
Department of Economic Development



Department Description

The mission of the Department of Economic Development is to cultivate jobs and economic opportunity for the people of Louisiana.

The goals of the Department of Economic Development are:

- I. Lead efforts to retain and grow jobs and business opportunities for all Louisiana citizens:
 - Through aggressive, professional business development and marketing efforts
 - By cultivating Louisiana's top regional economic development assets
 - By delivering turnkey workforce solutions for new and expanding businesses
- II. Reposition Louisiana as one of the best places in the country in which to start and grow a small business, as well as create a more vibrant entrepreneurial culture in our state
- III. Identify and implement policy and programmatic changes to improve Louisiana's tax, regulatory, and operating climate, thereby increasing the state's economic competitiveness
- IV. Lead Louisiana's efforts to create a diversified, growing economy through the cultivation of high-potential industry sectors
- V. Assist local and regional communities in their efforts to improve their economic competitiveness

Department strategies to position Louisiana for a brighter economic future:

- Improve Louisiana's economic competitiveness
- Enhance community competitiveness
- Cultivate top regional economic development assets
- Focus on business retention and expansion
- Develop national caliber business recruitment capacity
- Cultivate small business, innovation, and entrepreneurship
- Develop robust workforce solutions
- Aggressively tell our story

The Department of Economic Development is comprised of two agencies: Office of the Secretary and Office of Business Development.



For additional information, see:

[Department of Economic Development](#)

Department of Economic Development Budget Summary

	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 14,756,068	\$ 16,978,576	\$ 17,275,651	\$ 17,270,012	\$ 16,614,622	\$ (661,029)
State General Fund by:						
Total Interagency Transfers	1,150,793	2,400,000	2,400,000	0	2,300,000	(100,000)
Fees and Self-generated Revenues	2,578,479	3,509,272	3,574,439	3,294,272	2,614,739	(959,700)
Statutory Dedications	19,879,054	19,666,033	24,537,812	19,384,587	19,300,699	(5,237,113)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,864,670	400,000	10,610,311	0	0	(10,610,311)
Total Means of Financing	\$ 40,229,064	\$ 42,953,881	\$ 58,398,213	\$ 39,948,871	\$ 40,830,060	\$ (17,568,153)
Expenditures & Request:						
Office of the Secretary	\$ 15,844,694	\$ 19,068,638	\$ 22,512,887	\$ 17,016,586	\$ 20,009,897	\$ (2,502,990)
Office of Business Development	24,384,370	23,885,243	35,885,326	22,932,285	20,820,163	(15,065,163)
Total Expenditures & Request	\$ 40,229,064	\$ 42,953,881	\$ 58,398,213	\$ 39,948,871	\$ 40,830,060	\$ (17,568,153)
Authorized Full-Time Equivalents:						
Classified	63	64	65	65	61	(4)
Unclassified	53	50	49	49	49	0
Total FTEs	116	114	114	114	110	(4)



05-251 — Office of the Secretary

Agency Description

The mission of the Administration Program is to provide leadership, along with quality administrative and legal services, which sustains and promotes a globally competitive business climate that retains, creates, and attracts quality jobs and increased investment for the benefit of the people of Louisiana.

The goals of the Executive and Administration Program are:

- I. Maintain an internal structure and the processes that enable the Department to accomplish its mission, and create an environment that attracts/retains a talented staff and promotes teamwork.
- II. Identify actions to improve Louisiana's economic competitiveness.
- III. Operate an internationally recognized workforce development program that provides turnkey customized recruitment, screening and training for new and expanding companies in Louisiana.

Office of the Secretary Budget Summary

	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 5,506,059	\$ 6,108,206	\$ 6,176,044	\$ 6,881,016	\$ 7,210,347	\$ 1,034,303
State General Fund by:						
Total Interagency Transfers	0	2,400,000	2,400,000	0	2,300,000	(100,000)
Fees and Self-generated Revenues	477,003	780,506	780,506	611,644	975,624	195,118
Statutory Dedications	9,861,632	9,779,926	13,156,337	9,523,926	9,523,926	(3,632,411)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 15,844,694	\$ 19,068,638	\$ 22,512,887	\$ 17,016,586	\$ 20,009,897	\$ (2,502,990)
Expenditures & Request:						
Administration	\$ 15,844,694	\$ 19,068,638	\$ 22,512,887	\$ 17,016,586	\$ 20,009,897	\$ (2,502,990)
Total Expenditures & Request	\$ 15,844,694	\$ 19,068,638	\$ 22,512,887	\$ 17,016,586	\$ 20,009,897	\$ (2,502,990)
Authorized Full-Time Equivalents:						
Classified	21	23	23	23	20	(3)
Unclassified	13	11	11	11	11	0
Total FTEs	34	34	34	34	31	(3)



251_1000 — Administration

Program Authorization: R.S. 36:101 et seq.; R.S. 36:4 et seq.; R.S. 51:2383; R.S. 51:935; as amended by Acts 6, 7, 8, 9, and 12 of the 2001 Regular Legislative Session.

Program Description

The mission of the Administration Program is to provide leadership, along with quality administrative and legal services, which sustains and promotes a globally competitive business climate that retains, creates, and attracts quality jobs and increased investment for the benefit of the people of Louisiana.

