

# Department of Economic Development



## Department Description

The mission of the Department of Economic Development is to lead economic development for the State of Louisiana.

The goals of the Department of Economic Development are:

- I. Be the catalyst for retaining, creating, and increasing jobs and business opportunities for all Louisiana citizens
- II. Be the leader in Louisiana's efforts to cultivate a diversified, technology-driven economic development environment by growing targeted industries
- III. Create a new and positive image for Louisiana
- IV. Be the catalyst for a stable business environment in Louisiana
- V. 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
- Develop robust workforce solutions

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 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 10,489,399	\$ 13,559,197	\$ 13,972,195	\$ 17,009,151	\$ 14,214,562	\$ 242,367
<b>State General Fund by:</b>						
Total Interagency Transfers	683,443	398,231	1,204,065	398,231	0	(1,204,065)
Fees and Self-generated Revenues	2,084,759	3,048,870	3,124,377	2,985,279	3,464,585	340,208
Statutory Dedications	34,021,620	26,038,204	30,893,307	23,336,281	19,400,241	(11,493,066)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	3,042,616	4,389,450	8,777,210	4,739,367	4,739,367	(4,037,843)
<b>Total Means of Financing</b>	<b>\$ 50,321,837</b>	<b>\$ 47,433,952</b>	<b>\$ 57,971,154</b>	<b>\$ 48,468,309</b>	<b>\$ 41,818,755</b>	<b>\$ (16,152,399)</b>
<b>Expenditures &amp; Request:</b>						
Office of the Secretary	\$ 12,445,518	\$ 16,199,104	\$ 18,193,830	\$ 16,654,990	\$ 15,972,430	\$ (2,221,400)
Office of Business Development	37,876,319	31,234,848	39,777,324	31,813,319	25,846,325	(13,930,999)
<b>Total Expenditures &amp; Request</b>	<b>\$ 50,321,837</b>	<b>\$ 47,433,952</b>	<b>\$ 57,971,154</b>	<b>\$ 48,468,309</b>	<b>\$ 41,818,755</b>	<b>\$ (16,152,399)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	73	71	66	66	66	0
Unclassified	51	51	56	56	51	(5)
<b>Total FTEs</b>	<b>124</b>	<b>122</b>	<b>122</b>	<b>122</b>	<b>117</b>	<b>(5)</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 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 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 2,878,937	\$ 4,050,308	\$ 4,223,992	\$ 6,499,981	\$ 5,794,867	\$ 1,570,875
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	444,960	604,509	604,509	590,252	638,495	33,986
Statutory Dedications	7,636,621	11,544,287	13,365,329	9,564,757	9,539,068	(3,826,261)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,485,000	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 12,445,518</b>	<b>\$ 16,199,104</b>	<b>\$ 18,193,830</b>	<b>\$ 16,654,990</b>	<b>\$ 15,972,430</b>	<b>\$ (2,221,400)</b>
<b>Expenditures &amp; Request:</b>						
Administration	\$ 12,445,518	\$ 16,199,104	\$ 18,193,830	\$ 16,654,990	\$ 15,972,430	\$ (2,221,400)
<b>Total Expenditures &amp; Request</b>	<b>\$ 12,445,518</b>	<b>\$ 16,199,104</b>	<b>\$ 18,193,830</b>	<b>\$ 16,654,990</b>	<b>\$ 15,972,430</b>	<b>\$ (2,221,400)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	25	25	25	25	24	(1)
Unclassified	13	13	13	13	13	0
<b>Total FTEs</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>37</b>	<b>(1)</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 Administration Program is to provide leadership, along with quality administrative and legal services, which sustains and promotes a globally competitive business climate that retains, creates, and attracts quality jobs and increased investment for the benefit of the people of Louisiana.

The goals of the Executive and Administration Program are:

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

For additional information, see:

[Administration](#)

### Administration Budget Summary

	Prior Year Actuals FY 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 2,878,937	\$ 4,050,308	\$ 4,223,992	\$ 6,499,981	\$ 5,794,867	\$ 1,570,875
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	444,960	604,509	604,509	590,252	638,495	33,986
Statutory Dedications	7,636,621	11,544,287	13,365,329	9,564,757	9,539,068	(3,826,261)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,485,000	0	0	0	0	0



## Administration Budget Summary

	Prior Year Actuals FY 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
<b>Total Means of Financing</b>	\$ 12,445,518	\$ 16,199,104	\$ 18,193,830	\$ 16,654,990	\$ 15,972,430	\$ (2,221,400)
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 4,580,590	\$ 4,635,308	\$ 4,635,308	\$ 4,703,633	\$ 4,556,483	\$ (78,825)
Total Operating Expenses	877,030	1,194,872	1,194,872	1,194,872	1,194,872	0
Total Professional Services	433,084	668,103	992,498	668,103	668,103	(324,395)
Total Other Charges	6,439,916	9,666,611	11,266,823	10,088,382	9,552,972	(1,713,851)
Total Acq & Major Repairs	114,898	34,210	104,329	0	0	(104,329)
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	\$ 12,445,518	\$ 16,199,104	\$ 18,193,830	\$ 16,654,990	\$ 15,972,430	\$ (2,221,400)
<b>Authorized Full-Time Equivalents:</b>						
Classified	25	25	25	25	24	(1)
Unclassified	13	13	13	13	13	0
<b>Total FTEs</b>	38	38	38	38	37	(1)

