
Department of Economic Development



Department Description

The mission of the Department of Economic Development is for Louisiana to consistently outperform the South and the U.S. in the creation of jobs and economic opportunities for its citizens.

The goals of the Department of Economic Development are:

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

Department strategies to position Louisiana for a brighter economic future:

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

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



For additional information, see:

[Department of Economic Development](#)

Department of Economic Development Budget Summary

	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 14,954,842	\$ 13,761,695	\$ 14,373,495	\$ 20,526,926	\$ 18,917,757	\$ 4,544,262
State General Fund by:						
Total Interagency Transfers	1,107,965	0	680,546	0	0	(680,546)
Fees and Self-generated Revenues	2,895,075	17,451,033	17,868,712	5,144,102	5,064,807	(12,803,905)
Statutory Dedications	18,167,538	16,579,203	20,122,222	14,219,588	16,919,588	(3,202,634)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	2,937,033	7,500,000	8,046,476	2,976,020	2,976,020	(5,070,456)
Total Means of Financing	\$ 40,062,453	\$ 55,291,931	\$ 61,091,451	\$ 42,866,636	\$ 43,878,172	\$ (17,213,279)
Expenditures & Request:						
Office of the Secretary	\$ 16,219,157	\$ 20,597,511	\$ 24,289,687	\$ 19,568,703	\$ 19,451,439	\$ (4,838,248)
Office of Business Development	23,843,296	34,694,420	36,801,764	23,297,933	24,426,733	(12,375,031)
Total Expenditures & Request	\$ 40,062,453	\$ 55,291,931	\$ 61,091,451	\$ 42,866,636	\$ 43,878,172	\$ (17,213,279)
Authorized Full-Time Equivalents:						
Classified	62	62	63	63	63	0
Unclassified	51	51	50	50	50	0
Total FTEs	113	113	113	113	113	0



05-251 — Office of the Secretary

Agency Description

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

The overall goal of the Office of the Secretary is to provide leadership for the creation/implementation of effective policies and programs which enhance economic development throughout Louisiana. The Office of the Secretary has one program: Executive and Administration Program.

Office of the Secretary Budget Summary

	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 8,928,650	\$ 9,288,160	\$ 9,828,702	\$ 12,760,822	\$ 12,643,558	\$ 2,814,856
State General Fund by:						
Total Interagency Transfers	1,107,965	0	680,546	0	0	(680,546)
Fees and Self-generated Revenues	0	2,344,456	2,344,456	1,015,681	1,015,681	(1,328,775)
Statutory Dedications	6,182,542	8,964,895	11,435,983	5,792,200	5,792,200	(5,643,783)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 16,219,157	\$ 20,597,511	\$ 24,289,687	\$ 19,568,703	\$ 19,451,439	\$ (4,838,248)
Expenditures & Request:						
Executive and Administration	\$ 16,219,157	\$ 20,597,511	\$ 24,289,687	\$ 19,568,703	\$ 19,451,439	\$ (4,838,248)
Total Expenditures & Request	\$ 16,219,157	\$ 20,597,511	\$ 24,289,687	\$ 19,568,703	\$ 19,451,439	\$ (4,838,248)
Authorized Full-Time Equivalents:						
Classified	21	23	23	22	22	(1)
Unclassified	13	13	13	13	13	0
Total FTEs	34	36	36	35	35	(1)



251_1000 — Executive and Administration

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

Program Description

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

The goals of the Executive and Administration Program are:

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

For additional information, see:

LED Administration

Executive and Administration Budget Summary

	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 8,928,650	\$ 9,288,160	\$ 9,828,702	\$ 12,760,822	\$ 12,643,558	\$ 2,814,856
State General Fund by:						
Total Interagency Transfers	1,107,965	0	680,546	0	0	(680,546)
Fees and Self-generated Revenues	0	2,344,456	2,344,456	1,015,681	1,015,681	(1,328,775)
Statutory Dedications	6,182,542	8,964,895	11,435,983	5,792,200	5,792,200	(5,643,783)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 16,219,157	\$ 20,597,511	\$ 24,289,687	\$ 19,568,703	\$ 19,451,439	\$ (4,838,248)
Expenditures & Request:						
Personal Services	\$ 4,037,926	\$ 5,064,139	\$ 5,067,680	\$ 5,136,768	\$ 5,042,157	\$ (25,523)



