

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:

- Strategically improve Louisiana's economic competitiveness
- Engage with local partners to enhance community competitiveness
- Forge partnerships to enhance regional economic development assets
- Expand and retain in-state business
- Execute a strong business recruitment program
- Cultivate small business, innovation, and entrepreneurship
- Enhance workforce development solutions
- Promote Louisiana's robust business advantages
- Attract foreign direct investments and grow international trade

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 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 13,731,145	\$ 19,421,263	\$ 20,063,613	\$ 20,721,679	\$ 21,575,802	\$ 1,512,189
State General Fund by:						
Total Interagency Transfers	41,216	0	0	0	125,000	125,000
Fees and Self-generated Revenues	8,367,422	5,064,807	5,425,243	3,153,765	3,092,284	(2,332,959)
Statutory Dedications	14,360,782	16,772,483	20,370,182	18,034,079	17,620,597	(2,749,585)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	357,999	2,976,020	3,270,766	1,833,416	1,833,416	(1,437,350)
Total Means of Financing	\$ 36,858,564	\$ 44,234,573	\$ 49,129,804	\$ 43,742,939	\$ 44,247,099	\$ (4,882,705)
Expenditures & Request:						
Office of the Secretary	\$ 16,534,844	\$ 18,623,019	\$ 21,630,383	\$ 18,769,312	\$ 18,554,880	\$ (3,075,503)
Office of Business Development	20,323,720	25,611,554	27,499,421	24,973,627	25,692,219	(1,807,202)
Total Expenditures & Request	\$ 36,858,564	\$ 44,234,573	\$ 49,129,804	\$ 43,742,939	\$ 44,247,099	\$ (4,882,705)
Authorized Full-Time Equivalents:						
Classified	63	63	63	63	63	0
Unclassified	50	50	50	50	50	0
Total FTEs	113	113	113	113	113	0



05-251 — Office of the Secretary

Agency Description

The mission of the Office of the Secretary 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 overall goal of the Office of the Secretary is to provide leadership for the creation/implementation of effective policies and programs which enhance economic development throughout Louisiana.

The Office of the Secretary has one program: Executive and Administration Program.

Office of the Secretary Budget Summary

	Prior Year Actuals FY 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 9,287,785	\$ 11,962,243	\$ 12,503,160	\$ 13,062,896	\$ 12,877,170	\$ 374,010
State General Fund by:						
Total Interagency Transfers	41,216	0	0	0	0	0
Fees and Self-generated Revenues	400,000	1,015,681	1,015,681	0	0	(1,015,681)
Statutory Dedications	6,805,843	5,645,095	8,111,542	5,706,416	5,677,710	(2,433,832)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 16,534,844	\$ 18,623,019	\$ 21,630,383	\$ 18,769,312	\$ 18,554,880	\$ (3,075,503)
Expenditures & Request:						
Executive and Administration	\$ 16,534,844	\$ 18,623,019	\$ 21,630,383	\$ 18,769,312	\$ 18,554,880	\$ (3,075,503)
Total Expenditures & Request	\$ 16,534,844	\$ 18,623,019	\$ 21,630,383	\$ 18,769,312	\$ 18,554,880	\$ (3,075,503)
Authorized Full-Time Equivalents:						
Classified	23	22	22	22	21	(1)
Unclassified	13	13	13	13	13	0
Total FTEs	36	35	35	35	34	(1)



251_1000 — Executive and 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 Executive and 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 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.

For additional information, see:

LED Administration

Executive and Administration Budget Summary

	Prior Year Actuals FY 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 9,287,785	\$ 11,962,243	\$ 12,503,160	\$ 13,062,896	\$ 12,877,170	\$ 374,010
State General Fund by:						
Total Interagency Transfers	41,216	0	0	0	0	0
Fees and Self-generated Revenues	400,000	1,015,681	1,015,681	0	0	(1,015,681)
Statutory Dedications	6,805,843	5,645,095	8,111,542	5,706,416	5,677,710	(2,433,832)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 16,534,844	\$ 18,623,019	\$ 21,630,383	\$ 18,769,312	\$ 18,554,880	\$ (3,075,503)
Expenditures & Request:						
Personal Services	\$ 4,592,222	\$ 5,042,157	\$ 5,042,157	\$ 5,265,802	\$ 5,136,478	\$ 94,321



