

INDUSTRIAL DEVELOPMENT BOARD OF THE CITY OF  
NEW ORLEANS, LOUISIANA, INC. MEETING  
HELD  
MARCH 16, 1999  
AT  
1515 POYDRAS STREET, 12TH FLOOR  
REAR CONFERENCE ROOM

**Attendees:**

Jimmie Thorns, Kyle E. Stoeber, Paul D. Cosma, Stephen R. Barry, James W. Smith, Stanley Myers, John B. Williams, and Nina Marchand-Hebert

**Absent:**

Irving A. Joseph, Lisa Ponce de Leon, Oscar J. Rainey, Bruce Bolyard, Ray Charles Crawford, and Bruce E. Larkin

**Others:**

Kimberly Johnson, Ray Cornelius-Foley & Judell, David Reid-Greystar Capital Partners, Nathan Watson-Greystar Capital Partners, Rick Richter, Tim Francis, Assessor Pat Johnson, Colin Hedland-Harcoc Bank, Eugene Green, JoAnn M. Tervalon, Gwen Carter, Gwen Owens, and Ernest Gethers

Jimmie Thorns, President, called the meeting to order at 4:04 p.m. JoAnn M. Tervalon then proceeded to call the roll. It was ascertained that a quorum was present.

**Minutes:**

John Williams made a motion that the minutes be adopted as read with the corrections. The motion was seconded by Stephen Barry. There were eight yeas and no nays and the minutes were adopted.

**Riverpark 2000 (Greystar Capital Partners) made a presentation for their project. Comments were as follows:**

- David Reid
- \* Community has treated us well
  - \* Greystar listened to the community and designed changes accordingly.
  - \* held numerous public meetings
  - \* held 8 community meetings
  - \* brought architect into the meeting

After the Greystar Presentation there was a question and answer session.

Stanley Myers      How much money is committed to date to this project?  
David Reid        A couple thousand of dollars

Stanley Myers      How much is committed from investors?  
David Reid        There is no money committed from investors.

Jimmie Thorns     What will be the impact on goods and services?  
David Reid        Average resident will be \$40 to \$60 thousand salary range.  
700 people will be living in the apartments  
There will be a \$6 million impact on the local community

Jimmie Thorns     Have you had a discussion with the staff concerning Open Access?  
David Reid        Yes, we have had a discussion.

Stanley Myers     Where will the Clientele come from?  
David Reid        Clientele will be 20-35 years group  
College students and young professionals

Nina Marchand made a motion for Ray Cornelius to prepare an interim approval resolution authorizing the issuance of revenue bonds not exceeding \$60 million. The motion was seconded by Kyle Stoever. There were 8 yeas and no nays and the motion was adopted. Greystar Capital Partners received preliminary approval from the board.

**Election of Officers:**

**President**

Jimmie Thorns was nominated by Kyle Stoever to be re-elected as President of the Industrial Development Board. The motion was seconded by Paul Cosma. Nina Marchand-Hebert made a motion to close the nomination. There were 8 yeas and no nays . Mr. Thorns was re-elected President of the IDB.

**Vice-President**

Nina Marchand Hebert was nominated by Kyle Stoever to be re-elected as Vice-President of the Industrial Development Board. The motion was seconded by Stephen Barry. There were 8 yeas and no nays . Ms. Marchand-Hebert was re-elected Vice-President of the IDB.

**Secretary/Treasurer**

Stanley Myers was nominated by Kyle Stoever to be re-elected as Secretary/Treasurer of the

Industrial Development Board. The motion was seconded by Stephen Barry. There were 8 yeas and no nays. Mr. Myers was re-elected Secretary/Treasurer of the IDB.

### **Assistant Secretary/Treasurer**

Stephen Barry was nominated by Nina Marchand-Hebert to be elected as Assistant Secretary/Treasurer of the Industrial Development Board. The motion was seconded by Kyle Stoever. There were 8 yeas and no nays. Mr. Barry was elected Assistant Secretary/Treasurer of the IDB.

