

**Board Meeting  
February 15, 2022**

**St. Landry Parish Economic and Industrial Development District  
Business Resource Center  
5367 I-49 S. Service Road  
Opelousas, LA 70570**

**AGENDA**

- I. WELCOME.....CHAIRMAN, ANDY DAKIN
- II. PLEDGE
- III. ROLL CALL
- IV. ADOPTION OF THE JANUARY 2022 BOARD MEETING MINUTES
- V. FINANCIAL REPORT..... TREASURER, HALS BEARD
- VI. OLD BUSINESS
  - a. WALMART PILOT AGREEMENT UPDATE - RODIER
  - b. I-49 MIDWAY CORRIDOR PROJECT – RODIER
  - c. ORGANIZATIONAL STAFFING UPDATE – RODIER
    - i. ADMINISTRATIVE ASSISTANT/PROJECT COORDINATOR
- VII. NEW BUSINESS
  - a. SALES FORCE
  - b. ANNUAL PRIORITIES
- VIII. PRESENTOR – SHERRI MCGOVERN – ST. LANDRY PARISH TAX ASSESSOR
- IX. ADJOURN

Chairman, Andy Dakin opened the regular board meeting at 10:03 A.M.

**Voting Members Present:** Andy Dakin, Ericka Milton, Don Reber, Wil Fontenot, Christopher Clostio, Daniel Lyons, Lena Charles, Don Dejean, Sharon Ortego, Candance Papillion (virtual), Toni Effingger, Seth Robin, Hals Beard, and Boisy Pitre

**Voting Members Absent:** Dr. John Hamlin, Roma Stewart, Ken Simeral

**Non-Voting Members Present in Person:** Bill Rodier, Taylor Lormand, Teresa Reaves, and Janece Riser

**Guest:** Sherri McGovern (St. Landry Parish Tax Assessor), Jim Bourgeois (One Acadiana)

It was determined a quorum was present.

**Meeting Minutes:** A motion was made by Erika Milton to accept the January 2022 board meeting minutes and seconded by Wil Fontenot. Motion carried without objection.

**Financial Report:** Hals Beard provided an overview of the January 2022 financials. Hals clarified some anomalies regarding the revenue and expenses. Bill Rodier clarified the LBIA grant, stating it was a close out of the 2020-2021 grant cycle. He also explained some revenue changes and the expenses associated with the annual audit. Chairman Dakin asked that a clarification of the audit fees to be given to him after the meeting. A motion to adopt the January 2022 financials was made by Don Reber and seconded by Toni Effingger. Motion carried without objection.

**Old Business:**

***Walmart PILOT Agreement:*** Bill Rodier gave an overview on the Walmart Pilot agreement. The next step of this process is for all entities to agree and sign a CEA. Bill will be attending the Fire District 3 meeting tonight. The school board agrees with the process pending approval from their legal department. Parish Council meets tomorrow, and he doesn't see anything prohibiting them to be on board. The Parish Tax Assessor is on board pending legal approval. Wil Fontenot asked about Walmart's stance on the agreement. Bill advised there has been no word from Walmart.

***I-49 Midway Corridor Activity Update:*** Bill Rodier gave an update on the Midway Corridor. He suggests St Landry Parish follow Carencro's example and consider having an overlay review committee and performance land use in place.

***Organizational Staffing Structure:*** Bill Rodier updated the board with the hiring of the Administrative Assistant Teresa Reaves. Teresa gave an introduction and was welcomed by the board. Bill explained SLED is not exempt from the struggles of retention and recruitment in the labor market. The top pick for the Project Coordinator position accepted another offer from Chevron and the second pick withdrew her application due to another offer. He stated he will focus on training Teresa for the next few months and then readdress the hiring of the Project Coordinator.

#### ***New Business:***

***Salesforce*** – Bill Rodier explained SLED's need for a CRM and project management tool. He explained Taylor Lormand has been working with Sales Force for over a year to upgrade our current Sales Force system to a system that can be tailored to our needs with emphasis on expansion, retention, communications, financial management, and project management. Taylor Lormand answered questions from the board. She expressed the need for the project management tool and the financial management tools. Ms. Lormand noted that Salesforce allows for asset tracking per project. Andy Dakin spoke on his understanding of Salesforce which is the centralized location for all of SLED's information. Boisy Pitre requested a more detailed explanation of the \$37,000 initial set up cost by Catalyst. Ms. Lormand explained that the cost is for a total rebuild because our current Salesforce package is outdated. There was a review of the cost breakdown provided in the Salesforce proposal. There was additional in-depth discussion on Salesforce and previous uses by various board members. A motion to move forward with the Salesforce and Catalyst contract for a complete \$37,000 initial set up and construction of the new system as highlighted in the board packet proposal, with a 600 per user annual recurring fee was made by Don Reber and seconded by Wil Fontenot. Motion carried without objection.

***Annual Priorities:*** Bill Rodier acknowledged that the organizational guide is massive at a glance, so he has come up with an overview of the areas of the guide priorities for 2022 in a measurable manner that is digestible by quarter. This list does not mean other areas will not have activity in that quarter but rather these things will be knocked off the list. An in-depth discussion on the annual priorities and its uses in measuring SLED's progress throughout the year.

***Presentation:*** Sherri McGovern with the St. Landry Parish Tax Assessor - Bill Rodier introduced Sherri McGovern. Mrs. McGovern gave a presentation on St. Landry Parish Assessor's duties, processes, and changes that affect taxes. The board was given the opportunity to ask questions and receive clarifications on some details.

Announcements:

Bill Rodier announced that Superintendent of Schools, Patrick Jenkins would be making town hall presentations on the School Board Tax Proposal considerations beginning the 15<sup>th</sup> of February, 6:00 PM, at Opelousas High School, with a schedule of other high schools in the parish to follow. He asked Ms. Riser to send out the schedule of presentations to board members.


Daniel Lyons announced the 36<sup>th</sup> Annual Beef Cookoff being held this Saturday at the Ag Arena starting at 8am – 4pm. Everyone’s welcome to attend. He is also looking for volunteers.

Having no further business to discuss, a motion to adjourn at 11:37 pm by Wil Fontenot and seconded by Boisy Pitre. Motion carried without objection.

ATTEST:

  
\_\_\_\_\_  
Secretary

CHAIRMAN:

  
\_\_\_\_\_  
Andy Dakin