll overages in future years.

***Subsequent to the reporting period, DXC and LED mutually agreed to terminate the CEA. Consequently, this CEA will not appear in future Mega-Project Development and Rapid Response Fund Semi-Annual Performance Reports.***

## **GENERAL ELECTRIC CAPITAL CORPORATION**

Information Technology Center of Excellence

Project announced in 2012

Orleans Parish

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and GE Capital commits the company to establish and commence operations in the new facility by January 1, 2013.

In the CEA, General Electric Capital Corporation (GE Capital) committed to build and operate an information technology center in New Orleans creating 300 new direct jobs with average salaries of \$60,000, plus benefits, by 2015.

The CEA and the announcement of the project described GE Capital's new facility as performing software development and information technology infrastructure support for GE Capital's financial services business. GE Capital's selection of New Orleans was based on the city's rapidly growing technology sector and attractive quality of life, the state's strong business climate and customized recruitment services offered by LED FastStart.

To secure the project, LED offered GE Capital a performance-based grant of up to \$12.7 million to offset relocation, recruitment, office refurbishment, lease expenses, and office equipment costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. Additionally, the State agreed to provide funding of \$500,000 per year for ten years to support the creation and or expansion of specialized software development-intensive degree programs. \$6.4 million in expenditures were reimbursed by the State.

The company has committed to produce 300 total new direct jobs according to the following schedule: 100 new direct jobs by December 31, 2013; an additional 100 new direct jobs by December 31, 2014; and an additional 100 new direct jobs by December 31, 2015. Under the CEA, GE Capital's performance was assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require GE Capital to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 5.09 percent of any shortfall relative to payroll obligations.

***The agreement is presently with outside counsel for resolution. LED is seeking reimbursement for all outstanding clawbacks owed for payroll shortfalls that have occurred since the inception of the CEA. Additionally, LED is seeking an accelerated clawback in accordance with the CEA default provisions as the company defaulted on the CEA by closing its New Orleans technology center. Consequently, this CEA will not appear in future Mega-Project Development and Rapid Response Fund Semi-Annual Performance Reports.***

## **HALLIBURTON ENERGY SERVICES, INC.**

Manufacturing facility

Project announced in 2011

Lafayette Parish

Halliburton Energy Services, Inc. (Halliburton) committed to build and operate a manufacturing facility in Lafayette including capital expenditures of \$63.0 million and the addition of 150 new direct jobs with average salaries of \$58,600, plus benefits, by 2015.

Halliburton's new facility will manufacture complex machined components for oilfield service operations with state-of-the-art manufacturing equipment, including numeric-controlled turning and milling equipment and additional value-added services such as heat treatment, coating and other specialty operations. Halliburton's investment will strengthen the manufacturing capabilities of the Acadiana area.

To secure the project, LED offered Halliburton a performance-based grant of up to \$2.0 million to offset site acquisition and infrastructure costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$2.0 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and Halliburton commits the company to begin operations in the new facility by December 31, 2012 and complete capital expenditures by December 31, 2013.

The company has committed to produce 150 total new direct jobs according to the following schedule: 122 new direct jobs by December 31, 2012; an additional 11 new direct jobs by December 31, 2013; an additional 10 new direct jobs by December 31, 2014; and an additional seven new direct jobs by December 31, 2015. Under the CEA, Halliburton's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Halliburton to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 3.3 percent of any shortfall relative to capital expenditure commitments and 3.1 percent of any shortfall relative to payroll obligations.

As of the report date, Halliburton's facility is operational in Lafayette with the majority of hiring complete. The company's most recent obligation included \$9.9 million in new payroll for the 12-month period ending December 31, 2021. Halliburton generated \$14.4 million in new payroll during this period, exceeding the performance requirement.

***As of the report date, Halliburton was meeting or exceeding all current performance requirements in the CEA. The CEA between Halliburton and LED terminated as of December 31, 2021. Consequently, this CEA will not appear in future Mega-Project Development and Rapid Response Fund Semi-Annual Performance Reports.***

## **IBM**

Application development and innovation center  
Project announced in 2015  
Ouachita Parish

IBM committed to establish an application development and innovation center in Monroe, Louisiana creating 400 new direct jobs by 2021. The company will be an anchor tenant at an 88-acre CenturyLink affiliated technology park.

