

Department of Economic Development



Department Description

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

The goals of the Department of Economic Development are:

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

Department strategies to position Louisiana for a brighter economic future:

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

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

For additional information, see:

[Department of Economic Development](#)

Department of Economic Development Budget Summary

	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 13,312,547	\$ 15,073,886	\$ 15,249,014	\$ 16,112,220	\$ 15,603,576	\$ 354,562
State General Fund by:						
Total Interagency Transfers	841,438	0	1,150,793	0	0	(1,150,793)
Fees and Self-generated Revenues	2,198,115	3,464,585	3,710,281	5,370,581	3,509,272	(201,009)
Statutory Dedications	19,386,854	19,400,241	26,494,412	19,816,686	29,666,033	3,171,621
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,990,634	4,739,367	12,074,982	200,000	200,000	(11,874,982)
Total Means of Financing	\$ 37,729,588	\$ 42,678,079	\$ 58,679,482	\$ 41,499,487	\$ 48,978,881	\$ (9,700,601)
Expenditures & Request:						
Office of the Secretary	\$ 12,407,386	\$ 15,918,850	\$ 20,561,931	\$ 16,158,795	\$ 15,643,441	\$ (4,918,490)
Office of Business Development	25,322,202	26,759,229	38,117,551	25,340,692	33,335,440	(4,782,111)
Total Expenditures & Request	\$ 37,729,588	\$ 42,678,079	\$ 58,679,482	\$ 41,499,487	\$ 48,978,881	\$ (9,700,601)
Authorized Full-Time Equivalents:						
Classified	66	66	66	66	64	(2)
Unclassified	56	51	53	53	50	(3)
Total FTEs	122	117	119	119	114	(5)



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 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 3,714,384	\$ 5,741,287	\$ 5,766,375	\$ 5,893,935	\$ 5,195,760	\$ (570,615)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	604,509	638,495	638,495	656,243	682,761	44,266
Statutory Dedications	8,088,493	9,539,068	14,157,061	9,608,617	9,764,920	(4,392,141)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 12,407,386	\$ 15,918,850	\$ 20,561,931	\$ 16,158,795	\$ 15,643,441	\$ (4,918,490)
Expenditures & Request:						
Administration	\$ 12,407,386	\$ 15,918,850	\$ 20,561,931	\$ 16,158,795	\$ 15,643,441	\$ (4,918,490)
Total Expenditures & Request	\$ 12,407,386	\$ 15,918,850	\$ 20,561,931	\$ 16,158,795	\$ 15,643,441	\$ (4,918,490)
Authorized Full-Time Equivalents:						
Classified	25	24	24	24	23	(1)
Unclassified	13	13	13	13	11	(2)
Total FTEs	38	37	37	37	34	(3)



251_1000 — Administration

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

Program Description

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

The goals of the Executive and Administration Program are:

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

For additional information, see:

[Administration](#)

Administration Budget Summary

	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 3,714,384	\$ 5,741,287	\$ 5,766,375	\$ 5,893,935	\$ 5,195,760	\$ (570,615)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	604,509	638,495	638,495	656,243	682,761	44,266
Statutory Dedications	8,088,493	9,539,068	14,157,061	9,608,617	9,764,920	(4,392,141)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0



Administration Budget Summary

	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Total Means of Financing	\$ 12,407,386	\$ 15,918,850	\$ 20,561,931	\$ 16,158,795	\$ 15,643,441	\$ (4,918,490)
Expenditures & Request:						
Personal Services	\$ 4,553,513	\$ 4,556,483	\$ 4,502,903	\$ 4,697,316	\$ 4,765,248	\$ 262,345
Total Operating Expenses	1,048,053	1,194,872	1,194,872	1,194,872	662,002	(532,870)
Total Professional Services	592,881	668,103	933,980	908,892	513,892	(420,088)
Total Other Charges	6,056,657	9,499,392	13,930,176	9,275,655	9,702,299	(4,227,877)
Total Acq & Major Repairs	156,282	0	0	82,060	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 12,407,386	\$ 15,918,850	\$ 20,561,931	\$ 16,158,795	\$ 15,643,441	\$ (4,918,490)
Authorized Full-Time Equivalents:						
Classified	25	24	24	24	23	(1)
Unclassified	13	13	13	13	11	(2)
Total FTEs	38	37	37	37	34	(3)

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 and from the Accent Corporate Center. The Statutory Dedications are derived from the Louisiana Economic Development Fund (R.S. 51:2315) (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of the statutory dedicated fund).

