

# Department of Economic Development



## Department Description

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

The goals of the Department of Economic Development are:

- 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 Vision 2020 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.

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

For additional information, see:

[Department of Economic Development](#)

[Vision 2020](#)

## Department of Economic Development Budget Summary

	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 29,710,238	\$ 39,149,060	\$ 40,902,656	\$ 37,554,483	\$ 32,194,548	\$ (8,708,108)
<b>State General Fund by:</b>						
Total Interagency Transfers	214,740	750,000	49,155,660	1,247,160	1,247,160	(47,908,500)
Fees and Self-generated Revenues	799,202	1,026,354	1,039,104	1,035,224	1,083,909	44,805
Statutory Dedications	19,685,110	30,859,322	37,049,256	30,561,343	39,162,216	2,112,960
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,627,464	0	3,360,362	500,000	500,000	(2,860,362)
<b>Total Means of Financing</b>	<b>\$ 52,036,754</b>	<b>\$ 71,784,736</b>	<b>\$ 131,507,038</b>	<b>\$ 70,898,210</b>	<b>\$ 74,187,833</b>	<b>\$ (57,319,205)</b>
<b>Expenditures &amp; Request:</b>						
Office of the Secretary	\$ 3,609,531	\$ 4,285,517	\$ 4,307,097	\$ 4,429,947	\$ 4,671,421	\$ 364,324
Office of Business Development	48,427,223	67,499,219	127,199,941	66,468,263	69,516,412	(57,683,529)
<b>Total Expenditures &amp; Request</b>	<b>\$ 52,036,754</b>	<b>\$ 71,784,736</b>	<b>\$ 131,507,038</b>	<b>\$ 70,898,210</b>	<b>\$ 74,187,833</b>	<b>\$ (57,319,205)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	74	75	76	76	80	4
Unclassified	25	25	28	28	28	0
<b>Total FTEs</b>	<b>99</b>	<b>100</b>	<b>104</b>	<b>104</b>	<b>108</b>	<b>4</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 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 2,826,122	\$ 3,453,275	\$ 3,474,855	\$ 3,577,055	\$ 3,813,122	\$ 338,267
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	339,629	339,629	339,629	339,629	339,629	0
Statutory Dedications	443,780	492,613	492,613	513,263	518,670	26,057
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 3,609,531</b>	<b>\$ 4,285,517</b>	<b>\$ 4,307,097</b>	<b>\$ 4,429,947</b>	<b>\$ 4,671,421</b>	<b>\$ 364,324</b>
<b>Expenditures &amp; Request:</b>						
Administration	\$ 3,609,531	\$ 4,285,517	\$ 4,307,097	\$ 4,429,947	\$ 4,671,421	\$ 364,324
<b>Total Expenditures &amp; Request</b>	<b>\$ 3,609,531</b>	<b>\$ 4,285,517</b>	<b>\$ 4,307,097</b>	<b>\$ 4,429,947</b>	<b>\$ 4,671,421</b>	<b>\$ 364,324</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	23	25	25	25	25	0
Unclassified	7	7	7	7	7	0
<b>Total FTEs</b>	<b>30</b>	<b>32</b>	<b>32</b>	<b>32</b>	<b>32</b>	<b>0</b>



## 251\_1000 — Administration

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

### Program Description

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

The goals of the Executive and Administration Program are:

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

The Executive and Administration Program has four activities: Office of the Secretary, Office of Management and Finance, Legal, and Internal Audit.

- The Office of the Secretary provides leadership and quality administrative services, which sustains and promotes a globally competitive business climate for retention, creation, and attraction of quality jobs and increased investment to the state.
- Office of Management and Finance ensures that all programs in the Department are provided support services to accomplish all of their program objectives.
- Legal provides legal services and advice on regulatory matters to all Department divisions, and legal research and counsel necessary to carry out economic development pursuits. Included in Legal is the approval and monitoring of all contracts administered by the Department.
- The Internal Audit activity provides internal controls through performance, management, financial, and operational reviews.



## Administration Budget Summary

	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 2,826,122	\$ 3,453,275	\$ 3,474,855	\$ 3,577,055	\$ 3,813,122	\$ 338,267
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	339,629	339,629	339,629	339,629	339,629	0
Statutory Dedications	443,780	492,613	492,613	513,263	518,670	26,057
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 3,609,531</b>	<b>\$ 4,285,517</b>	<b>\$ 4,307,097</b>	<b>\$ 4,429,947</b>	<b>\$ 4,671,421</b>	<b>\$ 364,324</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 2,533,197	\$ 2,906,920	\$ 2,927,520	\$ 3,051,763	\$ 3,106,144	\$ 178,624
Total Operating Expenses	354,962	577,335	577,335	581,096	667,239	89,904
Total Professional Services	174,762	268,103	280,339	274,537	268,103	(12,236)
Total Other Charges	546,610	533,159	521,903	522,551	523,935	2,032
Total Acq & Major Repairs	0	0	0	0	106,000	106,000
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 3,609,531</b>	<b>\$ 4,285,517</b>	<b>\$ 4,307,097</b>	<b>\$ 4,429,947</b>	<b>\$ 4,671,421</b>	<b>\$ 364,324</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	23	25	25	25	25	0
Unclassified	7	7	7	7	7	0
<b>Total FTEs</b>	<b>30</b>	<b>32</b>	<b>32</b>	<b>32</b>	<b>32</b>	<b>0</b>

## Source of Funding

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



### Administration Statutory Dedications

Fund	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 443,780	\$ 492,613	\$ 492,613	\$ 513,263	\$ 518,670	\$ 26,057

### Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 21,580	\$ 21,580	0	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 3,474,855	\$ 4,307,097	32	<b>Existing Oper Budget as of 12/01/06</b>
<b>Statewide Major Financial Changes:</b>			
27,208	32,799	0	Annualize Classified State Employee Merits
13,690	16,503	0	Classified State Employees Merit Increases
2,252	2,715	0	Civil Service Training Series
26,748	26,748	0	State Employee Retirement Rate Adjustment
9,251	11,415	0	Group Insurance for Active Employees
11,313	13,945	0	Group Insurance for Retirees
13,172	15,879	0	Salary Base Adjustment
(24,749)	(24,749)	0	Attrition Adjustment
(15,536)	(15,536)	0	Non-recurring Carryforwards
9,607	9,607	0	Risk Management
(843)	(843)	0	Legislative Auditor Fees
4,898	4,898	0	Capitol Park Security
219	219	0	UPS Fees
1,202	1,202	0	Civil Service Fees
(63)	(63)	0	CPTP Fees
2,822	2,822	0	State Treasury Fees
(12,864)	(12,864)	0	Office of Computing Services Fees
106,000	106,000	0	Office of Information Technology Projects
354	354	0	Administrative Law Judges
<b>Non-Statewide Major Financial Changes:</b>			
14,785	14,785	0	This technical adjustment transfers and consolidates all student costs into the Office of the Secretary (Shared Costs Activity) from the Office of Business Development.
100,000	100,000	0	Increase travel expenditures for economic development purposes of business creation and/or retention.



## Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
48,801	58,488	0	Pay increase for state employees
\$ 3,813,122	\$ 4,671,421	32	<b>Recommended FY 2007-2008</b>
\$ 0	\$ 0	0	<b>Less Hurricane Disaster Recovery Funding</b>
\$ 3,813,122	\$ 4,671,421	32	<b>Base Executive Budget FY 2007-2008</b>
\$ 3,813,122	\$ 4,671,421	32	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
\$25,000	Legal services for personnel matters.
\$243,103	Funding for the Department's e-readiness plan to complete Information Technology (IT) projects to web-enable the top business processes of the Department. Initiatives include: intellectual property database, project management system, business/research analysis and needs assessment, website enhancements, etc. As well as for planning, proposal development, feasibility studies, training, management assistance and any other services deemed necessary.
<b>\$268,103</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

## Other Charges

Amount	Description
	<b>Other Charges:</b>
\$25,000	Special Marketing funds provided for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in Louisiana as a business location.
<b>\$25,000</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$12,279	Department Civil Service
\$1,643	Comprehensive Public Training Program (CPTP)
\$3,953	Uniform Payroll System (UPS)
\$46,758	DPS - Security of Capitol Annex
\$25,440	State Treasury Fees
\$74,246	Office of Risk Management
\$58,554	Legislative Auditor Expenses
\$19,008	Office of Computing Services - State Email Services
\$9,294	Office of State Mail - Postage
\$140,139	Office of Telecommunications - Telephone & Telegraph
\$1,367	Office of State Printing - Printing
\$150	Office of State Register - Dues & Subscriptions



### Other Charges (Continued)

Amount	Description
\$2,000	Miscellaneous - Buildings and Grounds; etc.
\$15,000	Governor's Office - Washington Liaison
\$354	Division of Administrative Law for administrative hearings
\$88,750	Support and hosting of online Business Directories for businesses, site locations, and resources for expertise of universities and intellectual property.
<b>\$498,935</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$523,935</b>	<b>TOTAL OTHER CHARGES</b>

### Acquisitions and Major Repairs

Amount	Description
\$106,000	Replacement of computers, software, printers, server, and accessories.
<b>\$106,000</b>	<b>TOTAL ACQUISITIONS AND MAJOR REPAIRS</b>

### Performance Information

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

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

Children's Budget Link: Not Applicable

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

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





## Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
K	Percent of department objectives achieved (LAPAS CODE - 14008)	90%	29%	90%	90%	90%	90%
Recovery efforts due to Hurricanes Katrina and Rita prevented the department from meeting several performance standards as immediate disaster efforts took precedence over normal operations, which were suspended for approximately 6 months. For example, recruitment was initially overcome by recovery activities. Where the department fell short of working normal projects by 24%, more than 2,700 companies were assisted by the department with issues such as re-entry, employee temporary housing, financial assistance, technical assistance and counseling, registering for recovery contracts, etc. The department fully expects to return to previous achievement levels in FY 2006-2007.							
S	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	85%	83%	85%	85%	85%	85%

### 2. (KEY) To ensure quality support services as evidenced by having no repeat audit findings.

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

Children's Budget Link: Not Applicable

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

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

## Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
K	Number of repeat audit findings (LAPAS CODE - 14021)	0	0	0	0	0	0

### 3. (KEY) Take an active role in promoting a fair and equitable business environment by standardizing business permitting processes by June 30, 2010.

Louisiana: Vision 2020 Link: Related to Objective 2.8: To have an equitable tax structure, regulatory climate, and civil justice system conducive to business retention and the creation and growth of innovative companies.

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 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
K	Number of improvements made in business permitting (LAPAS CODE - 20807)	3	1	3	3	3	3

Recovery efforts due to Hurricanes Katrina and Rita prevented the department from meeting several performance standards as immediate disaster efforts took precedence over normal operations, which were suspended for approximately 6 months. For example, recruitment was initially overcome by recovery activities. Where the department fell short of working normal projects by 24%, more than 2,700 companies were assisted by the department with issues such as re-entry, employee temporary housing, financial assistance, technical assistance and counseling, registering for recovery contracts, etc. The department fully expects to return to previous achievement levels in FY 2006-2007.

**4. (KEY) Promote Louisiana as a preferred location to do business by participating in 20 national/international Vision 2020 targeted industry trade shows annually.**

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

Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
K	Number of Vision 2020 targeted industry trade shows participated in (LAPAS CODE - 15565)	20	36	20	20	20	20
S	Number of project selection lists where Louisiana is a preferred location (LAPAS CODE - 20808)	3	3	3	3	3	3



## Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Louisiana per capita income (LAPAS CODE - 14013)	\$ 25,565	\$ 26,312	\$ 27,297	\$ 24,820	\$ Not Available
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
U.S. per capita income (LAPAS CODE - 14014)	\$ 30,804	\$ 31,472	\$ 33,050	\$ 34,586	\$ Not Available
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)	83.0%	83.6%	83.7%	71.8%	Not Available
Louisiana unemployment rate (LAPAS CODE - 14016)	5.9	6.3	5.7	7.1	Not Available
SOURCE: Louisiana Department of Labor. These figures do not include persons not in the labor force by desire and availability for work. The reported figure represents the rate as of December.					
U.S. unemployment rate (LAPAS CODE - 14017)	5.8	6.0	5.5	5.1	Not Available
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.					
Advanced Materials (Companies) (LAPAS CODE - 15567)	517	487	480	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Agriculture/Food/Forestry (Companies) (LAPAS CODE - 15568)	2,181	2,214	2,158	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Biotechnology/Biomedical (Companies) (LAPAS CODE - 15569)	540	550	560	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Durable Goods (Companies) (LAPAS CODE - 15570)	1,218	1,266	1,232	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Energy/Oil & Gas (Companies) (LAPAS CODE - 15571)	3,089	2,962	2,848	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Entertainment (Companies) (LAPAS CODE - 15572)	228	273	210	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					



**Administration General Performance Information (Continued)**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Technology (Companies) (LAPAS CODE - 15573)	2,247	2,235	2,193	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Technology targeted industry currently includes only Information Technology. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Logistics/Transportation (Companies) (LAPAS CODE - 15574)	8,546	8,380	8,202	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Petrochemical/Environmental Technology (Companies) (LAPAS CODE - 15575)	653	639	618	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Non-Specified Manufacturing (Companies) (LAPAS CODE - 20817)	632	679	670	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Total Targeted Industries (Companies) (LAPAS CODE - 15577)	19,851	19,685	19,171	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Total Other (Companies) (LAPAS CODE - 15578)	95,064	95,973	97,151	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Total Other category is largely comprised of the retail industry. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Statewide Total (Companies) (LAPAS CODE - 15579)	114,915	115,658	116,322	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Advanced Materials (Jobs) (LAPAS CODE - 16960)	17,511	14,919	14,349	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Agriculture/Food/Forestry (Jobs) (LAPAS CODE - 16961)	50,955	50,366	44,816	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					



### Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Biotechnology/Biomedical (Jobs) (LAPAS CODE - 16962)	5,569	5,422	4,990	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Durable Goods (Jobs) (LAPAS CODE - 16963)	40,491	39,448	34,414	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Energy/Oil & Gas (Jobs) (LAPAS CODE - 16964)	92,019	89,042	72,528	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Entertainment (Jobs) (LAPAS CODE - 16965)	897	3,068	2,265	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Technology (Jobs) (LAPAS CODE - 16966)	27,981	27,158	23,632	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Technology targeted industry currently includes only Information Technology. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Logistics/Transportation (Jobs) (LAPAS CODE - 16967)	122,779	120,830	106,058	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Petrochemical/Environmental Technology (Jobs) (LAPAS CODE - 16968)	24,051	22,954	18,904	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Non-Specified Manufacturing (Jobs) (LAPAS CODE - 20818)	6,780	6,794	6,481	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Total Targeted Industries (Jobs) (LAPAS CODE - 16970)	389,033	380,001	328,437	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					
Total Other (Jobs) (LAPAS CODE - 16971)	1,439,756	1,411,012	1,243,996	Not Available	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Total Other category is largely comprised of the retail industry. FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.					



## Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Statewide Total (Jobs) (LAPAS CODE - 16972)	1,828,789	1,791,013	1,572,433	Not Available	Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Advanced Materials (Average Wages) (LAPAS CODE - 16973)	\$ 743,170,310	\$ 717,440,361	\$ 762,880,811	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Agriculture/Food/Forestry (Average Wages) (LAPAS CODE - 16974)	\$ 1,685,235,282	\$ 1,697,358,317	\$ 1,744,028,648	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Biotechnology/Biomedical (Average Wages) (LAPAS CODE - 16975)	\$ 192,270,874	\$ 192,290,073	\$ 209,992,763	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Durable Goods (Average Wages) (LAPAS CODE - 16976)	\$ 1,469,196,215	\$ 1,468,855,696	\$ 1,505,097,887	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Energy/Oil & Gas (Average Wages) (LAPAS CODE - 16977)	\$ 4,937,544,893	\$ 4,863,092,548	\$ 4,908,031,657	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					



## Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Entertainment (Average Wages) (LAPAS CODE - 16978)	\$ 23,938,140	\$ 41,998,033	\$ 48,601,737	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Technology (Average Wages) (LAPAS CODE - 16979)	\$ 1,132,925,881	\$ 1,083,408,067	\$ 1,134,460,161	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>The Technology targeted industry currently includes only Information Technology.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Logistics/Transportation (Average Wages) (LAPAS CODE - 16980)	\$ 4,626,690,236	\$ 4,686,797,840	\$ 4,862,226,867	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Petrochemical/Environmental Technology (Average Wages) (LAPAS CODE - 16981)	\$ 1,503,559,148	\$ 1,451,789,531	\$ 1,452,689,590	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Non-Specified Manufacturing (Average Wages) (LAPAS CODE - 20819)	\$ 178,974,558	\$ 187,210,827	\$ 188,271,196	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Total Targeted Industries (Average Wages) (LAPAS CODE - 16983)	\$ 16,493,505,537	\$ 16,390,241,293	\$ 16,786,281,317	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					



**Administration General Performance Information (Continued)**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Total Other (Average Wages) (LAPAS CODE - 16984)	\$ 37,702,377,023	\$ 38,148,645,919	\$ 40,106,150,769	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>The Total Other category is largely comprised of the retail industry.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					
Statewide Total (Average Wages) (LAPAS CODE - 16985)	\$ 54,195,882,560	\$ 54,538,887,212	\$ 56,922,432,086	\$ Not Available	\$ Not Available
<p>SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.</p> <p>For 2002, the average wage of targeted industries is \$42,396 and the average wage of non-targeted industries is \$26,187. For 2003, the average wage of targeted industries is \$43,132 and the average wage of non-targeted industries is \$27,036. For 2004, the average wage of targeted industries was \$51,201 and the average wage of non-targeted industries was \$32,240.</p> <p>FY 2004-2005 figures currently are not available due to business displacement that occurred after Hurricanes Katrina and Rita.</p>					





## 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, by improving capacity through education and training, infrastructure, financial and social capital, and collaboration.

The overall goal of the Office of Business Development is to utilize a targeted industry 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 Program and Business Incentives Program.

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

### Office of Business Development Budget Summary

	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 26,884,116	\$ 35,695,785	\$ 37,427,801	\$ 33,977,428	\$ 28,381,426	\$ (9,046,375)
<b>State General Fund by:</b>						
Total Interagency Transfers	214,740	750,000	49,155,660	1,247,160	1,247,160	(47,908,500)
Fees and Self-generated Revenues	459,573	686,725	699,475	695,595	744,280	44,805
Statutory Dedications	19,241,330	30,366,709	36,556,643	30,048,080	38,643,546	2,086,903
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,627,464	0	3,360,362	500,000	500,000	(2,860,362)
<b>Total Means of Financing</b>	<b>\$ 48,427,223</b>	<b>\$ 67,499,219</b>	<b>\$ 127,199,941</b>	<b>\$ 66,468,263</b>	<b>\$ 69,516,412</b>	<b>\$ (57,683,529)</b>
<b>Expenditures &amp; Request:</b>						
Business Development Program	\$ 38,295,177	\$ 52,591,792	\$ 106,526,022	\$ 51,543,365	\$ 54,344,998	\$ (52,181,024)
Business Incentives Program	10,132,046	14,907,427	20,673,919	14,924,898	15,171,414	(5,502,505)



## Office of Business Development Budget Summary

	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
<b>Total Expenditures &amp; Request</b>	\$ 48,427,223	\$ 67,499,219	\$ 127,199,941	\$ 66,468,263	\$ 69,516,412	\$ (57,683,529)
<b>Authorized Full-Time Equivalents:</b>						
Classified	51	50	51	51	55	4
Unclassified	18	18	21	21	21	0
<b>Total FTEs</b>	69	68	72	72	76	4



## 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 diversify and grow Louisiana's economy by linking business, academia, and government to retain, expand, and attract businesses and to maintain and advance economic development vitality in Louisiana through economic research and technical assistance, greater awareness of and access to funding, technology and international resources, vital business retention and assistance services, and university and government relationships with the business community.

The goals of the Business Development Program are:

- I. To meet or exceed customers' needs or expectations.
- II. To provide quality communication and access to services in order to expand economic development activities.
- III. To coordinate and collaborate with allies to impact activities of common initiatives.
- IV. To improve Louisiana's image nationally and internationally by promoting the state as the place in which to live, work, visit, and do business.
- V. Market Vision 2020 targeted industries to foster recruitment, retention, and expansion of businesses.
- VI. Promote regionalism as an effective economic development tool.

