

# Department of Economic Development



## Department Description

The mission of the Department of Economic Development is to provide excellence in leadership, policy and programs to create a business climate enabling public-private linkages which result in capital investment, a diversified economic base, and quality job opportunities for all Louisiana citizens.

The goals of the Department of Economic Development are:

- Be the catalyst for retaining, creating, and increasing jobs and business opportunities for all Louisiana citizens.
- Be the leader in Louisiana's efforts to cultivate a diversified, technology-driven economic development environment by growing Vision 2020 targeted industries.
- Create a new and positive image for Louisiana.
- Be the catalyst for a stable business environment in Louisiana.
- Be an award-winning, certified enterprise for quality, professionalism, and customer focus.

Department strategies to position Louisiana for a brighter economic future:

- Increase Louisiana's economic competitiveness
- Enhance the competitiveness of Louisiana's local communities
- Cultivate top regional economic development assets
- Increase focus on business retention and expansion
- Develop national caliber business recruitment capacity
- Cultivate small business and entrepreneurship
- Aggressively tell the story of Louisiana

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](#)

[Vision 2020](#)

## Department of Economic Development Budget Summary

	Prior Year Actuals FY 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 32,807,604	\$ 29,135,452	\$ 35,251,580	\$ 28,661,413	\$ 16,564,015	\$ (18,687,565)
<b>State General Fund by:</b>						
Total Interagency Transfers	36,809,723	1,096,410	122,249,122	1,711,144	1,681,104	(120,568,018)
Fees and Self-generated Revenues	983,568	2,849,217	2,906,381	2,886,772	2,869,797	(36,584)
Statutory Dedications	34,144,323	90,274,741	111,419,576	52,006,410	63,969,176	(47,450,400)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,073,479	0	2,826,246	0	0	(2,826,246)
<b>Total Means of Financing</b>	<b>\$ 105,818,697</b>	<b>\$ 123,355,820</b>	<b>\$ 274,652,905</b>	<b>\$ 85,265,739</b>	<b>\$ 85,084,092</b>	<b>\$ (189,568,813)</b>
<b>Expenditures &amp; Request:</b>						
Office of the Secretary	\$ 4,146,922	\$ 7,661,755	\$ 7,610,653	\$ 11,214,947	\$ 11,304,162	\$ 3,693,509
Office of Business Development	101,671,775	115,694,065	267,042,252	74,050,792	73,779,930	(193,262,322)
<b>Total Expenditures &amp; Request</b>	<b>\$ 105,818,697</b>	<b>\$ 123,355,820</b>	<b>\$ 274,652,905</b>	<b>\$ 85,265,739</b>	<b>\$ 85,084,092</b>	<b>\$ (189,568,813)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	84	91	91	93	91	0
Unclassified	35	42	40	40	40	0
<b>Total FTEs</b>	<b>119</b>	<b>133</b>	<b>131</b>	<b>133</b>	<b>131</b>	<b>0</b>



## 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 increase 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 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 3,288,623	\$ 4,088,199	\$ 4,198,793	\$ 4,347,475	\$ 4,442,438	\$ 243,645
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	339,629	339,629	339,629	514,967	513,535	173,906
Statutory Dedications	518,670	3,233,927	3,072,231	6,352,505	6,348,189	3,275,958
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 4,146,922</b>	<b>\$ 7,661,755</b>	<b>\$ 7,610,653</b>	<b>\$ 11,214,947</b>	<b>\$ 11,304,162</b>	<b>\$ 3,693,509</b>
<b>Expenditures &amp; Request:</b>						
Administration	\$ 4,146,922	\$ 7,661,755	\$ 7,610,653	\$ 11,214,947	\$ 11,304,162	\$ 3,693,509
<b>Total Expenditures &amp; Request</b>	<b>\$ 4,146,922</b>	<b>\$ 7,661,755</b>	<b>\$ 7,610,653</b>	<b>\$ 11,214,947</b>	<b>\$ 11,304,162</b>	<b>\$ 3,693,509</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	26	26	26	28	27	1
Unclassified	7	11	11	14	15	4
<b>Total FTEs</b>	<b>33</b>	<b>37</b>	<b>37</b>	<b>42</b>	<b>42</b>	<b>5</b>



## 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 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. 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 recommended 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.

The Executive and Administration Program has five activities: Office of the Secretary, State Economic Competitiveness, Office of Management and Finance, Legal, and Louisiana Fast Start.

- The Office of the Secretary provides leadership and quality administrative services which sustains and promotes a globally competitive business climate for retention, creation, and attraction of quality jobs and increased investment to the state.
- The State Economic Competitiveness activity identifies actions to improve our state economic competitiveness through benchmarking, ranking comparison, developing plans for the improvement of economic development-related public infrastructure, and developing plans for improving competitiveness of industry-specific growth sectors.
- Office of Management and Finance ensures that all programs in the Department are provided support services to accomplish all of their program objectives.
- Legal provides legal services and advice on regulatory matters to all Department divisions, and legal research and counsel necessary to carry out economic development pursuits. Included in Legal is the approval and monitoring of all contracts administered by the Department.
- The Louisiana Fast Start program provides a turnkey employee training and delivery solution for company retention and/or expansion projects.



## Administration Budget Summary

	Prior Year Actuals FY 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 3,288,623	\$ 4,088,199	\$ 4,198,793	\$ 4,347,475	\$ 4,442,438	\$ 243,645
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	339,629	339,629	339,629	514,967	513,535	173,906
Statutory Dedications	518,670	3,233,927	3,072,231	6,352,505	6,348,189	3,275,958
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 4,146,922</b>	<b>\$ 7,661,755</b>	<b>\$ 7,610,653</b>	<b>\$ 11,214,947</b>	<b>\$ 11,304,162</b>	<b>\$ 3,693,509</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 2,961,525	\$ 3,916,776	\$ 3,767,094	\$ 4,431,083	\$ 4,539,370	\$ 772,276
Total Operating Expenses	465,852	723,716	771,702	677,039	665,591	(106,111)
Total Professional Services	193,804	268,103	378,697	272,393	268,103	(110,594)
Total Other Charges	416,933	2,564,979	2,504,979	5,834,432	5,831,098	3,326,119
Total Acq & Major Repairs	108,808	188,181	188,181	0	0	(188,181)
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 4,146,922</b>	<b>\$ 7,661,755</b>	<b>\$ 7,610,653</b>	<b>\$ 11,214,947</b>	<b>\$ 11,304,162</b>	<b>\$ 3,693,509</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	26	26	26	28	27	1
Unclassified	7	11	11	14	15	4
<b>Total FTEs</b>	<b>33</b>	<b>37</b>	<b>37</b>	<b>42</b>	<b>42</b>	<b>5</b>

## 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 the collection of certain specified fees from businesses applying for business incentives granted by the department. The Statutory Dedications are derived from the Louisiana Economic Development Fund, based upon Act 34 of the 1991 Regular Session and cash from investments. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8, and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and Economic Development Award Fund were eliminated and subsequently merged into the Louisiana Economic Development Fund. (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund.)