The IBM center in Monroe represents a multifaceted, transformational partnership that will include expanded higher education programs related to computer science, as well as a major new technology park and mixed-use, real estate development that will catalyze new economic growth opportunities in Monroe. The IBM center will employ a broad range of college graduates and experienced professionals with backgrounds in computer science and other quantitative intense fields, such as engineering, mathematics and science. For the IBM project, the State will provide \$4.5 million in funding over 10 years for expanded higher education programs designed primarily to increase the number of annual computer science graduates in Northeast Louisiana. The University of Louisiana at Monroe will expand its computer science and computer information systems programs, while Louisiana Tech and Grambling State University will expand their technology programs in related areas, such as cyber engineering and data analytics. The State will provide \$12 million for construction of new office space for use by IBM, which will become an anchor tenant of the privately developed mixed-use complex. A University of Louisiana at Monroe foundation will own the IBM space and lease the space to the company. LED offered IBM a performance-based incentive package of up to \$7.7 million for the relocation, recruitment, training, and operating costs associated with the Monroe center. As of the report date, \$4.5 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and IBM commits the company to begin operations no later than December 31, 2015.

The company has committed to produce 400 total new direct jobs according to the following schedule: 50 new direct jobs by March 31, 2016; an additional 50 new direct jobs by March 31, 2017; an additional 50 new direct jobs by March 31, 2018; an additional 50 new direct jobs by March 31, 2019; an additional 100 new direct jobs by March 31, 2020; and an additional 100 new direct jobs by March 31, 2021. Under the CEA, IBM's performance is assessed annually relative to its jobs obligations.

The CEA includes clawback provisions that require IBM to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally jobs). Specifically, the company must reimburse \$5,000 multiplied by any shortfall in jobs each year.

As of the report date, IBM moved into its permanent facility. The access roads and the parking lot surrounding the facility had been completed. The company's most recent obligation was to produce 400 jobs for the 12-month period ending March 31, 2021. IBM has not submitted required reports needed to evaluate the company's 2021 job performance. IBM's next obligation is to produce 400 jobs for the 12-month period ending March 31, 2022.

***As of the report date, IBM had not reported jobs performance for Project Year 2021 and 2022. An assessment of 2021 and 2022 performance will take place upon submission of the required reporting data.***

## **IRIAPAK USA, LLC**

Manufacturing facility

Project announced in 2020

Orleans Parish

Iriapak USA, LLC (Iriapak) committed to establish a packaging film manufacturing facility in eastern New Orleans, creating 22 new direct jobs with average salaries of \$38,953, plus benefits, by 2023. The company will occupy a site in the New Orleans Regional Business Park.

Iriapak selected the location in New Orleans East because it offers incredible access to the entire East Coast of the U.S., an immense labor market; a regulatory infrastructure; and exceptional port facilities for the company to import materials and export products.

To secure the project, LED offered Iriapak a performance-based grant of up to \$250,000 to offset site infrastructure improvements. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and Iriapak commits the company to complete at least \$4.5 million in capital investments for the purchase of property, as well as, constructing and outfitting the facility by June 30, 2021. In addition, Iriapak commits to expend a cumulative amount of at least \$5.8 million in capital investments by December 31, 2024.

Iriapak has committed to produce 22 total new direct jobs according to the following schedule: 6 new direct jobs by June 30, 2022; an additional 9 new direct jobs by June 30, 2023; and an additional 7 new direct jobs by June 30, 2024. Under the CEA, the company's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Iriapak to reimburse the State, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, Iriapak will not receive grant funds if they do not meet their capital expenditure obligation; and must reimburse the State at an amount equal to the percentage of any shortfall relative to payroll obligations.

As of the report date, Iriapak had commenced operation in its new facility and satisfied the capital investment obligations of \$5.8 million. Under the CEA, the company's performance is assessed annually relative to payroll obligations. The company's first significant obligation will be to produce \$0.3 million in new payroll by June 30, 2022. New payroll obligations will increase each year thereafter.

