
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 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|--|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Means of Financing: | | | | | | |
| State General Fund (Direct) | \$ 16,491,399 | \$ 16,089,622 | \$ 16,649,775 | \$ 16,031,355 | \$ 7,295,090 | \$ (9,354,685) |
| State General Fund by: | | | | | | |
| Total Interagency Transfers | 1,535,955 | 2,300,000 | 2,856,159 | 0 | 0 | (2,856,159) |
| Fees and Self-generated Revenues | 2,548,329 | 2,614,739 | 2,967,602 | 5,987,768 | 8,387,873 | 5,420,271 |
| Statutory Dedications | 19,973,664 | 19,044,729 | 24,997,069 | 18,666,372 | 18,200,000 | (6,797,069) |
| Interim Emergency Board | 0 | 0 | 0 | 0 | 0 | 0 |
| Federal Funds | 2,891,473 | 0 | 6,711,410 | 7,500,000 | 7,500,000 | 788,590 |
| Total Means of Financing | \$ 43,440,820 | \$ 40,049,090 | \$ 54,182,015 | \$ 48,185,495 | \$ 41,382,963 | \$ (12,799,052) |
| Expenditures & Request: | | | | | | |
| Office of the Secretary | \$ 19,162,046 | \$ 19,753,927 | \$ 22,549,412 | \$ 17,417,113 | \$ 13,856,159 | \$ (8,693,253) |
| Office of Business Development | 24,278,774 | 20,295,163 | 31,632,603 | 30,768,382 | 27,526,804 | (4,105,799) |
| Total Expenditures & Request | \$ 43,440,820 | \$ 40,049,090 | \$ 54,182,015 | \$ 48,185,495 | \$ 41,382,963 | \$ (12,799,052) |
| Authorized Full-Time Equivalents: | | | | | | |
| Classified | 64 | 61 | 59 | 59 | 59 | 0 |
| Unclassified | 49 | 49 | 51 | 51 | 51 | 0 |
| Total FTEs | 113 | 110 | 110 | 110 | 110 | 0 |



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 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|--|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Means of Financing: | | | | | | |
| State General Fund (Direct) | \$ 5,912,096 | \$ 7,210,347 | \$ 7,474,295 | \$ 7,141,021 | \$ 3,891,704 | \$ (3,582,591) |
| State General Fund by: | | | | | | |
| Total Interagency Transfers | 1,535,955 | 2,300,000 | 2,856,159 | 0 | 0 | (2,856,159) |
| Fees and Self-generated Revenues | 533,037 | 975,624 | 975,624 | 999,804 | 999,560 | 23,936 |
| Statutory Dedications | 11,180,958 | 9,267,956 | 11,243,334 | 9,276,288 | 8,964,895 | (2,278,439) |
| Interim Emergency Board | 0 | 0 | 0 | 0 | 0 | 0 |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Means of Financing | \$ 19,162,046 | \$ 19,753,927 | \$ 22,549,412 | \$ 17,417,113 | \$ 13,856,159 | \$ (8,693,253) |
| Expenditures & Request: | | | | | | |
| Administration | \$ 19,162,046 | \$ 19,753,927 | \$ 22,549,412 | \$ 17,417,113 | \$ 13,856,159 | \$ (8,693,253) |
| Total Expenditures & Request | \$ 19,162,046 | \$ 19,753,927 | \$ 22,549,412 | \$ 17,417,113 | \$ 13,856,159 | \$ (8,693,253) |
| Authorized Full-Time Equivalents: | | | | | | |
| Classified | 23 | 20 | 18 | 18 | 18 | 0 |
| Unclassified | 11 | 11 | 13 | 13 | 13 | 0 |
| Total FTEs | 34 | 31 | 31 | 31 | 31 | 0 |



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 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|----------------------------------|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Means of Financing: | | | | | | |
| State General Fund (Direct) | \$ 5,912,096 | \$ 7,210,347 | \$ 7,474,295 | \$ 7,141,021 | \$ 3,891,704 | \$ (3,582,591) |
| State General Fund by: | | | | | | |
| Total Interagency Transfers | 1,535,955 | 2,300,000 | 2,856,159 | 0 | 0 | (2,856,159) |
| Fees and Self-generated Revenues | 533,037 | 975,624 | 975,624 | 999,804 | 999,560 | 23,936 |
| Statutory Dedications | 11,180,958 | 9,267,956 | 11,243,334 | 9,276,288 | 8,964,895 | (2,278,439) |
| Interim Emergency Board | 0 | 0 | 0 | 0 | 0 | 0 |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |



Administration Budget Summary

| | Prior Year Actuals FY 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|---|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Total Means of Financing | \$ 19,162,046 | \$ 19,753,927 | \$ 22,549,412 | \$ 17,417,113 | \$ 13,856,159 | \$ (8,693,253) |
| Expenditures & Request: | | | | | | |
| Personal Services | \$ 4,715,437 | \$ 4,294,028 | \$ 4,294,028 | \$ 4,311,789 | \$ 2,831,427 | \$ (1,462,601) |
| Total Operating Expenses | 1,058,303 | 954,951 | 954,951 | 954,951 | 954,951 | 0 |
| Total Professional Services | 476,872 | 520,000 | 613,634 | 460,000 | 520,000 | (93,634) |
| Total Other Charges | 12,911,434 | 13,984,948 | 16,686,799 | 11,690,373 | 9,549,781 | (7,137,018) |
| Total Acq & Major Repairs | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Unallotted | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenditures & Request | \$ 19,162,046 | \$ 19,753,927 | \$ 22,549,412 | \$ 17,417,113 | \$ 13,856,159 | \$ (8,693,253) |
| Authorized Full-Time Equivalents: | | | | | | |
| Classified | 23 | 20 | 18 | 18 | 18 | 0 |
| Unclassified | 11 | 11 | 13 | 13 | 13 | 0 |
| Total FTEs | 34 | 31 | 31 | 31 | 31 | 0 |

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 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|-------------------------------------|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Louisiana Economic Development Fund | \$ 10,916,459 | \$ 9,267,956 | \$ 10,215,853 | \$ 9,276,288 | \$ 8,964,895 | \$ (1,250,958) |
| Rapid Response Fund | 264,499 | 0 | 1,027,481 | 0 | 0 | (1,027,481) |



Major Changes from Existing Operating Budget

| General Fund | Total Amount | Table of Organization | Description |
|---|---------------|-----------------------|---|
| \$ 263,948 | \$ 2,795,485 | 0 | Mid-Year Adjustments (BA-7s): |
| \$ 7,474,295 | \$ 22,549,412 | 31 | Existing Oper Budget as of 12/01/15 |
| Statewide Major Financial Changes: | | | |
| (6,617,588) | (6,617,588) | 0 | State General Fund (SGF) reduction in accordance with the Louisiana Constitution, Article VII, Section 11(A). |
| 3,525 | 3,525 | 0 | Civil Service Training Series |
| (8,114) | (12,939) | 0 | Louisiana State Employees' Retirement System Rate Adjustment |
| (17,973) | (28,660) | 0 | Louisiana State Employees' Retirement System Base Adjustment |
| 4,249 | 6,775 | 0 | Group Insurance Rate Adjustment for Active Employees |
| 10,322 | 12,744 | 0 | Group Insurance Rate Adjustment for Retirees |
| 4,025 | 6,418 | 0 | Group Insurance Base Adjustment |
| 222,166 | 260,096 | 0 | Salary Base Adjustment |
| (79,414) | (92,972) | 0 | Attrition Adjustment |
| (263,948) | (2,795,485) | 0 | Non-recurring Carryforwards |
| (79,366) | (79,366) | 0 | Risk Management |
| 13,612 | 21,118 | 0 | Legislative Auditor Fees |
| 34,347 | 60,790 | 0 | Maintenance in State-Owned Buildings |
| 1,630 | 2,109 | 0 | Capitol Park Security |
| (62,001) | (62,001) | 0 | Capitol Police |
| 139 | 139 | 0 | UPS Fees |
| (440) | (440) | 0 | Civil Service Fees |
| 0 | 2,636 | 0 | State Treasury Fees |
| 96,106 | 96,888 | 0 | Office of Technology Services (OTS) |
| (175,014) | (175,014) | 0 | Office of State Human Capital |
| (69,604) | (69,604) | 0 | Office of State Procurement |
| Non-Statewide Major Financial Changes: | | | |
| 0 | (2,300,000) | 0 | Non-recurring one-time Interagency Transfers appropriated in Fiscal Year 2015-2016 for the FastStart workforce recruitment program for high demand occupations. |
| 3,067,578 | 3,067,578 | 0 | Provide funding for the Louisiana FastStart program. |



Major Changes from Existing Operating Budget (Continued)

| General Fund | Total Amount | Table of Organization | Description |
|--------------|---------------|-----------------------|---|
| 333,172 | 0 | 0 | Means of Financing Substitution replacing Statutory Dedications from the Louisiana Economic Development Fund with State General Fund (Direct) due to the Revenue Estimating Conference estimates. |
| \$ 3,891,704 | \$ 13,856,159 | 31 | Recommended FY 2016-2017 |
| \$ 0 | \$ 0 | 0 | Less Supplementary Recommendation |
| \$ 3,891,704 | \$ 13,856,159 | 31 | Base Executive Budget FY 2016-2017 |
| \$ 3,891,704 | \$ 13,856,159 | 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.). |
| \$10,378,000 | Fast Start Program provides a turnkey employee training and delivery solution for new and expanding facilities. |
| \$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. |
| (\$5,000,000) | State General Fund (SGF) reduction in accordance with the Louisiana Constitution, Article VII, Section 11(A). |
| \$7,074,768 | SUB-TOTAL OTHER CHARGES |
| | Interagency Transfers: |
| \$24,941 | Civil Service Fees |
| \$7,236 | Uniform Payroll System (UPS) |
| \$53,473 | DPS - Security of Capitol Annex |
| \$7,422 | Capitol Police |
| \$159,330 | Office of Risk Management |
| \$68,595 | Legislative Auditor Expenses |