### Administration Statutory Dedications

Fund	Prior Year Actuals FY 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 518,670	\$ 2,993,640	\$ 2,843,958	\$ 6,352,505	\$ 6,348,189	\$ 3,504,231
Overcollections Fund	0	240,287	228,273	0	0	(228,273)

### Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 110,594	\$ 110,594	0	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 4,198,793	\$ 7,610,653	37	<b>Existing Oper Budget as of 2/1/09</b>
<b>Statewide Major Financial Changes:</b>			
27,338	41,421	0	Annualize Classified State Employee Merits
19,350	29,319	0	Classified State Employees Merit Increases
0	2,647	0	Civil Service Training Series
4,828	6,437	0	Group Insurance for Active Employees
5,177	6,902	0	Group Insurance for Retirees
(30,004)	(40,005)	0	Group Insurance Base Adjustment
122,191	185,139	0	Salary Base Adjustment
0	(244,454)	0	Non-Recurring Acquisitions & Major Repairs
(110,594)	(110,594)	0	Non-recurring Carryforwards
137,803	254,330	0	Risk Management
12,965	17,287	0	Legislative Auditor Fees
(222)	(222)	0	UPS Fees
5,450	7,267	0	Office of Computing Services Fees
<b>Non-Statewide Major Financial Changes:</b>			
0	42,457	0	This adjustment provides for Indirect / Shared Activity (i.e. risk management, Legislative Auditor, etc.). Funded with Self-Generated revenue and Statutory Dedications from the Louisiana Economic Development Fund.
124,201	124,201	2	This adjustment transfers positions and related funding from the Office of Business Development to the Office of the Secretary to reflect the change in organizational structure. The positions are an Attorney and an Administrative Assistant.
0	3,446,215	3	This adjustment moves the Fast Start Program funding and 3 positions from the Office of Business Development to the Office of the Secretary(Louisiana Economic Development Fund).



## Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
(74,838)	(74,838)	0	This adjustment is to reduce travel in the Administrative Program - Executive Activity
\$ 4,442,438	\$ 11,304,162	42	<b>Recommended FY 2009-2010</b>
\$ 0	\$ 0	0	<b>Less Hurricane Disaster Recovery Funding</b>
\$ 4,442,438	\$ 11,304,162	42	<b>Base Executive Budget FY 2009-2010</b>
\$ 4,442,438	\$ 11,304,162	42	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
\$25,000	Provide legal services in personnel related matters
\$243,103	FASTLANE - Create customized database for Economic Development Award Program and Workforce Development and Training Program to allow online application, approval, and tracking process.
<b>\$268,103</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

## Other Charges

Amount	Description
	<b>Other Charges:</b>
\$1,871,768	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.)
\$3,170,689	Fast Start Program provides a turnkey employee training and delivery solution for company retention and / or expansion projects.
\$25,000	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.
<b>\$5,067,457</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$12,061	Department Civil Service
\$1,891	Comprehensive Public Training Program (CPTP)
\$4,469	Uniform Payroll System (UPS)
\$46,758	DPS - Security of Capitol Annex
\$25,440	State Treasury Fees
\$347,589	Office of Risk Management
\$90,550	Legislative Auditor Expenses
\$30,451	Office of Computing Services - State Email Services
\$9,294	Office of State Mail - Postage
\$191,565	Office of Telecommunications - Telephone & Telegraph



### Other Charges (Continued)

Amount	Description
\$1,389	Office of State Printing - Printing
\$152	Office of State Register - Dues & Subscriptions
\$2,032	Miscellaneous - Buildings and Grounds; etc.
<b>\$763,641</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$5,831,098</b>	<b>TOTAL OTHER CHARGES</b>

### Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2009-2010

### Performance Information

**1. (KEY) To establish a culture of marketing and recruitment by providing administrative oversight and leadership necessary to ensure that at least 90% of all department objectives are achieved annually.**

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

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 2007-2008	Actual Yearend Performance FY 2007-2008	Performance Standard as Initially Appropriated FY 2008-2009	Existing Performance Standard FY 2008-2009	Performance At Continuation Budget Level FY 2009-2010	Performance At Executive Budget Level FY 2009-2010
K	Number of economic development prospects added (LAPAS CODE - 21051)	500	187	500	500	200	190
	The current administration more narrowly defines a "major project" to be one that has a significant chance of success and a significant impact in terms of jobs and investment. Therefore, performance levels have been reduced. Previously defined as "Number of economic development projects worked". This is equivalent to the "pipeline" of deals. Projects added in past years could cross fiscal years as they were being worked. The new definition limits the projects to those added during the fiscal year.						
S	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	85.0%	81.4%	85.0%	85.0%	85.0%	75.0%





## Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008
Louisiana per capita income (LAPAS CODE - 14013)	\$ 24,454	\$ 26,312	\$ 24,820	\$ 30,952	\$ 35,770
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
U.S. per capita income (LAPAS CODE - 14014)	\$ 30,413	\$ 31,472	\$ 34,586	\$ 36,276	\$ 38,564
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)	80.1%	83.6%	71.8%	85.3%	92.8%
Louisiana unemployment rate (LAPAS CODE - 14016)	5.9	6.3	7.1	4.0	3.8
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)	5.8	6.0	5.1	4.6	4.8
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 - new)	1,882,650	1,762,757	1,843,779	1,895,330	Not Available
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 - new)	Not Applicable	Not Applicable	25	25	24
SOURCE: U.S. Census Bureau, Foreign Trade Statistics (no comprehensive zip code of origin data available prior to 2006).					

### 2. (KEY) Improve Louisiana's attractiveness as a place to invest by identifying 10 major competitiveness improvements annually.

Louisiana: Vision 2020 Link: Related to Object 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based business through cluster-based development practices.