***As of the report date, Iriapak was meeting or exceeding all current performance requirements in the CEA.***



## **MECHANICAL EQUIPMENT COMPANY, INC.**

Manufacturing and office facility  
Project announced in 2012  
St. Tammany Parish

Mechanical Equipment Company, Inc. (MECO) committed to build a new manufacturing and office facility in Mandeville, with employment ramping up to 208 (127 new direct jobs with average salaries of \$47,000, plus benefits) by 2018.

MECO will expand production of technologically advanced water treatment equipment. The decision to invest in Louisiana was based on MECO's strong ties to Louisiana and evidence of Louisiana's strong business climate and world-class workforce.

To secure the project, LED offered MECO a performance-based grant of up to \$450,000 to offset relocation costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.3 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and MECO commits the company to retain 81 direct jobs and expend \$8 million for capital expenditures by December 31, 2013.

MECO has committed to produce 127 total new direct jobs according to the following schedule: 21 new direct jobs by December 31, 2013; an additional 19 new direct jobs by December 31, 2014; an additional 24 new direct jobs by December 31, 2015; and an additional 13 new direct jobs by December 31, 2016; an additional 32 new direct jobs by December 31, 2017 and an additional 18 new direct jobs by December 31, 2018. Under the CEA, MECO's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require MECO to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 2.25 percent of any shortfall relative to capital expenditures and 2.39 percent of any shortfall relative to new payroll obligations.

As of the report date, MECO's site construction has been completed and the facility is operational. MECO was required to produce at least \$7.6 million of new payroll for the 12-month period ending December 31, 2021. MECO generated \$5.7 million in new payroll during this period, missing the performance requirement. The next obligation includes \$7.8 million in new payroll for the 12-month period ending December 31, 2022.

***As of the report date, MECO was meeting about 76 percent of the payroll obligation specified in the CEA. LED will request reimbursement from the company (in accordance with CEA clawback provisions) due to the company's underperformance.***

**METHANEX USA, LLC**  
Methanol manufacturing plant  
Project announced in 2012  
Ascension Parish

Methanex will relocate a methanol production plant from Chile to a 225-acre site in Geismar, Louisiana. The company will invest \$550 million on this project, which will give the company its first U.S. based methanol production facility in more than a decade. The new plant will create 130 new jobs, with an average salary of \$56,250, plus benefits, by 2015.

Methanex's new facility will produce methanol. Methanex's selection of Geismar was based on the area's abundance of natural resources, a skilled workforce, easy access to barge, rail, and interstate transportation.

To secure the project, LED offered Methanex performance-based grants of \$3.8 million to offset infrastructure costs related to the project and \$1.5 million to reimburse relocation expenses. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.5 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and Methanex commits the company to spend not less than \$400 million in capital expenditures by December 31, 2014.

The company has committed to produce 130 total new direct jobs by December 31, 2015.

The CEA includes clawback provisions that require Methanex to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 1.4 percent of any shortfall relative to capital expenditures and 10.8 percent of any shortfall relative to required payroll obligations.

As of the report date, Methanex had completed construction of the methanol plant and was operational. The company's capital investment in the plant was \$558 million, exceeding the capital expenditure requirement. Under the CEA, Methanex's performance is assessed annually relative to payroll obligations. The most recent obligation included \$8.1 million in payroll for the 12-month period ending December 31, 2021. Methanex generated \$18.2 million in payroll during this period, exceeding the performance requirement. The next obligation includes \$8.3 million in payroll for the 12-month period ending December 31, 2022.

***As of the report date, Methanex was meeting or exceeding all current performance requirements in the CEA.***

## **PROCTER & GAMBLE MANUFACTURING COMPANY**

Expand fabric care product manufacturing facility

Project announced in 2012

Rapides Parish

The Procter & Gamble Manufacturing Company (P&G) committed to a \$28 million expansion at the company's fabric care facility in Pineville, Louisiana creating 50 new direct jobs with average salaries of \$61,000, plus benefits, by 2014.

In an effort to better align its fabric care divisions, P&G will consolidate some operations from Augusta, Georgia to its Pineville facility. P&G decided to reinvest in Louisiana because of the State's strong business climate, unparalleled quality of life, and outstanding workforce.

To secure the project, LED offered P&G a performance-based grant of \$3.4 million to offset a portion of the costs for new training facilities, infrastructure, and equipment. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$3.4 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and P&G commits the company to spend not less than \$28 million in capital expenditures by December 31, 2014.