Administration Statutory Dedications

Fund	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	7,605,924	9,539,068	12,639,631	9,608,617	9,764,920	(2,874,711)
Rapid Response Fund	482,569	0	1,517,430	0	0	(1,517,430)



Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 25,088	\$ 4,643,081	0	Mid-Year Adjustments (BA-7s):
\$ 5,766,375	\$ 20,561,931	37	Existing Oper Budget as of 12/01/13
Statewide Major Financial Changes:			
33,790	61,330	0	Classified State Employees Performance Adjustment
304	553	0	Civil Service Training Series
91,803	166,618	0	Louisiana State Employees' Retirement System Rate Adjustment
0	35,116	0	Louisiana State Employees' Retirement System Base Adjustment
5,653	9,323	0	Group Insurance Rate Adjustment for Active Employees
9,686	15,975	0	Group Insurance Rate Adjustment for Retirees
0	12,448	0	Group Insurance Base Adjustment
0	11,944	0	Group Insurance Base Adjustment for Retirees
185,771	337,156	0	Salary Base Adjustment
(52,176)	(94,697)	0	Attrition Adjustment
(25,088)	(4,643,081)	0	Non-recurring Carryforwards
(22,706)	(22,706)	0	Risk Management
(73,726)	(73,726)	0	Legislative Auditor Fees
(30)	(30)	0	Capitol Park Security
70,415	70,415	0	Capitol Police
252	252	0	UPS Fees
1,265	1,265	0	Civil Service Fees
(11,998)	(11,998)	0	Office of Computing Services Fees
Non-Statewide Major Financial Changes:			
(122,700)	(133,517)	(1)	Annualization of Executive Order BJ 14-1 Hiring Freeze
(661,130)	(661,130)	(2)	IT Consolidation with the Office of Technology Services
\$ 5,195,760	\$ 15,643,441	34	Recommended FY 2014-2015
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 5,195,760	\$ 15,643,441	34	Base Executive Budget FY 2014-2015
\$ 5,195,760	\$ 15,643,441	34	Grand Total Recommended

Professional Services

Amount	Description
\$138,892	Provide legal services in personnel related matters.



Professional Services (Continued)

Amount	Description
\$375,000	FastStart - Legal, advertising, promotion and marketing services.
\$513,892	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$1,445,979	State Economic Competitiveness- Funding for state economic competitiveness benchmarking, planning and research initiative. This initiative will focus on economic development strategy and planning by benchmarking state public policies (business taxes, incentives, workforce programs, worker's compensation, etc.).
\$6,935,000	Fast Start Program provides a turnkey employee training and delivery solution for new and expanding facilities.
\$10,000	Special Marketing - funds are used for escorting prospects, group activities, special marketing events and activities to promote economic activity and stimulate interest in LA as a business location.
\$8,390,979	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$9,690	Civil Service Fees
\$2,300	Uniform Payroll System (UPS)
\$49,127	DPS - Security of Capitol Annex
\$70,145	Capitol Police
\$207,650	Office of Risk Management
\$22,253	Office of Computing Services - State Email Services
\$14,294	Office of State Mail - Postage
\$191,907	Office of Telecommunications - Telephone & Telegraph
\$1,389	Office of State Printing - Printing
\$152	Office of State Register - Dues & Subscriptions
\$426,644	Division of Administration - Office of Technology Services
\$315,769	Maintenance in State-Owned Buildings
\$1,311,320	SUB-TOTAL INTERAGENCY TRANSFERS
\$9,702,299	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2014-2015.



Performance Information

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K	Number of major economic development project announcements (LAPAS CODE - 23429)	30	59	35	35	35	35
K	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	75.0%	89.7%	80.0%	80.0%	80.0%	80.0%

Administration General Performance Information

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	
Louisiana per capita income (LAPAS CODE - 14013)	\$ 36,271	\$ 36,091	\$ 37,632	\$ 38,578	\$ 39,413	
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business						
U.S. per capita income (LAPAS CODE - 14014)	\$ 39,751	\$ 40,166	\$ 39,635	\$ 41,663	\$ 42,693	
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)	91.3%	89.9%	94.9%	92.6%	92.3%	
Louisiana unemployment rate (LAPAS CODE - 14016)	5.9	7.3	7.7	7.3	5.5	
SOURCE: Louisiana Department of Workforce Development. These figures do not include persons not in the labor force by desire and availability for work. The reported figure represents the rate as of December.						
U.S. unemployment rate (LAPAS CODE - 14017)	5.8	9.3	9.6	9.1	7.8	
SOURCE: U.S. Department of Labor, Bureau of Labor Statistics. Does not include persons not in the labor force by desire and availability for work. The reported figure represents the annual average.						



Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013
Louisiana employment (number of jobs) (LAPAS CODE - 22860)	1,903,858	1,844,217	1,849,725	1,834,338	1,888,581
SOURCE: Louisiana Department of Workforce Development. Represents jobs reported by employers subject to the Louisiana Employment Security Law. Figures represent fourth quarter average by year.					
State ranking for value of exports (based upon zip codes of origin) (LAPAS CODE - 22861)	17	20	11	11	7
SOURCE: U.S. Census Bureau, Foreign Trade Statistics (no comprehensive zip code of origin data available prior to 2006).					

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l Performance Indicator Name	Performance Indicator Values					
	Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K Number of major state competitiveness improvements identified (LAPAS CODE - 22909)	10	17	10	10	10	10



Performance Indicators (Continued)

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K	Number of major state competitiveness improvements implemented (LAPAS CODE - 22910)	5	3	5	5	5	5
K	Number of significant improvements made for business and government interactions (e.g. permitting, business incentives, filings) (LAPAS CODE - 20807)	3	3	3	3	3	3
S	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods or with a high state ranking for rankings not published in previous periods. (LAPAS CODE - 15583)	5	6	5	5	5	5
S	Percentage of readers of the Economic Development Quarterly (EQ) who believe progress is being made with the business climate in Louisiana (LAPAS CODE - 22866)	90%	96%	90%	90%	90%	90%

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

Children's Budget Link: Not Applicable

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

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



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K	Number of employees trained (LAPAS CODE - 1016)	5,000	5,825	2,500	2,500	3,000	3,000
K	New jobs associated (LAPAS CODE - 21435)	2,000	4,691	2,500	2,500	3,000	3,000

Administration General Performance Information

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	
Number of projects (LAPAS CODE - 1015)	6	21	23	33	19	
Includes only Entertainment Workforce. Louisiana Fast Start figures were reported beginning in FY 2009-2010.						
Capital investment associated (LAPAS CODE - 10258)	\$ 1,871,631	\$ 933,000,000	\$ 697,900,000	\$ 11,308,100,000	\$ 1,898,732,000	
Includes only Entertainment Workforce. Louisiana Fast Start figures were reported beginning in FY 2009-2010.						
Retained jobs associated (LAPAS CODE - 21436)	1,382	3,799	1,146	5,701	3,422	
Includes only Entertainment Workforce. Louisiana Fast Start figures were reported beginning in FY 2009-2010.						



05-252 — Office of Business Development

Agency Description

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

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

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

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

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

Office of Business Development Budget Summary

	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 9,598,163	\$ 9,332,599	\$ 9,482,639	\$ 10,218,285	\$ 10,407,816	\$ 925,177
State General Fund by:						
Total Interagency Transfers	841,438	0	1,150,793	0	0	(1,150,793)
Fees and Self-generated Revenues	1,593,606	2,826,090	3,071,786	4,714,338	2,826,511	(245,275)
Statutory Dedications	11,298,361	9,861,173	12,337,351	10,208,069	19,901,113	7,563,762
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,990,634	4,739,367	12,074,982	200,000	200,000	(11,874,982)
Total Means of Financing	\$ 25,322,202	\$ 26,759,229	\$ 38,117,551	\$ 25,340,692	\$ 33,335,440	\$ (4,782,111)
Expenditures & Request:						
Business Development Program	\$ 22,858,689	\$ 20,516,039	\$ 25,543,794	\$ 23,500,727	\$ 31,446,928	\$ 5,903,134
Business Incentives Program	2,463,513	6,243,190	12,573,757	1,839,965	1,888,512	(10,685,245)
Total Expenditures & Request	\$ 25,322,202	\$ 26,759,229	\$ 38,117,551	\$ 25,340,692	\$ 33,335,440	\$ (4,782,111)



Office of Business Development Budget Summary

	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Authorized Full-Time Equivalents:						
Classified	41	42	42	42	41	(1)
Unclassified	43	38	40	40	39	(1)
Total FTEs	84	80	82	82	80	(2)



252_1000 — Business Development Program

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

Program Description

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

The goals of the Business Development Program are:

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

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

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



For additional information, see:

[Business Development Program](#)