### **Executive Session:**

The board went into Executive Session at 4:45 p.m. and returned to meeting at 5:15 p.m. The Executive Session was for discussion purposes only. No formal action was taken during the Executive Session.

A discussion ensued concerning the Board's authority.

- \* Board is autonomous
- \* Board always lived on money received from projects
- \* Board is an Independent board
- \* Will establish how to receive and use money
- \* Jimmie Thorns will talk to Deborah Wilson concerning Interagency Agreement.
- \* Requested to have Board funds move to the IDB checking account
- \* Funds came from MacFrugals fire settlement
- \* Need to explore Board's independence
- \* Has authority to hire own staff
- \* Board can negotiate its own staff - doesn't need to go the Council, Marc Morial or Marlin Gusman for approval.
- \* Kimberly Johnson starting date is April 1st and she will report directly to Jimmie Thorns.
- \* Jimmie Thorns will write letter to Councilman Sapir concerning his second appointee to the IDB.

### **Committees:**

#### **Policy Committee**

A committee was selected to review the board's attendance and draft policy. The members are:

Kyle Stoever- Chairman  
Stephen Barry  
Paul Cosma

**Ad Valorem Taxes Committee:**

A committee was selected to review and handle matters related to the Payment-In-Lieu-Of-Taxes (PILOT) Program. The members are:

- Stanley Myers
- Stephen Barry
- Paul Cosma

Kyle Stoever made a motion that the meeting be adjourned. The motion was seconded by Paul Cosma. There were 8 yeas and no nays and the meeting was adjourned at 5:40 p.m.

Respectfully submitted,

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Stanley Myers  
Secretary-Treasurer  
Industrial Development Board

INDUSTRIAL DEVELOPMENT BOARD OF THE CITY OF  
NEW ORLEANS, LOUISIANA, INC. MEETING  
HELD  
FEBRUARY 23, 1999  
AT  
1515 POYDRAS STREET, 12TH FLOOR  
CONFERENCE ROOM A

**Attendees:**

Irving A. Joseph, Jimmie Thorns, Paul D. Cosma, Stephen R. Barry, James W. Smith, Stanley Myers, Bruce E. Larkin, and Nina Marchand-Hebert

**Absent:**

Kyle E. Stoever, Lisa Ponce de Leon, Oscar J. Rainey, Bruce Bolyard, Ray Charles Crawford, and John B. Williams

**Others:**

Ray Cornelius-Foley & Judell, Eugene Green, JoAnn M. Tervalon, Gwen Carter, Gwen Owens, and Ernest Gethers

Jimmie Thorns, President, called the meeting to order at 4:40 p.m. JoAnn M. Tervalon then proceeded to call the roll. It was ascertained that a quorum was present.

**Minutes**

Irving Joseph made a motion that the minutes be adopted as read with the corrections. The motion was seconded by Paul Comas. There were eight yeas and no nays and the minutes were adopted.

**Days Inn**

Irving Joseph read the following motion:

**"The following motion was offered and unanimously adopted by the Industrial Development Board of the City of New Orleans, Louisiana, Inc: That the President.....duly adopted on this 23rd day of February, 1999". (See attached motion)**

Nina Marchand-Hebert made a motion to adopt as read, and the motion was seconded by Paul Cosma. There were 8 yeas and no nays and the motion was adopted.

An Interagency Agreement between the Industrial Development Board and the City of New Orleans needs to be drafted and executed in order to establish an account to draw down funds from the IDB budget. This is in process.

Irving Joseph read the following motion:

**“The following motion was offered and unanimously adopted by the Industrial Development Board of the City of New Orleans, Louisiana, Inc:  
That the President, A Vice President and/or Secretary Treasurer of the Industrial Development Board.....adopted on this the 23rd day of February, 1999.” (See attached motion)**

Irving Joseph made a motion to adopt as read, and the motion was seconded by Stephen Barry. There were 8 yeas and no nays and the motion was adopted.