The goals of the Executive and Administration Program are:

- I. Establish internal structure and processes that enable the department to accomplish its mission, and create an environment that attracts/retains a talented staff and promotes teamwork.
- II. Review laws, policies, and rules that impact economic development and the management of the department; promulgate or recommend changes as appropriate.
- III. Promote collaborations among governmental units, businesses, and non-profit organizations to advance economic development in the state.
- IV. Pursue funding and resources necessary to make Louisiana globally competitive in terms of business recruitment, retention and entrepreneurship.
- V. Identify actions to improve Louisiana's economic competitiveness.

For additional information, see:

[LED Administration](#)

Administration Budget Summary

	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 5,506,059	\$ 6,108,206	\$ 6,176,044	\$ 6,881,016	\$ 7,210,347	\$ 1,034,303
State General Fund by:						
Total Interagency Transfers	0	2,400,000	2,400,000	0	2,300,000	(100,000)
Fees and Self-generated Revenues	477,003	780,506	780,506	611,644	975,624	195,118
Statutory Dedications	9,861,632	9,779,926	13,156,337	9,523,926	9,523,926	(3,632,411)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0



Administration Budget Summary

	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Total Means of Financing	\$ 15,844,694	\$ 19,068,638	\$ 22,512,887	\$ 17,016,586	\$ 20,009,897	\$ (2,502,990)
Expenditures & Request:						
Personal Services	\$ 4,622,531	\$ 4,765,248	\$ 4,765,248	\$ 4,844,407	\$ 4,549,998	\$ (215,250)
Total Operating Expenses	1,327,301	827,802	954,951	954,951	954,951	0
Total Professional Services	474,863	863,892	664,952	520,000	520,000	(144,952)
Total Other Charges	9,244,169	12,611,696	16,127,736	10,697,228	13,984,948	(2,142,788)
Total Acq & Major Repairs	175,830	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 15,844,694	\$ 19,068,638	\$ 22,512,887	\$ 17,016,586	\$ 20,009,897	\$ (2,502,990)
Authorized Full-Time Equivalents:						
Classified	21	23	23	23	20	(3)
Unclassified	13	11	11	11	11	0
Total FTEs	34	34	34	34	31	(3)

Source of Funding

This program is funded with State General Fund, Interagency Transfers, Fees and Self-generated Revenues, and Statutory Dedications. The Interagency Transfers are from the Division of Administration, Office of Community Development for a Community Development Block Grant. The Fees and Self-generated Revenues are derived from the collection of certain specified fees from businesses applying for business incentives granted by the department and from the Accent Corporate Center. The Statutory Dedications are from the Louisiana Economic Development Fund (R.S. 51:2315). (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of the statutory dedicated fund).

Administration Statutory Dedications

Fund	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 9,636,183	\$ 9,779,926	\$ 11,864,357	\$ 9,523,926	\$ 9,523,926	\$ (2,340,431)
Rapid Response Fund	225,449	0	1,291,980	0	0	(1,291,980)



Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 67,838	\$ 3,444,249	0	Mid-Year Adjustments (BA-7s):
\$ 6,176,044	\$ 22,512,887	34	Existing Oper Budget as of 12/01/14
Statewide Major Financial Changes:			
17,132	17,132	0	Annualize Classified State Employees Performance Adjustment
2,993	2,993	0	Civil Service Training Series
6,933	6,933	0	Louisiana State Employees' Retirement System Rate Adjustment
19,391	19,391	0	Group Insurance Rate Adjustment for Active Employees
36,478	36,478	0	Group Insurance Rate Adjustment for Retirees
0	(10,849)	0	Group Insurance Base Adjustment
180,383	180,383	0	Salary Base Adjustment
(197,515)	(197,515)	0	Attrition Adjustment
(117,475)	(3,749,886)	0	Non-recurring Carryforwards
155,761	(2,252)	0	Risk Management
47,477	47,477	0	Legislative Auditor Fees
306,793	306,793	0	Maintenance in State-Owned Buildings
2,237	2,237	0	Capitol Park Security
223	223	0	UPS Fees
2,742	2,742	0	Civil Service Fees
219,948	219,948	0	Office of Technology Services (OTS)
(20,715)	(20,715)	0	GEMS Savings
7,484	7,484	(3)	Office of State Human Capital
191,606	191,606	0	Office of State Procurement
Non-Statewide Major Financial Changes:			
0	(100,000)	0	Decrease Interagency Transfers for the FastStart program. The source of the Interagency Transfers funding was a Community Development Block Grant from the Division of Administration, Office of Community Development.
172,427	536,407	0	Adjustment to reflect projected collections based on the Revenue Estimating Conference (REC) estimates (-162,132 Fees and Self-generated revenues and \$64,490 in Statutory Dedications from the Louisiana Economic Development Fund). The adjustment also properly aligns estimated expenditures within the Department of Economic Development agencies.
\$ 7,210,347	\$ 20,009,897	31	Recommended FY 2015-2016
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 7,210,347	\$ 20,009,897	31	Base Executive Budget FY 2015-2016
\$ 7,210,347	\$ 20,009,897	31	Grand Total Recommended