Executive and Administration Budget Summary

	Prior Year Actuals FY 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Total Operating Expenses	614,622	778,751	778,751	819,511	1,105,721	326,970
Total Professional Services	637,877	645,000	730,999	645,000	645,000	(85,999)
Total Other Charges	10,640,566	12,157,111	15,078,476	12,038,999	11,667,681	(3,410,795)
Total Acq & Major Repairs	49,557	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 16,534,844	\$ 18,623,019	\$ 21,630,383	\$ 18,769,312	\$ 18,554,880	\$ (3,075,503)
Authorized Full-Time Equivalents:						
Classified	23	22	22	22	21	(1)
Unclassified	13	13	13	13	13	0
Total FTEs	36	35	35	35	34	(1)

Source of Funding

This program is funded with State General Fund (Direct) and Statutory Dedications. 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).

Executive and Administration Statutory Dedications

Fund	Prior Year Actuals FY 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 6,697,147	\$ 5,645,095	\$ 7,657,233	\$ 5,706,416	\$ 5,677,710	\$ (1,979,523)
Marketing Fund	108,696	0	0	0	0	0
Rapid Response Fund	0	0	454,309	0	0	(454,309)

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 540,917	\$ 3,007,364	0	Mid-Year Adjustments (BA-7s):
\$ 12,503,160	\$ 21,630,383	35	Existing Oper Budget as of 12/01/18
Statewide Major Financial Changes:			
29,311	42,265	0	Market Rate Classified
4,831	6,926	0	Civil Service Training Series
38,324	50,643	0	Related Benefits Base Adjustment



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
59,152	78,166	0	Retirement Rate Adjustment
7,463	7,463	0	Group Insurance Rate Adjustment for Active Employees
10,363	10,363	0	Group Insurance Rate Adjustment for Retirees
30,711	45,652	0	Salary Base Adjustment
(66,752)	(95,460)	0	Attrition Adjustment
(540,917)	(3,007,364)	0	Non-recurring Carryforwards
(6,049)	(6,049)	0	Risk Management
41,094	41,094	0	Legislative Auditor Fees
(146,943)	(146,943)	0	Rent in State-Owned Buildings
(21)	(21)	0	Capitol Park Security
270	270	0	UPS Fees
(647)	(647)	0	Civil Service Fees
(1,286)	(1,286)	0	State Treasury Fees
51,162	51,162	0	Office of Technology Services (OTS)
(19,292)	(19,292)	0	Office of State Procurement
(3,441)	(3,441)	0	Topographic Mapping
Non-Statewide Major Financial Changes:			
(77,307)	(77,307)	0	Net reduction in the department that will have a negative impact on the FastStart activity.
1,015,681	0	0	Means of finance substitution increasing State General Fund (Direct) and decreasing Fees and Self-generated Revenue due to the decrease in overall collections.
(51,697)	(51,697)	(1)	Technical adjustment to transfer a position and the associated funding between agencies in order to properly align the department's workforce.
\$ 12,877,170	\$ 18,554,880	34	Recommended FY 2019-2020
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 12,877,170	\$ 18,554,880	34	Base Proposed Budget FY 2019-2020
\$ 12,877,170	\$ 18,554,880	34	Grand Total Recommended

Professional Services

Amount	Description
\$75,000	LED FastStart database system, as well as new developments relating thereto.
\$10,000	Legal counsel, advice, services, assistance, and representation.
\$395,000	Obtaining additional development, enhancement, continued integration, and support services for the department's FastLane and SmallBiz relational database systems.
\$162,000	Professional legal services and executive support in areas relating to matters of law, government, and organization, thereby assisting LED while protecting the State's interests with regard to such matters.
\$3,000	Professional legal services, as needed.



