

# Department of Economic Development



## Department Description

The mission of the Department of Economic Development is to cultivate jobs and economic opportunity for the people of Louisiana.

The goals of the Department of Economic Development are:

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

Department strategies to position Louisiana for a brighter economic future:

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



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

For additional information, see:

[Department of Economic Development](#)

## Department of Economic Development Budget Summary

	Prior Year Actuals FY 2019-2020	Enacted FY 2020-2021	Existing Oper Budget as of 12/01/20	Continuation FY 2021-2022	Recommended FY 2021-2022	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 20,435,204	\$ 34,355,579	\$ 35,557,397	\$ 35,101,994	\$ 35,542,914	\$ (14,483)
<b>State General Fund by:</b>						
Total Interagency Transfers	125,000	125,000	125,000	125,000	125,000	0
Fees and Self-generated Revenues	1,995,752	2,561,237	3,339,301	2,666,097	2,629,503	(709,798)
Statutory Dedications	13,482,248	4,700,000	8,662,277	4,722,500	4,700,000	(3,962,277)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	2,765,372	183,333	429,182	183,333	183,333	(245,849)
<b>Total Means of Financing</b>	<b>\$ 38,803,576</b>	<b>\$ 41,925,149</b>	<b>\$ 48,113,157</b>	<b>\$ 42,798,924</b>	<b>\$ 43,180,750</b>	<b>\$ (4,932,407)</b>
<b>Expenditures &amp; Request:</b>						
Office of the Secretary	\$ 18,619,267	\$ 18,140,341	\$ 20,010,801	\$ 18,445,602	\$ 19,313,985	\$ (696,816)
Office of Business Development	20,184,309	23,784,808	28,102,356	24,353,322	23,866,765	(4,235,591)
<b>Total Expenditures &amp; Request</b>	<b>\$ 38,803,576</b>	<b>\$ 41,925,149</b>	<b>\$ 48,113,157</b>	<b>\$ 42,798,924</b>	<b>\$ 43,180,750</b>	<b>\$ (4,932,407)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	63	63	63	63	63	0
Unclassified	50	50	50	50	50	0
<b>Total FTEs</b>	<b>113</b>	<b>113</b>	<b>113</b>	<b>113</b>	<b>113</b>	<b>0</b>



## 05-251 — Office of the Secretary

### Agency Description

The mission of the Office of the Secretary is to provide leadership, along with quality administrative and legal services, which sustains and promotes a globally competitive business climate that retains, creates, and attracts quality jobs and 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 2019-2020	Enacted FY 2020-2021	Existing Oper Budget as of 12/01/20	Continuation FY 2021-2022	Recommended FY 2021-2022	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 12,669,381	\$ 18,140,341	\$ 18,788,138	\$ 18,445,602	\$ 19,313,985	\$ 525,847
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	0	0	0	0	0	0
Statutory Dedications	5,949,886	0	1,222,663	0	0	(1,222,663)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 18,619,267</b>	<b>\$ 18,140,341</b>	<b>\$ 20,010,801</b>	<b>\$ 18,445,602</b>	<b>\$ 19,313,985</b>	<b>\$ (696,816)</b>
<b>Expenditures &amp; Request:</b>						
Executive and Administration	\$ 18,619,267	\$ 18,140,341	\$ 20,010,801	\$ 18,445,602	\$ 19,313,985	\$ (696,816)
<b>Total Expenditures &amp; Request</b>	<b>\$ 18,619,267</b>	<b>\$ 18,140,341</b>	<b>\$ 20,010,801</b>	<b>\$ 18,445,602</b>	<b>\$ 19,313,985</b>	<b>\$ (696,816)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	21	21	21	22	22	1
Unclassified	13	13	13	13	13	0
<b>Total FTEs</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>35</b>	<b>35</b>	<b>1</b>



## 251\_1000 — Executive and Administration

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

### Program Description

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

The goals of the Executive and Administration Program are:

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

The Executive and Administration Program has the following business development activities:

The Office of the Secretary - Executive and Administration activity includes a wide range of leadership and administration services that are essential for LED to deliver against its mission, including reviewing laws, policies, and rules that impact economic development and the management of the department, and promulgating or recommending changes as appropriate. The Office also promotes collaborations among governmental units, businesses, and non-profit organizations to advance economic development in the state, and pursues funding and resources necessary to make Louisiana globally competitive in terms of business recruitment, retention and entrepreneurship.