The company has committed to produce 50 new direct jobs according to the following schedule: 25 new direct jobs by December 31, 2013; and an additional 25 new direct jobs by December 31, 2014. Under the CEA, P&G's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require P&G to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 1.0 percent of any shortfall relative to capital expenditures and 13.49 percent of any shortfall relative to required new payroll obligations.

As of the report date, P&G's expansion of the fabric care product manufacturing facility was completed. The company has met its capital investment obligation of \$28.0 million required by the CEA. Under the CEA, P&G's performance is assessed annually relative to new payroll obligations. The most recent obligation included \$3.9 million in new payroll for the 12-month period ending December 31, 2021. P&G did not generate any new payroll during this period, missing the performance requirement. The next obligation includes \$4.0 million in payroll for the 12-month period ending December 31, 2022.

***As of the report date, P&G was meeting zero percent of the new payroll obligation specified in the CEA. Subsequent to the reporting period, LED received payment for the clawback resulting from the company's underperformance in Project Year 2021.***

**RAIN CII CARBON, LLC**  
Corporate headquarters  
Project announced in 2013  
St. Tammany Parish

Rain CII Carbon, LLC (Rain CII) committed to relocating its corporate headquarters to Covington, Louisiana creating 71 new direct jobs with average salaries of \$102,700, plus benefits, by 2019. Rain CII will construct its approximately 40,000 square-foot headquarters building in the Northpark Business Park.

Rain CII chose this site because of Louisiana's successful business climate and the quick recovery and revitalization of the Greater New Orleans area.

To secure the project, LED offered Rain CII a competitive incentive package that includes a performance-based grant of \$3.6 million to offset headquarters relocation costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.6 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and Rain CII commits the company to spend not less than \$65.0 million in capital expenditures by December 31, 2019.

The company has committed to produce 71 total new direct jobs according to the following schedule: 62 new direct jobs by December 31, 2015; an additional two new direct jobs by December 31, 2016; an additional two new direct jobs by December 31, 2017; an additional two new direct jobs by December 31, 2018; and an additional three new direct jobs by December 31, 2019.

The CEA includes clawback provisions that require Rain CII to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 2.49 percent of any shortfall relative to capital expenditures and 3.69 percent of any shortfall relative to required new payroll obligations.

As of the report date, the company has completed construction of its new corporate headquarters and has completed the relocation to the new building. Under the CEA, Rain CII's performance is assessed annually relative to new payroll obligations. The most recent obligation included \$8.5 million in new payroll for the 12-month period ending December 31, 2021. Rain CII generated \$6.8 million in new payroll during this period. The company met the 2021 performance requirement by coupling \$6.8 million in payroll with previously earned payroll credits. Rain CII earned these payroll credits by exceeding performance requirements in previous years. The next obligation includes \$8.8 million in new payroll for the 12-month period ending December 31, 2022.

***As of the report date, Rain CII was meeting or exceeding all current performance requirements in the CEA.***

## **SAFESOURCE DIRECT, LLC**

Manufacturing facilities

Project announced in 2021

Lafayette Parish and St. Martin Parish

SafeSource Direct, LLC (SafeSource) committed to construct two manufacturing facilities for personal protective equipment (PPE) in Lafayette Parish and St. Martin Parish. The Acadiana Region projects will create a combined 1,221 new direct jobs with average salaries of \$45,300 at the Lafayette Parish facility and \$38,000 at the St. Martin Parish facility, plus benefits, by 2023.

Ochsner Health partnered with Trax Development on a joint venture to create SafeSource Direct, LLC. SafeSource is investing \$73 million to retrofit an 80,000-square-foot manufacturing facility in Lafayette Parish, and \$77 million for the development of a new 400,000-square-foot manufacturing facility in St. Martin Parish. The Lafayette Parish facility will include the company's headquarters and a manufacturing plant for surgical tie-masks, bouffant hair covers, shoe covers, isolation gowns, procedure masks and N95 masks. The St. Martin Parish facility will include multiple production lines for PPE manufacturing, with nitrile rubber gloves as the main product.