Professional Services (Continued)

Amount	Description
\$645,000	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$8,111,734	Fast Start Program provides a turnkey employee training and delivery solution for new and expanding facilities.
\$10,258	Special Marketing - Funds are used for escorting prospects, group activities, special marketing events, and activities to promote economic activity and stimulate interest in Louisiana as a business location.
\$1,406,330	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.).
\$9,528,322	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$25,273	Civil Service Fees
\$2,861	Comprehensive Public Training Program
\$56,789	DPS - Security of Capitol Annex
\$191,988	Legislative Auditor
\$2,500	LPAA - GPS Service
\$90,481	Office of Risk Management
\$14,294	Office of State Mail - Postage
\$104,628	Office of State Procurement
\$152	Office of State Register - Dues & Subscriptions
\$1,389	Office of State Printing - Printing Costs
\$850,949	Office of Technology Services
\$750,588	Rent in State-Owned Buildings
\$387	Room Rentals
\$36,305	Topographical Mapping
\$4,006	Treasury Fees
\$6,769	Uniform Payroll System (UPS)
\$2,139,359	SUB-TOTAL INTERAGENCY TRANSFERS
\$11,667,681	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 30 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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
K	Number of major economic development project announcements (LAPAS CODE - 23429)	10	20	10	10	30	30
K	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	80.0%	82.0%	80.0%	80.0%	80.0%	80.0%

2. (KEY) Through the State Economic Competitiveness activity, improve Louisiana's attractiveness as a place for business investment and growth 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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
K	Number of major state competitiveness improvements identified (LAPAS CODE - 22909)	10	30	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	13	5	5	5	5

Executive and Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018
Louisiana per capita income (LAPAS CODE - 14013)	\$ 40,689	\$ 42,287	\$ 43,252	\$ 43,487	\$ 43,491
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
U.S. per capita income (LAPAS CODE - 14014)	\$ 44,543	\$ 46,129	\$ 47,669	\$ 49,571	\$ 47,130
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
Louisiana employment (number of jobs) (LAPAS CODE - 22860)	1,970,251	1,894,054	2,025,102	1,974,499	2,039,999
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)	6	9	9	9	6
SOURCE: U.S. Census Bureau, Foreign Trade Statistics					

3. (KEY) Through the Louisiana Fast Start activity, to provide strategic, integrated workforce solutions to businesses through the delivery of training to at least 2,500 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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
K	Number of employees trained (LAPAS CODE - 1016)	2,500	1,479	2,500	2,500	2,500	2,500
K	New jobs associated (LAPAS CODE - 21435)	2,500	2,864	2,500	2,500	2,500	2,500

Executive and Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018
Number of projects (LAPAS CODE - 1015)	32	25	20	13	10
Capital investment associated (LAPAS CODE - 10258)	\$ 1,045,650,000	\$ 6,248,850,000	\$ 4,467,200,000	\$ 3,722,600,000	\$ 369,800,000



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 Office of Business Development - Executive and Support activity includes a wide range of leadership and support services that are essential for LED to assist entrepreneurs and small businesses in their efforts to grow, to assist communities in improving their capacity to compete with communities in other states, to communicate and market the positive momentum occurring in Louisiana, and to work with prospects to secure their investment and job growth in Louisiana. It also provides expertise in the development and optimization of global opportunities for trade and inbound investments, leads efforts to cultivate top regional economic development assets, leads initiatives that protect and grow the state's military and federal presence, and leads efforts to integrate business intelligence functions into the state's business development activities. The Lead Development team adds to the project pipeline by identifying high-potential leads, converting leads to actively engaged prospects, and ultimately converting prospects to LED project opportunities.

The Community Competitiveness activity works to reposition Louisiana as one of the best places in the country in which to start and grow a small business and to create a more vibrant entrepreneurial culture in Louisiana. It also provides assistance to local communities to increase their competitiveness and, thereby increase the effectiveness of local and regional business development efforts in creating more jobs and diversifying Louisiana's economy.

The Small Business Services activity supports Louisiana small businesses through a comprehensive array of programs and resources that build capacity, cultivate opportunities, and accelerate growth. These small businesses are supported with technical and managerial assistance through the Small and Emerging Business Development (SEBD) Program and the Louisiana Contractors Accreditation Institute (LCAI), while the Hudson and Veteran Initiatives provide contract and procurement opportunities at the state government level, and the Bonding Assistance Program provides opportunity by helping to increase the bonding capacity of small business owners. Second-stage growth companies are supported to accelerate job creation and increase revenues through the strategic marketing research provided by Economic Gardening and the peer-to-peer learning accessed through CEO Roundtables. Small Business Services has also established the LED Growth Network, which is the expanding suite of resources related to accelerating the growth of Louisiana's second-stage companies that have graduated from Economic Gardening and/or CEO Roundtables.