Business Development Program Budget Summary

	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 9,497,099	\$ 9,332,599	\$ 9,482,639	\$ 10,218,285	\$ 10,407,816	\$ 925,177
State General Fund by:						
Total Interagency Transfers	841,438	0	1,150,793	0	0	(1,150,793)
Fees and Self-generated Revenues	940,060	1,739,977	1,978,894	3,677,740	1,768,002	(210,892)
Statutory Dedications	10,793,716	9,183,371	11,645,597	9,404,702	19,071,110	7,425,513
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	786,376	260,092	1,285,871	200,000	200,000	(1,085,871)
Total Means of Financing	\$ 22,858,689	\$ 20,516,039	\$ 25,543,794	\$ 23,500,727	\$ 31,446,928	\$ 5,903,134
Expenditures & Request:						
Personal Services	\$ 6,689,648	\$ 6,634,618	\$ 6,601,102	\$ 6,783,749	\$ 7,052,512	\$ 451,410
Total Operating Expenses	1,326,604	2,040,306	1,866,053	1,860,165	1,860,165	(5,888)
Total Professional Services	5,574,089	5,922,936	6,375,003	5,692,076	5,692,076	(682,927)
Total Other Charges	9,268,348	5,918,179	10,701,636	9,164,737	16,842,175	6,140,539
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 22,858,689	\$ 20,516,039	\$ 25,543,794	\$ 23,500,727	\$ 31,446,928	\$ 5,903,134
Authorized Full-Time Equivalents:						
Classified	27	28	28	28	27	(1)
Unclassified	43	38	40	40	39	(1)
Total FTEs	70	66	68	68	66	(2)



Source of Funding

This program is funded with State General Fund, Fees and Self-Generated Revenues, Statutory Dedications 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 and from the Accent Corporate Center. The Statutory Dedications are from the Marketing Fund (R.S. 47:318), the Entertainment Promotion and Marketing Fund (R.S. 47:6007), the Rapid Response Fund (R.S. 51:2361) and the Louisiana Economic Development (LED) Fund (R.S. 51:2315)(Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund). Federal Funds are from the Department of Commerce Economic Development Administration.

Business Development Program Statutory Dedications

Fund	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 8,020,371	\$ 7,683,371	\$ 10,128,942	\$ 6,904,702	\$ 6,771,110	\$ (3,357,832)
Small Business Surety Bonding Fund	193,617	100,000	100,000	100,000	0	(100,000)
Entertainment Promotion and Marketing Fund	328,223	300,000	316,655	300,000	300,000	(16,655)
Louisiana Filmmakers Grant Fund	61,831	100,000	100,000	100,000	0	(100,000)
Marketing Fund	1,999,855	1,000,000	1,000,000	2,000,000	2,000,000	1,000,000
Rapid Response Fund	0	0	0	0	10,000,000	10,000,000
Overcollections Fund	189,819	0	0	0	0	0

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 150,040	\$ 5,027,755	2	Mid-Year Adjustments (BA-7s):
\$ 9,482,639	\$ 25,543,794	68	Existing Oper Budget as of 12/01/13
Statewide Major Financial Changes:			
44,198	55,248	0	Classified State Employees Performance Adjustment
9,649	12,061	0	Civil Service Training Series
200,333	250,423	0	Louisiana State Employees' Retirement System Rate Adjustment
0	17,345	0	Louisiana State Employees' Retirement System Base Adjustment
17,724	20,312	0	Group Insurance Rate Adjustment for Active Employees
0	5,725	0	Group Insurance Base Adjustment
355,065	443,842	0	Salary Base Adjustment
(118,265)	(147,835)	0	Attrition Adjustment
(150,040)	(4,427,755)	0	Non-recurring Carryforwards
18,339	18,339	0	Risk Management



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
386	386	0	UPS Fees
1,706	1,706	0	Civil Service Fees
Non-Statewide Major Financial Changes:			
0	0	0	Replace Statutory Dedications from the Louisiana Economic Development Fund with Statutory Dedications from the Marketing Fund for advertising, promotion and marketing.
0	(100,000)	0	Non-recr funding for the Small Business Bonding Program from Statutory Dedications from the Small Business Surety Bonding Fund.
719,140	719,140	0	Transfer funding for the New Orleans Web Lab from agency 20-931 LED Debt Service/ State Commitments.
0	(400,000)	0	Adjust funding for the Louisiana's Master Plan for International Commerce to the level of support needed for FY15 of \$200,000.
0	(260,092)	0	Non-recr Federal Funds from the Small Business Administration for the State Trade and Export Promotion Program (STEP).
0	(100,000)	0	Non-recr Statutory Dedications from the Louisiana Filmmakers Grant Fund used to award grants to filmmakers domiciled in Louisiana.
0	10,000,000	0	Transfer funding for the Rapid Response Fund to agency 05-252 Office of the Business Development, Business Development Program.
(173,058)	(205,711)	(2)	Annualization of Executive Order BJ 14-1 Hiring Freeze
\$ 10,407,816	\$ 31,446,928	66	Recommended FY 2014-2015
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 10,407,816	\$ 31,446,928	66	Base Executive Budget FY 2014-2015
\$ 10,407,816	\$ 31,446,928	66	Grand Total Recommended