Jimmie Thorns

- \* Requested that Ray Cornelius research the time period for the election of officers
- \* Put election of officers on the agenda for next meeting

Nina Marchand-Hebert made a motion that the meeting be adjourned. The motion was seconded by Bruce Larkins and the motion passed. The meeting adjourned at 5:05.

Respectfully submitted,

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Stanley Myers  
Secretary-Treasurer  
Industrial Development Board

INDUSTRIAL DEVELOPMENT BOARD OF THE CITY OF  
NEW ORLEANS, LOUISIANA, INC. MEETING  
HELD  
JANUARY 26, 1999  
AT  
1515 POYDRAS STREET, 12TH FLOOR  
REAR CONFERENCE ROOM

**Attendees:**

Lisa Ponce de Leon, Jimmie Thorns, Paul D. Cosma, Stephen R. Barry, James W. Smith, Kyle E. Stoeber, Stanley Myers, Bruce E. Larkin, and John B. Williams

**Absent:**

Oscar J. Rainey, Bruce Bolyard, Irving A. Joseph, Ray Charles Crawford, and Nina Marchand-Hebert

**Others:**

Frank Uddo-Uddo & Milazzo, Ray Cornelius-Foley & Judell, Arnold Baker, Kimberly Johnson, Gwen Carter, Gwen Owens, and Ernest Gethers

Mr. Jimmie Thorns, President, called the meeting to order at 3:58 p.m. Ms. Gwen Boutte-Owens then proceeded to call the roll. It was ascertained that a quorum was present.

**Minutes**

Mr. John Williams made a motion that the minutes be adopted as read with the corrections. The motion was seconded by Mr. Bruce Larkins. The minutes were adopted.

**Folgers:**

**COMMENTS:**

Ray Cornelius

- \* Folgers received a Letter of Support from the Mayor
- \* Prepared resolution for the Board
- \* City added basic routine items to resolution:
- \* Community Servicing Plan \$20,000.....
- \* Using Women-Owned/Minority-Owned businesses.....
- \* 51% low to moderate income people in Orleans Parish....

- \* Folgers plans to use their own Open Access Plan and to comply to City's Open Access Plan.
- \* Folgers agreed to submit updates to the board
- \* Black Economic Development Council (BEDC) will be monitoring the project for the board
- \* Original numbers for years 1-10 0% in the PILOT agreement has been changed to years 1-10 10% .....
- \* Engaged in conversation with Erroll Williams regarding Folgers taxes

Jimmie Thorns

Welcomed comments/questions from Frank Uddo. Hoped that Folgers would accept document subject to conditions.

- \* In support of Folgers Resolution
- \* Requested the Council to go ahead with process

Frank Uddo

- \* Received copy of the Open Access Plan (1/26/99) today
- \* There will be a monitoring agreement put in place
- \* Will adhere to City's reporting compliance
- \* Tried to call Cincinnati regarding Open Access Plan
- \* The compliance portion will be monitored by the BEDC
- \* Quarterly reports would be reported to that person at BEDC
- \* There will be 2 "face to face" meetings per year
- \* To establish opportunities for minority firms
- \* Goals will be established for minority participation
- \* There will be opportunities to do business with small businesses for contracting or hiring

Jimmie Thorns

- \* Is the Board clear on what is being discussed?
- \* Board needs to put forth goals for projects
- \* BEDC can be involved on behalf of the board

Stanley Myers

What is the BEDC?

Jimmie Thorns

A business group which operates like the Chamber of Commerce to ensure involvement in community development.

Stephen Barry

What happens if BEDC feels Folgers is not keeping their part of the agreement?



Ray Cornelius

- \* Commented on points that need to be included with lease agreement with Folgers.
- \* The lease can be extinguished and the project will go back on the tax roll
- \* Put safe guards in the lease
- \* Will have a trustee monitor for the board
- \* Ray Cornelius invited Stephen Barry to assist him in the legal process.