The Business Expansion and Retention Group (BERG) reaches out to businesses across the state, in coordination with regional and local economic development partners, to understand their challenges, assist with retention or expansion projects, and identify opportunities to make Louisiana a better place in which to do business. Through BERG, LED has established a systematic approach for proactively communicating with Louisiana's existing businesses.



The Business Marketing and Recruitment activity utilizes national-caliber marketing and business development capabilities to attract investment and jobs to Louisiana. The activity focuses on working with in-state, out-of-state, and international companies to convince them to invest and grow their businesses in Louisiana. By influencing these decisions, Business Marketing and Recruitment delivers new jobs and diversifies Louisiana's economy.

The Office of Entertainment Industry Development's (OEID) mission is to develop and grow an indigenous entertainment industry. It is responsible for promoting new and existing economic development in four industry sectors: digital interactive media, film and television production, music, and live performance. The OEID promotes the state of Louisiana as a destination for this business activity.

The Office of International Commerce (OIC) activity manages initiatives focused on attracting foreign direct investment (FDI), increasing trade volumes and expanding trade-related manufacturing activity, as well as coordinating international marketing missions and managing protocol for visits of foreign dignitaries. The activity includes the assessment of Louisiana's existing leadership role in international commerce (e.g., outcome measures related to FDI attraction and trade) as compared to other states in the U.S.; analyses of relevant global and regional trends impacting FDI and trade; benchmarking of state-and-local international commerce activities (e.g., foreign offices, international marketing efforts, staffing) compared to those of other states and regions in the U.S.; articulation of a clear strategy and action plan to substantially expand Louisiana's existing leadership role in international commerce; as well as the identification and prioritization of specific, positive ROI projects that should be supported by the State and/or local entities to expand Louisiana's international commerce activities. The OIC also develops related strategies for capturing economic development opportunities related to bulk cargo trade and re-shoring of targeted industry sectors. Separately, it provides recommended tools and processes to support the work of the International Commerce Board.

Office of Business Development Budget Summary

	Prior Year Actuals FY 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 4,443,360	\$ 7,459,020	\$ 7,560,453	\$ 7,658,783	\$ 8,698,632	\$ 1,138,179
State General Fund by:						
Total Interagency Transfers	0	0	0	0	125,000	125,000
Fees and Self-generated Revenues	7,967,422	4,049,126	4,409,562	3,153,765	3,092,284	(1,317,278)
Statutory Dedications	7,554,939	11,127,388	12,258,640	12,327,663	11,942,887	(315,753)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	357,999	2,976,020	3,270,766	1,833,416	1,833,416	(1,437,350)
Total Means of Financing	\$ 20,323,720	\$ 25,611,554	\$ 27,499,421	\$ 24,973,627	\$ 25,692,219	\$ (1,807,202)
Expenditures & Request:						
Business Development Program	\$ 18,442,086	\$ 20,930,547	\$ 22,764,398	\$ 21,391,876	\$ 22,136,607	\$ (627,791)
Business Incentives Program	1,881,634	4,681,007	4,735,023	3,581,751	3,555,612	(1,179,411)