## Source of Funding

This program is funded with State General Fund, Fees and Self-Generated Revenues, and Statutory Dedications. The Fees and Self-Generated Revenues are derived from 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 (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 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 7,475,053	\$ 9,544,287	\$ 11,365,329	\$ 9,564,757	\$ 9,539,068	\$ (1,826,261)
Rapid Response Fund	0	2,000,000	2,000,000	0	0	(2,000,000)
Overcollections Fund	161,568	0	0	0	0	0



## Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 173,684	\$ 1,994,726	0	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 4,223,992	\$ 18,193,830	38	<b>Existing Oper Budget as of 12/01/12</b>
<b>Statewide Major Financial Changes:</b>			
686	1,201	0	Civil Service Training Series
0	26,856	0	Louisiana State Employees' Retirement System Rate Adjustment
(10,557)	(18,487)	0	Louisiana State Employees' Retirement System Base Adjustment
(1,842)	(3,225)	0	Group Insurance Rate Adjustment for Active Employees
(5,033)	(5,874)	0	Group Insurance Rate Adjustment for Retirees
(5,343)	(18,093)	0	Group Insurance Base Adjustment
17,178	30,084	0	Salary Base Adjustment
(49,938)	(87,452)	0	Attrition Adjustment
(104,329)	(104,329)	0	Non-Recurring Acquisitions & Major Repairs
(103,565)	(1,924,607)	0	Non-recurring Carryforwards
(101,608)	(101,608)	0	Risk Management
(14,238)	(14,238)	0	Legislative Auditor Fees
12,918	12,918	0	Maintenance in State-Owned Buildings
429	429	0	Capitol Park Security
15	15	0	UPS Fees
976	976	0	Civil Service Fees
(12,131)	(12,131)	0	Office of Computing Services Fees
<b>Non-Statewide Major Financial Changes:</b>			
0	(2,000,000)	0	This adjustment reduces one-time funding appropriated in FY 12/13 from the Rapid Response Fund for FastStart.
2,000,000	2,000,000	0	This adjustment is for \$2M for use by the FastStart program as part of the commitments to Benteler Steel.
0	48,908	0	This adjustment transfers Post-Retirement Benefits for Retirees Group Insurance from Office of Business Development, Business Incentives Program to Office of the Secretary, Administration Program to consolidate all Post Retirement Benefits in the Shared Cost Activity.
(52,743)	(52,743)	(1)	This adjustment is to transfer one T.O. and the associated salary and benefits from the Office of the Secretary to the Office of Business Development.
\$ 5,794,867	\$ 15,972,430	37	<b>Recommended FY 2013-2014</b>
\$ 0	\$ 0	0	<b>Less Supplementary Recommendation</b>
\$ 5,794,867	\$ 15,972,430	37	<b>Base Executive Budget FY 2013-2014</b>
\$ 5,794,867	\$ 15,972,430	37	<b>Grand Total Recommended</b>



## Professional Services

Amount	Description
\$50,000	Provide legal services in personnel related matters.
\$243,103	Provide maintenance support services and re-engineering services needed for Economic Development Programs, customized databases and any other services deemed necessary.
\$375,000	FastStart - Legal, advertising, promotion and marketing services.
<b>\$668,103</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

## Other Charges

Amount	Description
	<b>Other Charges:</b>
\$1,686,768	State Economic Competitiveness- Funding for state economic competitiveness benchmarking, planning and research initiative. This initiative will focus on economic development strategy and planning by benchmarking state public policies (business taxes, incentives, workforce programs, worker's compensation, etc.).
\$6,935,000	Fast Start Program provides a turnkey employee training and delivery solution for new and expanding facilities.
\$10,000	Special Marketing - funds are used for escorting prospects, group activities, special marketing events and activities to promote economic activity and stimulate interest in LA as a business location.
<b>\$8,631,768</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$19,250	Civil Service Fees
\$5,326	Uniform Payroll System (UPS)
\$48,920	DPS - Security of Capitol Annex
\$230,356	Office of Risk Management
\$73,726	Legislative Auditor Expenses
\$25,987	Office of Computing Services - State Email Services
\$14,294	Office of State Mail - Postage
\$222,429	Office of Telecommunications - Telephone & Telegraph
\$1,389	Office of State Printing - Printing
\$152	Office of State Register - Dues & Subscriptions
\$25,591	Miscellaneous - Buildings and Grounds; etc.
\$253,784	Maintenance in State-Owned Buildings
<b>\$921,204</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$9,552,972</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 2013-2014.