The State Economic Competitiveness (SEC) activity develops and initiates implementation of best-in-class economic development policies, processes, and investments to enhance state economic competitiveness. The activity identifies actions to improve our state economic competitiveness through benchmarking, ranking comparison, developing plans for the improvement of economic development-related public infrastructure, and developing plans for improving competitiveness of industry-specific growth sectors. SEC's role is to understand all of the policy and business development avenues that can accelerate economic development in the state.

The LED FastStart program provides customized turnkey recruitment and training solutions for company relocation and/or expansion projects in partnership with other key state agencies, as well as development and delivery of key certification programs across Louisiana's workforce development system. Staff interacts with all other workforce development agencies to optimize training and development of identified high-value programs. LED FastStart assists in Louisiana's business recruitment and expansion efforts by fully and definitively addressing a top company concern - the availability of trained/qualified employees.

For additional information, see:

[LED Administration](#)

## Executive and Administration Budget Summary

	Prior Year Actuals FY 2019-2020	Enacted FY 2020-2021	Existing Oper Budget as of 12/01/20	Continuation FY 2021-2022	Recommended FY 2021-2022	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 12,669,381	\$ 18,140,341	\$ 18,788,138	\$ 18,445,602	\$ 19,313,985	\$ 525,847
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	0	0	0	0	0	0
Statutory Dedications	5,949,886	0	1,222,663	0	0	(1,222,663)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 18,619,267</b>	<b>\$ 18,140,341</b>	<b>\$ 20,010,801</b>	<b>\$ 18,445,602</b>	<b>\$ 19,313,985</b>	<b>\$ (696,816)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 4,623,393	\$ 5,020,727	\$ 5,020,727	\$ 5,388,251	\$ 5,294,103	\$ 273,376
Total Operating Expenses	562,122	1,105,721	1,105,721	1,130,600	1,105,721	0
Total Professional Services	566,520	645,000	688,510	659,513	645,000	(43,510)
Total Other Charges	12,867,232	11,368,893	13,195,843	11,267,238	12,269,161	(926,682)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 18,619,267</b>	<b>\$ 18,140,341</b>	<b>\$ 20,010,801</b>	<b>\$ 18,445,602</b>	<b>\$ 19,313,985</b>	<b>\$ (696,816)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	21	21	21	22	22	1
Unclassified	13	13	13	13	13	0
<b>Total FTEs</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>35</b>	<b>35</b>	<b>1</b>

## Source of Funding

This program is funded with State General Fund (Direct).



### Executive and Administration Statutory Dedications

Fund	Prior Year Actuals FY 2019-2020	Enacted FY 2020-2021	Existing Oper Budget as of 12/01/20	Continuation FY 2021-2022	Recommended FY 2021-2022	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 5,949,886	\$ 0	\$ 1,222,663	\$ 0	\$ 0	\$ (1,222,663)

### Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 647,797	\$ 1,870,460	0	Mid-Year Adjustments (BA-7s):
\$ 18,788,138	\$ 20,010,801	34	Existing Oper Budget as of 12/01/20
<b>Statewide Major Financial Changes:</b>			
\$ 46,656	\$ 46,656	0	Market Rate Classified
\$ 10,325	\$ 10,325	0	Civil Service Training Series
\$ 148,864	\$ 148,864	0	Related Benefits Base Adjustment
\$ (16,971)	\$ (16,971)	0	Retirement Rate Adjustment
\$ 7,311	\$ 7,311	0	Group Insurance Rate Adjustment for Active Employees
\$ 13,553	\$ 13,553	0	Group Insurance Rate Adjustment for Retirees
\$ 59,580	\$ 59,580	0	Salary Base Adjustment
\$ (94,148)	\$ (94,148)	0	Attrition Adjustment
\$ (647,797)	\$ (1,870,460)	0	Non-recurring Carryforwards
\$ (2,726)	\$ (2,726)	0	Risk Management
\$ (32,315)	\$ (32,315)	0	Legislative Auditor Fees
\$ (48,440)	\$ (48,440)	0	Rent in State-Owned Buildings
\$ 7,021	\$ 7,021	0	Capitol Park Security
\$ (201)	\$ (201)	0	UPS Fees
\$ 1,923	\$ 1,923	0	Civil Service Fees
\$ (11)	\$ (11)	0	State Treasury Fees
\$ (31,502)	\$ (31,502)	0	Office of Technology Services (OTS)
\$ 6,519	\$ 6,519	0	Office of State Procurement
<b>Non-Statewide Major Financial Changes:</b>			
\$ 98,206	\$ 98,206	1	Adjustment transfers a classified position and the associated funding from the Office of Business Development into the Office of the Secretary, as well as realigns means of finance in order to properly reflect the department's organizational structure.



## Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
\$ 1,000,000	\$ 1,000,000	0	Increase in State General Fund (Direct) in order to provide funding to the FastStart Program for increasing costs associated with the program over time. These costs have continued to increase recently due to the COVID-19 pandemic.
\$ 19,313,985	\$ 19,313,985	35	<b>Recommended FY 2021-2022</b>
\$ 0	\$ 0	0	<b>Less Supplementary Recommendation</b>
\$ 19,313,985	\$ 19,313,985	35	<b>Base Executive Budget FY 2021-2022</b>
\$ 19,313,985	\$ 19,313,985	35	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
\$175,000	Provides professional and reliable legal counsel, advice, service assistance, and representation with regard to any and all types of categories of various legal matters and services as needed.
\$470,000	To obtain additional development, enhancement, continued integration and support services for the Department's Fastlane and SmallBiz relational database systems, including, but not limited to other projects as may be deemed by the Department or Legislation as a necessary function of LED.
<b>\$645,000</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

## Other Charges

Amount	Description
	<b>Other Charges:</b>
\$1,209,274	FastStart Initiatives - Contractors - Provides for comprehensive workforce training services, from pre-employment assessment and training that helps companies select the best to customized, job specific training that delivers exactly the right skills a business needs.
\$7,000,000	FastStart Initiatives - LCTCS-FastStart staff - Provides for comprehensive workforce training services, from pre-employment assessment and training that helps companies select the best to customized, job specific training that delivers exactly the right skills a business needs.
\$600,000	Louisiana Job Connections advertising costs
\$6,916	Other Charges - Professional Services - Other professional services as deemed necessary.
\$10,000	Special Marketing - Funds are used for escorting prospects, group activities, special marketing events, and activities to promote economic activity and stimulate interest in Louisiana as a business location.
\$1,406,330	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.).
<b>\$10,232,520</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$24,555	Civil Service Fees
\$2,861	Comprehensive Public Training Program



## Other Charges (Continued)

Amount	Description
\$152	DOA - Dues & Subscriptions
\$2,500	DOA - LPAA - GPS Service
\$14,294	DOA - Postage
\$1,389	DOA - Printing Costs
\$387	DOA - Room Rentals
\$72,095	DPS - Security of Capitol Annex
\$115,384	Legislative Auditor
\$107,767	Office of Risk Management
\$71,594	Office of State Procurement
\$887,790	Office of Technology Services
\$698,639	Rent in State-Owned Buildings
\$26,707	Topographical Mapping
\$4,429	Treasury Fees
\$6,098	Uniform Payroll System (UPS)
<b>\$2,036,641</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$12,269,161</b>	<b>TOTAL OTHER CHARGES</b>

## Acquisitions and Major Repairs

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

## Performance Information

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

Children's Budget Link: Not Applicable

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

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



## Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022
K	Number of major economic development project announcements (LAPAS CODE - 23429)	30	29	30	30	30	30
K	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	80.0%	87.1%	80.0%	80.0%	80.0%	80.0%

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

Children's Budget Link: Not Applicable

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

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

## Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022
K	Number of major state competitiveness improvements identified (LAPAS CODE - 22909)	10	18	10	10	10	10
S	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods or with a high state ranking for rankings not published in previous periods. (LAPAS CODE - 15583)	5	7	5	5	5	5



**Executive and Administration General Performance Information**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	Prior Year Actual FY 2018-2019	Prior Year Actual FY 2019-2020
Louisiana per capita income (LAPAS CODE - 14013)	\$ 43,034	\$ 42,726	\$ 43,938	\$ 46,242	\$ 47,454
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
U.S. per capita income (LAPAS CODE - 14014)	\$ 48,978	\$ 49,870	\$ 51,885	\$ 54,446	\$ 56,481
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
Louisiana employment (number of jobs) (LAPAS CODE - 22860)	2,025,661	1,997,358	2,004,003	2,000,791	1,994,285
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)	10	9	9	7	4
SOURCE: U.S. Census Bureau, Foreign Trade Statistics					