Professional Services

Amount	Description
\$50,000	Provide legal services related to litigation and other related matters
\$395,000	Provide the maintenance support services needed for its applications in FastLane, a web-enabled, fully integrated system to process business incentive program applications and fees as well as the Louisiana Economic Development Corporation program applications and fees
\$75,000	FastStart - Legal, advertising, promotion and marketing services.
\$520,000	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$1,686,768	State Economic Competitiveness- Funding for state economic competitiveness benchmarking, planning and research initiative. This initiative will focus on economic development strategy and planning by benchmarking state public policies (business taxes, incentives, workforce programs, worker's compensation, etc.).
\$7,310,422	Fast Start Program provides a turnkey employee training and delivery solution for new and expanding facilities.
\$2,300,000	LA Job Connections -Funding from Community Development Block Grant (CDBG) for the FastStart Workforce recruitment program for high demand occupations.
\$10,000	Special Marketing - funds are used for escorting prospects, group activities, special marketing events and activities to promote economic activity and stimulate interest in LA as a business location.
\$11,307,190	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$25,381	Civil Service Fees
\$7,097	Uniform Payroll System (UPS)
\$51,364	DPS - Security of Capitol Annex
\$69,423	Capitol Police
\$238,696	Office of Risk Management
\$47,477	Legislative Auditor Expenses
\$727,958	Division of Administration - Office of Technology Services
\$986,542	Maintenance in State-Owned Buildings
\$191,606	Office of State Procurement
\$256,965	Office of State Human Capital
\$14,294	Office of State Mail - Postage
\$59,414	Office of Telecommunications - Telephone & Telegraph
\$1,389	Office of State Printing - Printing
\$152	Office of State Register - Dues & Subscriptions
\$2,677,758	SUB-TOTAL INTERAGENCY TRANSFERS
\$13,984,948	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding recommended for Acquisitions and Major Repairs.



Performance Information

- 1. (KEY) Through the Executive and Administration activity, maintain a culture of marketing and recruitment by providing administrative oversight and leadership necessary to produce 35 major economic development project announcements annually.**

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K	Number of major economic development project announcements (LAPAS CODE - 23429)	35	63	35	35	35	35
K	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	80.0%	92.0%	80.0%	80.0%	80.0%	80.0%

Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Louisiana per capita income (LAPAS CODE - 14013)	\$ 36,091	\$ 37,632	\$ 38,578	\$ 39,413	\$ 40,689
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
U.S. per capita income (LAPAS CODE - 14014)	\$ 40,166	\$ 39,635	\$ 41,663	\$ 42,693	\$ 44,543
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
Louisiana per capita income as a percent of U.S. per capita income (LAPAS CODE - 14015)	89.9%	94.9%	92.6%	92.3%	91.4%
Louisiana unemployment rate (LAPAS CODE - 14016)	7.3	7.7	7.3	5.5	6.2
SOURCE: Louisiana Department of Workforce Development. These figures do not include persons not in the labor force by desire and availability for work. The reported figure represents the rate as of December.					
U.S. unemployment rate (LAPAS CODE - 14017)	9.3	9.6	9.1	7.8	6.7
SOURCE: U.S. Department of Labor, Bureau of Labor Statistics. Does not include persons not in the labor force by desire and availability for work. The reported figure represents the annual average.					



Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Louisiana employment (number of jobs) (LAPAS CODE - 22860)	1,844,217	1,849,725	1,834,338	1,888,581	1,970,251
SOURCE: Louisiana Department of Workforce Development. Represents jobs reported by employers subject to the Louisiana Employment Security Law. Figures represent fourth quarter average by year.					
State ranking for value of exports (based upon zip codes of origin) (LAPAS CODE - 22861)	20	11	11	7	6
SOURCE: U.S. Census Bureau, Foreign Trade Statistics					

2. (KEY) Through the State Economic Competitiveness activity, improve Louisiana's attractiveness as a place to invest by identifying 10 major competitiveness improvements annually.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l Performance Indicator Name	Performance Indicator Values					
	Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K Number of major state competitiveness improvements identified (LAPAS CODE - 22909)	10	21	10	10	10	10



Performance Indicators (Continued)

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K	Number of major state competitiveness improvements implemented (LAPAS CODE - 22910)	5	4	5	5	5	5
K	Number of significant improvements made for business and government interactions (e.g. permitting, business incentives, filings) (LAPAS CODE - 20807)	3	7	3	3	3	3
S	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods or with a high state ranking for rankings not published in previous periods. (LAPAS CODE - 15583)	5	8	5	5	5	5
S	Percentage of readers of the Economic Development Quarterly (EQ) who believe progress is being made with the business climate in Louisiana (LAPAS CODE - 22866)	90%	98%	90%	90%	90%	90%

3. (KEY) Through the Louisiana Fast Start activity, to provide strategic, integrated workforce solutions to businesses through the delivery of training to at least 3,000 employees annually, resulting in improved competitiveness in retaining existing employers and attracting new businesses to the state.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Indicator Values			
				Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K	Number of employees trained (LAPAS CODE - 1016)	2,500	2,559	3,000	3,000	3,000	3,000
K	New jobs associated (LAPAS CODE - 21435)	2,500	5,436	3,000	3,000	3,000	3,000

Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Number of projects (LAPAS CODE - 1015)	21	23	33	19	32
Capital investment associated (LAPAS CODE - 10258)	\$ 933,000,000	\$ 697,900,000	\$ 11,308,100,000	\$ 18,987,320,000	\$ 1,045,650,000
Retained jobs associated (LAPAS CODE - 21436)	3,799	1,146	5,701	3,422	3,981



05-252 — Office of Business Development

Agency Description

The mission of the Office of Business Development is to implement strategies that will contribute to building a higher value-added economy, thereby increasing opportunities, incomes and wealth.