Children's Budget Link: Not Applicable

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

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



**Performance Indicators**

Level	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2007-2008	Actual Yearend Performance FY 2007-2008	Performance Standard as Initially Appropriated FY 2008-2009	Existing Performance Standard FY 2008-2009	Performance At Continuation Budget Level FY 2009-2010	Performance At Executive Budget Level FY 2009-2010
K	Number of major state competitiveness improvements identified (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	10	10
K	Number of major state competitiveness improvements implemented (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	5	5
K	Number of significant improvements made for business and government interactions (e.g. permitting, business incentives, filings) (LAPAS CODE - 20807)	3	0	3	3	3	2

This indicator has been revised from "Number of improvements made in business permitting."

**Administration General Performance Information**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008
Number of Workforce Development projects approved and funded (LAPAS CODE - 1015)	6	3	5	2	6
Number of Louisiana workers trained (LAPAS CODE - 1016)	1,517	905	1,354	960	1,262
Amount of capital invested by WFD applicants (LAPAS CODE - 10258)	\$ 508,923,731	\$ 24,050,000	\$ 214,851,887	\$ 5,400,000	\$ 9,588,966
Number of new jobs created by applicants through Workforce Development projects (LAPAS CODE - 21435)	794	428	287	1,020	909
Number of jobs retained by applicants through Workforce Development projects (LAPAS CODE - 21436)	956	1,914	6,041	5	353
New payroll associated (LAPAS CODE - new)	\$ 16,277,055	\$ 12,544,800	\$ 11,942,379	\$ 19,445,355	\$ 22,799,790
Average salary of workers trained through WFD projects (LAPAS CODE - 21437)	\$ 40,560.08	\$ 35,573.00	\$ 33,411.51	\$ 18,088.00	\$ 26,424.00
Average cost per trainee (LAPAS CODE - 21434)	\$ 1,799.14	\$ 1,413.56	\$ 2,565.65	\$ 936.98	\$ 1,478.00
Average cost per trainee relative to the average salary of the trainee (LAPAS CODE - new)	\$ 4	\$ 4	\$ 8	\$ 5	\$ 6



## 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. A substantial portion of small businesses are family-owned, minority owned, and / or women-owned. Research has found that low income parents who start microenterprise businesses are capable of earning higher levels of income than low-wage jobs. Recent national statistics regarding TANF recipients participating in microenterprise programs show that there was an 85% increase in participants who were working and a 160% decrease in participants who were receiving TANF funds. Even those TANF participants who did not go on to start a small business still earned 14% more than TANF recipients who did not participate.

The Business Retention and Expansion division, in coordination with regional and local partners, will reach out to businesses across the state, including small businesses, to understand their challenges and identify opportunities 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 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 29,518,981	\$ 25,047,253	\$ 31,052,787	\$ 24,313,938	\$ 12,121,577	\$ (18,931,210)
<b>State General Fund by:</b>						
Total Interagency Transfers	36,809,723	1,096,410	122,249,122	1,711,144	1,681,104	(120,568,018)
Fees and Self-generated Revenues	643,939	2,509,588	2,566,752	2,371,805	2,356,262	(210,490)
Statutory Dedications	33,625,653	87,040,814	108,347,345	45,653,905	57,620,987	(50,726,358)
Interim Emergency Board	0	0	0	0	0	0



## Office of Business Development Budget Summary

	Prior Year Actuals FY 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
Federal Funds	1,073,479	0	2,826,246	0	0	(2,826,246)
<b>Total Means of Financing</b>	<b>\$ 101,671,775</b>	<b>\$ 115,694,065</b>	<b>\$ 267,042,252</b>	<b>\$ 74,050,792</b>	<b>\$ 73,779,930</b>	<b>\$ (193,262,322)</b>
<b>Expenditures &amp; Request:</b>						
Business Development Program	\$ 91,778,209	\$ 100,478,624	\$ 248,130,188	\$ 67,902,412	\$ 67,633,939	\$ (180,496,249)
Business Incentives Program	9,893,566	15,215,441	18,912,064	6,148,380	6,145,991	(12,766,073)
<b>Total Expenditures &amp; Request</b>	<b>\$ 101,671,775</b>	<b>\$ 115,694,065</b>	<b>\$ 267,042,252</b>	<b>\$ 74,050,792</b>	<b>\$ 73,779,930</b>	<b>\$ (193,262,322)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	58	65	65	65	64	(1)
Unclassified	28	31	29	26	25	(4)
<b>Total FTEs</b>	<b>86</b>	<b>96</b>	<b>94</b>	<b>91</b>	<b>89</b>	<b>(5)</b>



## 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

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 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 economic development research 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
  - 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

- Economic development research to support the above-described efforts

The Business Development Program has the following business development activities:

- The Business Retention and Expansion activity reaches out to business owners across the state, in coordination with regional and local partners, to understand their challenges and identify opportunities to make Louisiana a better place in which to do business.
- The Business Recruitment activity utilizes national-caliber business recruitment capabilities to attract investment into Louisiana with a focus on new, high-growth industry sectors that can expand and diversify Louisiana’s economy.
- The Community Development activity 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 Regional Economic Development Asset activity identifies targeted investment opportunities and business development strategies for top regional economic development assets that can create significant numbers of new jobs by building on Louisiana’s existing strengths.
- The Entertainment Industry Development program includes Motion Picture, Sound Recording, Digital Media, Live Performance, and other entertainment-related activities.
- The Small Business and Entrepreneurship 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.
- The Communications activity aggressively tells the story of Louisiana; conveying to business executives around the country and around the world that Louisiana is positioning itself to become the next great American state for business investment, quality of life and economic opportunity.
- The Research activity provides assistance in decision making by delivering timely, accurate and relevant analysis in a progressive and user-friendly format. Research analyzes economic development trends and statistics to assist in evaluation by decision makers, both public and private, such as prospects, existing companies, incentive analysts, project managers, local economic developers, etc. Research provides economic impact analysis, cost-benefit analysis, population projections, wage studies, retail analysis and feasibility studies.