Executive and Administration Budget Summary

	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Total Operating Expenses	569,035	853,951	790,378	801,120	778,751	(11,627)
Total Professional Services	612,675	645,000	668,880	645,000	645,000	(23,880)
Total Other Charges	10,733,288	14,034,421	17,757,715	12,985,815	12,985,531	(4,772,184)
Total Acq & Major Repairs	266,233	0	5,034	0	0	(5,034)
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 16,219,157	\$ 20,597,511	\$ 24,289,687	\$ 19,568,703	\$ 19,451,439	\$ (4,838,248)
Authorized Full-Time Equivalents:						
Classified	21	23	23	22	22	(1)
Unclassified	13	13	13	13	13	0
Total FTEs	34	36	36	35	35	(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 from the Louisiana Economic Development Fund (R.S. 51:2315). (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of the statutory dedicated fund).

Executive and Administration Statutory Dedications

Fund	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 5,814,961	\$ 8,964,895	\$ 10,872,977	\$ 5,792,200	\$ 5,792,200	\$ (5,080,777)
Rapid Response Fund	367,581	0	563,006	0	0	(563,006)

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 540,542	\$ 3,692,176	0	Mid-Year Adjustments (BA-7s):
\$ 9,828,702	\$ 24,289,687	36	Existing Oper Budget as of 12/01/17
Statewide Major Financial Changes:			
18,299	18,299	0	2% General Increase Annualization Classified
4,132	4,132	0	2% General Increase Annualization Unclassified



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
6,103	6,103	0	Structural Annualization Classified
66,551	66,551	0	Market Rate Classified
2,765	2,765	0	Civil Service Training Series
(15,222)	(15,222)	0	Related Benefits Base Adjustment
103	103	0	Retirement Rate Adjustment
83,303	83,303	0	Salary Base Adjustment
(94,611)	(94,611)	0	Attrition Adjustment
(537,001)	(3,688,635)	0	Non-recurring Carryforwards
(45,714)	(45,714)	0	Risk Management
26,922	26,922	0	Legislative Auditor Fees
217,508	217,508	0	Rent in State-Owned Buildings
(120,050)	(120,050)	0	Maintenance in State-Owned Buildings
(19,768)	(19,768)	0	Capitol Park Security
(332)	(332)	0	UPS Fees
(1,099)	(1,099)	0	Civil Service Fees
1,883	1,883	0	State Treasury Fees
22,848	22,848	0	Office of Technology Services (OTS)
(14,205)	(14,205)	0	Office of State Procurement
39,746	39,746	0	Topographic Mapping
Non-Statewide Major Financial Changes:			
0	(1,231,829)	0	Non-recur Fees and Self-generated Revenue associated with the Fast Start - LA Job Connections activity, which is a system that matches job seekers with employers throughout the state. The activity will continue to operate in the state.
3,172,695	0	0	Means of financing substitution increasing State General Fund and decreasing Statutory Dedications out of the Louisiana Economic Development Fund to reflect the Revenue Estimating Conference (REC) forecast.
0	(96,946)	(1)	Technical adjustment transferring one T.O. position from the Office of the Secretary to the Office of Business Development to reflect change in organizational structure.
\$ 12,643,558	\$ 19,451,439	35	Recommended FY 2018-2019
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 12,643,558	\$ 19,451,439	35	Base Executive Budget FY 2018-2019
\$ 12,643,558	\$ 19,451,439	35	Grand Total Recommended