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.
- 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.
- Protection and growth of the state's military presence.
- Economic development research to identify growth potential and maintain competitiveness.
- Communication, advertising, and marketing of the state as a premier location to do business.

The Business Development Program has four business development activities: Community Outreach Services, Business Development Services, Research Services, and Communications and Marketing Service.



- The Community Outreach Services activity works with local economic development organizations, local communities, small businesses, and entrepreneurs to increase their competitiveness in the global economy through asset development, infrastructure development, capacity development, and increased access to technology. The Community Outreach Services activity has four focus areas: Small Business Assistance, Workforce Development, Community Development, and Regional Representatives.
- The Business Development Services activity markets the state nationally and internationally as the premier location to do business. The activity attracts new sustainable business opportunities for the state, focusing on the Vision 2020 targeted industries and the state’s military installations, by combining industry and economic development expertise.
- The Research Services activity measures economic development performance, impacts, and opportunities to identify potential for growth and to monitor the state’s competitiveness in attracting business and industry.
- The Communications and Marketing Services activity maintains a presence for the state in global advertising media and at global marketing opportunities. The activity develops marketing materials for the state’s targeted industries and for directed project proposals.

### Business Development Program Budget Summary

	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 26,884,116	\$ 35,695,785	\$ 37,427,801	\$ 33,977,428	\$ 28,207,031	\$ (9,220,770)
<b>State General Fund by:</b>						
Total Interagency Transfers	214,740	750,000	49,155,660	1,247,160	1,247,160	(47,908,500)
Fees and Self-generated Revenues	80,066	244,395	257,145	244,395	244,395	(12,750)
Statutory Dedications	9,488,791	15,901,612	16,325,054	15,574,382	24,146,412	7,821,358
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,627,464	0	3,360,362	500,000	500,000	(2,860,362)
<b>Total Means of Financing</b>	<b>\$ 38,295,177</b>	<b>\$ 52,591,792</b>	<b>\$ 106,526,022</b>	<b>\$ 51,543,365</b>	<b>\$ 54,344,998</b>	<b>\$ (52,181,024)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 3,345,223	\$ 4,260,630	\$ 4,640,280	\$ 4,936,855	\$ 5,224,656	\$ 584,376
Total Operating Expenses	523,638	750,039	741,389	760,704	1,007,689	266,300
Total Professional Services	4,866,963	5,894,832	6,338,594	5,570,529	5,894,832	(443,762)
Total Other Charges	29,559,353	41,609,637	94,724,105	40,275,277	42,217,821	(52,506,284)
Total Acq&Major Repairs	0	76,654	81,654	0	0	(81,654)
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 38,295,177</b>	<b>\$ 52,591,792</b>	<b>\$ 106,526,022</b>	<b>\$ 51,543,365</b>	<b>\$ 54,344,998</b>	<b>\$ (52,181,024)</b>



## Business Development Program Budget Summary

	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
<b>Authorized Full-Time Equivalents:</b>						
Classified	38	38	40	40	40	0
Unclassified	18	18	21	21	21	0
<b>Total FTEs</b>	<b>56</b>	<b>56</b>	<b>61</b>	<b>61</b>	<b>61</b>	<b>0</b>

## Source of Funding

This program is funded with State General Fund, Fees and Self-generated Revenues, Statutory Dedications, Interagency Transfers, and Federal Funds. 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 2004 Overcollections Fund recreated by Act 639 of the 2006 Regular Session, the Small Business Surety Bonding Fund which was recreated by Act 9 of the 2001 Regular Session, the Marketing Fund based on Act 7 of the 2001 Regular Session, the Rapid Response Fund created by Act 398 of the 2005 Regular Session, and the Louisiana Economic Development (LED) Fund in accordance to Act 34 of the 1991 Regular Session. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8, and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and the Economic Development Award Fund were eliminated and subsequently merged into the Louisiana Economic Development. The Interagency Transfers are Temporary Assistance to Needy Families (TANF) funds from the Department of Social Services and Community Development Block Grant (CDBG) funds from the Office of Community Development. Federal Funds are from an Economic Development Administration (EDA) grant for economic development assistance. (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 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 3,714,391	\$ 517,005	\$ 517,005	\$ 517,005	\$ 8,850,509	\$ 8,333,504
Small Business Surety Bonding Fund	388,701	957,377	981,357	957,377	957,377	(23,980)
Marketing Fund	5,282,886	2,327,230	2,726,692	2,000,000	2,238,526	(488,166)
Rapid Response Fund	102,813	10,000,000	10,000,000	10,000,000	10,000,000	0
2004 Overcollections Fund	0	2,100,000	2,100,000	2,100,000	2,100,000	0



### Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 1,732,016	\$ 53,934,230	5	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 37,427,801	\$ 106,526,022	61	<b>Existing Oper Budget as of 12/01/06</b>
<b>Statewide Major Financial Changes:</b>			
46,606	46,606	0	Annualize Classified State Employee Merits
26,689	26,689	0	Classified State Employees Merit Increases
47,747	47,747	0	State Employee Retirement Rate Adjustment
16,907	16,907	0	Group Insurance for Active Employees
273,513	273,513	0	Salary Base Adjustment
(103,827)	(103,827)	0	Attrition Adjustment
(76,654)	(76,654)	0	Non-Recurring Acquisitions & Major Repairs
(1,732,016)	(5,598,230)	0	Non-recurring Carryforwards
<b>Non-Statewide Major Financial Changes:</b>			
(14,785)	(14,785)	0	This technical adjustment transfers and consolidates all student costs into the Office of the Secretary (Shared Costs Activity) from the Office of Business Development.
1,773,800	1,773,800	0	Funding provided in accordance with the payment of debt service for Union Tank Car.
500,000	500,000	0	Funding provided to the National Center for Advanced Manufacturing (NCAM).
0	(284,901)	0	One time funding from the Marketing Fund balance provided for advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industry sectors and any other services deemed necessary.
88,704	88,704	0	Funding provided for advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industry sectors and any other services deemed necessary.
(327,612)	(327,612)	0	Funding provided in accordance with the payment of debt service for CG Railways, Inc.
375,000	375,000	0	Funding provided for the Louisiana Economic Development Regional Awards and Matching Grant Program. The 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.
77,180	77,180	0	Funding provided for the Life Science Incubator (Wet Lab) facility in New Orleans to align the recommended budget with anticipated expenditure requirements.
(2,227,000)	(2,227,000)	0	Special Legislative Projects
(300,000)	(300,000)	0	Provides funding, from the Economic Development Matching Grant Program, to the Northeast Louisiana Economic Alliance for the Major Project Site Initiative in northern Louisiana.
0	(15,000)	0	Hurricane Recovery funds from Southern University for technical assistance services to small and minority-owned businesses.
0	(47,500,000)	0	Provides \$38M for the Small Firm Recovery Loan Grant Program and \$9.5M for the Technical Assistance to Small Firms Program. Original source of funding is federal funds via Office of Community Development from the Community Development Block Grant (CDBG) for Disaster Recovery.
0	176,160	0	Funding provides a full year's operating cost for the Business Recovery Grant and Loan Program and the Technical Assistance to Small Firms Program. Original source of funding is federal funds via Office of Community Development from the Community Development Block Grant (CDBG) for Disaster Recovery.



## Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
275,000	275,000	0	Increase travel expenditures for economic development purposes of business creation and/or retention.
337,170	337,170	0	Funding provided for the Life Science Incubator (Wet Lab) facility in Baton Rouge to align the recommended budget with anticipated expenditure requirements.
1,000,000	1,000,000	0	Funding provided to New Orleans Cold Storage for transportation drayage due to closure of MRGO.
(8,329,848)	0	0	Means of financing substitution for debt service requirements for the following projects: Northrop Grumman Ship Systems, Union Tank Car, and CG Railway, Inc.
0	(42,329)	0	One time funding provided to the Marketing Education Retail Alliance (MERA) from the Marketing Fund.
0	238,526	0	One time funding from the Marketing Fund balance provided for advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industry sectors and any other services deemed necessary.
(256,509)	(256,509)	0	Funding provided for the Life Science Incubator (Wet Lab) facility in Shreveport to align the recommended budget with anticipated expenditure requirements.
(796,598)	(796,598)	0	Funding provided in accordance with the payment of debt service for Jefferson Facilities, Inc. (UNO/Avondale).
(2,075)	(2,075)	0	Funding provided in accordance with the payment of debt service for Northrop Grumman Ship Systems.
107,838	111,494	0	Pay increase for state employees
\$ 28,207,031	\$ 54,344,998	61	<b>Recommended FY 2007-2008</b>
\$ 0	\$ 997,160	5	<b>Less Hurricane Disaster Recovery Funding</b>
\$ 28,207,031	\$ 53,347,838	56	<b>Base Executive Budget FY 2007-2008</b>
<b>ADDITIONAL FEDERAL AND OTHER FUNDING RELATED TO HURRICANE DISASTER RECOVERY</b>			
0	497,160	5	Funding provides a full year's operating cost for the Business Recovery Grant and Loan Program and the Technical Assistance to Small Firms Program. Original source of funding is federal funds via Office of Community Development from the Community Development Block Grant (CDBG) for Disaster Recovery.
0	500,000	0	Economic Development Administration (EDA) Federal Grant provides support of economic initiatives in response with hurricane recovery assistance. The grant will be used for economic development organizations, technical assistance providers, and business counseling centers to provide assistance to displaced businesses.
\$ 0	\$ 997,160	5	<b>Total ADDITIONAL FEDERAL AND OTHER FUNDING RELATED TO HURRICANE DISASTER RECOVERY</b>
\$ 28,207,031	\$ 54,344,998	61	<b>Grand Total Recommended</b>



## Professional Services

Amount	Description
\$20,000	Legal services provided for representation regarding bond guarantees in the Small Business Bonding Program.
\$121,972	Funds provided for market research in targeted market areas.
\$5,500,000	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industry sectors and any other services deemed necessary.
\$92,860	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.
\$160,000	Representative for Europe - Funding provided for the recruitment of prospective investors from Europe to enhance Louisiana's marketing efforts.
<b>\$5,894,832</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

## Other Charges

Amount	Description
	<b>Other Charges:</b>
\$540,259	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.
\$608,000	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.
\$937,377	Small Business Surety Bonding Program - Supports the Small and Emerging Business Development's effort to provide financial assistance to small businesses to mitigate gaps in the state surety bond market.
\$788,522	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$624,000	Regional Representatives - The state's outreach arm, where regional representatives serve as a conduit to state resources for local development entities and support efforts to create, retain, expand, and recruit industries into the state.
\$900,000	Funding provided for operating expenses of the Gene Therapy Research Consortium located in New Orleans.
\$3,786,020	Funding provided for operating expenses of the Life Science Incubators in Baton Rouge, New Orleans, and Shreveport.
\$74,437	Marketing Education Initiatives - LA Council for Economic Education - Provide administrative services which will facilitate the planning, coordinating, and performance of economic education activities of the state, the Louisiana Council for Economic Education office, and the eight university and college based Centers of Economic Education.
\$675,563	Marketing Education Initiatives - Marketing Education Retail Alliance (MERA) - This program rewards and motivates high school students throughout the state by providing enhanced and/or enriched learning opportunities. This program improves the visibility and understanding of lifetime skills available through marketing education, enhances the linkage between schools in Louisiana, employment opportunities in the international marketing environment, improving the educational experiences available for Louisiana's young people, upgrades technology in Louisiana schools, and promote/encourage National Retail Skills Standards.
\$250,000	Marketing Education Initiatives - District 2 Enhancement Corporation - To facilitate the implementation of the District 2 Fashion Lab which teaches youth and young adults about fashion, retail, and the opportunities available through the fashion industry.
\$175,452	Coordinating Organization Responsibility Authorities (CORA) - Renewal Communities - for economic development programs in distressed rural areas of the state through the Federal Renewal/Communities (RC) Initiative.
\$2,773,791	Louisiana Technology Park - Provides funds for data center services, equipment leases, and operating expenses of the technology park.
\$10,000,000	Funding provided for the Governor's Economic Development Rapid Response Program to provide a rapid response capability for securing economic development opportunities for the state.
\$200,000	Funding to support the retention of military and federal installations in Louisiana. Assist with the development of a strategic plan to gain more missions at existing military and federal installations to create more opportunities for job creation and capital investment. Develop and execute the marketing and advocacy program for the "Federal City" concept, gain new military and federal missions in Louisiana, work with congressional delegation to identify and prioritize Louisiana military and federal installation construction opportunities, seek and expand defense contracts in Louisiana, and other related matters.