The overall goal of the Office of Business Development is to utilize a targeted economic development approach in order to be flexible and responsive, and to leverage resources through collaborations with industry, government and education, and regional and local economic development groups. The Office of Business Development has two programs: Business Development and Business Incentives.

The Small Business and Entrepreneurial Services division provides assistance to small businesses in Louisiana through its Small and Emerging Business Program offering technical assistance to certified small businesses.

The Business Expansion and Retention Group, in coordination with regional and local partners, will reach out to businesses across the state, including small businesses, to make Louisiana a better place in which to do business.

LED is also implementing a multi-year plan to reposition Louisiana as one of the best places in the country in which to start and grow a small business, as well as to create a more vibrant entrepreneurial culture in the state.

Office of Business Development Budget Summary

	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 9,250,009	\$ 10,870,370	\$ 11,099,607	\$ 10,388,996	\$ 9,404,275	\$ (1,695,332)
State General Fund by:						
Total Interagency Transfers	1,150,793	0	0	0	0	0
Fees and Self-generated Revenues	2,101,476	2,728,766	2,793,933	2,682,628	1,639,115	(1,154,818)
Statutory Dedications	10,017,422	9,886,107	11,381,475	9,860,661	9,776,773	(1,604,702)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,864,670	400,000	10,610,311	0	0	(10,610,311)
Total Means of Financing	\$ 24,384,370	\$ 23,885,243	\$ 35,885,326	\$ 22,932,285	\$ 20,820,163	\$ (15,065,163)
Expenditures & Request:						
Business Development Program	\$ 22,056,215	\$ 22,018,735	\$ 24,183,605	\$ 21,137,361	\$ 19,201,325	\$ (4,982,280)
Business Incentives Program	2,328,155	1,866,508	11,701,721	1,794,924	1,618,838	(10,082,883)
Total Expenditures & Request	\$ 24,384,370	\$ 23,885,243	\$ 35,885,326	\$ 22,932,285	\$ 20,820,163	\$ (15,065,163)



Office of Business Development Budget Summary

	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Authorized Full-Time Equivalents:						
Classified	42	41	42	42	41	(1)
Unclassified	40	39	38	38	38	0
Total FTEs	82	80	80	80	79	(1)



252_1000 — Business Development Program

Program Authorization: R.S. 51:2311 et. seq.; R.S. 51:2315; R.S. 51:2331; R.S. 51:2341 et. seq.; R.S. 51:2377 et. seq.; Acts 6, 7, 8, 9, and 12 of the 2001 Regular Legislative Session. R.S. 36:108 as amended by Acts 6, 7, 8, 9, and 12 of the 2001 Regular Legislative Session.

Program Description

The mission of the Business Development Program is to support statewide economic development by providing expertise and incremental resources to leverage business opportunities; encouragement and assistance in the start-up of new businesses; opportunities for expansion and growth of existing business and industry, including small business; execution of an aggressive business recruitment program; partnering relationships with communities for economic growth; expertise in the development and optimization of global opportunities for trade and inbound investments; cultivation of top regional economic development assets; protection and growth of the state's military and federal presence; communication, advertising, and marketing of the state as a premier location to do business; and business intelligence to support these efforts.

The goals of the Business Development Program are:

- I. To support statewide economic development through: Strengthening communities and fostering the development of key regional economic development assets; Supporting the creation and growth of small businesses, including those with the potential to generate a significant, long-term economic impact; and Focusing on the retention and expansion of the state's existing businesses and the recruitment of new businesses to the state, with an emphasis on targeted industry sectors.
- II. To deliver exceptional communications to improve Louisiana's image nationally and internationally, and to provide timely, relevant information to citizens and businesses.

The Business Development Program supports statewide economic development by providing expertise and incremental resources to leverage business opportunities:

- Encouragement and assistance in the start-up of new businesses
- Opportunities for expansion and growth of existing business and industry, including small businesses
- Opportunities for attracting new business investment
- Partnering relationships with communities for economic growth
- Learning and career development opportunities for the state's workforce
- Expertise in the development and optimization of global opportunities for trade and inbound investments
- Cultivation of top regional economic assets
- Protection and growth of the state's military and federal presence
- Communication, advertising and marketing of the state as a premier location to do business
- Business intelligence to support the above-described efforts

For additional information, see:

[Business Development Program](#)

Business Development Program Budget Summary

	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 9,250,009	\$ 10,870,370	\$ 11,099,607	\$ 10,388,996	\$ 9,404,275	\$ (1,695,332)
State General Fund by:						
Total Interagency Transfers	1,150,793	0	0	0	0	0
Fees and Self-generated Revenues	1,370,632	1,682,025	1,783,691	1,670,257	783,432	(1,000,259)
Statutory Dedications	9,343,587	9,066,340	10,543,359	9,078,108	9,013,618	(1,529,741)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	941,194	400,000	756,948	0	0	(756,948)
Total Means of Financing	\$ 22,056,215	\$ 22,018,735	\$ 24,183,605	\$ 21,137,361	\$ 19,201,325	\$ (4,982,280)
Expenditures & Request:						
Personal Services	\$ 6,823,314	\$ 7,070,372	\$ 6,815,452	\$ 7,088,187	\$ 6,785,691	\$ (29,761)
Total Operating Expenses	1,382,281	1,716,369	1,118,619	1,118,619	1,118,619	0
Total Professional Services	5,845,707	5,692,076	6,088,790	5,692,076	5,529,914	(558,876)
Total Other Charges	7,197,642	7,539,918	10,160,744	7,238,479	5,767,101	(4,393,643)
Total Acq & Major Repairs	807,271	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 22,056,215	\$ 22,018,735	\$ 24,183,605	\$ 21,137,361	\$ 19,201,325	\$ (4,982,280)
Authorized Full-Time Equivalents:						
Classified	28	27	28	28	27	(1)
Unclassified	40	39	38	38	38	0
Total FTEs	68	66	66	66	65	(1)