Professional Services

Amount	Description
\$4,888,244	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industries.
\$329,500	Foreign Representatives - To promote trade and investment opportunities for Louisiana through foreign representative consultants to coordinate meetings with appropriate corporate decision makers in foreign countries.
\$19,832	Funds provided for the entertainment industry for legal services, website services, location managers, promotion and marketing, and other services deemed necessary.
\$264,000	Participations with economic development organizations, local governments, etc. for joint economic related activities.
\$500	Funding is provided for mission specific foreign trade missions, etc. and for any other services deemed necessary.
\$190,000	Funds provided for promoting and marketing of Louisiana's entertainment industry, including but not limited to development of the Louisiana Entertainment website and other traditional marketing materials used to execute its marketing plan.
\$5,692,076	TOTAL PROFESSIONAL SERVICES



Other Charges

Amount	Description
	Other Charges:
\$800,000	Small and Emerging Business Development - Technical assistance to provide funds for assisting certified small and emerging businesses by providing managerial and/or developmental assistance and technical assistance which includes entrepreneurial training and other specialized assistance to businesses. Funds will be provided for technical assistance through service providers.
\$1,000,000	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$719,140	Funding provided for operating expenses of the Life Science Incubator in New Orleans (Wet Lab).
\$1,360,000	Louisiana Economic Development Regional Awards and Matching Grant Program - provides assistance to eligible economic development organizations in their comprehensive and strategic marketing and/or recruitment plans for towns, cities, parishes and regions as a site for new and/or expanded business development (Tier 1).
\$200,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.
\$450,000	Funding provided for Project Specific Site Preparation/Evaluation. Funding will be utilized for site selection consultant's request on site specific information and proposals such as title searches, wetland delineations, soil evaluation, archeological evaluations, transportation assessments, land surveys, environmental assessments and other.
\$497,800	Special Marketing - funds are used for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in LA as a business location.
\$10,000,000	Funding provided for the Economic Development Rapid Response Program to provide for industrial or business development projects that promote cluster economic development and that require state assistance to create or retain jobs.
\$146,420	Office of International Commerce
\$74,437	Marketing Education Initiatives - LA Council for Economic Education - Provide administrative services which will facilitate the planning, coordinating and performance of economic education activities of the state, the Louisiana Council for Economic Education office, and the eight university and college based Centers of Economic Education.
\$675,563	Marketing Education Initiatives - Marketing Education Retail Alliance (MERA) - This program rewards and motivates high school students throughout the state by providing enhanced and/or enriched learning opportunities. This program improves the visibility and understanding of lifetime skills available through marketing education, enhances the linkage between schools in Louisiana, employment opportunities in the international marketing environment, improving the educational experiences available for Louisiana's young people, upgrades technology in Louisiana schools, and promote/encourage National Retail Skills Standards.
\$250,000	Marketing Education Initiatives - District 2 Enhancement Corporation - To organize, create and operate the New Orleans Customer Skills Center - East, to recruit and prepare individuals for long-term careers wherein strong customer skills are a requirement; assisting both employers and potential employees by providing both with a central point for meeting their employment needs.
\$110,000	Entertainment Promotion and Marketing - Funds are used for meetings with prospects, group activities and special events, and activities to promote entertainment activity and stimulate interest in LA as a business location.
\$16,283,360	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$341,426	LSU A&M - Louisiana Business Technology Center - to match Louisiana businesses with resources of federal lab systems including NASA/Stennis and NASA/Michoud.
\$85,850	Risk Management Fees
\$3,975	UPS Fees
\$12,949	Civil Service Fees
\$97,350	Office of Telecommunications - State Telephone Services
\$17,265	Miscellaneous - Rental, printing, postage, miscellaneous, etc.
\$558,815	SUB-TOTAL INTERAGENCY TRANSFERS
\$16,842,175	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2014-2015.

Performance Information

1. (KEY) Through the Small Business and Community Services activity, to improve Louisiana's community competitiveness by certifying at least 16 new sites annually.

