



ECONOMIC DEVELOPMENT AND SITE SELECTION CONSULTING SERVICES

Locating Battery Operations
in North America

Tommy Kurtz
Managing Director

NATTBATT 2025
Orlando, Florida

[AvidentAdvisors.com](https://www.AvidentAdvisors.com)

CONSULTING SERVICES

Tommy Kurtz is managing director of Avident Advisors. A native of Louisiana, Tommy has lived and worked in both Louisiana and Texas and has worked on projects throughout the Gulf Coast and the US as an economic developer professional and site selector.

Tommy Kurtz has nearly 30 years of economic-development experience across the Gulf Coast region. He has held executive and leadership positions in the private, non-profit, and governmental sectors in Louisiana and Texas, including with regional, state, and local agencies, utility organizations, and private engineering companies. Over the course of his career, he has been deeply involved in site selection and economic-development initiatives that have resulted in the creation of more than 12,000 new direct jobs, retention of over 21,000 jobs, and \$40 billion in new capital investment from more than 100 announced projects.

Prior to joining Jones Walker, Tommy served as vice president of business and strategic development for the Corpus Christi Regional Economic Development Corporation (CCREDC), where he was responsible for business development and marketing, business attraction and recruitment, project management, strategic planning, data and information systems management, and site-development efforts. Among other major projects during his tenure at CCREDC, he played a key role in the development of a \$10 billion ethylene manufacturing facility, a \$2 billion electric arc furnace steel manufacturing project and a \$500M lithium refining facility.

Previously, Tommy served for five years as executive director of the Business Expansion and Retention Group at Louisiana Economic Development (LED) under Louisiana Governor Bobby Jindal, during which time Tommy coordinated more than \$26 billion in new investment and the creation of 3,000 new direct jobs in announced new manufacturing, liquified natural gas (LNG), and other projects throughout the state. He has also held senior positions at the Ascension (Louisiana) Economic Development Corporation, Greater New Orleans, Inc., Entergy, the City of New Orleans, and the Louisiana Lottery Corporation. Under his leadership, these organizations — and Tommy individually — have earned numerous awards from *Baton Rouge Business Report*, the Public Employees Roundtable, *New Orleans City Business*, and other publications and organizations.

Tommy served on the boards of the Texas Economic Development Council (TEDC), the Padre Isles Property Owners Association, and the Island Strategic Action Committee of the City of Corpus Christi, Texas. He was the 2009 chairman and remains an active member of the Louisiana Industrial Development Executives Association (LIDEA). He also is a member of the International Economic Development Council (IEDC), the Industrial Asset Management Council (IAMC) and a member of the state economic development associations in Texas, Mississippi and Alabama.



**Managing Director
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Practices

- Economic Development

Education

- Louisiana State University, Master of Public Administration (Public Finance), 1991
- Boston College, Economics/English, 1989
- Economic Development Institute, University of Oklahoma, 1996
- Certified Economic Developer

CONSULTING SERVICES

Community
Identification
Process

State of the Art
Cloud-Based RFP
Process

Site Identification,
Analysis &
Recommendations

Economic Impact
Analysis

Incentive Analysis
and Negotiation

Advisory Services to
EDOs/Public
Organizations

CONSULTING SERVICES

Sample of Site Location Research Tools

- Lasso
- ESRI-ArcGis
- ARC GIS Business Analyst
- EMSI/Lightcast
- Impact Data Source
- GazelleAI



SAMPLE PROJECTS

- Lithium Refinery and EV Battery Plant, Southwest US (pending)
- Ucore (Rare Earth Minerals, Louisiana (announced 12/22))
- Biographite Plant, Southeast US (pending)
- Ecobat Recycling Facility, Arizona
- Syrah Resources (DOE Loan Manager)
- Graphite Refining Facility, Southeast/Midwest US (pending)



About Jones Walker

Jones Walker by the Numbers

Key Facts

- **1937** – year Jones Walker was founded
- **350+** – attorneys
- **45** – *Fortune*[®] 100 company clients
- **16** – offices nationwide