Office of Business Development Budget Summary

	Prior Year Actuals FY 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Total Expenditures & Request	\$ 20,323,720	\$ 25,611,554	\$ 27,499,421	\$ 24,973,627	\$ 25,692,219	\$ (1,807,202)
Authorized Full-Time Equivalents:						
Classified	40	41	41	41	42	1
Unclassified	37	37	37	37	37	0
Total FTEs	77	78	78	78	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 provide quality communications to improve Louisiana's image nationally and internationally, and to provide 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 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 4,430,349	\$ 7,459,020	\$ 7,560,453	\$ 7,658,783	\$ 8,698,632	\$ 1,138,179
State General Fund by:						
Total Interagency Transfers	0	0	0	0	125,000	125,000
Fees and Self-generated Revenues	6,935,114	2,917,853	3,224,273	1,994,650	1,949,053	(1,275,220)
Statutory Dedications	6,951,584	10,370,341	11,501,593	11,555,110	11,180,589	(321,004)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	125,039	183,333	478,079	183,333	183,333	(294,746)
Total Means of Financing	\$ 18,442,086	\$ 20,930,547	\$ 22,764,398	\$ 21,391,876	\$ 22,136,607	\$ (627,791)
Expenditures & Request:						
Personal Services	\$ 6,943,319	\$ 7,524,452	\$ 7,349,273	\$ 7,810,602	\$ 7,720,333	\$ 371,060
Total Operating Expenses	609,085	667,490	665,990	665,990	665,990	0
Total Professional Services	5,357,408	4,376,038	5,384,247	4,592,717	4,592,717	(791,530)
Total Other Charges	5,532,274	8,362,567	9,364,888	8,322,567	9,157,567	(207,321)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 18,442,086	\$ 20,930,547	\$ 22,764,398	\$ 21,391,876	\$ 22,136,607	\$ (627,791)
Authorized Full-Time Equivalents:						
Classified	26	26	26	26	27	1
Unclassified	37	37	37	37	37	0
Total FTEs	63	63	63	63	64	1



Source of Funding

This program is funded with State General Fund (Direct), Interagency Transfers, Fees and Self-generated Revenues, and Statutory Dedications. The Interagency Transfers are derived from the Office of Coastal Restoration and Protection. The Fees and Self-generated Revenues are derived from certain specified fees collected from businesses applying for business incentives granted by the department, film and television tax credit audit fees, and the film and digital media application fees. The Statutory Dedications are from the Marketing Fund (R.S. 47:318), the Louisiana Economic Development (LED) Fund (R.S. 51:2315), and the Louisiana Entertainment Development Fund (R.S. 47:6007(C)(4)(b) and R.S. 47:6007(C)(4)(g)). (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 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 4,951,631	\$ 5,670,341	\$ 6,801,593	\$ 6,855,110	\$ 6,480,589	\$ (321,004)
Louisiana Entertainment Development Fund	0	2,700,000	2,700,000	2,700,000	2,700,000	0
Marketing Fund	1,999,953	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
\$ 101,433	\$ 1,833,851	0	Mid-Year Adjustments (BA-7s):
\$ 7,560,453	\$ 22,764,398	63	Existing Oper Budget as of 12/01/18
Statewide Major Financial Changes:			
20,115	48,147	0	Market Rate Classified
651	1,553	0	Civil Service Training Series
45,588	99,200	0	Related Benefits Base Adjustment
62,672	136,375	0	Retirement Rate Adjustment
13,474	13,474	0	Group Insurance Rate Adjustment for Active Employees
70,736	176,053	0	Salary Base Adjustment
(65,418)	(155,439)	0	Attrition Adjustment
(101,433)	(1,833,851)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
51,697	51,697	1	Technical adjustment to transfer a position and the associated funding between agencies in order to properly align the department's workforce.
185,000	185,000	0	Increase in State General Fund (Direct) in order to provide funding for the Louisiana Procurement Technical Assistance Center within the University of Louisiana at Lafayette. The program provides specialized and professional procurement technical assistance to Louisiana-based businesses for obtaining and performing under federal, state, and local contracts.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
125,000	250,000	0	Increase in State General Fund (Direct) and Interagency Transfers in order to provide funding to the Coastal Technical Assistance Center within Nicholls State University. This new program will assist in building the capacity of Louisiana-based small businesses in coastal restoration and protection efforts. The Interagency Transfer will be received from the Office of Coastal Restoration & Protection.
400,000	400,000	0	Increase of State General Fund (Direct) for the Regional Awards and Matching Grant Program. This will increase the state's assistance to the eight regional economic development organizations that assist businesses with industry recruitment, marketing, workforce studies, policy leadership, and providing site visits to existing regional employers. These organizations also assist the department by providing responses to existing employers and inquiries about potential projects.
330,097	0	0	Means of Finance substitution increasing State General Fund (Direct) and decreasing Statutory Dedications out of the Louisiana Economic Development Fund to reflect the Revenue Estimating Conference (REC) projections.
\$ 8,698,632	\$ 22,136,607	64	Recommended FY 2019-2020
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 8,698,632	\$ 22,136,607	64	Base Proposed Budget FY 2019-2020
\$ 8,698,632	\$ 22,136,607	64	Grand Total Recommended