### Business Development Program Budget Summary

	Prior Year Actuals FY 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 29,344,586	\$ 24,965,543	\$ 30,971,077	\$ 23,313,938	\$ 11,121,577	\$ (19,849,500)
<b>State General Fund by:</b>						
Total Interagency Transfers	36,809,723	1,096,410	122,249,122	1,711,144	1,681,104	(120,568,018)
Fees and Self-generated Revenues	209,395	1,858,395	1,915,559	1,622,223	1,608,359	(307,200)



## Business Development Program Budget Summary

	Prior Year Actuals FY 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
Statutory Dedications	24,341,026	72,558,276	90,168,184	41,255,107	53,222,899	(36,945,285)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,073,479	0	2,826,246	0	0	(2,826,246)
<b>Total Means of Financing</b>	<b>\$ 91,778,209</b>	<b>\$ 100,478,624</b>	<b>\$ 248,130,188</b>	<b>\$ 67,902,412</b>	<b>\$ 67,633,939</b>	<b>\$ (180,496,249)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 4,792,907	\$ 5,780,348	\$ 5,537,142	\$ 5,529,981	\$ 5,191,197	\$ (345,945)
Total Operating Expenses	842,950	1,129,651	1,126,083	1,113,561	1,096,083	(30,000)
Total Professional Services	4,885,209	6,329,703	6,738,862	7,156,085	7,154,706	415,844
Total Other Charges	81,189,040	87,158,450	234,502,879	54,102,785	54,191,953	(180,310,926)
Total Acq & Major Repairs	68,103	80,472	80,472	0	0	(80,472)
Total Unallotted	0	0	144,750	0	0	(144,750)
<b>Total Expenditures &amp; Request</b>	<b>\$ 91,778,209</b>	<b>\$ 100,478,624</b>	<b>\$ 248,130,188</b>	<b>\$ 67,902,412</b>	<b>\$ 67,633,939</b>	<b>\$ (180,496,249)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	43	50	50	50	49	(1)
Unclassified	28	31	29	26	25	(4)
<b>Total FTEs</b>	<b>71</b>	<b>81</b>	<b>79</b>	<b>76</b>	<b>74</b>	<b>(5)</b>

## Source of Funding

This program is funded with State General Fund, Fees and Self-Generated Revenues, Statutory Dedications, and Interagency Transfers. 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 derived from the Small Business Surety Bonding Fund which was recreated by Act 9 of the 2001 Regular Session, the Marketing Fund based on Act 7 of the 2001 Regular Session, the Rapid Response Fund created by Act 398 of the 2005 Regular Session, the Entertainment Promotion and Marketing Fund created by Act 456 of the 2005 Regular Session, and the Louisiana Economic Development (LED) Fund in accordance to Act 34 of the 1991 Regular Session. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8, and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and the Economic Development Award Fund were eliminated and subsequently merged into the Louisiana Economic Development. The Interagency Transfers are Temporary Assistance to Needy Families (TANF) funds from the Department of Social Services and Community Development Block Grant (CDBG) funds from the Office of Community Development. (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 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 14,556,976	\$ 19,672,555	\$ 33,964,117	\$ 5,306,692	\$ 17,275,941	\$ (16,688,176)
Small Business Surety Bonding Fund	94,306	5,957,377	5,659,508	5,957,377	5,957,377	297,869
Entertainment Promotion and Marketing Fund	27,920	150,000	156,237	320,000	320,000	163,763
Marketing Fund	1,719,687	2,298,411	2,247,196	2,671,038	2,669,581	422,385
Rapid Response Fund	7,942,137	40,904,933	44,744,876	27,000,000	27,000,000	(17,744,876)
Overcollections Fund	0	3,575,000	3,396,250	0	0	(3,396,250)

### Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 7,011,284	\$ 151,590,423	0	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 30,971,077	\$ 248,130,188	79	<b>Existing Oper Budget as of 2/1/09</b>
<b>Statewide Major Financial Changes:</b>			
34,632	44,977	0	Annualize Classified State Employee Merits
34,782	45,171	0	Classified State Employees Merit Increases
0	2,327	0	Civil Service Training Series
9,453	12,277	0	Group Insurance for Active Employees
(86,173)	(111,913)	0	Group Insurance Base Adjustment
152,934	198,616	0	Salary Base Adjustment
(54,345)	(75,504)	0	Attrition Adjustment
(260,025)	(337,695)	0	Personnel Reductions
(80,472)	(108,878)	0	Non-Recurring Acquisitions & Major Repairs
(7,011,284)	(148,465,770)	0	Non-recurring Carryforwards
4,458	4,458	0	Risk Management
108	108	0	UPS Fees
<b>Non-Statewide Major Financial Changes:</b>			
(788,532)	(788,532)	0	This adjustment represents a reduction in State General Fund for the Small Business Development Centers. The FY '10 funding level is \$1 million from the Louisiana Economic Development Fund.
(1,500,000)	(1,500,000)	0	This adjustment to State General Fund is a reduction to Project Site Specific. \$500k in funding from the LEDF remains in the budget for FY '10.
(300,000)	(300,000)	0	This is an adjustment to reduce Regional Award & Matching Grants (Tier 1) by \$300k (SGF). The remaining amount is \$1,827,502 and is funded from LEDF.
(500,000)	0	0	This adjustment represents an MOF swap from SGF to LEDF for the National Center for Advanced Manufacturing (NCAM).





## Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
(300,000)	100,000	0	This adjustment represents a reduction in SGF and is substituted with LEDF along with an enhancement of \$100,000 from the LEDF for the LA Business Incubation Support activity.
(533,280)	(533,280)	0	This adjustment represents a reduction in State General Fund for the New Orleans Wet Lab. The remaining funding level is \$266,640 from LEDF.
0	(2,100,000)	0	This adjustment is to non- recur funding provided from the Overcollections Fund for repayment of debt service for infrastructure assistance of a bulk rice export facility.
(2,409,605)	(2,409,605)	0	This adjustment represents a decrease in State General Fund for the Baton Rouge Wet Lab. The remaining funding level is \$2,007,959 from LEDF.
0	484,276	0	Increased budget authority for the Marketing Fund - This funding is provided for advertising, promotion, communications and marketing related services for the department's programs.
0	(3,446,215)	(3)	This adjustment moves funding and 3 positions for the Fast Start Program from the Office of Business Development to the Office of the Secretary.
(341,426)	98,574	0	This adjustment represents a reduction in SGF and is substituted with LEDF along with an enhancement of \$98,574 from the LEDF for the LSU / LBTC (NASA/Michoud).
0	8,329,785	0	This adjustment represents Debt Service payments associated with Union Tank Car \$3,299,600 ; Northrup Grumman \$3,269,165; C.G. Railway \$1,761,020 all funded from the Louisiana Economic Development Fund.
(750,000)	(750,000)	0	This adjustment eliminates funding from State General Fund for the Louisiana Immersive Technologies Enterprise (LITE) at the University of Lafayette for the digital media technologies and creative processes initiative. There's no funding left for this program.
113,000	113,000	0	This is a part of a 10 year commitment with EA Sports. EA Sports is creating a new global quality assurance (QA) center in Baton Rouge.
0	(1,296,250)	0	This adjustment is to non-recurr SLP's for '08-'09 added during legislative session from the Over Collections Fund. They are as follows: City of Central (75k), City of Dequincy Downtown Development District (25k), City of Donaldsonville (20k), City of Leesville (40k), City of Livingston (75k), City of Zachary (100k), East Feliciana Economic Development (50k), Lake Charles North Economic Development (50k), Livingston Parish Council (75k), Shreveport Regional Sports Authority (250k), South LA Economic Council (150k), St. Bernard Economic Council (50k), St. Bernard Economic Development District (100k), Town of Stonewall (200k), Town of Vinton Downtown Development (25k), Town of Walker (75k), Town of Winsboro (50k), Univ. of LA at Lafayette Architecture Prog. (15k), Wood Products Development Foundation (50k). The total adjustment (\$1,296,250) does not add up to the sum of the items listed due to 5% mid-year reduction per EO BJ 08-114.
(124,201)	(124,201)	(2)	This adjustment transfers positions and the related funding from the Office of Business Development to the Office of the Secretary to reflect the change in organizational structure. The positions are an Attorney and an Administrative Assistant.
0	297,869	0	Provides increased funding into the Small Business Surety Bonding Fund.
(693,276)	(685,084)	0	This adjustment represents a decrease in State General Fund for the Shreveport Wet Lab. The remaining funding level is \$379,607 from LEDF.
(1,300,000)	(1,300,000)	0	This adjustment is to eliminate funding from State General Fund for Good Manufacturing Practices (GMP) facility. There is no remaining funding for the program
(308,000)	313,141	0	This adjustment represents a reduction in State General Fund and is substituted with LEDF, along with an enhancement of \$313,141 from the Louisiana Economic Development Fund, for the Small and Emerging Business Development (SEBD) Technical Assistance activity. The FY '10 funding level is \$800,000 from the Louisiana Economic Development Fund.
0	(225,000)	0	This adjustment is to non-recur funding provided to the Business Development Program for the Accent Corporate Center due to a decrease in operational expenses.
0	(3,000,000)	0	This adjustment is to Non-Recur funding for International Paper. (LEDF)



### Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
0	(17,744,876)	0	Reduced funding from the Rapid Response Fund for Caddo Bossier Port Comm., LaShip, LLC / Terrebonne Port Comm., and ERA Helicopters, LLC
0	178,223	0	This adjustment represents an increase in the Entertainment, Promotion, & Marketing Fund for ongoing litigation in the Office of Business Development--Office of Entertainment Industry Activity
(500,000)	(500,000)	0	This adjustment represents a reduction in SGF to reduce funding for the Project Site Preparation Program.
(105,750)	(144,750)	0	Reduce funding moved to Unallotted related to Exec. Order BJ 2008-108.
(1,822,498)	(1,822,498)	0	This adjustment represents the elimination of the Regional Awards & Matching Grant Program--Local Partner Activity (Tier 2).
0	(2,525,000)	0	This adjustment is to non-recr Federal Funding in the Office of Business Development. This money was provided for USDA Rural Development Program (Delta Regional Authority)-\$25k and an Economic Development Administration (EDA) Grant for Hurricanes Katrina & Rita-\$2.5 million
(400,000)	(400,000)	0	This adjustment eliminates the State General Fund provided for the Northeast Louisiana Economic Alliance (formerly Macon Ridge Economic Development Region). There's no remaining funding for this activity.
(30,000)	(30,000)	0	This adjustment represents a reduction in Out-of-State travel for the Asst. Secretary.
0	6,000	0	Increased Budget Authority for the Marketing Fund. This funding is provided for the Marketing Education Retail Alliance.
\$ 11,121,577	\$ 67,633,939	74	<b>Recommended FY 2009-2010</b>
\$ 0	\$ 1,081,104	11	<b>Less Hurricane Disaster Recovery Funding</b>
\$ 11,121,577	\$ 66,552,835	63	<b>Base Executive Budget FY 2009-2010</b>
<b>ADDITIONAL FUNDING RELATED TO HURRICANE DISASTER RECOVERY</b>			
0	1,081,104	11	Community Development Block Grants to the Small Firm Recovery Grant and Loan Program and to the Technical Assistance to Small Firms Program for recovery from the 2005 hurricanes.
\$ 0	\$ 1,081,104	11	<b>Total ADDITIONAL FUNDING RELATED TO HURRICANE DISASTER RECOVERY</b>
\$ 11,121,577	\$ 67,633,939	74	<b>Grand Total Recommended</b>

### Professional Services

Amount	Description
\$5,500,000	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industries (Communication and Marketing).
\$329,500	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 (Business Development Services Activity).
\$290,000	Funds provided for the entertainment industry for legal services, website services, location managers, promotion and marketing, etc. and other services deemed necessary (Entertainment Activity).



## Professional Services (Continued)

Amount	Description
\$264,000	Franklin Farms - for feasibility studies needed for logistics and workforce training. The logistics study would address and identify methods of how goods are received in and out of an auto plant facility. (Direct Allocation Activity).
\$771,206	Miscellaneous Professional Services
<b>\$7,154,706</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

## Other Charges

Amount	Description
	<b>Other Charges:</b>
\$800,000	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.
\$5,957,377	Small Business Surety Bonding Program - Supports the Small and Emerging Business Development's effort to provide financial assistance to small businesses to mitigate gaps in the state surety bond market.
\$1,000,000	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$664,000	Regional Representatives - The state's outreach arm, where regional representatives serve as a conduit to state resources for local development entities and support efforts to create, retain, expand, and recruit industries into the state.
\$2,654,206	Funding provided for operating expenses of the Life Science Incubators in Baton Rouge - \$2,007,959, New Orleans - \$266,640, and Shreveport - \$379,607 (Wet Labs).
\$74,437	Marketing Education Initiatives - LA Council for Economic Education - Provide administrative services which will facilitate the planning, coordinating, and performance of economic education activities of the state, the Louisiana Council for Economic Education office, and the eight university and college based Centers of Economic Education.
\$675,563	Marketing Education Initiatives - Marketing Education Retail Alliance (MERA) - This program rewards and motivates high school students throughout the state by providing enhanced and/or enriched learning opportunities. This program improves the visibility and understanding of lifetime skills available through marketing education, enhances the linkage between schools in Louisiana, employment opportunities in the international marketing environment, improving the educational experiences available for Louisiana's young people, upgrades technology in Louisiana schools, and promote/encourage National Retail Skills Standards.
\$250,000	Marketing Education Initiatives - District 2 Enhancement Corporation - To organize, create and operate the New Orleans Customer Skills Center - East, to recruit and prepare individuals for long-term careers wherein strong customer skills are a requirement; assisting both employers and potential employees by providing both with a central point for meeting their employment needs.
\$27,000,000	Funding provided for the Governor's Economic Development Rapid Response Program to provide for industrial or business development projects that promote cluster economic development and that require state assistance to create or retain jobs.
\$1,827,502	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).
\$3,269,165	Funding provided to Jefferson Facilities, Inc. for payment of debt service for public infrastructure at Northrop Grumman Ship Systems. Fiscal Year 2009-2010 represents the 7th year of a 20 year commitment.
\$3,299,600	Funding provided to the England Economic and Industrial Development District for payment of debt service for public infrastructure to construct a manufacturing facility in Alexandria, Louisiana for Union Tank Car. Fiscal Year 2009-2010 represents the 5th year of a 15 year commitment.
\$1,761,020	Funding provided for payment of debt service associated with improvements (including ship decks, port, and rail upgrades) on the Port of New Orleans property to locate CG Railway, Inc. Fiscal Year 2009-2010 represents the 4th year of a 10 year commitment.
\$400,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.
\$600,000	Funding provided for the Microenterprise Initiative, funded with Temporary Assistance to Needy Families (TANF) from the Department of Social Services. This initiative's intent is to help prepare citizens of the state to become economically self-sufficient through self-employment by enhancing their access to business capital, technical assistance, and training.