Professional Services

Amount	Description
\$395,000	Provide the maintenance support services needed for its applications in FastLane, a web-enabled, fully integrated system to process business incentive program applications and fees as well as the Louisiana Economic Development Corporation program applications and fees.
\$75,000	FastStart - Legal, advertising, promotion and marketing services.
\$162,000	Richard House - Professional legal services related to litigation and other related matters.
\$10,000	Taylor, Porter, Brooks & Phillips - Provide professional legal counsel, advice, services, assistance, and representation.
\$3,000	Professional legal services as needed.
\$645,000	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$1,553,435	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.).
\$8,870,614	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 Louisiana as a business location.
\$10,434,049	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$25,273	Civil Service Fees
\$2,861	Comprehensive Public Training Program
\$5,079	Capitol Police
\$56,810	DPS - Security of Capitol Annex
\$150,894	Legislative Auditor
\$2,500	LPAA - GPS Service
\$116,636	Office of Risk Management
\$14,294	Office of State Mail - Postage
\$104,628	Office of State Procurement
\$152	Office of State Register - Dues & Subscriptions
\$1,389	Office of Telecommunications - Printing
\$834,883	Office of Technology Services
\$897,281	Rent in State-Owned Buildings
\$287,265	Rentals
\$39,746	Topographical Mapping
\$5,292	Treasury Fees
\$6,499	Uniform Payroll System (UPS)
\$2,551,482	SUB-TOTAL INTERAGENCY TRANSFERS
\$12,985,531	TOTAL OTHER CHARGES



Acquisitions and Major Repairs

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

Performance Information

- 1. (KEY) Through the Executive and Administration activity, maintain a culture of marketing and recruitment by providing administrative oversight and leadership necessary to produce 30 major economic development project announcements annually.**

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2016-2017	Actual Yearend Performance FY 2016-2017	Performance Standard as Initially Appropriated FY 2017-2018	Existing Performance Standard FY 2017-2018	Performance At Continuation Budget Level FY 2018-2019	Performance At Executive Budget Level FY 2018-2019
K	Number of major economic development project announcements (LAPAS CODE - 23429)	35	35	10	10	10	10
K	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	80.0%	84.0%	80.0%	80.0%	80.0%	80.0%

- 2. (KEY) Through the State Economic Competitiveness activity, improve Louisiana's attractiveness as a place for business investment and growth by identifying 10 major competitiveness improvements annually.**

Children's Budget Link: Not Applicable

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

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



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2016-2017	Actual Yearend Performance FY 2016-2017	Performance Standard as Initially Appropriated FY 2017-2018	Existing Performance Standard FY 2017-2018	Performance At Continuation Budget Level FY 2018-2019	Performance At Executive Budget Level FY 2018-2019
K	Number of major state competitiveness improvements identified (LAPAS CODE - 22909)	10	41	10	10	10	10
S	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods or with a high state ranking for rankings not published in previous periods. (LAPAS CODE - 15583)	5	8	5	5	5	5
S	Percentage of readers of the Economic Development Quarterly (EQ) who believe progress is being made with the business climate in Louisiana (LAPAS CODE - 22866)	90%	81%	90%	90%	90%	90%

Executive and Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017
Louisiana per capita income (LAPAS CODE - 14013)	\$ 39,413	\$ 40,689	\$ 42,287	\$ 43,252	\$ 43,487
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
U.S. per capita income (LAPAS CODE - 14014)	\$ 42,693	\$ 44,543	\$ 46,129	\$ 47,669	\$ 49,571
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
Louisiana employment (number of jobs) (LAPAS CODE - 22860)	1,888,581	1,970,251	1,894,054	2,025,102	1,974,499
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)	7	6	9	9	9
SOURCE: U.S. Census Bureau, Foreign Trade Statistics					



3. (KEY) Through the Louisiana Fast Start activity, to provide strategic, integrated workforce solutions to businesses through the delivery of training to at least 2,500 employees annually, resulting in improved competitiveness in retaining existing employers and attracting new businesses to the state.

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Yearend Performance Standard FY 2016-2017	Actual Yearend Performance FY 2016-2017	Performance Indicator Values			
				Performance Standard as Initially Appropriated FY 2017-2018	Existing Performance Standard FY 2017-2018	Performance At Continuation Budget Level FY 2018-2019	Performance At Executive Budget Level FY 2018-2019
K	Number of employees trained (LAPAS CODE - 1016)	3,000	1,526	2,500	2,500	2,500	2,500
K	New jobs associated (LAPAS CODE - 21435)	3,000	1,169	2,500	2,500	2,500	2,500

Executive and Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017
Number of projects (LAPAS CODE - 1015)	19	32	25	20	13
Capital investment associated (LAPAS CODE - 10258)	\$ 18,987,320,000	\$ 1,045,650,000	\$ 6,248,850,000	\$ 4,467,200,000	\$ 3,722,600,000