Professional Services

Amount	Description
\$40,000	For increasing economic competitiveness of Louisiana through enhanced international economic development strategies programs and services in key international markets.
\$3,754,910	For providing advertising, promotion, and marketing related services for the department's programs with emphasis on an economic approach targeted at identified economic development industries.
\$1,500	For transcribing minutes of various meetings of the International board of Commerce and the Military Board.
\$2,432	Market research in each of the industry areas and any other services seemed necessary.
\$531,475	Professional services with regard to Entertainment Promotion and Marketing.
\$2,400	The updating and maintaining of the electronic catalog of all materials housed in the LED Library.
\$260,000	To support the goals of the Louisiana International Commerce Master Plan by increasing exposure in key international markets and regions, and particularly in Germany, Switzerland, Austria, the United Kingdom, the People's Republic of China, South Korea, and Japan.
\$4,592,717	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:



Other Charges (Continued)

Amount	Description
\$250,000	Coastal Technical Assistance Center (CTAC) - Funds will be used at a technical assistance center within Nicholls State University to assist in building the capacity of Louisiana-based small businesses in coastal restoration and protection efforts.
\$1,760,000	Economic Development Regional Awards and Matching Grant Program - To provide 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.
\$2,700,000	Entertainment Industry Development - To establish educational development initiatives, matching grants for Louisiana filmmakers, a loan guarantee program, and a deal closing fund. Utilized the Louisiana Entertainment Development Fund created by Act 223 of the 2017 Regular Session.
\$57,533	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 Louisiana as a business location.
\$250,000	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 others.
\$200,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.
\$341,426	LSU A&M - Louisiana Business Technology Center - Match Louisiana businesses with resources of federal lab systems including NASA/Stennis and NASA/Michoud.
\$250,000	Marketing Education Initiatives - District 2 Enhancement Corporation - To develop and produce workplace and marketplace-driven workshops, seminars, focus groups, and field trips that would educate and train youth and young adults in selected areas of the fashion and retail industry.
\$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.
\$185,000	Procurement Technical Assistance Center (PTAC) - Funds are used for a technical assistance center within the University of Louisiana at Lafayette in providing Louisiana-based businesses with specialized and professional procurement technical assistance for obtaining and performing under federal, state, and local contracts.
\$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.
\$432,540	Special Marketing - Funds are used for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in Louisiana as a business location.
\$183,333	STEP Grant - The Louisiana State Export Trade and Promotion (STEP) program is an interagency partnership to leverage the best practices of federal, state, and local export promotion organizations.
\$9,095,372	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$250	LPAA/Secretary of State - Office Supplies
\$3,265	Office of State Mail - Postage
\$3,000	Office of State Printing - SEBD Application and Certifications Forms
\$3,000	Office of State Registrar - Rule Publications
\$52,430	Office of Telecommunications - State Telephone Services
\$250	Rent in State-Owned Buildings
\$62,195	SUB-TOTAL INTERAGENCY TRANSFERS
\$9,157,567	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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
K	Number of newly certified sites (LAPAS CODE - 22862)	15	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 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 37,687,852	\$ 37,284,814	\$ 64,175,885	\$ 39,427,299	\$ 46,627,437	
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	3,449	2,192	2,340	2,822	2,059	
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	6,587	5,808	5,617	4,954	5,110	

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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
K	Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864)	500	561	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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
K	Number of major economic development prospects added (LAPAS CODE - 21051)	250	244	250	250	250	250