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K	Number of newly certified sites (LAPAS CODE - 22862)	15	12	15	15	16	16
	Commercial property owners were preparing their sites for certification last fiscal year, a long process that can easily take 6 months. As a result LED expects more certified sites during this fiscal year. As more land and property owners understand the benefit of having a certified site and start preparing their sites for certification, LED expects a robust number of sites to be certified in coming years.						
S	Three-year default rate on small business bond guarantees (LAPAS CODE - 14400)	15%	0	15%	15%	15%	15%
S	Private financing generated by Small Business Development Centers per state dollar invested (LAPAS CODE - 15580)	\$ 50.00	\$ 15.75	\$ 25.00	\$ 25.00	\$ 20.00	\$ 20.00
S	Number of targeted improvements initiated for small businesses and entrepreneurs (LAPAS CODE - 22863)	4	4	4	4	4	4



Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013
Percentage by which assisted certified companies 2-year survival rate exceeds similar companies (LAPAS CODE - 14399)	10.6%	9.0%	13.0%	14.9%	16.2%
The national standard for 2-year survival rate for all companies is 66% according to the Small Business Administration, Office of Advocacy.					
Number of bond guarantees provided (LAPAS CODE - 6984)	19	22	1	4	5
The program did not get additional funding and had to wait for bonding capacity to return from ongoing projects.					
Amount of bond guarantees provided (LAPAS CODE - 1009)	\$ 1,748,000	\$ 2,635,820	\$ 50,000	\$ 200,000	\$ 182,939
The program did not get additional funding and had to wait for bonding capacity to return from ongoing projects.					
Total value of projects guaranteed with small business bonds (LAPAS CODE - 20307)	\$ 7,383,000	\$ 12,717,542	\$ 567,000	\$ 1,583,860	\$ 1,157,455
The program did not get additional funding and had to wait for bonding capacity to return from ongoing projects.					
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 37,951,454	\$ 29,424,768	\$ 39,697,549	\$ 33,023,127	\$ 31,782,069
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	4,413	5,008	3,362	7,984	7,122
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	7,902	6,874	7,422	8,107	6,186
Number of consultations with local development officials by Regional Representatives (LAPAS CODE - 12550)	1,104	1,243	509	380	0
Number of business collaborations/interactions by Regional Representatives (LAPAS CODE - 12551)	648	516	281	180	0

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

Children's Budget Link: Not Applicable

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

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



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K	Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864)	500	718	500	500	500	500

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	85.00%	100.00%	85.00%	85.00%	85.00%	85.00%

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

Children's Budget Link: Not Applicable

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

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



Performance Indicators

L e v e l	Performance Indicator Name	Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Indicator Values			
				Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K	Number of major economic development prospects added (LAPAS CODE - 21051)	200	427	250	250	250	250

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013
Number of recruitment prospects -pipeline (LAPAS CODE - 22867)	148	138	195	281	356
Capital investment associated (recruitment) - pipeline (In billions) (LAPAS CODE - 22868)	\$ 9	\$ 21	\$ 11	\$ 30	\$ 49
Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869)	30,272	25,443	29,672	45,664	39,848
Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870)	64	67	80	71	71
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871)	\$ 7	\$ 4	\$ 11	\$ 63	\$ 7
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872)	4,403	5,600	7,380	5,655	4,192
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873)	15,146	12,734	18,101	22,982	21,051
Statewide capital investment - pipeline (in billions) (LAPAS CODE - 22874)	\$ 16	\$ 24	\$ 22	\$ 47	\$ 56
Statewide jobs (new and retained) - pipeline (LAPAS CODE - 23433)	49,821	43,777	55,153	74,301	62,951
Agriculture/Food/Forestry - pipeline (LAPAS CODE - 22876)	28	42	16	22	26
Durable Goods - pipeline (LAPAS CODE - 22877)	60	47	67	96	101
Energy/Petrochemical - pipeline (LAPAS CODE - 22878)	43	38	68	72	108
Logistics/Transportation - pipeline (LAPAS CODE - 22879)	9	6	8	11	12
Federal - pipeline (LAPAS CODE - 22880)	1	1	2	3	0
Technology (Including Digital Media) - pipeline (LAPAS CODE - 22881)	17	50	105	125	139
Other - pipeline (LAPAS CODE - 22882)	54	21	9	20	41
Now includes historical data for Advanced Materials.					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013
Number of recruitment projects - announced. (LAPAS CODE - 22883)	11	22	19	21	59
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884)	\$ 1	\$ 1	\$ 4	\$ 2	\$ 8
Jobs associated (new recruitment) - announced (LAPAS CODE - 22885)	3,830	1,128	3,037	3,931	5,858
Number of expansion and retention projects - announced (LAPAS CODE - 22886)	24	13	35	40	31
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887)	\$ 2	\$ 1	\$ 2	\$ 16	\$ 13
Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888)	6,919	2,258	3,956	3,696	2,287
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889)	10,662	8,122	10,876	12,208	9,589
Statewide capital investment - announced (in billions) (LAPAS CODE - 22890)	\$ 3.15	\$ 2.06	\$ 6.45	\$ 27.27	\$ 15.27
Statewide jobs (new and retained) - announced (LAPAS CODE - 22891)	21,411	11,508	17,905	19,835	17,734
Agriculture/Food/Forestry - announced (LAPAS CODE - 22893)	2	9	5	7	5
Durable Goods - announced (LAPAS CODE - 22894)	9	5	18	19	12
Energy/Petrochemical -announced (LAPAS CODE - 22895)	7	9	13	21	25
Logistics/Transportation - announced (LAPAS CODE - 22896)	Not Applicable	1	5	1	3
Federal -announced (LAPAS CODE - 22897)	3	Not Applicable	0	1	1
Technology (including Digital Media) - announced (LAPAS CODE - 22898)	7	9	11	8	8
Other - announced (LAPAS CODE - 22899)	7	2	2	4	5
Now includes historical data for Advanced Materials.					
Number of Rapid Response projects approved and funded (LAPAS CODE - 22902)	7	7	5	5	3
Dollars approved for Rapid Response projects (LAPAS CODE - 22903)	\$ 21,518,000	\$ 21,871,900	\$ 9,287,782	\$ 14,308,308	\$ 19,250,000