Other Charges (Continued)

| Amount | Description |
|--------------------|--|
| \$137,030 | Division of Administration - Office of Technology Services |
| \$1,047,332 | Maintenance in State-Owned Buildings |
| \$2,636 | Treasury Fees |
| \$122,002 | Office of State Procurement |
| \$102,585 | Office of State Human Capital |
| \$14,294 | Office of State Mail - Postage |
| \$726,596 | Office of Telecommunications - Telephone & Telegraph |
| \$1,389 | Office of State Printing - Printing |
| \$152 | Office of State Register - Dues & Subscriptions |
| \$2,475,013 | SUB-TOTAL INTERAGENCY TRANSFERS |
| \$9,549,781 | 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 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| K | Number of major economic development project announcements (LAPAS CODE - 23429) | 35 | 65 | 35 | 35 | 35 | 35 |
| K | Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790) | 80.0% | 92.8% | 80.0% | 80.0% | 80.0% | 80.0% |



Administration General Performance Information

| Performance Indicator Name | Performance Indicator Values | | | | |
|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| | Prior Year Actual FY 2010-2011 | Prior Year Actual FY 2011-2012 | Prior Year Actual FY 2012-2013 | Prior Year Actual FY 2013-2014 | Prior Year Actual FY 2014-2015 |
| Louisiana per capita income (LAPAS CODE - 14013) | \$ 37,632 | \$ 38,578 | \$ 39,413 | \$ 40,689 | \$ 42,287 |
| SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business | | | | | |
| U.S. per capita income (LAPAS CODE - 14014) | \$ 39,635 | \$ 41,663 | \$ 42,693 | \$ 44,543 | \$ 46,129 |
| 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) | 94.9% | 92.6% | 92.3% | 91.4% | 91.7% |
| Louisiana unemployment rate (LAPAS CODE - 14016) | 7.7 | 7.3 | 5.5 | 6.2 | 7.2 |
| 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) | 9.6 | 9.1 | 7.8 | 6.7 | 6.5 |
| 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. | | | | | |
| Louisiana employment (number of jobs) (LAPAS CODE - 22860) | 1,849,725 | 1,834,338 | 1,888,581 | 1,970,251 | 1,894,054 |
| 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) | 11 | 11 | 7 | 6 | 9 |
| 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 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| K | Number of major state competitiveness improvements identified (LAPAS CODE - 22909) | 10 | 31 | 10 | 10 | 10 | 10 |
| 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 | 14 | 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% | 92% | 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 | Performance Indicator Values | | | | | |
|-----------------------|---|--|---|---|---|--|---|
| | | Yearend Performance Standard FY 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| K | Number of employees trained (LAPAS CODE - 1016) | 3,000 | 3,899 | 3,000 | 3,000 | 3,000 | 3,000 |
| K | New jobs associated (LAPAS CODE - 21435) | 3,000 | 6,522 | 3,000 | 3,000 | 3,000 | 3,000 |



Administration General Performance Information

| Performance Indicator Name | Performance Indicator Values | | | | |
|--|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| | Prior Year Actual FY 2010-2011 | Prior Year Actual FY 2011-2012 | Prior Year Actual FY 2012-2013 | Prior Year Actual FY 2013-2014 | Prior Year Actual FY 2014-2015 |
| Number of projects (LAPAS CODE - 1015) | 23 | 33 | 19 | 32 | 25 |
| Capital investment associated (LAPAS CODE - 10258) | \$ 697,900,000 | \$ 11,308,100,000 | \$ 18,987,320,000 | \$ 1,045,650,000 | \$ 6,248,850,000 |
| Retained jobs associated (LAPAS CODE - 21436) | 1,146 | 5,701 | 3,422 | 3,981 | 876 |