**3. (KEY) Through the Louisiana Fast Start activity, to provide strategic, integrated workforce solutions to businesses through the delivery of training to at least 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 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022
K	Number of employees trained (LAPAS CODE - 1016)	2,500	1,496	2,500	2,500	2,500	2,500
K	New jobs associated (LAPAS CODE - 21435)	2,500	1,956	2,500	2,500	2,500	2,500



## Executive and Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	Prior Year Actual FY 2018-2019	Prior Year Actual FY 2019-2020
Number of projects (LAPAS CODE - 1015)	20	13	10	13	12
Capital investment associated (in billions) (LAPAS CODE - 10258)	\$ 4.47	\$ 3.72	\$ 0.37	\$ 10.03	\$ 0.40



## 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 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.

### Office of Business Development Budget Summary

	Prior Year Actuals FY 2019-2020	Enacted FY 2020-2021	Existing Oper Budget as of 12/01/20	Continuation FY 2021-2022	Recommended FY 2021-2022	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 7,765,823	\$ 16,215,238	\$ 16,769,259	\$ 16,656,392	\$ 16,228,929	\$ (540,330)
<b>State General Fund by:</b>						
Total Interagency Transfers	125,000	125,000	125,000	125,000	125,000	0
Fees and Self-generated Revenues	1,995,752	2,561,237	3,339,301	2,666,097	2,629,503	(709,798)
Statutory Dedications	7,532,362	4,700,000	7,439,614	4,722,500	4,700,000	(2,739,614)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	2,765,372	183,333	429,182	183,333	183,333	(245,849)
<b>Total Means of Financing</b>	<b>\$ 20,184,309</b>	<b>\$ 23,784,808</b>	<b>\$ 28,102,356</b>	<b>\$ 24,353,322</b>	<b>\$ 23,866,765</b>	<b>\$ (4,235,591)</b>
<b>Expenditures &amp; Request:</b>						
Business Development Program	\$ 16,204,196	\$ 21,859,821	\$ 26,073,041	\$ 22,435,035	\$ 21,984,459	\$ (4,088,582)
Business Incentives Program	3,980,113	1,924,987	2,029,315	1,918,287	1,882,306	(147,009)
<b>Total Expenditures &amp; Request</b>	<b>\$ 20,184,309</b>	<b>\$ 23,784,808</b>	<b>\$ 28,102,356</b>	<b>\$ 24,353,322</b>	<b>\$ 23,866,765</b>	<b>\$ (4,235,591)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	42	42	42	41	41	(1)
Unclassified	37	37	37	37	37	0
<b>Total FTEs</b>	<b>79</b>	<b>79</b>	<b>79</b>	<b>78</b>	<b>78</b>	<b>(1)</b>



## 252\_1000 — Business Development Program

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

### Program Description

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

The goals of the Business Development Program are:

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

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

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



The Business Development Program has the following business development activities:

The Community Competitiveness activity provides assistance to local communities to increase their competitive capacity and increase the effectiveness of local and regional business development efforts in creating more jobs and diversifying Louisiana's economy. A goal of the program of work is to position Louisiana as one of the best places in the country in which to start and grow a small business and to create a more vibrant entrepreneurial culture in Louisiana.

Small Business Services provides programming and technical assistance to businesses ranging from entrepreneurial startups to those in a growth mode. LED offers a comprehensive array of educational, managerial and technical programs that cultivate opportunities. By connecting to other local, state and federal resource providers, we deliver a robust ecosystem that supports small businesses and entrepreneurs at all stages of development. LED builds small business capacity through its Small and Emerging Business Development Program, Louisiana Contractors Accreditation Institute and collaboration with the Small Business Development Centers. Attention is paid to cultivating procurement opportunities with state agencies through the Hudson and Veteran's Initiatives and increasing opportunities for construction based businesses through the Bonding Assistance Program. This activity also supports accelerated growth for second stage growth companies through the LED Growth Network including Economic Gardening and CEO Roundtables programs.

The Business Expansion and Retention Group (BERG) reaches out to businesses across the state, in coordination with regional and local economic development partners, to understand their challenges, assist with retention or expansion projects, and identify opportunities to make Louisiana a better place in which to do business. Through BERG, LED established a systematic approach for proactively communicating with Louisiana's existing businesses, and targeting them for expansion and growth.