## Other Charges (Continued)

Amount	Description
\$500,000	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.
\$500,000	National Center for Advanced Manufacturing (NCAM) - Provides for operational expenses of the NCAM facility and development of new undergraduate and graduate level courses in advanced manufacturing utilizing advanced materials.
\$113,000	Funding provided for EA Sports as part of a 10 year commitment for a global quality assurance (QA) center in Baton Rouge.
\$25,000	Accent Corp Center - miscellaneous expenses
\$594,793	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.
\$175,411	Coordinating Organization Responsibility Authorities (CORA) - Renewal Communities - for economic development programs in distressed rural areas of the state through the Federal Renewal/Communities (RC) Initiative.
\$200,000	Military Base Retention - Support for retaining military bases in New Orleans - Support the activities of the Federal City project in New Orleans, a national prototype for a 21st Century Joint Agency installation which will help design and construct a Marine Force Reserves Headquarters building and provide improvements to numerous facilities throughout the state.
\$1,324,121	Miscellaneous Marketing and Operating Services
<b>\$53,665,195</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$341,426	LSU A&M - Louisiana Business Technology Center - to match Louisiana businesses with resources of federal lab systems including NASA/Stennis and NASA/Michoud.
\$74,548	Governor's Office of Community Programs - administrative support for the Renewal Community Program/Coordinating Organization Responsibility Authorities (CORA)
\$11,850	Office of State Mail - Postage
\$94,434	Office of Telecommunications - State Telephone Services
\$4,500	Miscellaneous - Rental, printing, miscellaneous, etc.
<b>\$526,758</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$54,191,953</b>	<b>TOTAL OTHER CHARGES</b>

## Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2009-2010.

## Performance Information

### 1. (KEY) Improve Louisiana's community competitiveness by certifying at least 15 new sites annually.

Louisiana: Vision 2020 Link: Related to Object 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based business through cluster-based development practices.

Children's Budget Link: Not Applicable

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

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



## Performance Indicators

Level	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2007-2008	Actual Yearend Performance FY 2007-2008	Performance Standard as Initially Appropriated FY 2008-2009	Existing Performance Standard FY 2008-2009	Performance At Continuation Budget Level FY 2009-2010	Performance At Executive Budget Level FY 2009-2010
K	Number of newly certified sites (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	15	10
S	Three-year default rate on small business bond guarantees (LAPAS CODE - 14400)	15%	0	15%	15%	15%	15%
S	Private financing generated by Small Business Development Centers per state dollar invested (LAPAS CODE - 15580)	\$ 50.00	\$ 66.30	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
K	Number of targeted improvements initiated for small businesses and entrepreneurs (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	4	4

## Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008
Percentage by which assisted certified companies 2-year survival rate exceeds similar companies (LAPAS CODE - 14399)	18.2%	19.0%	30.6%	24.5%	14.8%
The national standard for 2-year survival rate for all companies is 66% according to the Small Business Administration, Office of Advocacy.					
Number of bond guarantees provided (LAPAS CODE - 6984)	20	3	7	6	2
Change in ownership of the surety caused delays in the program. However, program activity is expected to increase during FY 05-06 due to the completion of the changes. Cash flow issues continue to adversely affect the program's ability to fully market this resource.					
Amount of bond guarantees provided (LAPAS CODE - 1009)	\$ 1,147,480	\$ 146,335	\$ 380,083	\$ 502,288	\$ 90,817
Change in ownership of the surety caused delays in the program. However, program activity is expected to increase during FY 05-06 due to the completion of the changes. Cash flow issues continue to adversely affect the program's ability to fully market this resource.					
Total value of projects guaranteed with small business bonds (LAPAS CODE - 20307)	\$ 5,288,405	\$ 667,529	\$ 2,133,708	\$ 2,173,313	\$ 363,287
Change in ownership of the surety caused delays in the program. However, program activity is expected to increase during FY 05-06 due to the completion of the changes. Cash flow issues continue to adversely affect the program's ability to fully market this resource.					
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 38,521,350	\$ 23,866,431	\$ 20,836,479	\$ 21,092,954	\$ 39,307,477



**Business Development Program General Performance Information (Continued)**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	4,318	4,017	3,619	3,651	4,316
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	10,899	10,931	7,982	7,641	7,256
Number of consultations with local development officials by Regional Representatives (LAPAS CODE - 12550)	466	733	990	452	831
Number of business collaborations/interactions by Regional Representatives (LAPAS CODE - 12551)	359	363	696	226	333

**2. (KEY) Address business issues and opportunities by meeting with approximately 500 economic driver companies in the state annually.**

Louisiana: Vision 2020 Link: Related to Object 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based business through cluster-based development practices.