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	
Number of recruitment projects - announced. (LAPAS CODE - 22883)	20	28	11	16	11	
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884)	\$ 4.1	\$ 8.8	\$ 34.8	\$ 10.9	\$ 0.1	
Jobs associated (new recruitment) - announced (LAPAS CODE - 22885)	3,510	5,304	3,689	1,483	3,680	
Number of expansion and retention projects - announced (LAPAS CODE - 22886)	43	37	19	19	9	
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887)	\$ 19.3	\$ 15.0	\$ 1.9	\$ 0.7	\$ 0.7	
Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888)	5,513	3,411	907	930	880	
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889)	16,792	10,910	4,351	4,023	4,227	
Number of recruitment prospects -pipeline (LAPAS CODE - 22867)	362	274	183	309	187	
Capital investment associated (recruitment) - pipeline (in billions) (LAPAS CODE - 22868)	\$ 47.1	\$ 34.6	\$ 42.2	\$ 24.5	\$ 21.2	
Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869)	43,503	40,827	18,563	20,264	67,461	
Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870)	76	60	52	67	57	
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871)	\$ 10.8	\$ 8.4	\$ 5.4	\$ 4.3	\$ 4.7	
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872)	9,001	7,035	4,352	5,872	3,208	
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873)	16,442	17,839	15,633	19,353	9,798	



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018
Number of prospects added that are international (LAPAS CODE - 26311)	78.0	1,265.0	1,114.0	361.0	426.0
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Number of project announcements that are international (LAPAS CODE - 26312)	12	10	7	5	10
Number of Rapid Response projects approved and funded (LAPAS CODE - 22902)	6	7	0	1	2
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)	\$ 11,310,577	\$ 23,250,000	\$ 0	\$ 1,800,000	\$ 8,800,000
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)	1,027	1,459	0	50	2,225
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)	\$ 180.20	\$ 57.20	\$ 0	\$ 325.00	\$ 0
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)	\$ 14.68	\$ 204.61	\$ 0	\$ 9.30	\$ 26.06
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 \$500 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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
K	Estimated amount of dollars generated in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - 23434)	\$ 600	\$ 467	\$ 600	\$ 600	\$ 500	\$ 500

The performance level is being increased to tie in with the new legislative changes and tied to the annual caps under new law.

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 426.79	\$ 993.61	\$ 1,206.70	\$ 269.77	\$ 396.93



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 and capital access and infrastructure programs through the Louisiana Economic Development Corporation and the Board of Commerce and Industry. The activity encourages business investment and job creation by providing support through an array of incentive programs, and LED provides information and technical assistance to business and industry in applying for those programs.

For additional information, see:

Business Incentives Program

Business Incentives Program Budget Summary

	Prior Year Actuals FY 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 13,011	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	1,032,308	1,131,273	1,185,289	1,159,115	1,143,231	(42,058)
Statutory Dedications	603,355	757,047	757,047	772,553	762,298	5,251
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	232,960	2,792,687	2,792,687	1,650,083	1,650,083	(1,142,604)
Total Means of Financing	\$ 1,881,634	\$ 4,681,007	\$ 4,735,023	\$ 3,581,751	\$ 3,555,612	\$ (1,179,411)



Business Incentives Program Budget Summary

	Prior Year Actuals FY 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Expenditures & Request:						
Personal Services	\$ 1,190,044	\$ 1,385,842	\$ 1,385,842	\$ 1,429,190	\$ 1,403,051	\$ 17,209
Total Operating Expenses	87,768	150,580	150,580	150,580	150,580	0
Total Professional Services	289,382	109,500	163,516	109,500	109,500	(54,016)
Total Other Charges	313,180	3,035,085	3,035,085	1,892,481	1,892,481	(1,142,604)
Total Acq & Major Repairs	1,260	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 1,881,634	\$ 4,681,007	\$ 4,735,023	\$ 3,581,751	\$ 3,555,612	\$ (1,179,411)
Authorized Full-Time Equivalents:						
Classified	14	15	15	15	15	0
Unclassified	0	0	0	0	0	0
Total FTEs	14	15	15	15	15	0

Source of Funding

This program is funded with Fees and Self-generated Revenues, Statutory Dedications, and Federal Funds. The Fees and Self-Generated Revenues are due to certain specified fees collected from businesses applying for business incentives granted by the department, and research and development tax credit program. 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 2017-2018	Enacted FY 2018-2019	Existing Oper Budget as of 12/01/18	Continuation FY 2019-2020	Recommended FY 2019-2020	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 603,355	\$ 757,047	\$ 757,047	\$ 772,553	\$ 762,298	\$ 5,251