### Performance Information

**1. (KEY) Through the Executive and Administration activity, to establish a culture of marketing and recruitment by providing administrative oversight and leadership necessary to ensure that at least 85% of all stakeholders, allies and targeted businesses are satisfied with LED assistance.**

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 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K	Number of major economic development project announcements (LAPAS CODE - 23429)	30	61	30	30	35	35
K	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	75.0%	93.5%	75.0%	75.0%	80.0%	80.0%
A reduction of staff in the Office of Management and Finance will result in less responsiveness to employee needs/issues and is expected to reduce job satisfaction levels in FY 2011-2012.							

### Administration General Performance Information

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	
Louisiana per capita income (LAPAS CODE - 14013)	\$ 35,770	\$ 36,271	\$ 36,091	\$ 37,632	\$ 38,578	
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business						
U.S. per capita income (LAPAS CODE - 14014)	\$ 38,564	\$ 39,751	\$ 40,166	\$ 39,635	\$ 41,663	
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)	92.8%	91.3%	89.9%	94.9%	92.6%	
Louisiana unemployment rate (LAPAS CODE - 14016)	3.8	5.9	7.3	7.7	7.3	
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.						





**Administration General Performance Information (Continued)**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012
U.S. unemployment rate (LAPAS CODE - 14017)	4.8	5.8	9.3	9.6	9.1
SOURCE: U.S. Department of Labor, Bureau of Labor Statistics. Does not include persons not in the labor force by desire and availability for work. The reported figure represents the annual average.					
Louisiana employment (number of jobs) (LAPAS CODE - 22860)	1,895,330	1,903,858	1,844,217	1,849,725	1,834,338
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)	24	17	20	11	11
SOURCE: U.S. Census Bureau, Foreign Trade Statistics (no comprehensive zip code of origin data available prior to 2006).					

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

Children's Budget Link: Not Applicable

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

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



**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K	Number of major state competitiveness improvements identified (LAPAS CODE - 22909)	10	14	10	10	10	10
K	Number of major state competitiveness improvements implemented (LAPAS CODE - 22910)	5	10	5	5	5	5
K	Number of significant improvements made for business and government interactions (e.g. permitting, business incentives, filings) (LAPAS CODE - 20807)	3	9	3	3	3	3
S	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods or with a high state ranking for rankings not published in previous periods. (LAPAS CODE - 15583)	5	12	5	5	5	5
S	Percentage of readers of the Economic Development Quarterly (EQ) who believe progress is being made with the business climate in Louisiana (LAPAS CODE - 22866)	90%	91%	90%	90%	90%	90%

**3. (KEY) Through the Louisiana Fast Start activity, to provide strategic, integrated workforce solutions to businesses through the delivery of training to at least 2,000 employees annually, resulting in improved competitiveness in retaining existing employers and attracting new businesses to the state.**

Children's Budget Link: Not Applicable

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

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



## Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K	Number of employees trained (LAPAS CODE - 1016)	2,000	4,150	5,000	5,000	2,500	2,500
K	New jobs associated (LAPAS CODE - 21435)	2,000	7,187	2,000	2,000	2,500	2,500

## Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012
Number of projects (LAPAS CODE - 1015)	6	6	21	23	33
Includes only Entertainment Workforce. Louisiana Fast Start figures were reported beginning in FY 2009-2010.					
Capital investment associated (LAPAS CODE - 10258)	\$ 9,588,966	\$ 1,871,631	\$ 933,000,000	\$ 697,900,000	\$ 11,308,100,000
Includes only Entertainment Workforce. Louisiana Fast Start figures were reported beginning in FY 2009-2010.					
Retained jobs associated (LAPAS CODE - 21436)	353	1,382	3,799	1,146	5,701
Includes only Entertainment Workforce. Louisiana Fast Start figures were reported beginning in FY 2009-2010.					