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 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|---|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Means of Financing: | | | | | | |
| State General Fund (Direct) | \$ 10,579,303 | \$ 8,879,275 | \$ 9,175,480 | \$ 8,890,334 | \$ 3,403,386 | \$ (5,772,094) |
| State General Fund by: | | | | | | |
| Total Interagency Transfers | 0 | 0 | 0 | 0 | 0 | 0 |
| Fees and Self-generated Revenues | 2,015,292 | 1,639,115 | 1,991,978 | 4,987,964 | 7,388,313 | 5,396,335 |
| Statutory Dedications | 8,792,706 | 9,776,773 | 13,753,735 | 9,390,084 | 9,235,105 | (4,518,630) |
| Interim Emergency Board | 0 | 0 | 0 | 0 | 0 | 0 |
| Federal Funds | 2,891,473 | 0 | 6,711,410 | 7,500,000 | 7,500,000 | 788,590 |
| Total Means of Financing | \$ 24,278,774 | \$ 20,295,163 | \$ 31,632,603 | \$ 30,768,382 | \$ 27,526,804 | \$ (4,105,799) |
| Expenditures & Request: | | | | | | |
| Business Development Program | \$ 20,446,487 | \$ 18,676,325 | \$ 23,249,928 | \$ 21,347,658 | \$ 18,128,096 | \$ (5,121,832) |
| Business Incentives Program | 3,832,287 | 1,618,838 | 8,382,675 | 9,420,724 | 9,398,708 | 1,016,033 |
| Total Expenditures & Request | \$ 24,278,774 | \$ 20,295,163 | \$ 31,632,603 | \$ 30,768,382 | \$ 27,526,804 | \$ (4,105,799) |



Office of Business Development Budget Summary

| | Prior Year Actuals FY 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|--|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Authorized Full-Time Equivalents: | | | | | | |
| Classified | 41 | 41 | 41 | 41 | 41 | 0 |
| Unclassified | 38 | 38 | 38 | 38 | 38 | 0 |
| Total FTEs | 79 | 79 | 79 | 79 | 79 | 0 |



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 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|--|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Means of Financing: | | | | | | |
| State General Fund (Direct) | \$ 10,579,303 | \$ 8,879,275 | \$ 9,175,480 | \$ 8,890,334 | \$ 3,403,386 | \$ (5,772,094) |
| State General Fund by: | | | | | | |
| Total Interagency Transfers | 0 | 0 | 0 | 0 | 0 | 0 |
| Fees and Self-generated Revenues | 1,237,759 | 783,432 | 928,066 | 3,831,805 | 6,246,652 | 5,318,586 |
| Statutory Dedications | 8,277,614 | 9,013,618 | 12,946,382 | 8,625,519 | 8,478,058 | (4,468,324) |
| Interim Emergency Board | 0 | 0 | 0 | 0 | 0 | 0 |
| Federal Funds | 351,811 | 0 | 200,000 | 0 | 0 | (200,000) |
| Total Means of Financing | \$ 20,446,487 | \$ 18,676,325 | \$ 23,249,928 | \$ 21,347,658 | \$ 18,128,096 | \$ (5,121,832) |
| Expenditures & Request: | | | | | | |
| Personal Services | \$ 7,122,227 | \$ 6,785,691 | \$ 7,090,149 | \$ 7,106,938 | \$ 3,184,056 | \$ (3,906,093) |
| Total Operating Expenses | 690,955 | 593,619 | 475,999 | 639,490 | 639,490 | 163,491 |
| Total Professional Services | 4,895,929 | 5,529,914 | 6,211,161 | 7,834,129 | 8,537,449 | 2,326,288 |
| Total Other Charges | 7,737,376 | 5,767,101 | 9,472,619 | 5,767,101 | 5,767,101 | (3,705,518) |
| Total Acq & Major Repairs | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Unallotted | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenditures & Request | \$ 20,446,487 | \$ 18,676,325 | \$ 23,249,928 | \$ 21,347,658 | \$ 18,128,096 | \$ (5,121,832) |
| Authorized Full-Time Equivalents: | | | | | | |
| Classified | 27 | 27 | 27 | 27 | 27 | 0 |
| Unclassified | 38 | 38 | 38 | 38 | 38 | 0 |
| Total FTEs | 65 | 65 | 65 | 65 | 65 | 0 |



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 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|--|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Louisiana Economic Development Fund | \$ 5,749,661 | \$ 6,713,618 | \$ 8,901,239 | \$ 6,716,074 | \$ 6,478,058 | \$ (2,423,181) |
| Entertainment Promotion and Marketing Fund | 317,347 | 300,000 | 349,461 | 0 | 0 | (349,461) |
| Marketing Fund | 1,996,843 | 2,000,000 | 1,909,445 | 1,909,445 | 2,000,000 | 90,555 |
| 2013 Amnesty Collections Fund | 213,763 | 0 | 1,786,237 | 0 | 0 | (1,786,237) |