Arnold Baker

Who is responsible for the bonds?

Ray Cornelius

Folgers

- \* There will be a one time disbursement (purchase and draw same day)
- \* Will pay one debt service
- \* Trustee will be given notice of default (Ray or member of firm)
- \* Debt to be subsidiary
- \* One payment per year
- \* If the lease is not paid after a responsible period-the lease will revert
- \* Offered Erroll Williams position as agent for the board

What are the penalty provisions in case of default?

Ray Cornelius

- \* It is being developed-needs to be in lease agreement with Folgers. Worse case scenario to occur is that in case of default, lease can be extinguished, project can revert back to tax rolls and all that they bargained for would be lost.
- \* They would be given a notice with time for a cure.
- \* The provision would pay ad valorem taxes that year, not going back beyond one year.
- \* Would consider putting together a bond for deed.
- \* Probably 45 days from signing document, 90 days at the outset
- \* Problems is that project can't go back on tax rolls after they have established a default and paid a penalty.
- \* Can put in an additional payment in addition to payment in lieu of taxes.

Paul Cosma

- \* Is there any way to work the lease to make penalty retroactive?

Jimmie Thorns

- \* I think we can do this with the monitoring of the reports and findings delivered to the board.
- \* I agree that the penalty should be enough to keep people from taking this for granted.
- \* We'll have reports coming from the Open Access Plan and monitoring of the whole process.
- \* We need to establish some rules
- \* Should have annual meetings
- \* Findings will be immediately forwarded to the bodies involved
- \* Reports should be forthcoming as outlined in City's Open Access Plan

Stephen Barry made a motion that the board adopt the resolution for the Folgers bonds. The motion was seconded by John Williams and the motion passed. A roll call vote was taken; there was 8 yeas and no nays and the resolution was adopted.

**Staff:**

- \* Jimmie Thorns will call Marlin Gusman regarding Coordinator's position
- \* Board wants to expedite the matter
- \* What is projected start date
- \* Need money transferred to IDB account
- \* Will be employee or contract person
- \* Contract employee sounds better
- \* Contract employee will be more mobile or flexible
- \* Need to define what the duties of staff person will be
- \* Need to define who the staff person will report to
- \* Contract employee will be the only person that the board will have
- \* When the applicants are narrowed down to 3 or 5; it will be appropriate to send questionnaire to the applicants.
- \* Need to make sure that the person has a set office, hours and responsibilities.

Bruce Larkins made a motion that the board will hire an independent contractor for the Coordinator's position. The motion was seconded by Paul Comas and the motion passed. A roll call vote was taken there was 8 yeas and no nays and the motion was adopted.

**New Business:**

Jimmie Thorns

- \* Conversation with Nathan Watson-River Parks 2000 (Greystar)  
Mr. Thorns comments about the Greystar project
  - \*Is not a continuous piece of land
  - \*Streets to be changed
  - \*Drainage, sewerage and water changes must be made
  - \*Lot of infrastructure money needed
  - \*700 luxury apartments complex
  - \*An extended stay hotel
  - \*A regular hotel

**New Orleans Home Mortgage Authority (NOHMA)**

- \* Talk with Mayor/Council to find out what is going on
- \* Is NOHMA a competing authority?
- \* Invite Mr. St. Julien to next board meeting to discuss NOHMA function
- \* NOHMA cannot do ad valorem taxes

**Old Business:**

**Days Inn**

Ray Cornelius

- Commented on notes from minutes.
- \* Bonds mature in 2003
- \* Will discuss with Errol Williams
- \* Holding up on Attorney General's opinion

**Bond Application**

Ray Cornelius

- \* In the process of updating bond application.
- \* Additional information needs to be incorporated
- \* Will have application ready for next meeting

Stephen Barry made a motion that the meeting be adjourned. The motion was seconded by John Williams and the motion passed. The meeting adjourned at 5:25.

Respectfully submitted,

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Stanley Myers  
Secretary-Treasurer  
Industrial Development Board