## 05-252 — Office of Business Development

### Agency Description

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

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

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

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

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

### Office of Business Development Budget Summary

	Prior Year Actuals FY 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 7,610,462	\$ 9,508,889	\$ 9,748,203	\$ 10,509,170	\$ 8,419,695	\$ (1,328,508)
<b>State General Fund by:</b>						
Total Interagency Transfers	683,443	398,231	1,204,065	398,231	0	(1,204,065)
Fees and Self-generated Revenues	1,639,799	2,444,361	2,519,868	2,395,027	2,826,090	306,222
Statutory Dedications	26,384,999	14,493,917	17,527,978	13,771,524	9,861,173	(7,666,805)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,557,616	4,389,450	8,777,210	4,739,367	4,739,367	(4,037,843)
<b>Total Means of Financing</b>	<b>\$ 37,876,319</b>	<b>\$ 31,234,848</b>	<b>\$ 39,777,324</b>	<b>\$ 31,813,319</b>	<b>\$ 25,846,325</b>	<b>\$ (13,930,999)</b>
<b>Expenditures &amp; Request:</b>						
Business Development Program	\$ 35,409,398	\$ 25,345,564	\$ 30,685,668	\$ 25,825,006	\$ 19,603,135	\$ (11,082,533)
Business Incentives Program	2,466,921	5,889,284	9,091,656	5,988,313	6,243,190	(2,848,466)
<b>Total Expenditures &amp; Request</b>	<b>\$ 37,876,319</b>	<b>\$ 31,234,848</b>	<b>\$ 39,777,324</b>	<b>\$ 31,813,319</b>	<b>\$ 25,846,325</b>	<b>\$ (13,930,999)</b>



## Office of Business Development Budget Summary

	Prior Year Actuals FY 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
<b>Authorized Full-Time Equivalents:</b>						
Classified	48	46	41	41	42	1
Unclassified	38	38	43	43	38	(5)
<b>Total FTEs</b>	<b>86</b>	<b>84</b>	<b>84</b>	<b>84</b>	<b>80</b>	<b>(4)</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

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

The goals of the Business Development Program are:

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

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

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



For additional information, see:

[Business Development Program](#)

## Business Development Program Budget Summary

	Prior Year Actuals FY 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 7,610,462	\$ 9,407,825	\$ 9,647,139	\$ 10,394,380	\$ 8,419,695	\$ (1,227,444)
<b>State General Fund by:</b>						
Total Interagency Transfers	683,443	398,231	1,204,065	398,231	0	(1,204,065)
Fees and Self-generated Revenues	952,601	1,732,592	1,808,099	1,686,392	1,739,977	(68,122)
Statutory Dedications	25,792,529	13,806,916	16,840,977	13,085,911	9,183,371	(7,657,606)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	370,363	0	1,185,388	260,092	260,092	(925,296)
<b>Total Means of Financing</b>	<b>\$ 35,409,398</b>	<b>\$ 25,345,564</b>	<b>\$ 30,685,668</b>	<b>\$ 25,825,006</b>	<b>\$ 19,603,135</b>	<b>\$ (11,082,533)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 6,615,849	\$ 6,858,658	\$ 6,858,658	\$ 6,992,803	\$ 6,634,618	\$ (224,040)
Total Operating Expenses	1,093,012	1,866,053	1,866,053	1,618,019	1,040,306	(825,747)
Total Professional Services	5,654,956	5,972,936	6,381,584	5,972,936	5,922,936	(458,648)
Total Other Charges	22,045,581	10,647,917	15,579,373	11,241,248	6,005,275	(9,574,098)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 35,409,398</b>	<b>\$ 25,345,564</b>	<b>\$ 30,685,668</b>	<b>\$ 25,825,006</b>	<b>\$ 19,603,135</b>	<b>\$ (11,082,533)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	34	32	27	27	28	1
Unclassified	38	38	43	43	38	(5)
<b>Total FTEs</b>	<b>72</b>	<b>70</b>	<b>70</b>	<b>70</b>	<b>66</b>	<b>(4)</b>

## Source of Funding

This program is funded with State General Fund, Fees and Self-Generated Revenues, Federal Funds, and Statutory Dedications. The Fees and Self-Generated Revenues are derived from contributions from economic development allies for foreign representation in Europe and from certain specified fees collected from businesses applying for business incentives granted by the department. The Statutory Dedications are 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 Entertainment Promotion and Marketing Fund



created by Act 456 of the 2005 Regular Session, The Louisiana Filmmakers Grant Fund based on Act 633 of the 2010 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 (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 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 9,419,037	\$ 8,406,916	\$ 11,152,862	\$ 7,685,911	\$ 7,683,371	\$ (3,469,491)
Small Business Surety Bonding Fund	205,271	3,000,000	3,000,000	3,000,000	100,000	(2,900,000)
Entertainment Promotion and Marketing Fund	198,868	300,000	369,339	300,000	300,000	(69,339)
Louisiana Filmmakers Grant Fund	77,034	100,000	117,831	100,000	100,000	(17,831)
Marketing Fund	2,057,887	2,000,000	2,008,487	2,000,000	1,000,000	(1,008,487)
Rapid Response Fund	13,530,524	0	0	0	0	0
Overcollections Fund	303,908	0	192,458	0	0	(192,458)

### Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 239,314	\$ 5,340,104	0	Mid-Year Adjustments (BA-7s):
\$ 9,647,139	\$ 30,685,668	70	Existing Oper Budget as of 12/01/12
<b>Statewide Major Financial Changes:</b>			
2,463	3,127	0	Civil Service Training Series
0	21,932	0	Louisiana State Employees' Retirement System Rate Adjustment
(9,630)	(12,225)	0	Louisiana State Employees' Retirement System Base Adjustment
(5,098)	(6,472)	0	Group Insurance Rate Adjustment for Active Employees
(28,192)	(35,788)	0	Group Insurance Base Adjustment
284,596	361,277	0	Salary Base Adjustment
(165,745)	(210,403)	0	Attrition Adjustment
(239,314)	(4,544,104)	0	Non-recurring Carryforwards
67,511	67,511	0	Risk Management
311	311	0	UPS Fees
418	418	0	Civil Service Fees
<b>Non-Statewide Major Financial Changes:</b>			
0	(1,000,000)	0	Reduction to the Marketing Fund of \$1M.
0	(2,900,000)	0	This reduction to the Small Business Surety Bonding Fund eliminates the Small Business Bonding Program.





## Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
0	(700,000)	0	This adjustment reduces funding from the LED fund which was used in the Business Development Program for one time line item expenditures in FY13.
(996,762)	(996,762)	0	This adjustment represents a reduction to the Shreveport and New Orleans Wet Labs, elimination of funding to the Baton Rouge Wet Lab, and a reduction to the Business Incubator program.
(15,334)	(74,548)	0	This adjustment non-recurs funding for a position with the Office of Community program which is no longer needed.
0	(398,231)	(5)	Transfer of five T.O. as the Business Recovery Services Activity, provided through Community Development Block Grants, is being moved to the Division of Administration.
52,743	52,743	1	This adjustment is to transfer one T.O. and the associated salary and benefits from the Office of the Secretary to the Office of Business Development.
0	(535,908)	0	Reduction in budget authority for Federal STEP grant funds.
(175,411)	(175,411)	0	This adjustment eliminates funding which was used for the Renewal Community program that has ended.
\$ 8,419,695	\$ 19,603,135	66	<b>Recommended FY 2013-2014</b>
\$ 0	\$ 0	0	<b>Less Supplementary Recommendation</b>
\$ 8,419,695	\$ 19,603,135	66	<b>Base Executive Budget FY 2013-2014</b>
\$ 8,419,695	\$ 19,603,135	66	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
\$5,169,104	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industries.
\$330,000	Foreign Representatives - To promote trade and investment opportunities for Louisiana through foreign representative consultants to coordinate meetings with appropriate corporate decision makers in foreign countries.
\$40,000	Funds provided for the entertainment industry for legal services, website services, location managers, promotion and marketing, and other services deemed necessary.
\$214,000	Participations with economic development organizations, local governments, etc. for joint economic related activities.
\$19,832	Funding is provided for mission specific foreign trade missions, etc. and for any other services deemed necessary.
\$150,000	Funds provided for promoting and marketing of Louisiana's entertainment industry, including but not limited to development of the Louisiana Entertainment website and other traditional marketing materials used to execute its marketing plan.
<b>\$5,922,936</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.
\$100,000	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.
\$719,140	Funding provided for operating expenses of the Life Science Incubators in New Orleans, and Shreveport (Wet Labs).
\$1,360,000	Louisiana Economic Development Regional Awards and Matching Grant Program - provides assistance to eligible economic development organizations in their comprehensive and strategic marketing and/or recruitment plans for towns, cities, parishes and regions as a site for new and/or expanded business development (Tier 1).
\$200,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.
\$450,000	Funding provided for Project Specific Site Preparation/Evaluation. Funding will be utilized for site selection consultant's request on site specific information and proposals such as title searches, wetland delineations, soil evaluation, archeological evaluations, transportation assessments, land surveys, environmental assessments and other.
\$437,751	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.
\$100,000	Louisiana Filmmakers Grant - funding to be used to award grants to filmmakers domiciled in Louisiana who make a film in Louisiana.
\$300,000	Entertainment Promotion and Marketing - Funds are used for meetings with prospects, group activities and special events, and activities to promote entertainment activity and stimulate interest in LA as a business location.
<b>\$5,466,891</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.
\$67,511	Risk Management Fees
\$311	UPS Fees
\$418	Civil Service Fees
\$97,350	Office of Telecommunications - State Telephone Services
\$31,368	Miscellaneous - Rental, printing, postage, miscellaneous, etc.
<b>\$538,384</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$6,005,275</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 2013-2014.