## Other Charges (Continued)

Amount	Description
\$6,000,000	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.
\$3,265,735	Funding provided to Jefferson Facilities, Inc. for payment of debt service for public infrastructure at Northrop Grumman Ship Systems. Fiscal Year 2007-2008 represents the fifth year of a 20 year commitment.
\$3,298,500	Funding provided to the England Economic and Industrial Development District for payment of debt service for public infrastructure to construct a manufacturing facility in Alexandria, Louisiana for Union Tank Car. Fiscal Year 2007-2008 represents the third year of a 15 year commitment.
\$1,765,613	Funding provided for payment of debt service associated with improvements (including ship decks, port, and rail upgrades) on the Port of New Orleans property to locate CG Railway, Inc. Fiscal Year 2007-2008 represents the second year of a 10 year commitment.
\$2,100,000	Funding provided for payment of debt service for a Bulk Rice Export Facility.
\$300,000	Louisiana Business Incubation Support - To support a statewide incubator program to create, develop, and mentor small businesses by providing developmental, technical, and operational support to incubators.
\$751,828	Funding provided for the Microenterprise Initiative, funded with Temporary Assistance to Needy Families (TANF) from the Department of Social Services. This initiative's intent is to help prepare citizens of the state to become economically self-sufficient through self-employment by enhancing their access to business capital, technical assistance, and training.
\$500,000	National Center for Advanced Manufacturing (NCAM) - Provides for operational expenses of the NCAM facility and development of new undergraduate and graduate level courses in advanced manufacturing utilizing advanced materials.
\$1,000,000	Funding provided to New Orleans Cold Storage for transportation drayage due to closure of Mississippi River Gulf Outlet (MRGO).
\$500,000	Economic Development Administration (EDA) Federal Grant provides support of economic development initiatives for hurricane recovery activities.
<b>\$41,815,097</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$241,426	LSU A&M - Louisiana Business Technology Center - to match Louisiana businesses with resources of federal lab systems including NASA/Stennis.
\$74,548	Governor's Office of Community Programs - administrative support for the Renewal Community Program/Coordinating Organization Responsibility Authorities (CORA)
\$9,270	Office of State Mail - Postage
\$75,980	Office of Telecommunications - State Telephone Services
\$1,500	Miscellaneous - Buildings and Grounds; etc.
<b>\$402,724</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$42,217,821</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 2007-2008.



### Performance Information

**1. (KEY) To meet or exceed customer expectations as evidenced by achieving an 85% satisfaction (or higher) rating from stakeholders.**

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

Children's Budget Link: Not Applicable

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

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

### Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
		K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	85%	85%	85%	85%

**2. (KEY) To effectively engage in collaborative initiatives and interactions to increase access to small business assistance/business development services, thereby having Louisiana certified small businesses exceed the national 2-year survival rate of small businesses annually.**

Louisiana: Vision 2020 Link: Related to Objective 2.3: To increase the availability of capital for all stages of business development and provide management assistance to emerging businesses. Also related to Objective 2.3: To aggressively encourage and support entrepreneurial activity.

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 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
K	Percentage by which certified companies 2-year survival rate exceeds similar companies (LAPAS CODE - 14399)	10%	31%	10%	10%	10%	10%
The national standard for 2-year survival rate for all companies is 66% according to a 1997 study conducted by the Small Business Administration, Office of Advocacy.							
S	Three-year default rate on small business bond guarantees (LAPAS CODE - 14400)	15%	0	15%	15%	15%	15%
S	Private financing generated by Small Business Development Centers per state dollar invested (LAPAS CODE - 15580)	\$ 15	\$ 91	\$ 15	\$ 15	\$ 50	\$ 50
The performance of the SBDCs over the past several years has consistently been much higher than the performance standard. Therefore, the performance standard is being raised.							

## Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Number of bond guarantees provided (LAPAS CODE - 6984)	3	10	20	3	7
Change in ownership of the program caused delays in FY 2004-2005.					
Amount of bond guarantees provided (LAPAS CODE - 1009)	\$ 279,907	\$ 419,272	\$ 1,147,480	\$ 146,335	\$ 380,083
Change in ownership of the program caused delays in FY 2004-2005.					
Total value of projects guaranteed with small business bonds (LAPAS CODE - 20307)	\$ 1,123,770	\$ 2,655,138	\$ 5,288,405	\$ 667,529	\$ 2,133,708
Change in ownership of the program caused delays in FY 2004-2005.					
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 13,717,661	\$ 17,918,260	\$ 38,521,350	\$ 23,866,431	\$ 20,836,479



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

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	4,297	4,271	4,318	4,017	3,619
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	7,887	9,454	10,899	10,931	7,982
Number of projects involving local development officials by Regional Representatives (LAPAS CODE - 12550)	326	353	466	733	990
Number of collaborations/interactions on projects by Regional Representatives (LAPAS CODE - 12551)	104	148	359	363	696

**3. (SUPPORTING) Manage a dynamic business development program to promote Louisiana entities and recruit investment in Louisiana employees, products, and services.**

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

Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
S	Percent change in dollars spent by on-location filming from FY 2001-2002 level (LAPAS CODE - 14436)	10%	90%	10%	10%	10%	10%
This indicator was formerly reported as a straight dollar amount of on-location filming. It will now be reported as a percent change over the FY 2001-2002 level which was \$110 million.							
S	Dollars generated by music events for each state dollar spent (LAPAS CODE - 14433)	\$ 11	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5



### Performance Indicators (Continued)

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
S	Number of global recruiting missions (LAPAS CODE - 20951)	40	48	40	40	40	50
S	Number of prospect visits to Louisiana (LAPAS CODE - 20952)	50	41	50	50	50	50
S	Percent change in military payroll jobs over prior year (LAPAS CODE - 20953)	0	-8.2%	0	0	0	0

### Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 11.00	\$ 110.00	\$ 89.76	\$ 177.90	\$ 209.00
Number of full-length productions shot in the state (LAPAS CODE - 1314)	2	7	27	28	29
Number of potential film and television projects worked (LAPAS CODE - 15584)	Not Applicable	Not Applicable	291	278	138
This was a new performance indicator in FY 2003-2004.					
Percent of potential projects worked that were shot in Louisiana (LAPAS CODE - 15585)	Not Applicable	Not Applicable	23.4%	14.0%	21.0%
This was a new performance indicator in FY 2003-2004.					
Dollar amount of Prime Military Contract Awards in Louisiana (in billions) (LAPAS CODE - 20989)	\$ 1.7	\$ 1.9	\$ 2.5	\$ Not Available	\$ Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Active duty military personnel at major installations in Louisiana (LAPAS CODE - 20990)	16,459	17,745	17,307	15,953	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Civilian personnel at major installations in Louisiana (LAPAS CODE - 20991)	7,044	6,384	6,544	6,857	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					



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

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Total personnel at major installations in Louisiana (LAPAS CODE - 20992)	23,503	24,129	23,851	22,810	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Total military payroll outlay in Louisiana (in billions) (LAPAS CODE - 20993)	\$ 1.5	\$ 1.6	\$ 1.9	\$ 1.8	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Number of Louisiana companies assisted in exporting (LAPAS CODE - 6998)	340	397	611	710	Not Available
Collaborations with targeted marketing in identifying international business opportunities for Vision 2020 targeted industries (LAPAS CODE - 15409)	Not Applicable	13	87	31	Not Available
This was a new performance indicator in FY 2002-2003.					