Source of Funding

This program is funded with State General Fund, Fees and Self-generated Revenues and Statutory Dedications. The Fees and Self-generated Revenues are derived from contributions from economic development allies for foreign representation in Europe and from certain specified fees collected from businesses applying for business incentives granted by the department. The Statutory Dedications are from the Marketing Fund (R.S. 47:318), the Entertainment Promotion and Marketing Fund (R.S. 47:6007) and the Louisiana Economic Development (LED) Fund (R.S. 51:2315). (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund).

Business Development Program Statutory Dedications

Fund	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 8,060,318	\$ 6,766,340	\$ 8,218,009	\$ 6,778,108	\$ 6,713,618	\$ (1,504,391)
Entertainment Promotion and Marketing Fund	289,557	300,000	325,350	300,000	300,000	(25,350)
Marketing Fund	993,712	2,000,000	2,000,000	2,000,000	2,000,000	0

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 229,237	\$ 2,164,870	0	Mid-Year Adjustments (BA-7s):
\$ 11,099,607	\$ 24,183,605	66	Existing Oper Budget as of 12/01/14
Statewide Major Financial Changes:			
0	0	(1)	Annualization of Fiscal Year 2015 Mid Year Reduction Plan
19,722	19,722	0	Annualize Classified State Employees Performance Adjustment
14,242	14,242	0	Civil Service Training Series
11,666	11,666	0	Louisiana State Employees' Retirement System Rate Adjustment
43,605	43,605	0	Group Insurance Rate Adjustment for Active Employees
380,547	523,547	0	Salary Base Adjustment
(543,269)	(543,269)	0	Attrition Adjustment
(232,628)	(2,168,261)	0	Non-recurring Carryforwards
476	476	0	Risk Management
599	599	0	UPS Fees
71,969	71,969	0	Office of Technology Services (OTS)
(45,694)	(45,694)	0	GEMS Savings
Non-Statewide Major Financial Changes:			
0	(400,000)	0	Non-recur Federal Funds provided from a EDA grant award provided to the Office of International Commerce.
(719,140)	(719,140)	0	Non-recur State General Fund (Direct) for the New Orleans BioInnovation Center.
0	(503,713)	0	Decrease Fees and Self-generated Revenues associated with lease collections for the Accent Corporate Center.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
(172,427)	(763,029)	0	Adjustment to reflect projected collections based on the Revenue Estimating Conference (REC) estimates (-162,132 Fees and Self-generated revenues and \$64,490 in Statutory Dedications from the Louisiana Economic Development Fund). The adjustment also properly aligns estimated expenditures within the Department of Economic Development agencies.
(525,000)	(525,000)	0	Non-recur one-time funding.
\$ 9,404,275	\$ 19,201,325	65	Recommended FY 2015-2016
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 9,404,275	\$ 19,201,325	65	Base Executive Budget FY 2015-2016
\$ 9,404,275	\$ 19,201,325	65	Grand Total Recommended

Professional Services

Amount	Description
\$4,888,244	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industries.
\$260,000	Foreign Representatives - To promote trade and investment opportunities for Louisiana through foreign representative consultants to coordinate meetings with appropriate corporate decision makers in foreign countries.
\$4,832	Market research in each of the industry areas and other services as deemed necessary.
\$186,838	Participations with economic development organizations, local governments, etc. for joint economic related activities.
\$190,000	Funds provided for promoting and marketing of Louisiana's entertainment industry, including but not limited to development of the Louisiana Entertainment website and other traditional marketing materials used to execute its marketing plan.
\$5,529,914	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$735,540	Small and Emerging Business Development - Technical assistance to provide funds for assisting certified small and emerging businesses by providing managerial and/or developmental assistance and technical assistance which includes entrepreneurial training and other specialized assistance to businesses. Funds will be provided for technical assistance through service providers.
\$1,000,000	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$1,360,000	Louisiana Economic Development Regional Awards and Matching Grant Program - provides assistance to eligible economic development organizations in their comprehensive and strategic marketing and/or recruitment plans for towns, cities, parishes and regions as a site for new and/or expanded business development (Tier 1).
\$200,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.