## Performance Information

### 1. (KEY) Through the Small Business and Community Services activity, to 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 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K	Number of newly certified sites (LAPAS CODE - 22862)	15	17	15	15	15	15
<p>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.</p>							
S	Three-year default rate on small business bond guarantees (LAPAS CODE - 14400)	15%	11%	15%	15%	15%	15%
S	Private financing generated by Small Business Development Centers per state dollar invested (LAPAS CODE - 15580)	\$ 25.00	\$ 33.00	\$ 50.00	\$ 50.00	\$ 25.00	\$ 25.00
<p>The economy heavily impacting the ability of many small businesses to secure loans during FY 2009-2010, with only \$29 private dollars generated per state dollar invested, so the standard was reduced. Preparation work was completed on many loan applications, but because credit is tighter it is now more difficult to get loans approved (versus two years ago). With the oil spill and then the moratorium, many potential applicants have decided to delay their applications. The actual performance for FY 2010-2011 shows the delayed applications starting to move forward. It is expected to move toward former levels so the standard has been raised.</p>							
S	Number of targeted improvements initiated for small businesses and entrepreneurs (LAPAS CODE - 22863)	4	4	4	4	4	4



## Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012
Percentage by which assisted certified companies 2-year survival rate exceeds similar companies (LAPAS CODE - 14399)	14.8%	10.6%	9.0%	13.0%	14.9%
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)	2	19	22	1	4
The program did not get additional funding and had to wait for bonding capacity to return from ongoing projects.					
Amount of bond guarantees provided (LAPAS CODE - 1009)	\$ 90,817	\$ 1,748,000	\$ 2,635,820	\$ 50,000	\$ 200,000
The program did not get additional funding and had to wait for bonding capacity to return from ongoing projects.					
Total value of projects guaranteed with small business bonds (LAPAS CODE - 20307)	\$ 363,287	\$ 7,383,000	\$ 12,717,542	\$ 567,000	\$ 1,583,860
The program did not get additional funding and had to wait for bonding capacity to return from ongoing projects.					
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 39,307,477	\$ 37,951,454	\$ 29,424,768	\$ 39,697,549	\$ 33,023,127
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	4,316	4,413	5,008	3,362	7,984
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	7,256	7,902	6,874	7,422	8,107
Number of consultations with local development officials by Regional Representatives (LAPAS CODE - 12550)	831	1,104	1,243	509	380
Number of business collaborations/interactions by Regional Representatives (LAPAS CODE - 12551)	333	648	516	281	180

### **2. (KEY) Through the Business Expansion and Retention activity, to 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 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K	Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864)	500	652	500	500	500	500

**3. (KEY) Through the Executive activity, to 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 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	85.00%	91.60%	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 200 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	Yearend Performance Standard FY 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Indicator Values			
				Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K	Number of major economic development prospects added (LAPAS CODE - 21051)	185	349	200	200	250	250

**Business Development Program General Performance Information**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012
Number of recruitment prospects -pipeline (LAPAS CODE - 22867)	122	148	138	195	281
Capital investment associated (recruitment) - pipeline (In billions) (LAPAS CODE - 22868)	\$ 12	\$ 9	\$ 21	\$ 11	\$ 30
Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869)	22,507	30,272	25,443	29,672	45,664
Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870)	39	64	67	80	71
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871)	\$ 3	\$ 7	\$ 4	\$ 11	\$ 63
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872)	7,516	4,403	5,600	7,380	5,655
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873)	3,895	15,146	12,734	18,101	22,982
Statewide capital investment - pipeline (in billions) (LAPAS CODE - 22874)	\$ 15	\$ 16	\$ 24	\$ 22	\$ 47
Statewide jobs (new and retained) - pipeline (LAPAS CODE - 23433)	33,918	49,821	43,777	55,153	74,301
Agriculture/Food/Forestry - pipeline (LAPAS CODE - 22876)	45	28	42	16	22
Durable Goods - pipeline (LAPAS CODE - 22877)	48	60	47	67	96
Energy/Petrochemical - pipeline (LAPAS CODE - 22878)	23	43	38	68	72
Logistics/Transportation - pipeline (LAPAS CODE - 22879)	8	9	6	8	11
Federal - pipeline (LAPAS CODE - 22880)	Not Applicable	1	1	2	3
Technology (Including Digital Media) - pipeline (LAPAS CODE - 22881)	11	17	50	105	125
Other - pipeline (LAPAS CODE - 22882)	26	54	21	9	20
Now includes historical data for Advanced Materials.					



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

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012
Number of recruitment projects - announced. (LAPAS CODE - 22883)	25	11	22	19	21
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884)	\$ 3	\$ 1	\$ 1	\$ 4	\$ 2
Jobs associated (new recruitment) - announced (LAPAS CODE - 22885)	2,752	3,830	1,128	3,037	3,931
Number of expansion and retention projects - announced (LAPAS CODE - 22886)	14	24	13	35	40
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887)	\$ 2	\$ 2	\$ 1	\$ 2	\$ 16
Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888)	1,232	6,919	2,258	3,956	3,696
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889)	2,182	10,662	8,122	10,876	12,208
Statewide capital investment - announced (in billions) (LAPAS CODE - 22890)	\$ 4.89	\$ 3.15	\$ 2.06	\$ 6.45	\$ 27.27
Statewide jobs (new and retained) - announced (LAPAS CODE - 22891)	6,166	21,411	11,508	17,905	19,835
Agriculture/Food/Forestry - announced (LAPAS CODE - 22893)	10	2	9	5	7
Durable Goods - announced (LAPAS CODE - 22894)	13	9	5	18	19
Energy/Petrochemical -announced (LAPAS CODE - 22895)	7	7	9	13	21
Logistics/Transportation - announced (LAPAS CODE - 22896)	2	Not Applicable	1	5	1
Federal -announced (LAPAS CODE - 22897)	Not Applicable	3	0	0	1
Technology (including Digital Media) - announced (LAPAS CODE - 22898)	3	7	9	11	8
Other - announced (LAPAS CODE - 22899)	4	7	2	2	4
Now includes historical data for Advanced Materials.					
Number of Rapid Response projects approved and funded (LAPAS CODE - 22902)	5	7	7	5	5
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)	\$ 13,524,080	\$ 21,518,000	\$ 21,871,900	\$ 9,287,782	\$ 14,308,308
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					