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 2007-2008	Actual Yearend Performance FY 2007-2008	Performance Standard as Initially Appropriated FY 2008-2009	Existing Performance Standard FY 2008-2009	Performance At Continuation Budget Level FY 2009-2010	Performance At Executive Budget Level FY 2009-2010
K	Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - new)		Not Applicable	Not Applicable	Not Applicable	500	500



### Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008
Number of prospect visits to Louisiana (LAPAS CODE - 20952)	Not Applicable	Not Applicable	41	53	48
Number of countries visited (LAPAS CODE - 20951)	39	25	48	25	22
Number of site selection RFPs responded to (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	10	10

### 3. (KEY) To improve the state's ranking by at least three economic development national ranking groups

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

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 2007-2008	Actual Yearend Performance FY 2007-2008	Performance Standard as Initially Appropriated FY 2008-2009	Existing Performance Standard FY 2008-2009	Performance At Continuation Budget Level FY 2009-2010	Performance At Executive Budget Level FY 2009-2010
K Number of national ranking reports showing Louisiana with an improved state ranking over previous periods (LAPAS CODE - 15583)	3	4	3	3	3	3
S Percentage of readers of the Economic Development Quarterly (EQ) who believe progress is being made with the business climate in Louisiana (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	80%	80%



**4. (KEY) Foster economic growth by recruiting, retaining or expanding targeted companies and achieving an 85% satisfaction level among targeted businesses assisted with marketing.**

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based business through cluster-based development practices.

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 2007-2008	Actual Yearend Performance FY 2007-2008	Performance Standard as Initially Appropriated FY 2008-2009	Existing Performance Standard FY 2008-2009	Performance At Continuation Budget Level FY 2009-2010	Performance At Executive Budget Level FY 2009-2010
		K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	85.00%	85.70%	75.00%	75.00%
K	Number of recruitment projects - announced. Plus number of expansion and retention projects announced. (LAPAS CODE - new)	30	25	25	25	25	25

**Business Development Program General Performance Information**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008
Number of recruitment prospects -pipeline (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	194	122
Capital investment associated (recruitment) - pipeline (In billions) (LAPAS CODE - new)	\$ Not Applicable	\$ Not Applicable	\$ Not Applicable	\$ 28	\$ 12
Jobs associated (new recruitment) -pipeline (LAPAS CODE - new)	\$ Not Applicable	\$ Not Applicable	\$ Not Applicable	\$ 40,074	\$ 22,507
Number of expansion and retention prospects - pipeline (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	87	39
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - new)	\$ Not Applicable	\$ Not Applicable	\$ Not Applicable	\$ 7	\$ 3
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	18,217	7,516
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	21,265	3,895





### Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008
Statewide capital investment - pipeline (in billions) (LAPAS CODE - new)	\$ Not Applicable	\$ Not Applicable	\$ Not Applicable	\$ 7	\$ 3
Advanced Materials - pipeline (LAPAS CODE - 21054)	87	69	106	26	22
Agriculture/Food/Forestry - pipeline (LAPAS CODE - 21055)	182	127	53	78	45
Durable Goods - pipeline (LAPAS CODE - 21056)	21	9	84	68	48
Energy/Petrochemical - pipeline (LAPAS CODE - 21057)	24	23	52	33	22
Logistics/Transportation - pipeline (LAPAS CODE - 21060)	60	28	0	14	8
Federal - pipeline (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	3	0
Technology (Including Digital Media) - pipeline (LAPAS CODE - 21059)	70	7	27	24	11
Other - pipeline (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	39	5
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - new)	\$ Not Applicable	\$ Not Applicable	\$ Not Applicable	\$ 4	\$ 3
Jobs associated (new recruitment) - announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	4,932	2,752
Number of expansion and retention projects - announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	40	14
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - new)	\$ Not Applicable	\$ Not Applicable	\$ Not Applicable	\$ 6	\$ 2
Jobs associated (expansion and retention - new) (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	3,375	1,232
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	5,487	2,182
Statewide capital investment - announced (LAPAS CODE - new)	\$ Not Applicable	\$ Not Applicable	\$ Not Applicable	\$ 9,740,361,667	\$ 4,894,115,000
Statewide jobs (new and retained) - announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	13,794	6,166
Advanced Materials -announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	10	4
Agriculture/Food/Forestry - announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	16	10
Durable Goods - announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	18	13
Energy/Petrochemical -announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	10	7
Logistics/Transportation - announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	4	2
Federal -announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	1	0



### Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008
Technology (including Digital Media) - announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	5	3
Other - announced (LAPAS CODE - new)	Not Applicable	Not Applicable	Not Applicable	6	0
Number of incentive applications received - motion picture (LAPAS CODE - new)	64	59	157	55	92
A high number of applications were filed in December, 2005 prior to the effectiveness of the new law on January 1, 2006.					
Number of full-length productions shot in the state (LAPAS CODE - 1314)	27	28	29	33	40
Estimated amount of tax credits - motion picture (LAPAS CODE - new)	\$ 14	\$ 27	\$ 42	\$ 104	\$ 106
Number of Rapid Response projects approved and funded (LAPAS CODE - new)	Not Applicable	5	0	1	5
Dollars approved for Rapid Response projects (LAPAS CODE - new)	\$ Not Applicable	\$ 3,723,000	\$ 0	\$ 1,000,000	\$ 13,524,080
Anticipated number of jobs created by Rapid Response applicants (LAPAS CODE - new)	Not Applicable	2,450	0	1,000	2,174
Anticipated number of jobs retained by Rapid Response applicants (LAPAS CODE - new)	Not Applicable	1,223	0	0	700
Anticipated amount of capital invested by Rapid Response applicants (in millions) (LAPAS CODE - new)	\$ Not Applicable	\$ 89	\$ 0	\$ 2	\$ 254
Anticipated payroll associated with Rapid response applicants (in millions) (LAPAS CODE - new)	\$ Not Applicable	\$ 84	\$ 0	\$ 14	\$ 102



## 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. The Business Incentives Program has one activity: Business Incentives Services.

- The Business Incentives Services activity provides information and technical assistance to business and industry in applications for business tax incentives and financial assistance/capital programs administered by the Department. The activity encourages economic development, business expansion, and job creation by providing financial support through an array of incentive programs.