Other Charges (Continued)

Amount	Description
\$450,000	Funding provided for Project Specific Site Preparation/Evaluation. Funding will be utilized for site selection consultant's request on site specific information and proposals such as title searches, wetland delineations, soil evaluation, archeological evaluations, transportation assessments, land surveys, environmental assessments and other.
\$479,940	Special Marketing - funds are used for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in LA as a business location.
\$74,437	Marketing Education Initiatives - LA Council for Economic Education - Provide administrative services which will facilitate the planning, coordinating and performance of economic education activities of the state, the Louisiana Council for Economic Education office, and the eight university and college based Centers of Economic Education.
\$675,563	Marketing Education Initiatives - Marketing Education Retail Alliance (MERA) - This program rewards and motivates high school students throughout the state by providing enhanced and/or enriched learning opportunities. This program improves the visibility and understanding of lifetime skills available through marketing education, enhances the linkage between schools in Louisiana, employment opportunities in the international marketing environment, improving the educational experiences available for Louisiana's young people, upgrades technology in Louisiana schools, and promote/encourage National Retail Skills Standards.
\$250,000	Marketing Education Initiatives - District 2 Enhancement Corporation - To organize, create and operate the New Orleans Customer Skills Center - East, to recruit and prepare individuals for long-term careers wherein strong customer skills are a requirement; assisting both employers and potential employees by providing both with a central point for meeting their employment needs.
\$341,426	LSU A&M - Louisiana Business Technology Center - to match Louisiana businesses with resources of federal lab systems including NASA/Stennis and NASA/Michoud.
\$110,000	Entertainment Promotion and Marketing - Funds are used for meetings with prospects, group activities and special events, and activities to promote entertainment activity and stimulate interest in LA as a business location.
\$5,676,906	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$80,430	Office of Telecommunications - State Telephone Services
\$9,765	Miscellaneous - Rental, printing, postage, miscellaneous, etc.
\$90,195	SUB-TOTAL INTERAGENCY TRANSFERS
\$5,767,101	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding recommended for Acquisitions and Major Repairs.

Performance Information

- (KEY) Through the Small Business Services activity, improve Louisiana's community competitiveness by certifying at least 15 new sites annually.**

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K	Number of newly certified sites (LAPAS CODE - 22862)	15	11	16	16	15	15
Commercial property owners were preparing their sites for certification last fiscal year, a long process that can easily take 6 months. As a result LED expects more certified sites during this fiscal year. As more land and property owners understand the benefit of having a certified site and start preparing their sites for certification, LED expects a robust number of sites to be certified in coming years.							
S	Private financing generated by Small Business Development Centers per state dollar invested (LAPAS CODE - 15580)	\$ 25.00	\$ 17.36	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00
S	Number of targeted improvements initiated for small businesses and entrepreneurs (LAPAS CODE - 22863)	4	4	4	4	4	4

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 29,424,768	\$ 39,697,549	\$ 33,023,127	\$ 31,782,069	\$ 37,687,852
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	5,008	3,362	7,984	7,122	3,449
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	6,874	7,422	8,107	6,186	6,587

2. (KEY) Through the Business Expansion and Retention activity, address business issues and opportunities by meeting with approximately 500 economic-driver companies in the state annually.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K	Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864)	500	632	500	500	500	500

3. (KEY) Through the Executive activity, foster economic growth by recruiting, retaining or expanding targeted companies and achieving an 85% satisfaction level among targeted businesses assisted with marketing.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	85.00%	100.00%	85.00%	85.00%	85.00%	85.00%

4. (KEY) Through the Business Development Services activity, to establish a culture of marketing and recruitment by developing at least 250 prospects for recruitment, expansion or retention in Louisiana.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

Level	Performance Indicator Name	Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Indicator Values			
				Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K	Number of major economic development prospects added (LAPAS CODE - 21051)	250	438	250	250	250	250

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Number of recruitment prospects -pipeline (LAPAS CODE - 22867)	138	195	278	356	362
Capital investment associated (recruitment) - pipeline (in billions) (LAPAS CODE - 22868)	\$ 21	\$ 11	\$ 30	\$ 49	\$ 47
Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869)	25,443	29,672	45,664	39,848	43,503
Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870)	67	80	71	71	76
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871)	\$ 4	\$ 11	\$ 63	\$ 7	\$ 11
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872)	5,600	7,380	5,655	4,192	9,001
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873)	12,734	18,101	22,982	21,051	16,442
Statewide capital investment - pipeline (in billions) (LAPAS CODE - 22874)	\$ 24	\$ 22	\$ 93	\$ 56	\$ 58
Statewide jobs (new and retained) - pipeline (LAPAS CODE - 23433)	43,777	55,153	74,301	62,951	68,946
Agriculture/Food/Forestry - pipeline (LAPAS CODE - 22876)	42	16	22	26	20
Durable Goods - pipeline (LAPAS CODE - 22877)	47	67	96	101	185
Energy/Petrochemical - pipeline (LAPAS CODE - 22878)	38	68	72	108	89
Logistics/Transportation - pipeline (LAPAS CODE - 22879)	6	8	11	12	13
Federal - pipeline (LAPAS CODE - 22880)	1	2	3	0	0
Technology (Including Digital Media) - pipeline (LAPAS CODE - 22881)	50	105	125	139	93
Other - pipeline (LAPAS CODE - 22882)	21	9	20	41	38
Includes historical data for Advanced Materials.					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Number of recruitment projects - announced. (LAPAS CODE - 22883)	22	19	21	28	20
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884)	\$ 1	\$ 4	\$ 2	\$ 8	\$ 4
Jobs associated (new recruitment) - announced (LAPAS CODE - 22885)	1,128	3,037	3,931	5,858	3,510
Number of expansion and retention projects - announced (LAPAS CODE - 22886)	13	35	40	31	43
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887)	\$ 1	\$ 2	\$ 16	\$ 13	\$ 19
Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888)	2,258	3,956	3,696	2,287	5,513
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889)	8,122	10,876	12,208	9,589	16,792
Statewide capital investment - announced (in billions) (LAPAS CODE - 22890)	\$ 2.06	\$ 6.45	\$ 17.96	\$ 15.27	\$ 23.39
Statewide jobs (new and retained) - announced (LAPAS CODE - 22891)	11,508	17,905	19,835	17,734	25,815
Agriculture/Food/Forestry - announced (LAPAS CODE - 22893)	9	5	7	5	5
Durable Goods - announced (LAPAS CODE - 22894)	5	18	19	12	22
Energy/Petrochemical -announced (LAPAS CODE - 22895)	9	13	21	25	18
Logistics/Transportation - announced (LAPAS CODE - 22896)	1	5	1	3	4
Federal -announced (LAPAS CODE - 22897)	Not Applicable	Not Applicable	1	1	0
Technology (including Digital Media) - announced (LAPAS CODE - 22898)	9	11	8	8	8
Other - announced (LAPAS CODE - 22899)	2	2	4	5	6
Now includes historical data for Advanced Materials.					
Number of Rapid Response projects approved and funded (LAPAS CODE - 22902)	7	5	5	3	6
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Dollars approved for Rapid Response projects (LAPAS CODE - 22903)	\$ 21,871,900	\$ 9,287,782	\$ 14,308,308	\$ 19,250,000	\$ 11,310,577
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Anticipated number of jobs created by Rapid Response applicants (LAPAS CODE - 22904)	792	1,706	1,316	932	1,027
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Anticipated number of jobs retained by Rapid Response applicants (LAPAS CODE - 22905)	3,631	30	237	81	539
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Anticipated amount of capital invested by Rapid Response applicants (in millions) (LAPAS CODE - 22906)	\$ 247.60	\$ 95.20	\$ 50.30	\$ 1,461.00	\$ 180.20
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in leveraging the Mega Fund vs. Rapid Response fund.					
Anticipated payroll associated with Rapid Response applicants (in millions) (LAPAS CODE - 22907)	\$ 52.58	\$ 49.00	\$ 75.16	\$ 52.11	\$ 14.68
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund. This figure represents a sum of the average annual payroll for each project.					