Major Changes from Existing Operating Budget

| General Fund | Total Amount | Table of Organization | Description |
|---|---------------|--------------------------|---|
| \$ 296,205 | \$ 4,573,603 | 0 | Mid-Year Adjustments (BA-7s): |
| \$ 9,175,480 | \$ 23,249,928 | 65 | Existing Oper Budget as of 12/01/15 |
| Statewide Major Financial Changes: | | | |
| (5,787,235) | (5,787,235) | 0 | State General Fund (SGF) reduction in accordance with the Louisiana Constitution, Article VII, Section 11(A). |
| (20,331) | (25,012) | 0 | Louisiana State Employees' Retirement System Rate Adjustment |
| 28,428 | 34,973 | 0 | Louisiana State Employees' Retirement System Base Adjustment |
| 10,887 | 13,440 | 0 | Group Insurance Rate Adjustment for Active Employees |
| (37,885) | (46,772) | 0 | Group Insurance Base Adjustment |
| 251,220 | 341,650 | 0 | Salary Base Adjustment |
| (170,029) | (224,372) | 0 | Attrition Adjustment |
| (296,205) | (4,682,550) | 0 | Non-recurring Carryforwards |
| Non-Statewide Major Financial Changes: | | | |
| 249,056 | 0 | 0 | Means of Financing Substitution replacing Statutory Dedications from the Louisiana Economic Development Fund with State General Fund (Direct) due to the Revenue Estimating Conference estimates. |



Major Changes from Existing Operating Budget (Continued)

| General Fund | Total Amount | Table of Organization | Description |
|--------------|---------------|-----------------------|--|
| 0 | 5,000,000 | 0 | Annualization of Fiscal Year 2015-2016 mid-year budget adjustment (BA-7) for estimated collections of fees through the following programs: Motion Picture Investor tax credit program, digital interactive media and software tax credit program, sound recording investor tax credit program, musical and theatrical production income tax credit program. Act 412 of the 2015 Regular Legislative Session requires verification of expenditures by an independent CPA or tax attorney before certification of expenditures for purposes of receiving the entertainment industry tax credits. |
| 0 | 163,491 | 0 | Provide Fees and Self-generated Revenues to restore prior year funding reduction to travel. |
| 0 | 90,555 | 0 | Provide Statutory Dedications from the Marketing Fund for advertising, promotion and marketing. |
| \$ 3,403,386 | \$ 18,128,096 | 65 | Recommended FY 2016-2017 |
| \$ 0 | \$ 0 | 0 | Less Supplementary Recommendation |
| \$ 3,403,386 | \$ 18,128,096 | 65 | Base Executive Budget FY 2016-2017 |
| \$ 3,403,386 | \$ 18,128,096 | 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. |
| \$4,700,000 | Forensic and other professional accounting services needed in connection with tax credit programs by the Office of Entertainment Industry Development. |
| \$4,832 | Market research in each of the industry areas and other services as deemed necessary. |
| \$171,608 | 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. |
| (\$1,487,235) | State General Fund (SGF) reduction in accordance with the Louisiana Constitution, Article VII, Section 11(A). |
| \$8,537,449 | 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. |



Other Charges (Continued)

| Amount | Description |
|--------------------|--|
| \$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. |
| \$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 - Louisiana 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 - 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: |
| \$90,195 | Miscellaneous - Rental, printing, postage, 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

1. (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 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| K | Number of newly certified sites (LAPAS CODE - 22862) | 16 | 7 | 15 | 15 | 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. | | | | | | | |

Business Development Program General Performance Information

| Performance Indicator Name | Performance Indicator Values | | | | |
|---|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| | Prior Year Actual FY 2010-2011 | Prior Year Actual FY 2011-2012 | Prior Year Actual FY 2012-2013 | Prior Year Actual FY 2013-2014 | Prior Year Actual FY 2014-2015 |
| Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938) | \$ 39,697,549 | \$ 33,023,127 | \$ 31,782,069 | \$ 37,687,852 | \$ 37,284,814 |
| Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012) | 3,362 | 7,984 | 7,122 | 3,449 | 2,192 |
| Number of individuals trained by SBDCs (LAPAS CODE - 7011) | 7,422 | 8,107 | 6,186 | 6,587 | 5,808 |

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 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| K | Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864) | 500 | 618 | 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 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| 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

| L e v e l | Performance Indicator Name | Performance Indicator Values | | | | | |
|-----------------------|---|--|---|---|---|--|---|
| | | Yearend Performance Standard FY 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| K | Number of major economic development prospects added (LAPAS CODE - 21051) | 250 | 334 | 250 | 250 | 250 | 250 |