To secure the project, LED offered SafeSource a \$2.5 million performance-based grant for the Lafayette facility and a performance-based grant of up to \$8.0 million for the St. Martin facility to offset facility infrastructure costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.3 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and SafeSource commits the company to complete \$77.5 million in capital investments for the construction of the St. Martin facility and \$73.7 million in capital investments for the Lafayette facility by December 31, 2024.

The company has committed to produce 976 total new direct jobs at the St. Martin facility according to the following schedule: 397 new direct jobs by December 31, 2021; an additional 379 new direct jobs by December 31, 2022; and an additional 200 new direct jobs by December 31, 2023. SafeSource has also committed to produce 245 total new direct jobs at the Lafayette facility according to the following schedule: 166 new direct jobs by December 31, 2021; an additional 38 new direct jobs by December 31, 2022; and an additional 41 new direct jobs by December 31, 2023.

The CEA includes clawback provisions that require SafeSource to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, if the company fails to meet the investment in capital expenditures for both facilities, the total amount of the performance-based grants will be reduced by the percentage equal to the capital expenditures shortfall. Additionally, SafeSource must reimburse the State at an amount equal to the percentage of any shortfall relative to payroll obligations.

As of the report date, SafeSource had expended \$42.8 million in capital investments towards the St. Martin facility construction and the project was 90% complete. Under the CEA, the company's performance at this facility is assessed annually relative to payroll obligations. SafeSource's first significant obligation at the St. Martin facility was to produce \$15.1 million in new payroll by December 31, 2021. The company has not submitted required reports needed to evaluate the company's 2021 job performance. SafeSource's next obligation includes \$29.0 million in payroll for the 12-month period ending December 31, 2022.

As of the report date, SafeSource had also expended \$15.2 million in capital investments towards the Lafayette facility construction and the project was 55% complete. Under the CEA, the company's performance at this facility is assessed annually relative to payroll obligations. The company's first significant obligation at the Lafayette facility was to produce \$7.4 million in new payroll by December 31, 2021. The company has not submitted required reports needed to evaluate the company's 2021 job performance. SafeSource's next obligation includes \$99.0 million in payroll for the 12-month period ending December 31, 2022.

***As of the report date, SafeSource had not reported 2021 payroll performance but was preparing the information for submission to LED. An assessment of 2021 performance will take place upon submission of the required reporting data.***

## **SELECT COMFORT CORPORATION**

Technical support contact center  
Project announced in 2017  
Jefferson Parish

Select Comfort Corporation (Select Comfort) committed to establish a technical support contact center in Jefferson Parish creating 225 new direct jobs with average salaries of \$30,000, plus benefits, by 2021.

Select Comfort will occupy an office building in the Elmwood business corridor, where employees will provide its sales and support services for customers of the company's Sleep Number® beds and accessory products.

To secure the project, LED offered Select Comfort a performance-based grant of \$800,000 to reimburse the company for lease assistance, infrastructure costs, and relocation expenses. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.8 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and Select Comfort commits the company to begin operations no later than September 2017.

The company has committed to produce 225 total new direct jobs according to the following schedule: 100 new direct jobs by June 30, 2018; an additional 75 new direct jobs by June 30, 2019; an additional 25 new direct jobs by June 30, 2020; and an additional 25 new direct jobs by June 30, 2021. Under the CEA, Select Comfort's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Select Comfort to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 2.74 percent of any shortfall relative to required payroll obligations.

As of the report date, Select Comfort began its operations in Jefferson Parish. Under the CEA, Select Comforts' performance is assessed annually relative to payroll obligations. The most recent obligation included \$7.2 million in payroll for the 12-month period ending June 30, 2021. The company generated \$14.5 million in payroll during this period, exceeding the performance requirement. The next obligation includes \$7.3 million in payroll for the 12-month period ending June 30, 2022.

***As of the report date, Select Comfort was meeting or exceeding all current performance requirements in the CEA.***

## **SHAW GROUP**

Manufacturing facility

Project announced in 2008

Calcasieu Parish

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED, the Calcasieu Parish Police Jury, the city of Lake Charles, the Lake Charles Harbor and Terminal District, Global Modular Solutions and The Shaw Group (“Shaw”) required Shaw to begin operations in the new facility by July 1, 2009 or as soon thereafter as practical.

In the CEA, Shaw committed to construct a modular nuclear component facility in Lake Charles, Louisiana creating 1,420 new direct jobs with average salaries of \$50,000 by 2016.