5. (KEY) Through the Entertainment Industry Development activity, lead business recruitment in the entertainment industry by generating at least \$375 million in Louisiana spending on certified film and television, digital media, sound recording, and live performance projects.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K	Estimated amount of dollars generated in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - 23434)	\$ 375	\$ 476	\$ 375	\$ 375	\$ 375	\$ 375

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Number of incentive applications received (LAPAS CODE - 22900)	243	228	307	273	306
Program rules were in place for Digital Interactive Media and Live Performance programs in FY 2009-2010.					
Number of full-length productions shot in the state (LAPAS CODE - 1314)	105	116	140	122	102
Estimated amount of tax credits (in millions) (LAPAS CODE - 22901)	\$ 150	\$ 244	\$ 143	\$ 364	\$ 154
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 287.00	\$ 412.00	\$ 447.70	\$ 1,120.00	\$ 426.79



252_2000 — Business Incentives Program

Program Authorization: R.S. 36:101 et. seq.; R.S. 25:315 et. seq.; R.S. 33:4702 (H); R.S. 51:941 et seq.; R.S. 51:2302; R.S. 47:3201-3205; R.S. 30:142D.5(a-c); R.S. 47:4301-4306; R.S. 47:34; R.S. 47:1951.1-1951.3; R.S. 39:991-997; R.S. 47:6005; R.S. 46:813-814; R.S. 17:3389; R.S. 51:1781-1787; R.S. 47:1121-1128; R.S. 51:938.1; Art. VII, Part II, Section 21 (F&I); as amended by Acts 6, 7, 8, 9, and 12 of the 2001 Regular Legislative Session.

Program Description

The mission of the Business Incentives Program is to create value for existing, expanding, and new businesses in Louisiana by providing quality assistance through marketing and administering tax, financial and other assistance products.

The goal of the Business Incentives Program is:

- I. Administer financial assistance and incentive service programs in a manner that meets client needs and streamlines business access.

The Business Incentives Program administers the department’s business incentives products through the Louisiana Economic Development Corporation and the Board of Commerce and Industry.

For additional information, see:

Business Incentives Program

Business Incentives Program Budget Summary

	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	730,844	1,046,741	1,010,242	1,012,371	855,683	(154,559)
Statutory Dedications	673,835	819,767	838,116	782,553	763,155	(74,961)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	923,476	0	9,853,363	0	0	(9,853,363)
Total Means of Financing	\$ 2,328,155	\$ 1,866,508	\$ 11,701,721	\$ 1,794,924	\$ 1,618,838	\$ (10,082,883)
Expenditures & Request:						
Personal Services	\$ 1,107,159	\$ 1,213,322	\$ 1,213,322	\$ 1,206,738	\$ 1,173,652	\$ (39,670)



Business Incentives Program Budget Summary

	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Total Operating Expenses	42,493	88,288	88,288	88,288	88,288	0
Total Professional Services	15,181	317,500	270,098	245,411	109,500	(160,598)
Total Other Charges	1,140,954	247,398	10,130,013	254,487	247,398	(9,882,615)
Total Acq & Major Repairs	22,368	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 2,328,155	\$ 1,866,508	\$ 11,701,721	\$ 1,794,924	\$ 1,618,838	\$ (10,082,883)
Authorized Full-Time Equivalents:						
Classified	14	14	14	14	14	0
Unclassified	0	0	0	0	0	0
Total FTEs	14	14	14	14	14	0

Source of Funding

This program is funded with Fees and Self-generated Revenues and Statutory Dedications. The Fees and Self-Generated Revenues are due to certain specified fees collected from businesses applying for business incentives granted by the department. Statutory Dedications are from the Louisiana Economic Development (LED) Fund (R.S. 51:2315). (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of the statutory dedicated fund).

Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2013-2014	Enacted FY 2014-2015	Existing Oper Budget as of 12/01/14	Continuation FY 2015-2016	Recommended FY 2015-2016	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 673,835	\$ 819,767	\$ 838,116	\$ 782,553	\$ 763,155	\$ (74,961)

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 9,835,213	0	Mid-Year Adjustments (BA-7s):
\$ 0	\$ 11,701,721	14	Existing Oper Budget as of 12/01/14
Statewide Major Financial Changes:			
\$ 0	\$ 12,200	0	Annualize Classified State Employees Performance Adjustment
\$ 0	\$ 1,672	0	Louisiana State Employees' Retirement System Rate Adjustment
\$ 0	\$ (44,097)	0	Louisiana State Employees' Retirement System Base Adjustment



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 8,975	0	Group Insurance Rate Adjustment for Active Employees
\$ 0	\$ (6,221)	0	Group Insurance Base Adjustment
\$ 0	\$ 7,777	0	Salary Base Adjustment
\$ 0	\$ (19,976)	0	Attrition Adjustment
\$ 0	\$ (9,900,213)	0	Non-recurring Carryforwards
\$ 0	\$ (143,000)	0	GEMS Savings
Non-Statewide Major Financial Changes:			
\$ 0	\$ 1,618,838	14	Recommended FY 2015-2016
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 0	\$ 1,618,838	14	Base Executive Budget FY 2015-2016
\$ 0	\$ 1,618,838	14	Grand Total Recommended

Professional Services

Amount	Description
Professional Services:	
\$109,500	For various analytical, legal, and accounting services required in the Business Incentives program and any other services deemed necessary
\$109,500	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
Other Charges:	
\$27,500	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$190,000	Financial Assistance - Louisiana Economic Development Corporation (LEDC) - To provide funding for: Louisiana Small Business Loan Program, Venture Capital Programs, Business and Industrial Development Corporation Programs (BIDCO), Micro Loan Program, and the Contract Loan Program and any other programs as approved by the Board of the LEDC. Also included is funding provided for miscellaneous loan related charges.
\$217,500	SUB-TOTAL OTHER CHARGES
Interagency Transfers:	
\$8,500	Office of State Mail - Postage
\$8,500	Office of Telecommunications - State Telephone Services
\$12,898	Miscellaneous - Printing, LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc.
\$29,898	SUB-TOTAL INTERAGENCY TRANSFERS
\$247,398	TOTAL OTHER CHARGES



Acquisitions and Major Repairs

Amount	Description
	This program does not have funding recommended for Acquisitions and Major Repairs.

Performance Information

- 1. (KEY) Through the Business Incentives activity, establish and maintain at least a 90% satisfaction level with LED services for all participants of incentive programs administered by LED through the Board of Commerce and Industry.**

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	90%	93%	90%	90%	90%	90%

Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Number of Business Incentive projects approved (LAPAS CODE - 12582)	1,103	644	927	893	890
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	10,145	8,330	9,063	7,704	5,068
Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584)	56,099	39,533	48,593	41,990	52,451
Anticipated amount of capital invested by Business Incentive applicants (in millions). (LAPAS CODE - 21432)	\$ 10.30	\$ 9.60	\$ 20.10	\$ 33.10	\$ 11.30



2. (KEY) Through the Louisiana Economic Development Corporation activity, establish and maintain at least a 90% satisfaction level with LED services for all participants of incentive programs administered by LED through the Louisiana Economic Development Corporation Board.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2013-2014	Actual Yearend Performance FY 2013-2014	Performance Standard as Initially Appropriated FY 2014-2015	Existing Performance Standard FY 2014-2015	Performance At Continuation Budget Level FY 2015-2016	Performance At Executive Budget Level FY 2015-2016
		K	Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077)	75%	100%	90%	90%

Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014
Number of EDAP / EDLOP projects approved and funded (LAPAS CODE - 12570)	5	6	2	6	5
Dollars approved for EDAP/EDLOP projects (LAPAS CODE - 21428)	\$ 7,700,000	\$ 5,450,000	\$ 1,205,500	\$ 4,172,750	\$ 5,000,000
Anticipated number of jobs created by EDAP/EDLOP applicants (LAPAS CODE - 12571)	990	942	128	806	601
Anticipated number of jobs retained by EDAP/EDLOP applicants (LAPAS CODE - 21429)	1,580	576	70	386	216
Anticipated amount of capital invested by EDAP/EDLOP applicants (LAPAS CODE - 21430)	\$ 97,209,075	\$ 129,029,800	\$ 10,400,000	\$ 145,151,031	\$ 94,650,000
Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - 22908)	\$ 61,372,205	\$ 91,089,900	\$ 7,038,165	\$ 47,842,997	\$ 32,500,000
Number of projects approved and funded in other LEDC programs (excluding workforce development). (LAPAS CODE - 12579)	7	9	1	4	0