Business Development Program General Performance Information

| Performance Indicator Name | Performance Indicator Values | | | | |
|---|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| | Prior Year Actual FY 2010-2011 | Prior Year Actual FY 2011-2012 | Prior Year Actual FY 2012-2013 | Prior Year Actual FY 2013-2014 | Prior Year Actual FY 2014-2015 |
| Number of recruitment prospects -pipeline (LAPAS CODE - 22867) | 195 | 278 | 356 | 362 | 274 |
| Capital investment associated (recruitment) - pipeline (in billions) (LAPAS CODE - 22868) | \$ 11 | \$ 30 | \$ 49 | \$ 47 | \$ 35 |
| Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869) | 29,672 | 45,664 | 39,848 | 43,503 | 40,827 |
| Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870) | 80 | 71 | 71 | 76 | 60 |
| Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871) | \$ 11 | \$ 63 | \$ 7 | \$ 11 | \$ 8 |
| Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872) | 7,380 | 5,655 | 4,192 | 9,001 | 7,035 |
| Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873) | 18,101 | 22,982 | 21,051 | 16,442 | 17,839 |
| Statewide capital investment - pipeline (in billions) (LAPAS CODE - 22874) | \$ 22 | \$ 93 | \$ 56 | \$ 58 | \$ 43 |
| Statewide jobs (new and retained) - pipeline (LAPAS CODE - 23433) | 55,153 | 74,301 | 62,951 | 68,946 | 65,561 |
| Agriculture/Food/Forestry - pipeline (LAPAS CODE - 22876) | 16 | 22 | 26 | 20 | 20 |
| Durable Goods - pipeline (LAPAS CODE - 22877) | 67 | 96 | 101 | 185 | 146 |
| Energy/Petrochemical - pipeline (LAPAS CODE - 22878) | 68 | 72 | 108 | 89 | 51 |
| Logistics/Transportation - pipeline (LAPAS CODE - 22879) | 8 | 11 | 12 | 13 | 11 |
| Federal - pipeline (LAPAS CODE - 22880) | 2 | 3 | 0 | 0 | 0 |
| Technology (Including Digital Media) - pipeline (LAPAS CODE - 22881) | 105 | 125 | 139 | 93 | 86 |
| Other - pipeline (LAPAS CODE - 22882) | 9 | 20 | 41 | 38 | 16 |
| Includes historical data for Advanced Materials. | | | | | |
| Number of recruitment projects - announced. (LAPAS CODE - 22883) | 19 | 21 | 28 | 20 | 65 |
| Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884) | \$ 4 | \$ 2 | \$ 8 | \$ 4 | \$ 9 |
| Jobs associated (new recruitment) - announced (LAPAS CODE - 22885) | 3,037 | 3,931 | 5,858 | 3,510 | 5,304 |
| Number of expansion and retention projects - announced (LAPAS CODE - 22886) | 35 | 40 | 31 | 43 | 37 |
| Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887) | \$ 2 | \$ 16 | \$ 13 | \$ 19 | \$ 15 |
| Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888) | 3,956 | 3,696 | 2,287 | 5,513 | 3,411 |



Business Development Program General Performance Information (Continued)

| Performance Indicator Name | Performance Indicator Values | | | | |
|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| | Prior Year Actual FY 2010-2011 | Prior Year Actual FY 2011-2012 | Prior Year Actual FY 2012-2013 | Prior Year Actual FY 2013-2014 | Prior Year Actual FY 2014-2015 |
| Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889) | 10,876 | 12,208 | 9,589 | 16,792 | 10,910 |
| Statewide capital investment - announced (in billions) (LAPAS CODE - 22890) | \$ 6.45 | \$ 17.96 | \$ 15.27 | \$ 23.39 | \$ 27.97 |
| Statewide jobs (new and retained) - announced (LAPAS CODE - 22891) | 17,905 | 19,835 | 17,734 | 25,815 | 19,625 |
| Agriculture/Food/Forestry - announced (LAPAS CODE - 22893) | 5 | 7 | 5 | 5 | 3 |
| Durable Goods - announced (LAPAS CODE - 22894) | 18 | 19 | 12 | 22 | 14 |
| Energy/Petrochemical -announced (LAPAS CODE - 22895) | 13 | 21 | 25 | 18 | 9 |
| Logistics/Transportation - announced (LAPAS CODE - 22896) | 5 | 1 | 3 | 4 | 4 |
| Federal -announced (LAPAS CODE - 22897) | Not Applicable | 1 | 1 | 0 | 0 |
| Technology (including Digital Media) - announced (LAPAS CODE - 22898) | 11 | 8 | 8 | 8 | 7 |
| Other - announced (LAPAS CODE - 22899) | 2 | 4 | 5 | 6 | 6 |
| Now includes historical data for Advanced Materials. | | | | | |
| Number of Rapid Response projects approved and funded (LAPAS CODE - 22902) | 5 | 5 | 3 | 6 | 7 |
| 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) | \$ 9,287,782 | \$ 14,308,308 | \$ 19,250,000 | \$ 11,310,577 | \$ 23,250,000 |
| 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 created by Rapid Response applicants (LAPAS CODE - 22904) | 1,706 | 1,316 | 932 | 1,027 | 1,459 |
| 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) | 30 | 237 | 81 | 539 | 161 |
| 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 2010-2011 | Prior Year Actual FY 2011-2012 | Prior Year Actual FY 2012-2013 | Prior Year Actual FY 2013-2014 | Prior Year Actual FY 2014-2015 |
| Anticipated amount of capital invested by Rapid Response applicants (in millions) (LAPAS CODE - 22906) | \$ 95.20 | \$ 50.30 | \$ 1,461.00 | \$ 180.20 | \$ 57.20 |
| 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) | \$ 49.00 | \$ 75.16 | \$ 52.11 | \$ 14.68 | \$ 204.61 |
| 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 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| K Estimated amount of dollars generated in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - 23434) | \$ 375 | \$ 1,027 | \$ 375 | \$ 375 | \$ 375 | \$ 375 |