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

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012
Anticipated number of jobs created by Rapid Response applicants (LAPAS CODE - 22904)	2,174	823	792	1,706	1,316
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Anticipated number of jobs retained by Rapid Response applicants (LAPAS CODE - 22905)	700	105	3,631	30	237
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)	\$ 254.36	\$ 53.00	\$ 247.60	\$ 95.20	\$ 50.30
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)	\$ 101.96	\$ 43.29	\$ 52.58	\$ 49.00	\$ 75.16
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, to lead business recruitment in the entertainment industry by generating at least \$375 million in Louisiana spending on certified film and television, digital media, sound recording, and live performance projects.**

Children's Budget Link: Not Applicable

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

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





## Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K	Estimated amount of dollars generated in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - 23434)	\$ 375	\$ 469	\$ 500	\$ 500	\$ 375	\$ 375

## Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012
Number of incentive applications received (LAPAS CODE - 22900)	92	79	243	228	307
Program rules were in place for Digital Interactive Media and Live Performance programs in FY 2009-2010.					
Number of full-length productions shot in the state (LAPAS CODE - 1314)	40	60	105	116	140
Estimated amount of tax credits (in millions) (LAPAS CODE - 22901)	\$ 106	\$ 91	\$ 150	\$ 244	\$ 143
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 499.00	\$ 342.00	\$ 287.00	\$ 412.00	\$ 447.70



## 252\_2000 — Business Incentives Program

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

### Program Description

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

The goal of the Business Incentives Program is:

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

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

For additional information, see:

### Business Incentives Program

### Business Incentives Program Budget Summary

	Prior Year Actuals FY 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 0	\$ 101,064	\$ 101,064	\$ 114,790	\$ 0	\$ (101,064)
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	687,198	711,769	711,769	708,635	1,086,113	374,344
Statutory Dedications	592,470	687,001	687,001	685,613	677,802	(9,199)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,187,253	4,389,450	7,591,822	4,479,275	4,479,275	(3,112,547)
<b>Total Means of Financing</b>	<b>\$ 2,466,921</b>	<b>\$ 5,889,284</b>	<b>\$ 9,091,656</b>	<b>\$ 5,988,313</b>	<b>\$ 6,243,190</b>	<b>\$ (2,848,466)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 1,054,795	\$ 1,126,644	\$ 1,126,644	\$ 1,135,848	\$ 1,091,225	\$ (35,419)



## Business Incentives Program Budget Summary

	Prior Year Actuals FY 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
Total Operating Expenses	56,785	110,292	110,292	110,292	110,292	0
Total Professional Services	3,606	8,000	8,000	8,000	307,500	299,500
Total Other Charges	1,351,735	4,644,348	7,846,720	4,734,173	4,734,173	(3,112,547)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 2,466,921</b>	<b>\$ 5,889,284</b>	<b>\$ 9,091,656</b>	<b>\$ 5,988,313</b>	<b>\$ 6,243,190</b>	<b>\$ (2,848,466)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	14	14	14	14	14	0
Unclassified	0	0	0	0	0	0
<b>Total FTEs</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>0</b>

## Source of Funding

This program is funded with Fees and Self-Generated Revenues, Federal Funds, 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 (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 2011-2012	Enacted FY 2012-2013	Existing Oper Budget as of 12/01/12	Continuation FY 2013-2014	Recommended FY 2013-2014	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 592,470	\$ 687,001	\$ 687,001	\$ 685,613	\$ 677,802	\$ (9,199)

## Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 3,202,372	0	Mid-Year Adjustments (BA-7s):
\$ 101,064	\$ 9,091,656	14	Existing Oper Budget as of 12/01/12
<b>Statewide Major Financial Changes:</b>			
\$ 0	\$ 15,302	0	Louisiana State Employees' Retirement System Rate Adjustment
\$ 0	\$ (19,508)	0	Louisiana State Employees' Retirement System Base Adjustment