The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response fund.

The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013
Anticipated number of jobs created by Rapid Response applicants (LAPAS CODE - 22904)	823	792	1,706	1,316	932
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Anticipated number of jobs retained by Rapid Response applicants (LAPAS CODE - 22905)	105	3,631	30	237	81
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response fund.					
Anticipated amount of capital invested by Rapid Response applicants (in millions) (LAPAS CODE - 22906)	\$ 53.00	\$ 247.60	\$ 95.20	\$ 50.30	\$ 1,461.00
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in leveraging the Mega Fund vs. Rapid Response fund.					
Anticipated payroll associated with Rapid response applicants (in millions) (LAPAS CODE - 22907)	\$ 43.29	\$ 52.58	\$ 49.00	\$ 75.16	\$ 52.10
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund. This figure represents a sum of the average annual payroll for each project.					

5. (KEY) Through the Entertainment Industry Development activity, to lead business recruitment in the entertainment industry by generating at least \$375 million in Louisiana spending on certified film and television, digital media, sound recording, and live performance projects.

Children's Budget Link: Not Applicable

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

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



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K	Estimated amount of dollars generated in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - 23434)	\$ 500	\$ 1,158	\$ 375	\$ 375	\$ 375	\$ 375

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013
Number of incentive applications received (LAPAS CODE - 22900)	79	243	228	307	273
Program rules were in place for Digital Interactive Media and Live Performance programs in FY 2009-2010.					
Number of full-length productions shot in the state (LAPAS CODE - 1314)	60	105	116	140	122
Estimated amount of tax credits (in millions) (LAPAS CODE - 22901)	\$ 91	\$ 150	\$ 244	\$ 143	\$ 364
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 342.00	\$ 287.00	\$ 412.00	\$ 447.70	\$ 1,120.00



252_2000 — Business Incentives Program

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

Program Description

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

The goal of the Business Incentives Program is:

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

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

For additional information, see:

Business Incentives Program

Business Incentives Program Budget Summary

	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 101,064	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	653,546	1,086,113	1,092,892	1,036,598	1,058,509	(34,383)
Statutory Dedications	504,645	677,802	691,754	803,367	830,003	138,249
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,204,258	4,479,275	10,789,111	0	0	(10,789,111)
Total Means of Financing	\$ 2,463,513	\$ 6,243,190	\$ 12,573,757	\$ 1,839,965	\$ 1,888,512	\$ (10,685,245)
Expenditures & Request:						
Personal Services	\$ 1,118,976	\$ 1,091,225	\$ 1,091,225	\$ 1,164,775	\$ 1,213,322	\$ 122,097



Business Incentives Program Budget Summary

	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Total Operating Expenses	54,951	110,292	110,292	110,292	110,292	0
Total Professional Services	1,221	307,500	324,279	317,500	317,500	(6,779)
Total Other Charges	1,288,365	4,734,173	11,047,961	247,398	247,398	(10,800,563)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 2,463,513	\$ 6,243,190	\$ 12,573,757	\$ 1,839,965	\$ 1,888,512	\$ (10,685,245)
Authorized Full-Time Equivalents:						
Classified	14	14	14	14	14	0
Unclassified	0	0	0	0	0	0
Total FTEs	14	14	14	14	14	0

Source of Funding

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

Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2012-2013	Enacted FY 2013-2014	Existing Oper Budget as of 12/01/13	Continuation FY 2014-2015	Recommended FY 2014-2015	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 504,645	\$ 677,802	\$ 691,754	\$ 803,367	\$ 830,003	\$ 138,249