The new facility was supposed to be a first of its kind facility that will support construction of a new class of nuclear power plants as well as provide Shaw with the capability to manufacture modules for chemical sites and petrochemical plants.

To secure the project, LED offered Shaw and other parties a performance-based grant of up to \$32.5 million to offset building and infrastructure costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. So far, \$1.5 million in expenditures had been reimbursed by the State to the Lake Charles Harbor and Terminal for the relocation of an office building.

Shaw committed to produce 1,420 total new direct jobs according to the following schedule: 80 new direct jobs by December 31, 2009; an additional 280 new direct jobs by December 31, 2010; an additional 440 new direct jobs by December 31, 2011; an additional 400 new direct jobs by December 31, 2012; an additional 180 new direct jobs by December 31, 2013; an additional 20 new direct jobs by December 31, 2014 and an additional 20 new direct jobs by December 31, 2016. Under the CEA, Shaw’s performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Shaw to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

Shaw commenced operations in the new facility. The company experienced a reduction in employment growth over the years because the market for the construction of the new class of nuclear power plants diminished. The Lake Charles facility was repurposed to produce prefabricated pipe assemblies for the petrochemical and liquid natural gas industries as market conditions warrant. In 2018, McDermott International Inc acquired Shaw and assumed the obligations of Shaw under the CEA.

Under the CEA, Shaw’s performance was assessed annually relative to payroll obligations.

***Prior to the reporting period, LED had received clawback reimbursements for underperformance for Project Years 2012-2015 and had requested clawback reimbursements for subsequent Project Years.***

***The agreement is presently with outside counsel for resolution. McDermott filed for bankruptcy in January 2020 and its indebtedness to creditors was discharged in March 2020. In early summer 2020, McDermott completed the sale of several fabrication assets including the Lake Charles facility. The current owner, Shaw Acquisitions Holdings, has expressed a desire to work with LED to resolve the outstanding underperformance claims but has no***



***obligations to do so because of the discharge in bankruptcy. As of today Shaw's underperformance issues remain unresolved.***

## **US FOODS, INC.**

Distribution facility

Project announced in 2018

Jefferson Parish

US Foods, Inc. (US Foods) committed to expand the F. Christiana distribution facility in Marrero, retaining 140 existing jobs and creating 45 new direct jobs by 2027 with an annual salary of \$46,000, plus benefits. The investment will triple the size of the facility to 200,000 square feet in support of expanding distribution opportunities across the region.

The company explored a wide variety of markets for the investment. US Foods chose this location because the expansion of the F. Christiana facility will allow the company to continue to grow and serve more customers throughout Louisiana.

To secure the project, LED offered US Foods a performance-based grant of up to \$1.5 million to offset the cost of facility improvements and construction upgrades to the site and facility. As of the report date, no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and US Foods commits the company to complete \$51.9 million in capital investments at the facility by December 31, 2022.

The company has committed to retain 198 existing jobs and produce 45 total new direct jobs according to the following schedule: 10 new direct jobs by December 31, 2024; an additional nine new direct jobs by December 31, 2025; an additional eight new direct jobs by December 31, 2026; an additional 13 new direct jobs by December 31, 2027; and an additional five new jobs by December 31, 2028.

The CEA includes clawback provisions that will require US Foods to reimburse the State proportionate to any nonperformance against critical commitments in the CEA, principally capital expenditures, retained jobs, and payroll obligations. Specifically, US Foods will not receive grant funds if they do not meet their capital expenditure obligation; suffer a reduction or forfeit grant funds for not meeting the retained jobs obligations; and reimburse the State 15.5 percent of any shortfall relative to new payroll obligations.

As of the report date, the expansion project was 95% complete and the company had expended \$49.6 million in capital investments. Under the CEA, the company's performance is assessed annually relative to payroll obligations. The company's first significant obligation will be to produce \$0.5 million in new payroll by December 31, 2024. New payroll obligations will increase each year thereafter.