Rankings & Honors

- **88** – attorneys recognized in *Chambers USA* (2024), including 12 Top Band firm rankings
- **58** – attorneys listed as **Super Lawyers** and **Rising Stars** in the current editions of *Super Lawyers*
- **143** – ranking in the *National Law Journal* listing of the top 500 law firms in the United States
- **149** – attorneys listed in *The Best Lawyers in America*© 2025



LOCATIONS

Atlanta, GA
Baton Rouge, LA
Birmingham, AL
Dallas, TX
Houston, TX
Jackson, MS
Lafayette, LA
Lake Charles, LA
Miami, FL
Mobile, AL
New Orleans, LA
New York, NY
Phoenix, AZ
Tallahassee, FL
The Woodlands, TX
Washington, DC

Project Development Overview

Jones Walker represents a wide range of project developers; lenders, both governmental and private; governments; advisers; and underwriters in all phases of the development process for a terminal and related facilities.

Our lawyers are deeply experienced in developing large scale capital projects across the U.S., particularly those that implicate the maritime industry. This experience includes representing owners, investors, developers, project contractors, and lenders in the development, construction and financing of large industrial and infrastructure development projects. Jones Walker is actively involved in terminal development and transportation projects for various industries across the country.

We guide clients from inception through all phases of development including siting, planning, incentives, permitting, financing, project contract preparation and negotiation, construction, operation, and management, and all attendant project agreements and related issues.

Our attorneys routinely handle matters related to:

- Long-term sophisticated lease agreements
- Terminal and dock construction and permitting
- Terminal and dock services agreements
- Engineering, Procurement, and Construction (EPC) agreements
- Site selection, acquisition, and related issues, including interconnection issues such as availability of natural gas, electricity, water supplies, and waste water disposal
- Land use and zoning, as well as the analysis of available tax abatements and/or the creation of free enterprise zones
- Environmental site assessment issues, environmental regulatory and permitting
- NIMBY (Not In My Back Yard) disputes and other community relations issues
- Electricity Purchase and Sales Agreements
- Fuel Supply and Transportation Agreements
- Operation and Maintenance Agreements
- Long-Term Parts and Service Agreements (LTSA)
- State and local tax issues
- Labor and employment issues, including OSHA

Experience Highlights

Battery recycling: Representation of the world leader in battery recycling and lead production in the collection, recycling, production, and distribution of energy storage solutions, lead and polypropylene products, precious metals, and other commodities. The company is also involved in the collection and recycling management of lithium batteries at its recycling site in Arizona. Jones Walker also represents the company with general contracting matters.

Battery recycling: Representation the world leader in battery recycling and lead production in connection with construction contracts for their Arizona recycling facility as well as tolling contracts to throughput lithium batteries. We are also involved with raw materials contracts in Europe.

Lithium mining: Advising client regarding plans for expansion and development of lithium mining and associated activities and infrastructure in Texas and/or Louisiana.

Rare earth production facility: Representation of rare metals company to assist with site selection for its first planned rare earth production facility. Jones Walker handled building comparisons, workforce analysis, utility costs, development rate discounts and reliability, and finance and incentive options including Bond Finance and PILOT arrangements.

Graphite processing facility: Representation of the United States Department of Energy in the development and financing of a \$100 million graphite processing facility. Work in connection with this project included providing advice on all real estate matters, title and survey matters, opinions, zoning, and credit facility matters.

Manganese sulfate monohydrate production facility: Representation of a water, waste, and energy management company in connection with developer transaction to potentially site \$480 million manganese sulfate monohydrate production facility in Ascension Parish. Jones Walker's client is supplying land, servitudes and sulfuric acid and utilities to the site. The new facility would be the first in the Western Hemisphere to manufacture HPMSM, a critical component in electric vehicle batteries.



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An Affiliate of Jones Walker LLP

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