05-252 — Office of Business Development

Agency Description

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

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

The 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 microenterprises 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 Expansion and Retention Group, in coordination with regional and local partners, reaches 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 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 6,026,192	\$ 4,473,535	\$ 4,544,793	\$ 7,766,104	\$ 6,274,199	\$ 1,729,406
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	2,895,075	15,106,577	15,524,256	4,128,421	4,049,126	(11,475,130)
Statutory Dedications	11,984,996	7,614,308	8,686,239	8,427,388	11,127,388	2,441,149
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	2,937,033	7,500,000	8,046,476	2,976,020	2,976,020	(5,070,456)
Total Means of Financing	\$ 23,843,296	\$ 34,694,420	\$ 36,801,764	\$ 23,297,933	\$ 24,426,733	\$ (12,375,031)
Expenditures & Request:						



Office of Business Development Budget Summary

	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Business Development Program	\$ 19,411,217	\$ 25,255,675	\$ 27,236,207	\$ 18,590,603	\$ 19,745,726	\$ (7,490,481)
Business Incentives Program	4,432,079	9,438,745	9,565,557	4,707,330	4,681,007	(4,884,550)
Total Expenditures & Request	\$ 23,843,296	\$ 34,694,420	\$ 36,801,764	\$ 23,297,933	\$ 24,426,733	\$ (12,375,031)
Authorized Full-Time Equivalents:						
Classified	41	39	40	41	41	1
Unclassified	38	38	37	37	37	0
Total FTEs	79	77	77	78	78	1



252_1000 — Business Development Program

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

Program Description

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

The goals of the Business Development Program are:

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

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

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



For additional information, see:

[Business Development Program](#)

Business Development Program Budget Summary

	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 6,026,192	\$ 4,460,524	\$ 4,531,782	\$ 7,766,104	\$ 6,274,199	\$ 1,742,417
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	1,904,519	13,937,890	14,230,717	2,970,825	2,917,853	(11,312,864)
Statutory Dedications	11,456,967	6,857,261	7,927,232	7,670,341	10,370,341	2,443,109
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	23,539	0	546,476	183,333	183,333	(363,143)
Total Means of Financing	\$ 19,411,217	\$ 25,255,675	\$ 27,236,207	\$ 18,590,603	\$ 19,745,726	\$ (7,490,481)
Expenditures & Request:						
Personal Services	\$ 6,649,056	\$ 7,357,734	\$ 7,389,822	\$ 7,675,801	\$ 7,524,452	\$ 134,630
Total Operating Expenses	518,117	639,490	667,490	686,280	667,490	0
Total Professional Services	5,770,296	11,751,217	12,099,314	4,551,217	4,551,217	(7,548,097)
Total Other Charges	6,473,748	5,507,234	7,079,581	5,677,305	7,002,567	(77,014)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 19,411,217	\$ 25,255,675	\$ 27,236,207	\$ 18,590,603	\$ 19,745,726	\$ (7,490,481)
Authorized Full-Time Equivalents:						
Classified	27	25	26	26	26	0
Unclassified	38	38	37	37	37	0
Total FTEs	65	63	63	63	63	0



Source of Funding

This program is funded with State General Fund, Fees and Self-generated Revenues and Statutory Dedications. The Fees and Self-generated Revenues are derived from certain specified fees collected from businesses applying for business incentives granted by the department, film and television tax credit audit fees, and the film and digital media application fees. The Statutory Dedications are from the Marketing Fund (R.S. 47:318), the Louisiana Economic Development (LED) Fund (R.S. 51:2315), and the Louisiana Entertainment Development Fund (R.S. 47:6007(C)(4)(b) and R.S. 47:6007(C)(4)(g)). (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund).