Business Development Program General Performance Information

| Performance Indicator Name | Performance Indicator Values | | | | |
|--|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| | Prior Year Actual FY 2010-2011 | Prior Year Actual FY 2011-2012 | Prior Year Actual FY 2012-2013 | Prior Year Actual FY 2013-2014 | Prior Year Actual FY 2014-2015 |
| Number of incentive applications received (LAPAS CODE - 22900) | 228 | 307 | 273 | 306 | 434 |
| 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) | 116 | 140 | 122 | 102 | 138 |
| Estimated amount of tax credits (in millions) (LAPAS CODE - 22901) | \$ 244 | \$ 143 | \$ 364 | \$ 154 | \$ 329 |
| Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049) | \$ 412.00 | \$ 447.70 | \$ 1,120.00 | \$ 426.79 | \$ 993.61 |



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 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | 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 | 777,533 | 855,683 | 1,063,912 | 1,156,159 | 1,141,661 | 77,749 |
| Statutory Dedications | 515,092 | 763,155 | 807,353 | 764,565 | 757,047 | (50,306) |
| Interim Emergency Board | 0 | 0 | 0 | 0 | 0 | 0 |
| Federal Funds | 2,539,662 | 0 | 6,511,410 | 7,500,000 | 7,500,000 | 988,590 |
| Total Means of Financing | \$ 3,832,287 | \$ 1,618,838 | \$ 8,382,675 | \$ 9,420,724 | \$ 9,398,708 | \$ 1,016,033 |
| Expenditures & Request: | | | | | | |
| Personal Services | \$ 1,144,803 | \$ 1,173,652 | \$ 1,173,652 | \$ 1,175,538 | \$ 1,153,522 | \$ (20,130) |



Business Incentives Program Budget Summary

| | Prior Year Actuals FY 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|---|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Total Operating Expenses | 44,814 | 88,288 | 88,288 | 88,288 | 88,288 | 0 |
| Total Professional Services | 43,010 | 109,500 | 318,594 | 409,500 | 409,500 | 90,906 |
| Total Other Charges | 2,599,660 | 247,398 | 6,802,141 | 7,747,398 | 7,747,398 | 945,257 |
| Total Acq & Major Repairs | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Unallotted | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenditures & Request | \$ 3,832,287 | \$ 1,618,838 | \$ 8,382,675 | \$ 9,420,724 | \$ 9,398,708 | \$ 1,016,033 |
| 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 2014-2015 | Enacted FY 2015-2016 | Existing Oper Budget as of 12/01/15 | Continuation FY 2016-2017 | Recommended FY 2016-2017 | Total Recommended Over/(Under) EOB |
|-------------------------------------|---------------------------------------|-------------------------|---|------------------------------|-----------------------------|---|
| Louisiana Economic Development Fund | \$ 515,092 | \$ 763,155 | \$ 807,353 | \$ 764,565 | \$ 757,047 | \$ (50,306) |

Major Changes from Existing Operating Budget

| General Fund | Total Amount | Table of Organization | Description |
|---|--------------|--------------------------|--|
| \$ 0 | \$ 6,763,837 | 0 | Mid-Year Adjustments (BA-7s): |
| \$ 0 | \$ 8,382,675 | 14 | Existing Oper Budget as of 12/01/15 |
| Statewide Major Financial Changes: | | | |
| \$ 0 | \$ (3,814) | 0 | Louisiana State Employees' Retirement System Rate Adjustment |
| \$ 0 | \$ 32,906 | 0 | Louisiana State Employees' Retirement System Base Adjustment |
| \$ 0 | \$ 1,967 | 0 | Group Insurance Rate Adjustment for Active Employees |