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 6,330,567	0	Mid-Year Adjustments (BA-7s):
\$ 0	\$ 12,573,757	14	Existing Oper Budget as of 12/01/13
Statewide Major Financial Changes:			
\$ 0	\$ 33,328	0	Classified State Employees Performance Adjustment
\$ 0	\$ 598	0	Civil Service Training Series
\$ 0	\$ 44,308	0	Louisiana State Employees' Retirement System Rate Adjustment



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 25,903	0	Louisiana State Employees' Retirement System Base Adjustment
\$ 0	\$ 4,239	0	Group Insurance Rate Adjustment for Active Employees
\$ 0	\$ 16,024	0	Group Insurance Base Adjustment
\$ 0	\$ (2,303)	0	Salary Base Adjustment
\$ 0	\$ (6,330,567)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
\$ 0	\$ 2,500	0	Adjust Statutory Dedications (Louisiana Economic Development Fund) to meet the obligations for Louisiana Economic Development Corporation Certified Public Accountant audit of financial records.
\$ 0	\$ (4,479,275)	0	Non-recur Federal Funds from the State Small Business Credit Initiative.
\$ 0	\$ 1,888,512	14	Recommended FY 2014-2015
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 0	\$ 1,888,512	14	Base Executive Budget FY 2014-2015
\$ 0	\$ 1,888,512	14	Grand Total Recommended

Professional Services

Amount	Description
Professional Services:	
\$309,500	For various analytical, legal, and accounting services required in the Business Incentives program
\$8,000	Board Meeting transcription services and any other services deemed necessary
\$317,500	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
Other Charges:	
\$27,500	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$190,000	Financial Assistance - Louisiana Economic Development Corporation (LEDC) - To provide funding for: Louisiana Small Business Loan Program, Venture Capital Programs, Business and Industrial Development Corporation Programs (BIDCO), Micro Loan Program, and the Contract Loan Program and any other programs as approved by the Board of the LEDC. Also included is funding provided for miscellaneous loan related charges.
\$217,500	SUB-TOTAL OTHER CHARGES
Interagency Transfers:	
\$12,500	Office of State Mail - Postage



Other Charges (Continued)

Amount	Description
\$11,500	Office of Telecommunications - State Telephone Services
\$5,898	Miscellaneous - LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc.
\$29,898	SUB-TOTAL INTERAGENCY TRANSFERS
\$247,398	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2014-2015.

Performance Information

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	90%	94%	90%	90%	90%	90%



Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013
Number of Business Incentive projects approved (LAPAS CODE - 12582)	1,041	1,103	686	927	893
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	11,056	10,145	8,618	9,063	7,704
Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584)	51,004	56,099	43,476	48,593	41,990
Anticipated amount of capital invested by Business Incentive applicants (in millions). (LAPAS CODE - 21432)	\$ 9.50	\$ 10.30	\$ 9.90	\$ 20.10	\$ 33.10

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

Performance Indicator Name	Performance Indicator Values					
	Yearend Performance Standard FY 2012-2013	Actual Yearend Performance FY 2012-2013	Performance Standard as Initially Appropriated FY 2013-2014	Existing Performance Standard FY 2013-2014	Performance At Continuation Budget Level FY 2014-2015	Performance At Executive Budget Level FY 2014-2015
K Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077)	85%	100%	75%	75%	90%	90%



Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	Prior Year Actual FY 2010-2011	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013
Number of EDAP / EDLOP projects approved and funded (LAPAS CODE - 12570)	3	5	6	2	6
Dollars approved for EDAP/EDLOP projects (LAPAS CODE - 21428)	\$ 4,637,805	\$ 7,700,000	\$ 5,450,000	\$ 1,205,500	\$ 4,172,750
Anticipated number of jobs created by EDAP/EDLOP applicants (LAPAS CODE - 12571)	250	990	942	128	806
Anticipated number of jobs retained by EDAP/EDLOP applicants (LAPAS CODE - 21429)	559	1,580	576	70	386
Anticipated amount of capital invested by EDAP/EDLOP applicants (LAPAS CODE - 21430)	\$ 185,661,000	\$ 97,209,075	\$ 129,029,800	\$ 10,400,000	\$ 145,151,031
Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - 22908)	\$ 9,941,410	\$ 61,372,205	\$ 91,089,900	\$ 7,038,165	\$ 47,842,997
Number of projects approved and funded in other LEDC programs (excluding workforce development). (LAPAS CODE - 12579)	9	7	9	1	4