Business Development Program Statutory Dedications

Fund	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 7,445,584	\$ 4,857,261	\$ 5,927,232	\$ 5,670,341	\$ 5,670,341	\$ (256,891)
Louisiana Entertainment Development Fund	0	0	0	0	2,700,000	2,700,000
Marketing Fund	1,995,532	2,000,000	2,000,000	2,000,000	2,000,000	0
2013 Amnesty Collections Fund	2,015,851	0	0	0	0	0

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 71,258	\$ 1,980,532	0	Mid-Year Adjustments (BA-7s):
\$ 4,531,782	\$ 27,236,207	63	Existing Oper Budget as of 12/01/17
Statewide Major Financial Changes:			
6,999	19,792	0	2% General Increase Annualization Classified
37,436	37,436	0	2% General Increase Annualization Unclassified
22,649	63,387	0	Market Rate Classified
46,618	85,345	0	Related Benefits Base Adjustment
27,028	80,019	0	Salary Base Adjustment
(98,377)	(151,349)	0	Attrition Adjustment
(39,170)	(1,765,111)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
(1,360,000)	(1,360,000)	0	Reduction of State General Fund for the Regional Awards and Matching Grant Program. The state will no longer provide assistance to the eight regional economic development organizations in comprehensive and strategic marketing and recruitment plans for sites for business development throughout the state.
3,099,234	0	0	Means of financing substitution increasing State General Fund, decreasing Fees and Self-generated Revenues, and increasing Statutory Dedication out of the LA Economic Development Fund in order to reflect the Revenue Estimating Conference (REC) forecast, as well as continuing to provide for advertising, promotion, communication, and marketing activities that maintain current levels of exposure.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
0	(7,200,000)	0	Reduction of funding to reflect the approval by the Cash Management Review Board to create an escrow account to process fees pursuant to Act 412 of the 2015 Regular Session; RS.36:104.1, which requires verification of expenditures by an independent CPA or tax attorney before certification of expenditures for purposes of receiving the entertainment industry tax credit.
0	2,700,000	0	Increase in Statutory Dedications to reflect the creation of the Louisiana Entertainment Development Fund per Act 223 of the 2017 Regular Session. This fund will be utilized for education development initiatives, matching grants for Louisiana filmmakers, a loan guarantee program, and a deal closing fund. The source of revenue for this fund is 75% of a 2% fee imposed on the transfer of motion picture production tax credits.
\$ 6,274,199	\$ 19,745,726	63	Recommended FY 2018-2019
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 6,274,199	\$ 19,745,726	63	Base Executive Budget FY 2018-2019
\$ 6,274,199	\$ 19,745,726	63	Grand Total Recommended

Professional Services

Amount	Description
\$260,000	Foreign Representatives - To promote trade and investment opportunities for Louisiana through foreign representative consultants to coordinate meetings with appropriate corporate decision makers in foreign countries.
\$2,432	Market research in each of the industry areas and any other services seemed necessary.
\$531,475	Professional services with regard to Entertainment Promotion and Marketing.
\$3,754,910	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industries.
\$2,400	Update and maintain the electronic catalog of all materials housed in the LED Library.
\$4,551,217	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$2,700,000	Entertainment Industry Development - To establish educational development initiatives, matching grants for Louisiana filmmakers, a loan guarantee program, and a deal closing fund. Utilized the Louisiana Entertainment Development Fund created by Act 223 of the 2017 Regular Session.
\$55,033	Entertainment Promotion and Marketing - Funds are used for meetings with prospects, group activities and special events, and activities to promote entertainment activity and stimulate interest in Louisiana as a business location.
\$250,000	Funding provided for Project Specific Site Preparation/Evaluation. Funding will be utilized for site selection consultant's request on site specific information and proposals such as title searches, wetland delineations, soil evaluation, archeological evaluations, transportation assessments, land surveys, environmental assessments, and others.



Other Charges (Continued)