**4. (KEY) To improve the state's ranking by at least one economic development national ranking group.**

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

Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
K	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods (LAPAS CODE - 15583)	4	6	1	1	3	3



**5. (KEY) To assist employers to coalesce into Vision 2020 targeted industries by recruiting, retaining, or expanding targeted companies and achieving an 85% satisfaction level among targeted businesses assisted with marketing.**

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

Children's Budget Link: Not Applicable

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

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

### Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
K	Percent of targeted businesses satisfied with marketing assistance (LAPAS CODE - 21050)	85%	Not Available	85%	85%	85%	85%
This was a new performance indicator in FY 2005-2006, therefore, there are no prior year standards or actuals.							
S	Number of economic development projects worked (LAPAS CODE - 21051)	500	379	500	500	500	500
This was a new performance indicator in FY 2005-2006, therefore, there are no prior year standards. However, prior year actual data was available for this activity.							
K	Number of projects resulting in recruitment, retention, and/or expansion of companies (LAPAS CODE - 21052)	103	30	103	103	50	50
This was a new performance indicator in FY 2005-2006, therefore, there are no prior year standards or actuals.							

### Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Advanced Materials (Number of Projects Worked) (LAPAS CODE - 21054)	Not Applicable	Not Applicable	87	69	106
This was a new performance indicator in FY 2003-2004.					
Agriculture/Food/Forestry (Number of Projects Worked) (LAPAS CODE - 21055)	Not Applicable	Not Applicable	182	127	53
This was a new performance indicator in FY 2003-2004.					



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

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Durable Goods (Number of Projects Worked) (LAPAS CODE - 21056)	Not Applicable	Not Applicable	21	9	84
This was a new performance indicator in FY 2003-2004.					
Energy (Number of Projects Worked) (LAPAS CODE - 21057)	Not Applicable	Not Applicable	24	23	52
This was a new performance indicator in FY 2003-2004. The Energy sector now includes two former sectors: Energy, Oil & Gas and Petrochemical.					
Entertainment (Number of Projects Worked) (LAPAS CODE - 21058)	Not Applicable	Not Applicable	74	70	5
This was a new performance indicator in FY 2003-2004.					
Technology (Number of Projects Worked) (LAPAS CODE - 21059)	Not Applicable	Not Applicable	70	7	27
This was a new performance indicator in FY 2003-2004. The Technology sector data previously included only information technology. There were also 3 projects worked previously reported in Biotechnology/Biomedical. The Technology and Logistics Directors departed in FY 2004-2005, these figures represent performance through the first quarter for Technology and through the third quarter for Logistics.					
Logistics/Transportation (Number of Projects Worked) (LAPAS CODE - 21060)	Not Applicable	Not Applicable	60	28	0
This was a new performance indicator in FY 2003-2004. The Technology and Logistics Directors departed in FY 2004-2005, these figures represent performance through the first quarter for Technology and through the third quarter for Logistics. The Logistics/Transportation position was not filled for the entire fiscal year.					





## 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 goals of the Business Incentives Program are:

- I. Provide quality administrative services for resource service products.
- II. Raise awareness of resource service programs and products.
- III. Provide products that meet client needs and streamline business access to resource service products.

The Business Incentives Program administers the Department's business incentives products through the Louisiana Economic Development Corporation (LEDC) and the Board of Commerce and Industry (C&I). The Business Incentives Program has one activity: Business Incentives Services.

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

### Business Incentives Program Budget Summary

	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 0	\$ 0	\$ 0	\$ 0	\$ 174,395	\$ 174,395
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	379,507	442,330	442,330	451,200	499,885	57,555
Statutory Dedications	9,752,539	14,465,097	20,231,589	14,473,698	14,497,134	(5,734,455)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0



## Business Incentives Program Budget Summary

	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
<b>Total Means of Financing</b>	\$ 10,132,046	\$ 14,907,427	\$ 20,673,919	\$ 14,924,898	\$ 15,171,414	\$ (5,502,505)
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 680,113	\$ 735,285	\$ 735,285	\$ 750,191	\$ 983,772	\$ 248,487
Total Operating Expenses	33,128	57,781	57,781	59,168	62,781	5,000
Total Professional Services	8,381	0	0	0	0	0
Total Other Charges	9,408,757	14,114,361	19,880,853	14,115,539	14,114,861	(5,765,992)
Total Acq & Major Repairs	1,667	0	0	0	10,000	10,000
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	\$ 10,132,046	\$ 14,907,427	\$ 20,673,919	\$ 14,924,898	\$ 15,171,414	\$ (5,502,505)
<b>Authorized Full-Time Equivalents:</b>						
Classified	13	12	11	11	15	4
Unclassified	0	0	0	0	0	0
<b>Total FTEs</b>	13	12	11	11	15	4

## Source of Funding

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

## Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2005-2006	Enacted FY 2006-2007	Existing FY 2006-2007	Continuation FY 2007-2008	Recommended FY 2007-2008	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 9,752,539	\$ 14,465,097	\$ 20,231,589	\$ 14,473,698	\$ 14,497,134	\$ (5,734,455)



## Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 5,766,492	(1)	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 0	\$ 20,673,919	11	<b>Existing Oper Budget as of 12/01/06</b>
<b>Statewide Major Financial Changes:</b>			
0	10,246	0	Annualize Classified State Employee Merits
0	13,474	0	Classified State Employees Merit Increases
0	7,068	0	State Employee Retirement Rate Adjustment
0	3,352	0	Group Insurance for Active Employees
0	1,910	0	Group Insurance for Retirees
0	(21,707)	0	Salary Base Adjustment
0	(5,766,492)	0	Non-recurring Carryforwards
<b>Non-Statewide Major Financial Changes:</b>			
0	500	0	CPA Audit services provided to the Louisiana Economic Development Corporation. Increase per the terms of the 3-year approved contract with the Office of the Legislative Auditor and Hannis Bourgeois.
0	52,816	1	Annualize funding for a reinstated Act 194 position in the Business Incentives Program. Funding provided for three Business Development Officer positions in the Business Incentives Program and the information technology related costs associated with these positions. The positions will efficiently accommodate the workload attributed to the incentive programs offered by the state.
174,395	174,395	3	
0	21,933	0	Pay increase for state employees
\$ 174,395	\$ 15,171,414	15	<b>Recommended FY 2007-2008</b>
\$ 0	\$ 0	0	<b>Less Hurricane Disaster Recovery Funding</b>
\$ 174,395	\$ 15,171,414	15	<b>Base Executive Budget FY 2007-2008</b>
\$ 174,395	\$ 15,171,414	15	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
	This program does not have funding for Professional Services for Fiscal Year 2007-2008.