### Business Incentives Program Budget Summary

	Prior Year Actuals FY 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 174,395	\$ 81,710	\$ 81,710	\$ 1,000,000	\$ 1,000,000	\$ 918,290
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	434,544	651,193	651,193	749,582	747,903	96,710
Statutory Dedications	9,284,627	14,482,538	18,179,161	4,398,798	4,398,088	(13,781,073)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 9,893,566</b>	<b>\$ 15,215,441</b>	<b>\$ 18,912,064</b>	<b>\$ 6,148,380</b>	<b>\$ 6,145,991</b>	<b>\$ (12,766,073)</b>

#### Expenditures & Request:



## Business Incentives Program Budget Summary

	Prior Year Actuals FY 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
Personal Services	\$ 887,092	\$ 1,045,832	\$ 959,500	\$ 805,357	\$ 805,357	\$ (154,143)
Total Operating Expenses	58,173	54,748	62,134	62,385	60,475	(1,659)
Total Professional Services	0	0	0	0	0	0
Total Other Charges	8,938,330	14,114,861	17,890,430	5,280,638	5,280,159	(12,610,271)
Total Acq & Major Repairs	9,971	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 9,893,566</b>	<b>\$ 15,215,441</b>	<b>\$ 18,912,064</b>	<b>\$ 6,148,380</b>	<b>\$ 6,145,991</b>	<b>\$ (12,766,073)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	15	15	15	15	15	0
Unclassified	0	0	0	0	0	0
<b>Total FTEs</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>0</b>

## 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 due to certain specified fees collected from businesses applying for business incentives granted by the department. Statutory Dedications are derived from the Louisiana Economic Development (LED) Fund, based upon Act 34 of the 2001 Regular Session. This fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8, and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and the Economic Development Award Program Fund were eliminated and subsequently merged into the Louisiana Economic Development Fund. (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund.)

## Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2007-2008	Enacted FY 2008-2009	Existing Oper Budget as of 2/1/09	Continuation FY 2009-2010	Recommended FY 2009-2010	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 9,284,627	\$ 14,482,538	\$ 18,179,161	\$ 4,398,798	\$ 4,398,088	\$ (13,781,073)



## Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 3,696,623	0	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 81,710	\$ 18,912,064	15	<b>Existing Oper Budget as of 2/1/09</b>
<b>Statewide Major Financial Changes:</b>			
0	16,550	0	Annualize Classified State Employee Merits
0	19,406	0	Classified State Employees Merit Increases
0	2,416	0	Group Insurance for Active Employees
70	1,402	0	Group Insurance for Retirees
0	(16,465)	0	Group Insurance Base Adjustment
0	(201,111)	0	Salary Base Adjustment
0	(3,696,623)	0	Non-recurring Carryforwards
<b>Non-Statewide Major Financial Changes:</b>			
1,000,000	1,000,000	0	Funding provided for operation expenses of the New Orleans Cold Storage, which is for transportation drayage due to closure of MRGO.
(81,780)	0	0	This adjustment is a means of financing substitution from State General Fund to Self Generated Revenue--\$81,710. This represents a change related to Salary & Related Benefits in the Business Incentive Program.
0	(7,532,407)	0	This adjustment represents a reduction in Statutory Dedication Fund for the Louisiana Economic Development Corporate Activity. It decreases the Financial Assistance activity (Loan Guarantee / Venture Capital). The remaining funding level is \$3,621,201(LEDf).
0	118,759	0	This adjustment represents an increase in budget authority for Fees and Self-Generated Revenue for the Business Incentive Program.
0	22,000	0	This adjustment represents an increase in Personal Services in the Louisiana Economic Development Corporate Activity funded by the Louisiana Economic Development Fund.
0	(2,500,000)	0	This adjustment is a reduction in Statutory Dedication for the Louisiana Economic Development Corporate Activity. This represents an elimination of the Workforce Development and Training Program (Traditional).
\$ 1,000,000	\$ 6,145,991	15	<b>Recommended FY 2009-2010</b>
\$ 0	\$ 0	0	<b>Less Hurricane Disaster Recovery Funding</b>
\$ 1,000,000	\$ 6,145,991	15	<b>Base Executive Budget FY 2009-2010</b>
\$ 1,000,000	\$ 6,145,991	15	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
	This program does not have funding for Professional Services for Fiscal Year 2009-2010.



## Other Charges

Amount	Description
<b>Other Charges:</b>	
\$25,000	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$2,729,875	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.
\$1,500,000	Entertainment Workforce Development and Training Program - Funding to provide training programs tailored for the entertainment industry which includes film, music, digital, live performance, etc.
\$1,000,000	Funding provided for operation expenses of the New Orleans Cold Storage, which is for transportation drayage due to closure of MRGO.
<b>\$5,254,875</b>	<b>SUB-TOTAL OTHER CHARGES</b>
<b>Interagency Transfers:</b>	
\$10,886	Office of State Mail - Postage
\$11,758	Office of Telecommunications - State Telephone Services
\$2,640	Miscellaneous - LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc.
<b>\$25,284</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$5,280,159</b>	<b>TOTAL OTHER CHARGES</b>

## Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2009-2010.

## Performance Information

- (KEY) Establish and maintain a 90% satisfaction level with LED services for all participants of incentive products administered by LED through the Board of Commerce and Industry (C&I) and through the Louisiana Economic Development Corporation (LEDC) Board.**

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

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 2007-2008	Actual Yearend Performance FY 2007-2008	Performance Standard as Initially Appropriated FY 2008-2009	Existing Performance Standard FY 2008-2009	Performance At Continuation Budget Level FY 2009-2010	Performance At Executive Budget Level FY 2009-2010
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	90%	95%	90%	90%	90%	90%
K	Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077)	90%	100%	90%	90%	90%	75%
K	Number of EDAP / EDLOP projects approved and funded (LAPAS CODE - 12570)	19	19	19	19	19	19

## Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	
Dollars approved for EDAP projects (LAPAS CODE - 21428)	\$ 19,792,069	\$ 4,010,651	\$ 6,836,022	\$ 6,604,902	\$ 4,273,695	
Anticipated number of jobs created by EDAP applicants (LAPAS CODE - 12571)	3,069	1,653	1,241	619	741	
Anticipated number of jobs retained by EDAP applicants (LAPAS CODE - 21429)	2,693	962	268	115	848	
Anticipated amount of capital invested by EDAP applicants (LAPAS CODE - 21430)	\$ 190,079,460	\$ 42,736,284	\$ 208,827,669	\$ 93,666,163	\$ 215,667,686	
Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - new)	\$ 80,038,659	\$ 36,759,737	\$ 2,589,824	\$ 15,740,280	\$ 69,121,115	
Number of projects approved and funded (excluding workforce development). (LAPAS CODE - 12579)	40	9	2	4	8	
Number of Business Incentive projects approved (LAPAS CODE - 12582)	888	1,135	659	912	825	
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	15,738	21,142	14,738	22,689	27,760	
Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584)	34,769	31,834	31,609	41,019	50,194	
Anticipated amount of capital invested by Business Incentive applicants (in millions). (LAPAS CODE - 21432)	\$ 8.90	\$ 1.90	\$ 0.10	\$ 0.50	\$ 1.60	