Amount	Description
\$200,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.
\$341,426	LSU A&M - Louisiana Business Technology Center - Match Louisiana businesses with resources of federal lab systems including NASA/Stennis and NASA/Michoud.
\$250,000	Marketing Education Initiatives - District 2 Enhancement Corporation - To develop and produce workplace and marketplace-driven workshops, seminars, focus groups, and field trips that would educate and train youth and young adults in selected areas of the fashion and retail industry.
\$74,437	Marketing Education Initiatives - Louisiana Council for Economic Education - Provide administrative services which will facilitate the planning, coordinating, and performance of economic education activities of the state, the Louisiana Council for Economic Education office, and the eight university and college based Centers of Economic Education.
\$675,563	Marketing Education Initiatives - Marketing Education Retail Alliance (MERA) - This program rewards and motivates high school students throughout the state by providing enhanced and/or enriched learning opportunities. This program improves the visibility and understanding of lifetime skills available through marketing education, enhances the linkage between schools in Louisiana, employment opportunities in the international marketing environment, improving the educational experiences available for Louisiana's young people, upgrades technology in Louisiana schools, and promote/encourage National Retail Skills Standards.
\$904,135	Small and Emerging Business Development - Technical assistance to provide funds for assisting certified small and emerging businesses by providing managerial and/or developmental assistance and technical assistance which includes entrepreneurial training and other specialized assistance to businesses. Funds will be provided for technical assistance through service providers.
\$1,000,000	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$489,778	Special Marketing - Funds are used for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in Louisiana as a business location.
\$6,940,372	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$250	LPAA/Secretary of State - Office Supplies
\$3,265	Office of State Mail - Postage
\$3,000	Office of State Printing - SEBD Application and Certifications Forms
\$3,000	Office of State Registrar - Rule Publications
\$52,430	Office of Telecommunications - State Telephone Services
\$250	Rent in State-Owned Buildings
\$62,195	SUB-TOTAL INTERAGENCY TRANSFERS
\$7,002,567	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

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

Performance Information

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

Children's Budget Link: Not Applicable

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



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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2016-2017	Actual Yearend Performance FY 2016-2017	Performance Standard as Initially Appropriated FY 2017-2018	Existing Performance Standard FY 2017-2018	Performance At Continuation Budget Level FY 2018-2019	Performance At Executive Budget Level FY 2018-2019
K	Number of newly certified sites (LAPAS CODE - 22862)	15	16	15	15	15	15
Commercial property owners were preparing their sites for certification last fiscal year, a long process that can easily take 6 months. As a result LED expects more certified sites during this fiscal year. As more land and property owners understand the benefit of having a certified site and start preparing their sites for certification, LED expects a robust number of sites to be certified in coming years.							

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 31,782,069	\$ 37,687,852	\$ 37,284,814	\$ 64,175,885	\$ 39,427,299	
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	7,122	3,449	2,192	2,340	2,822	
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	6,186	6,587	5,808	5,617	4,954	

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2016-2017	Actual Yearend Performance FY 2016-2017	Performance Standard as Initially Appropriated FY 2017-2018	Existing Performance Standard FY 2017-2018	Performance At Continuation Budget Level FY 2018-2019	Performance At Executive Budget Level FY 2018-2019
K	Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864)	500	500	500	500	500	500



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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard	Actual Yearend Performance	Performance Standard as Initially Appropriated	Existing Performance Standard	Performance At Continuation Budget Level	Performance At Executive Budget Level
		FY 2016-2017	FY 2016-2017	FY 2017-2018	FY 2017-2018	FY 2018-2019	FY 2018-2019
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard	Actual Yearend Performance	Performance Standard as Initially Appropriated	Existing Performance Standard	Performance At Continuation Budget Level	Performance At Executive Budget Level
		FY 2016-2017	FY 2016-2017	FY 2017-2018	FY 2017-2018	FY 2018-2019	FY 2018-2019
K	Number of major economic development prospects added (LAPAS CODE - 21051)	250	377	250	250	250	250



Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017
Number of recruitment projects - announced. (LAPAS CODE - 22883)	28	20	28	11	16
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884)	\$ 8	\$ 4	\$ 9	\$ 34	\$ 10,932
Jobs associated (new recruitment) - announced (LAPAS CODE - 22885)	5,858	3,510	5,304	3,689	1,483
Number of expansion and retention projects - announced (LAPAS CODE - 22886)	31	43	37	19	19
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887)	\$ 13	\$ 19	\$ 15	\$ 2	\$ 1
Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888)	2,287	5,513	3,411	907	930
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889)	9,589	16,792	10,910	4,351	4,023
Number of recruitment prospects -pipeline (LAPAS CODE - 22867)	356	362	274	183	309
Capital investment associated (recruitment) - pipeline (in billions) (LAPAS CODE - 22868)	\$ 49	\$ 47	\$ 35	\$ 42	\$ 25
Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869)	39,848	43,503	40,827	18,563	20,264
Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870)	71	76	60	52	67
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871)	\$ 7	\$ 11	\$ 8	\$ 5	\$ 4
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872)	4,192	9,001	7,035	4,352	5,872
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873)	21,051	16,442	17,839	15,633	19,353
Number of prospects added that are international (LAPAS CODE - new)	0	78.0	1,265.0	1,114.0	361.0
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Number of project announcements that are international (LAPAS CODE - new)	0	12	10	7	5
Number of Rapid Response projects approved and funded (LAPAS CODE - 22902)	3	6	7	0	1
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 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017
Dollars approved for Rapid Response projects (LAPAS CODE - 22903)	\$ 19,250,000	\$ 11,310,577	\$ 23,250,000	\$ 0	\$ 1,800,000
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Anticipated number of jobs created by Rapid Response applicants (LAPAS CODE - 22904)	932	1,027	1,459	0	50
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)	\$ 1,461.00	\$ 180.20	\$ 57.20	\$ 0	\$ 325.00
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in leveraging the Mega Fund vs. Rapid Response fund.					
Anticipated payroll associated with Rapid Response applicants (in millions) (LAPAS CODE - 22907)	\$ 52.11	\$ 14.68	\$ 204.61	\$ 0	\$ 9.30
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 leveraging the Mega Fund vs. Rapid Response Fund. This figure represents a sum of the average annual payroll for each project.					

5. (KEY) Through the Entertainment Industry Development activity, lead business recruitment in the entertainment industry by generating at least \$600 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 2016-2017	Actual Yearend Performance FY 2016-2017	Performance Standard as Initially Appropriated FY 2017-2018	Existing Performance Standard FY 2017-2018	Performance At Continuation Budget Level FY 2018-2019	Performance At Executive Budget Level FY 2018-2019
K	Estimated amount of dollars generated in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - 23434)	\$ 375	\$ 321	\$ 600	\$ 600	\$ 600	\$ 600

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

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 1,120.00	\$ 426.79	\$ 993.61	\$ 1,206.70	\$ 269.77	



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

Program Description

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

The goal of the Business Incentives Program is:

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

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

For additional information, see:

Business Incentives Program

Business Incentives Program Budget Summary

	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 0	\$ 13,011	\$ 13,011	\$ 0	\$ 0	\$ (13,011)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	990,556	1,168,687	1,293,539	1,157,596	1,131,273	(162,266)
Statutory Dedications	528,029	757,047	759,007	757,047	757,047	(1,960)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	2,913,494	7,500,000	7,500,000	2,792,687	2,792,687	(4,707,313)
Total Means of Financing	\$ 4,432,079	\$ 9,438,745	\$ 9,565,557	\$ 4,707,330	\$ 4,681,007	\$ (4,884,550)



Business Incentives Program Budget Summary

	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Expenditures & Request:						
Personal Services	\$ 1,109,746	\$ 1,193,559	\$ 1,193,559	\$ 1,412,165	\$ 1,385,842	\$ 192,283
Total Operating Expenses	85,613	88,288	93,288	150,580	150,580	57,292
Total Professional Services	227,235	409,500	534,352	109,500	109,500	(424,852)
Total Other Charges	3,009,485	7,747,398	7,744,358	3,035,085	3,035,085	(4,709,273)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 4,432,079	\$ 9,438,745	\$ 9,565,557	\$ 4,707,330	\$ 4,681,007	\$ (4,884,550)
Authorized Full-Time Equivalents:						
Classified	14	14	14	15	15	1
Unclassified	0	0	0	0	0	0
Total FTEs	14	14	14	15	15	1

Source of Funding

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

Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2016-2017	Enacted FY 2017-2018	Existing Oper Budget as of 12/01/17	Continuation FY 2018-2019	Recommended FY 2018-2019	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 528,029	\$ 757,047	\$ 759,007	\$ 757,047	\$ 757,047	\$ (1,960)

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 126,812	0	Mid-Year Adjustments (BA-7s):
\$ 13,011	\$ 9,565,557	14	Existing Oper Budget as of 12/01/17

Statewide Major Financial Changes:



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 11,213	0	2% General Increase Annualization Classified
\$ 0	\$ 35,832	0	Market Rate Classified
\$ 0	\$ 1,116	0	Civil Service Training Series
\$ 0	\$ 31,617	0	Related Benefits Base Adjustment
\$ 0	\$ 41,882	0	Salary Base Adjustment
\$ 0	\$ (26,323)	0	Attrition Adjustment
\$ 0	\$ (126,812)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
\$ 0	\$ 96,946	1	Technical adjustment transferring one T.O. position from the Office of the Secretary to the Office of Business Development to reflect change in organizational structure.
\$ 0	\$ (4,707,313)	0	Reduction of funding to reflect available remaining Federal Funds for the State Small Business Credit Initiative activity, which provides for access to capital investment for small businesses.
\$ (13,011)	\$ 0	0	Means of financing substitution decreasing State General Fund and increasing Fees and Self-generated Revenues in order to maximize means of financing in the program.
\$ 0	\$ (300,000)	0	Reduction of funding to reflect the approval by the Cash Management Review Board to create an escrow account to process fees pursuant to Act 412 of the 2015 Regular Session; RS.36:104.1, which requires verification of expenditures by an independent CPA or tax attorney before certification of expenditures for purposes of receiving the entertainment industry tax credit.
\$ 0	\$ 57,292	0	Increase in Fees and Self-generated Revenue to reflect the anticipated increase in expenditures in credit card discount fees.
\$ 0	\$ 4,681,007	15	Recommended FY 2018-2019
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 0	\$ 4,681,007	15	Base Executive Budget FY 2018-2019
\$ 0	\$ 4,681,007	15	Grand Total Recommended

Professional Services

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

Other Charges

Amount	Description
Other Charges:	



Other Charges (Continued)

Amount	Description
\$190,000	Financial Assistance - Louisiana Economic Development Corporation (LEDC) - To provide funding for: Louisiana Small Business Loan Program, Venture Capital Programs, Business and Industrial Development Corporation Programs (BIDCO), Micro Loan Program, and the Contract Loan Program and any other programs as approved by the Board of the LEDC. Also included is funding provided for miscellaneous loan related charges.
\$27,500	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$2,792,687	State Small Business Credit Initiative - Funding for two programs (Small Business Loan Guarantee Program and Louisiana Seed Capital Program) to support small business lending.
\$3,010,187	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$300	LPAA/Secretary of State - Supplies
\$1,500	Meeting Room Facilities Rental
\$5,500	Office of State Mail - State Mail Services
\$9,598	Office of State Registrar - Rule Publications
\$8,000	Office of Telecommunication - State Telephone Services
\$24,898	SUB-TOTAL INTERAGENCY TRANSFERS
\$3,035,085	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

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

Performance Information

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2016-2017	Actual Yearend Performance FY 2016-2017	Performance Standard as Initially Appropriated FY 2017-2018	Existing Performance Standard FY 2017-2018	Performance At Continuation Budget Level FY 2018-2019	Performance At Executive Budget Level FY 2018-2019
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	90%	86%	90%	90%	90%	90%



Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017
Number of Business Incentive projects approved (LAPAS CODE - 12582)	893	890	956	1,059	256
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	7,704	5,068	12,153	11,055	6,507
Anticipated amount of capital invested by Business Incentive applicants (in millions). (LAPAS CODE - 21432)	\$ 33.10	\$ 11.30	\$ 33.80	\$ 38.80	\$ 19.10

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l Performance Indicator Name	Performance Indicator Values					
	Yearend Performance Standard FY 2016-2017	Actual Yearend Performance FY 2016-2017	Performance Standard as Initially Appropriated FY 2017-2018	Existing Performance Standard FY 2017-2018	Performance At Continuation Budget Level FY 2018-2019	Performance At Executive Budget Level FY 2018-2019
K Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077)	90%	100%	90%	90%	90%	90%



Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017
Dollars approved for EDAP projects (LAPAS CODE - 21428)	\$ 4,172,750	\$ 5,000,000	\$ 9,130,000	\$ 2,460,000	\$ 3,970,000
Anticipated number of jobs created by EDAP applicants (LAPAS CODE - 12571)	806	601	1,259	260	322
Anticipated amount of capital invested by EDAP applicants (LAPAS CODE - 21430)	\$ 145,151,031	\$ 94,650,000	\$ 2,393,787,128	\$ 67,040,000	\$ 3,974,000,000
Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - 22908)	\$ 47,842,997	\$ 32,500,000	\$ 73,975,000	\$ 10,300,000	\$ 1,758,000