## Other Charges

Amount	Description
	<b>Other Charges:</b>



### Other Charges (Continued)

Amount	Description
\$31,500	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$11,555,077	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.
\$2,500,000	Workforce Development and Training Program - Funding to provide customized workforce training programs to existing and prospective Louisiana businesses as a means of: (1) improving the competitiveness and productivity of Louisiana's workforce and business community, (2) upgrading employee skills for new technologies or production processes, and (3) assisting Louisiana businesses in promoting employment stability.
<b>\$14,086,577</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$10,686	Office of State Mail - Postage
\$12,000	Office of Telecommunications - State Telephone Services
\$5,598	Miscellaneous - LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc.
<b>\$28,284</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$14,114,861</b>	<b>TOTAL OTHER CHARGES</b>

### Acquisitions and Major Repairs

Amount	Description
\$10,000	Funding provided for computers, software, printers, and accessories.
<b>\$10,000</b>	<b>TOTAL ACQUISITIONS AND MAJOR REPAIRS</b>

### Performance Information

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

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

Children's Budget Link: Not Applicable

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

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



## Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
K	Satisfaction level of incentive applicants to the C&I Board (LAPAS CODE - 20341)	90%	90%	90%	90%	90%	90%
K	Satisfaction level of incentive applicants to the LEDC Board (LAPAS CODE - 21077)	90%	86%	90%	90%	90%	90%

### 2. (KEY) Market incentive products so that a 90% satisfaction level is achieved among businesses and communities.

Louisiana: Vision 2020 Link: Related to Objective 2.3: To increase the availability of capital for all stages of business development and provide management assistance to emerging businesses. Also related to Objective 2.3: To aggressively encourage and support entrepreneurial activity.

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 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
K	Percent of participants rating workshops and briefings as informative/ effective (LAPAS CODE - 15587)	90%	100%	90%	90%	90%	90%

### 3. (SUPPORTING) Review at least 80% of all existing business resource products annually to assess effectiveness, and monitor 100% of all contracts to ensure compliance.

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



Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2005-2006	Actual Yearend Performance FY 2005-2006	Performance Standard as Initially Appropriated FY 2006-2007	Existing Performance Standard FY 2006-2007	Performance At Continuation Budget Level FY 2007-2008	Performance At Executive Budget Level FY 2007-2008
S	Percent of business incentives services contracts monitored (LAPAS CODE - 21084)	100%	100%	80%	80%	80%	80%

**Business Incentives Program General Performance Information**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Number of EDAP projects approved and funded (LAPAS CODE - 12570)	8	25	32	6	13
Dollars approved for EDAP projects (LAPAS CODE - 21428)	\$ 3,892,045	\$ 19,473,184	\$ 19,792,069	\$ 4,010,651	\$ 6,836,022
Anticipated number of jobs created by EDAP applicants (LAPAS CODE - 12571)	660	3,610	3,069	1,653	1,241
Anticipated number of jobs retained by EDAP applicants (LAPAS CODE - 21429)	Not Applicable	2,795	2,693	962	268
This was a new performance indicator in FY 2005-2006. However, prior year data was available for FY 2002-2003 and FY 2003-2004.					
Anticipated amount of capital invested by EDAP applicants (LAPAS CODE - 21430)	\$ 116,334,000	\$ 371,201,829	\$ 190,079,460	\$ 42,736,284	\$ 208,827,669
Number of Financial Assistance projects approved and funded (LAPAS CODE - 12579)	28	34	40	9	2
Dollars approved for Financial Assistance projects (LAPAS CODE - 12581)	\$ 14,151,778	\$ 18,281,881	\$ 12,783,762	\$ 845,254	\$ 451,818
Anticipated number of jobs created by Financial Assistance applicants (LAPAS CODE - 12580)	1,171	953	474	114	3
Number of jobs created and number of jobs retained has been reported as a combined figure in past reporting periods. Beginning in FY 2002-2003 the jobs are split into the two categories.					
Anticipated number of jobs retained by Financial Assistance applicants (LAPAS CODE - 21431)	Not Applicable	175	340	1	22
Number of jobs created and number of jobs retained has been reported as a combined figure in past reporting periods. Beginning in FY 2002-2003 the jobs are split into the two categories.					



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

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Anticipated amount of capital invested by Financial Assistance applicants (in millions) (LAPAS CODE - 21432)	\$ Not Applicable	\$ 6.76	\$ 8.90	\$ 1.90	\$ 0.10
This was a new performance indicator in FY 2005-2006. However, prior year data was available for FY 2002-2003 and FY 2003-2004.					
Number of Venture Capital projects approved and funded (out of total FA) (LAPAS CODE - 20431)	0	10	22	21	15
Dollars leveraged on approved funding for Venture Capital projects per state dollar (LAPAS CODE - 20432)	\$ 0	\$ 6.28	\$ 4.50	\$ 38.11	\$ 64.16
Number of Business Incentive projects approved (LAPAS CODE - 12582)	776	636	888	1,135	659
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	13,077	14,560	15,738	21,142	14,738
Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584)	39,160	30,756	34,769	31,834	31,609
Anticipated amount of capital invested by Business Incentive applicants (in billions) (LAPAS CODE - 1036)	\$ 4.1	\$ 5.6	\$ 4.8	\$ 6.6	\$ 12.1
Number of Workforce Development projects approved and funded (LAPAS CODE - 1015)	5	5	6	3	5
Dollars approved and funded for Workforce Development projects (LAPAS CODE - 21433)	\$ 1,670,511	\$ 2,485,910	\$ 2,729,299	\$ 1,279,269	\$ 3,473,890
Number of Louisiana workers trained (LAPAS CODE - 1016)	1,519	800	1,517	905	1,354
Although the cost per trainee appears high during FY 2002-2003, the projects totaled \$61,602,585 in payroll for new jobs by the companies with only a \$2.5 million investment by the state.					
Average cost per trainee (LAPAS CODE - 21434)	\$ 1,099.74	\$ 3,107.39	\$ 1,799.14	\$ 1,413.56	\$ 2,565.65
Although the cost per trainee appears high during FY 2002-2003, the projects totaled \$61,602,585 in payroll for new jobs by the companies with only a \$2.5 million investment by the state.					
Number of jobs retained by applicants through Workforce Development projects (LAPAS CODE - 21436)	Not Applicable	4,058	956	1,914	6,041
This was a new performance indicator in FY 2002-2003.					
Number of new jobs created by applicants through Workforce Development projects (LAPAS CODE - 21435)	Not Applicable	558	794	428	287
This was a new performance indicator in FY 2002-2003.					



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

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006
Amount of capital invested by WFD applicants (LAPAS CODE - 10258)	\$ 37,469,420	\$ 282,874	\$ 508,923,731	\$ 24,050,000	\$ 214,851,887
Two of the contracts in FY 2002-2003, Continental Structural Plastics and Gulf South Scaffolding, were second phases of training in multi-phase projects. There were new trainees for this reporting period for these companies (183), but the new capital investment for the entire projects were counted during a prior reporting period.					
Average salary of workers trained through WFD projects (LAPAS CODE - 21437)	\$ 26,825.08	\$ 28,957.41	\$ 40,560.08	\$ 35,573.00	\$ 33,411.51
Average hourly wage rate increase of workers trained over FY 2000-2001 (LAPAS CODE - 12578)	48.3%	60.0%	124.0%	97.0%	84.7%
Average salary of workers trained was formerly reported as a percent increase over FY 2000-2001 salaries of workers trained. This was a new performance indicator in FY 2001-2002.					