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

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ (1,374)	0	Group Insurance Rate Adjustment for Active Employees
\$ 0	\$ (6,757)	0	Group Insurance Base Adjustment
\$ 0	\$ 25,903	0	Salary Base Adjustment
\$ 0	\$ (25,903)	0	Attrition Adjustment
\$ 0	\$ (3,202,372)	0	Non-recurring Carryforwards
<b>Non-Statewide Major Financial Changes:</b>			
\$ 0	\$ (48,908)	0	This adjustment transfers Post-Retirement Benefits for Retirees Group Insurance from Office of Business Development, Business Incentives Program to Office of the Secretary, Administration Program to consolidate all Post Retirement Benefits in the Shared Cost Activity.
\$ 0	\$ 89,825	0	This adjustment increases budget authority for a grant award for the State Small Business Credit Initiative program.
\$ 0	\$ 25,826	0	This adjustment provides funds for term pay and double-encumbrance of an employee who will retire on 9/3/13. Funds cover five pay periods and 300 hours termination pay.
\$ (101,064)	\$ 0	0	This adjustment maximizes the use of available Fees and Self-generated Revenue resulting in a General Fund savings.
\$ 0	\$ 299,500	0	This adjustment increases budget authority for various analytical, legal, accounting and IT services required in the Business Incentives program.
\$ 0	\$ 6,243,190	14	<b>Recommended FY 2013-2014</b>
\$ 0	\$ 0	0	<b>Less Supplementary Recommendation</b>
\$ 0	\$ 6,243,190	14	<b>Base Executive Budget FY 2013-2014</b>
\$ 0	\$ 6,243,190	14	<b>Grand Total Recommended</b>

### Professional Services

Amount	Description
<b>Professional Services:</b>	
\$299,500	This adjustment increases budget authority for various analytical, legal, accounting and IT services required in the Business Incentives program
\$8,000	Board Meeting transcription services and any other services deemed necessary
<b>\$307,500</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

### Other Charges

Amount	Description
<b>Other Charges:</b>	
\$25,000	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.



## Other Charges (Continued)

Amount	Description
\$200,000	Financial Assistance - Louisiana Economic Development Corporation (LEDC) - To provide funding for: Louisiana Small Business Loan Program, Venture Capital Programs, Business and Industrial Development Corporation Programs (BIDCO), Micro Loan Program, and the Contract Loan Program and any other programs as approved by the Board of the LEDC. Also included is funding provided for miscellaneous loan related charges.
\$4,479,275	State Small Business Credit Initiative - Federal Funding to aid in the cultivation of an entrepreneurial culture and the ongoing growth and retention of small business.
<b>\$4,704,275</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$12,500	Office of State Mail - Postage
\$11,500	Office of Telecommunications - State Telephone Services
\$5,898	Miscellaneous - LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc.
<b>\$29,898</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$4,734,173</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 2013-2014.

## Performance Information

- (KEY) Through the Business Incentives activity, to 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 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	85%	91%	90%	90%	90%	90%



**Business Incentives Program General Performance Information**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012
Number of Business Incentive projects approved (LAPAS CODE - 12582)	989	1,041	1,103	686	927
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	12,976	11,056	10,145	8,618	9,063
Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584)	37,489	51,004	56,099	43,476	48,593
Anticipated amount of capital invested by Business Incentive applicants (in millions). (LAPAS CODE - 21432)	\$ 7.80	\$ 9.50	\$ 10.30	\$ 9.90	\$ 20.10

**2. (KEY) Through the Louisiana Economic Development Corporation activity, to 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 2011-2012	Actual Yearend Performance FY 2011-2012	Performance Standard as Initially Appropriated FY 2012-2013	Existing Performance Standard FY 2012-2013	Performance At Continuation Budget Level FY 2013-2014	Performance At Executive Budget Level FY 2013-2014
K Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077)	85%	67%	85%	85%	75%	75%



## Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012
Number of EDAP / EDLOP projects approved and funded (LAPAS CODE - 12570)	19	3	5	6	2
Dollars approved for EDAP/EDLOP projects (LAPAS CODE - 21428)	\$ 12,564,098	\$ 4,637,805	\$ 7,700,000	\$ 5,450,000	\$ 1,205,500
Anticipated number of jobs created by EDAP/EDLOP applicants (LAPAS CODE - 12571)	1,495	250	990	942	128
Anticipated number of jobs retained by EDAP/EDLOP applicants (LAPAS CODE - 21429)	1,016	559	1,580	576	70
Anticipated amount of capital invested by EDAP/EDLOP applicants (LAPAS CODE - 21430)	\$ 630,047,804	\$ 185,661,000	\$ 97,209,075	\$ 129,029,800	\$ 10,400,000
Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - 22908)	\$ 69,121,115	\$ 9,941,410	\$ 61,372,205	\$ 91,089,900	\$ 7,038,165
Number of projects approved and funded in other LEDC programs (excluding workforce development). (LAPAS CODE - 12579)	10	9	7	9	1