***As of the report date, US Foods was meeting or exceeding all current performance requirements in the CEA. During the reporting period, the CEA between US Foods and LED was amended. The First Amendment extends the contract and employment period to December 31, 2033. Additionally, the amendment provides the company an additional year to complete the required capital investments and an additional six months to meet the jobs and payroll obligations. These changes are reflected in the data above.***



**PUBLIC SECTOR RAPID RESPONSE FUND PROJECTS**

**BPCC FOUNDATION, INC.**

Center for Advanced Manufacturing and Engineering Technologies  
Bossier Parish

The State commitment of \$3.0 million to BPCC Foundation, Inc. (Foundation) provides for the expansion and operation of the Center for Advanced Manufacturing and Engineering Technologies located on the campus of Bossier Parish Community College.

The 65,000 square foot Center for Advanced Manufacturing and Engineering Technologies was dedicated in October 2014. It immediately began supporting training efforts for manufacturing projects in Shreveport. The center features specialized equipment and curricula focused on industrial technology and advanced manufacturing, and serves students in the BPCC's Division of Technology, Engineering, and Mathematics while supporting various certification programs that target manufacturing skills.

The cooperative endeavor agreement (CEA) commits the State to provide the Foundation with a grant of \$3.0 million towards for the renovation and operation of the Center for Advanced Manufacturing and Engineering Technologies. The Foundation will serve as the fiscal agent and oversee the project. In addition to the renovation, grant funds are to be utilized for the expansion of training and certification programs in areas such as industrial maintenance, advanced manufacturing, and mechatronics while increasing substantially the number of annual graduates in selected fields. The center is to support the region's workforce needs and growth of its manufacturing sector. The State will make an initial payment of \$1.54 million to the Foundation and an annual payment of \$365,000 in each of the four subsequent project years. As of the report date, \$1.54 million in expenditures had been reimbursed by the State.

Progress towards the project was delayed due to the COVID 19 Pandemic, which resulted in reduced student enrollment and a lack of industry demand. As of the report date, the Foundation has resumed activity on the project. It was building teams and partnerships to accelerate this project.

***As of the report date, BPCC Foundation was meeting or exceeding all current performance requirements in the CEA.***

## **SHREVEPORT AIRPORT AUTHORITY**

Aircraft maintenance facility  
Project announced in 2018  
Caddo Parish

Western Global Airlines (Western Global) committed to establish an aircraft maintenance facility in Shreveport, Louisiana including capital investments of \$3.0 million for tooling and equipment and creating 170 new direct jobs with average salaries of \$45,200, plus benefits, by 2027. Western Global will lease space for its maintenance facility in an 152,000-square-foot hanger at the Shreveport Regional Airport. The Shreveport Airport Authority will renovate the hangar and lease it to the company.

Western Global selected Shreveport as a conveniently located and well-qualified hub for maintaining its fleet of 16 Boeing 747 and McDonnell Douglas MD-114 wide-body freighter aircraft.

To secure the project, LED offered the Shreveport Airport Authority a performance-based grant of \$1.0 million to offset the renovation costs associated with the Hangar. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.9 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the state of Louisiana/LED and the Shreveport Airport Authority commits Western Global to begin operations at the facility no later than December 2018.

Western Global has committed to produce 170 total new direct jobs according to the following schedule: 75 new direct jobs by December 31, 2019; an additional 25 new direct jobs by December 31, 2020; an additional 10 new direct jobs by December 31, 2021; an additional 10 new direct jobs by December 31, 2022; an additional 10 new direct jobs by December 31, 2023; an additional 10 new direct jobs by December 31, 2024; an additional 10 new direct jobs by December 31, 2025; an additional 10 new direct jobs by December 31, 2026; and an additional 10 new direct jobs by December 31, 2027.

The CEA includes clawback provisions that require the Shreveport Airport Authority to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the authority must reimburse 3.93 percent of any shortfall relative to required payroll obligations.

As of the report date, Western Global began its operations in Caddo Parish. Under the CEA, the Shreveport Airport Authority's performance is assessed annually relative to payroll obligations. The most recent obligation included \$5.0 million in payroll for the 12-month period ending December 31, 2021. The company generated \$2.9 million in payroll during this period, missing the performance requirement. The next obligation includes \$5.5 million in payroll for the 12-month period ending December 31, 2022.

***As of the report date, Western Global Airlines was meeting about 57 percent of the payroll obligation specified in the CEA. LED will work with Shreveport Airport on the company's underperformance as it relates to the airport's obligations in the CEA.***