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 54,016	0	Mid-Year Adjustments (BA-7s):
\$ 0	\$ 4,735,023	15	Existing Oper Budget as of 12/01/18

Statewide Major Financial Changes:



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 32,738	0	Market Rate Classified
\$ 0	\$ 3,558	0	Civil Service Training Series
\$ 0	\$ (8,280)	0	Related Benefits Base Adjustment
\$ 0	\$ 25,873	0	Retirement Rate Adjustment
\$ 0	\$ 2,409	0	Group Insurance Rate Adjustment for Active Employees
\$ 0	\$ (10,541)	0	Salary Base Adjustment
\$ 0	\$ (28,548)	0	Attrition Adjustment
\$ 0	\$ (54,016)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
\$ 0	\$ (1,142,604)	0	Reduction in funding to accurately reflect the available remaining funding for the State Small Business Credit Initiative activity, which continues to provide for access to capital investment for small businesses.
\$ 0	\$ 3,555,612	15	Recommended FY 2019-2020
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 0	\$ 3,555,612	15	Base Proposed Budget FY 2019-2020
\$ 0	\$ 3,555,612	15	Grand Total Recommended

Professional Services

Amount	Description
Professional Services:	
\$8,000	For providing assistance to LED in connection with the administration of the Quality Jobs Program requirements for basic health coverage.
\$10,000	For providing professional and reliable counsel, advice, services, assistance, and representation with regard to any and all types and categories of various legal matters and services.
\$27,500	Legal services re: JMCB vs. Board of Commerce and Industry, et al
\$50,000	To obtain additional development enhancement, continued integration, and support services for FastLane relational database system.
\$14,000	Transcription of minutes of various meetings of the Board of Directors of the C & I Board.
\$109,500	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
Other Charges:	



Other Charges (Continued)

Amount	Description
\$190,000	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.
\$27,500	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$1,650,083	State Small Business Credit Initiative - Capital Access and Linked Deposit Program - For delivery of access to capital for small businesses. Funds will be used for programs that leverage private lending to help small business expand and create jobs.
\$1,867,583	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$300	LPAA/Secretary of State - Supplies
\$1,500	Meeting Room Facilities Rental
\$5,500	Office of State Mail - State Mail Services
\$9,598	Office of State Registrar - Rule Publications
\$8,000	Office of Telecommunication - State Telephone Services
\$24,898	SUB-TOTAL INTERAGENCY TRANSFERS
\$1,892,481	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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	90%	89%	90%	90%	90%	90%



Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018
Number of Business Incentive projects approved (LAPAS CODE - 12582)	890	956	1,059	256	343
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	5,068	12,153	11,055	6,507	11,198
Anticipated amount of capital invested by Business Incentive applicants (in billions). (LAPAS CODE - 21432)	\$ 11.30	\$ 33.80	\$ 38.80	\$ 19.10	\$ 29.05

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 2017-2018	Actual Yearend Performance FY 2017-2018	Performance Standard as Initially Appropriated FY 2018-2019	Existing Performance Standard FY 2018-2019	Performance At Continuation Budget Level FY 2019-2020	Performance At Proposed Budget Level FY 2019-2020
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 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018
Number of EDAP / EDLOP projects approved and funded (LAPAS CODE - 12570)	5	10	10	4	4
Dollars approved for EDAP projects (LAPAS CODE - 21428)	\$ 5,000,000	\$ 9,130,000	\$ 2,460,000	\$ 3,970,000	\$ 1,150,000
Anticipated number of jobs created by EDAP applicants (LAPAS CODE - 12571)	601	1,259	260	322	144
Anticipated amount of capital invested by EDAP applicants (LAPAS CODE - 21430)	\$ 94,650,000	\$ 2,393,787,128	\$ 67,040,000	\$ 3,974,000,000	\$ 77,934,000
Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - 22908)	\$ 32,500,000	\$ 73,975,000	\$ 10,300,000	\$ 1,758,000	\$ 10,830,810