Major Changes from Existing Operating Budget (Continued)

| General Fund | Total Amount | Table of Organization | Description |
|---|----------------|-----------------------|---|
| \$ 0 | \$ (37,510) | 0 | Group Insurance Base Adjustment |
| \$ 0 | \$ (13,679) | 0 | Salary Base Adjustment |
| \$ 0 | \$ (6,763,837) | 0 | Non-recurring Carryforwards |
| Non-Statewide Major Financial Changes: | | | |
| | | | Annualization of Fiscal Year 2015-2016 mid-year budget adjustment (BA-7) for estimated collections of fees from the Research and Development Tax Credit. Act 412 of the 2015 Regular Legislative Session requires verification of expenditures by an independent CPA or tax attorney before certification of expenditures for purposes of receiving the research and development tax credits. |
| \$ 0 | \$ 300,000 | 0 | |
| \$ 0 | \$ 7,500,000 | 0 | Provide funding to continue the fourth year of the State Small Business Credit Initiative. |
| \$ 0 | \$ 9,398,708 | 14 | Recommended FY 2016-2017 |
| \$ 0 | \$ 0 | 0 | Less Supplementary Recommendation |
| \$ 0 | \$ 9,398,708 | 14 | Base Executive Budget FY 2016-2017 |
| \$ 0 | \$ 9,398,708 | 14 | Grand Total Recommended |

Professional Services

| Amount | Description |
|------------------|--|
| | Professional Services: |
| \$409,500 | For various analytical, legal, and accounting services required in the Business Incentives program and any other services deemed necessary |
| \$409,500 | 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. |
| \$7,500,000 | State Small Business Credit Initiative - Funding for two programs (Small Business Loan Guarantee Program and Louisiana Seed Capital Program) to support small business lending. |
| \$7,717,500 | SUB-TOTAL OTHER CHARGES |
| | Interagency Transfers: |
| \$8,500 | Office of State Mail - Postage |
| \$21,398 | Miscellaneous - Printing, LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc. |



Other Charges (Continued)

| Amount | Description |
|-------------|---------------------------------|
| \$29,898 | SUB-TOTAL INTERAGENCY TRANSFERS |
| \$7,747,398 | 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 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| K | Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341) | 90% | 95% | 90% | 90% | 90% | 90% |



Business Incentives Program General Performance Information

| Performance Indicator Name | Performance Indicator Values | | | | |
|---|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| | Prior Year Actual FY 2010-2011 | Prior Year Actual FY 2011-2012 | Prior Year Actual FY 2012-2013 | Prior Year Actual FY 2013-2014 | Prior Year Actual FY 2014-2015 |
| Number of Business Incentive projects approved (LAPAS CODE - 12582) | 644 | 927 | 893 | 890 | 956 |
| Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035) | 8,330 | 9,063 | 7,704 | 5,068 | 12,153 |
| Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584) | 39,533 | 48,593 | 41,990 | 52,451 | 60,548 |
| Anticipated amount of capital invested by Business Incentive applicants (in millions). (LAPAS CODE - 21432) | \$ 9.60 | \$ 20.10 | \$ 33.10 | \$ 11.30 | \$ 33.80 |

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 2014-2015 | Actual Yearend Performance FY 2014-2015 | Performance Standard as Initially Appropriated FY 2015-2016 | Existing Performance Standard FY 2015-2016 | Performance At Continuation Budget Level FY 2016-2017 | Performance At Executive Budget Level FY 2016-2017 |
| K | Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077) | 90% | 100% | 90% | 90% | 90% | 90% |



Business Incentives Program General Performance Information

| Performance Indicator Name | Performance Indicator Values | | | | |
|---|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| | Prior Year Actual FY 2010-2011 | Prior Year Actual FY 2011-2012 | Prior Year Actual FY 2012-2013 | Prior Year Actual FY 2013-2014 | Prior Year Actual FY 2014-2015 |
| Number of EDAP / EDLOP projects approved and funded (LAPAS CODE - 12570) | 6 | 2 | 6 | 5 | 10 |
| Dollars approved for EDAP/EDLOP projects (LAPAS CODE - 21428) | \$ 5,450,000 | \$ 1,205,500 | \$ 4,172,750 | \$ 5,000,000 | \$ 9,130,000 |
| Anticipated number of jobs created by EDAP/EDLOP applicants (LAPAS CODE - 12571) | 942 | 128 | 806 | 601 | 1,259 |
| Anticipated number of jobs retained by EDAP/EDLOP applicants (LAPAS CODE - 21429) | 576 | 70 | 386 | 216 | 749 |
| Anticipated amount of capital invested by EDAP/EDLOP applicants (LAPAS CODE - 21430) | \$ 129,029,800 | \$ 10,400,000 | \$ 145,151,031 | \$ 94,650,000 | \$ 2,393,787,128 |
| Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - 22908) | \$ 91,089,900 | \$ 7,038,165 | \$ 47,842,997 | \$ 32,500,000 | \$ 73,975,000 |
| Number of projects approved and funded in other LEDC programs (excluding workforce development). (LAPAS CODE - 12579) | 9 | 1 | 4 | 0 | 2 |