The Office of Business Development has two activities - Lead Development and Project Management. Lead Development adds to the project pipeline by identifying high-potential leads, converting leads to actively engaged prospects, and ultimately converting prospects to LED project opportunities in targeted sectors. Project Management oversees business recruitment and expansion projects for traditional and emerging growth sectors (principally agriculture, bulk storage, chemicals and refining, distribution, energy and alternative energy, food, forestry, headquarters, life sciences, manufacturing, and technology services).

The Office of Entertainment Industry Development's (OEID) mission is to develop and grow an indigenous entertainment industry. It is responsible for promoting new and existing economic development in four industry sectors: digital interactive media & software development, motion picture production, sound recording, and live performance. The OEID promotes the state of Louisiana as a destination for this business activity, and works to create jobs in these sectors for Louisiana residents.

The Office of International Commerce (OIC) activity manages initiatives focused on attracting foreign direct investment (FDI), increasing trade volumes and expanding trade-related manufacturing activity, as well as coordinating international marketing missions and managing protocol for visits of foreign dignitaries. The activity includes the assessment of Louisiana's existing leadership role in international commerce (e.g., outcome measures related to FDI attraction and trade) as compared to other states in the U.S.; analyses of relevant global and regional trends impacting FDI and trade; benchmarking of state-and-local international commerce activities (e.g., foreign offices, international marketing efforts, staffing) compared to those of other states and regions in the U.S.; articulation of a clear strategy and action plan to substantially expand Louisiana's existing



leadership role in international commerce; as well as the identification and prioritization of specific, positive return on investment projects that should be supported by the State and/or local entities to expand Louisiana's international commerce activities. The OIC also develops strategies for capturing economic development opportunities related to bulk cargo trade, and re-shoring of targeted industry sectors. Separately, it provides tools and processes to support the work of the International Commerce Board.

The Business Intelligence activity supports business development and other activities with relevant, data-driven analysis and research. The activity is responsible for due diligence investigations and development of responses to site selector request for proposals.

For additional information, see:

[Business Development Program](#)

### Business Development Program Budget Summary

	Prior Year Actuals FY 2019-2020	Enacted FY 2020-2021	Existing Oper Budget as of 12/01/20	Continuation FY 2021-2022	Recommended FY 2021-2022	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 7,765,823	\$ 15,452,940	\$ 16,006,961	\$ 15,820,565	\$ 15,419,436	\$ (587,525)
<b>State General Fund by:</b>						
Total Interagency Transfers	125,000	125,000	125,000	125,000	125,000	0
Fees and Self-generated Revenues	996,173	1,398,548	2,072,584	1,583,637	1,556,690	(515,894)
Statutory Dedications	6,981,537	4,700,000	7,439,314	4,722,500	4,700,000	(2,739,314)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	335,663	183,333	429,182	183,333	183,333	(245,849)
<b>Total Means of Financing</b>	<b>\$ 16,204,196</b>	<b>\$ 21,859,821</b>	<b>\$ 26,073,041</b>	<b>\$ 22,435,035</b>	<b>\$ 21,984,459</b>	<b>\$ (4,088,582)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 6,811,566	\$ 7,343,547	\$ 7,343,547	\$ 7,900,439	\$ 7,568,185	\$ 224,638
Total Operating Expenses	395,068	665,990	665,990	680,976	665,990	0
Total Professional Services	2,652,218	4,592,717	7,650,406	4,696,053	4,592,717	(3,057,689)
Total Other Charges	6,345,344	9,257,567	10,413,098	9,157,567	9,157,567	(1,255,531)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 16,204,196</b>	<b>\$ 21,859,821</b>	<b>\$ 26,073,041</b>	<b>\$ 22,435,035</b>	<b>\$ 21,984,459</b>	<b>\$ (4,088,582)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	27	27	27	27	27	0
Unclassified	37	37	37	37	37	0
<b>Total FTEs</b>	<b>64</b>	<b>64</b>	<b>64</b>	<b>64</b>	<b>64</b>	<b>0</b>



## Source of Funding

This program is funded with State General Fund (Direct), Interagency Transfers, Fees and Self-generated Revenue, Statutory Dedications, and Federal Funds. The Interagency Transfers are from the Office of Coastal Restoration and Protection. The Fees and Self-generated Revenues are from certain specified fees collected from businesses applying for business incentives granted by the department, film and television tax credit audit fees, and the film and digital media application fees. The Statutory Dedications are from the Louisiana Entertainment Development Fund (R.S. 47:6007(C)(4)(b) and R.S. 47:6007(C)(4)(g)) and the Marketing Fund (R.S. 47:318). (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 2019-2020	Enacted FY 2020-2021	Existing Oper Budget as of 12/01/20	Continuation FY 2021-2022	Recommended FY 2021-2022	Total Recommended Over/(Under) EOB
Louisiana Entertainment Development Fund	\$ 0	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 0
Marketing Fund	1,902,867	2,000,000	2,096,672	2,022,500	2,000,000	(96,672)
Louisiana Economic Development Fund	5,078,670	0	2,642,642	0	0	(2,642,642)

## Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 554,021	\$ 4,213,220	0	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 16,006,961	\$ 26,073,041	64	<b>Existing Oper Budget as of 12/01/20</b>
<b>Statewide Major Financial Changes:</b>			
42,305	49,770	0	Market Rate Classified
5,782	6,803	0	Civil Service Training Series
322,191	379,048	0	Related Benefits Base Adjustment
(26,103)	(30,710)	0	Retirement Rate Adjustment
12,746	14,995	0	Group Insurance Rate Adjustment for Active Employees
116,438	136,986	0	Salary Base Adjustment
(308,657)	(332,254)	0	Attrition Adjustment
(554,021)	(4,213,220)	0	Non-recurring Carryforwards
<b>Non-Statewide Major Financial Changes:</b>			
(98,206)	0	0	Adjustment transfers a classified position and the associated funding from the Office of Business Development into the Office of the Secretary, as well as realigns means of finance in order to properly reflect the department's organizational structure.





## Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
(100,000)	(100,000)	0	Non-recurs funding provided for the North Louisiana Economic Partnership.
\$ 15,419,436	\$ 21,984,459	64	<b>Recommended FY 2021-2022</b>
\$ 0	\$ 0	0	<b>Less Supplementary Recommendation</b>
\$ 15,419,436	\$ 21,984,459	64	<b>Base Executive Budget FY 2021-2022</b>
\$ 15,419,436	\$ 21,984,459	64	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
\$3,754,910	For providing advertising, promotion, and marketing related services for the department's programs, with emphasis on an economic approach targeted at identified economic development industries.
\$300,000	Foreign Representatives - Support the goals of the Louisiana International Commerce Master Plan by increasing exposure in key international markets and regions, and particularly in Germany, Switzerland, Austria, the United Kingdom, the People's Republic of China, South Korea and Japan to increase economic competitiveness of Louisiana through enhanced international economic development strategies, programs and services in key international markets.
\$1,500	Miscellaneous Professional Services - Participations with economic development organizations, local governments, etc. for joint economic related activities
\$531,475	Professional services with regard to Entertainment Promotion and Marketing.
\$4,832	Update and maintain the electronic catalog of all materials housed in the LED Library Market Research - Market research in each of the industry areas and any other services deemed necessary.
<b>\$4,592,717</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

## Other Charges

Amount	Description
<b>Other Charges:</b>	
\$250,000	Coastal Technical Assistance Center (CTAC) - Funds used at a technical assistance center within Nicholls State University to assist in building the capacity of Louisiana-based small businesses in coastal restoration and protection efforts.
\$1,760,000	Economic Development Regional Awards and Matching Grant Program - To provide 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. Program rules were promulgated in the September 20, 2006 LA Register, Vol. 32, No. 09, LAC13:III. Chapter 17 and amended by Emergency Rule in the October 10, 2008 State Register.
\$2,700,000	Entertainment Industry Development - To establish educational development initiatives, matching grants for Louisiana filmmakers, a loan guarantee program, and a deal closing fund. Utilized the Louisiana Entertainment Development Fund created by Act 223 of the 2017 Regular Session.
\$57,533	Entertainment Promotion and Marketing - Funds used for meetings with prospects, group activities and special events, and activities to promote entertainment activity and stimulate interest in Louisiana as a business location.



## Other Charges (Continued)

Amount	Description
\$250,000	Funding provided for Project Specific Site Preparation/Evaluation. Funding utilized for site selection consultant's request on site specific information and proposals such as title searches, wetland delineations, soil evaluation, archeological evaluations, transportation assessments, land surveys, environmental assessments, and others.
\$200,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing, and mentoring small businesses in the state.
\$341,426	LSU A&M - Louisiana Business Technology Center - Match Louisiana businesses with resources of federal lab systems including NASA/Stennis and NASA/Michoud.
\$250,000	Marketing Education Initiatives - District 2 Enhancement Corporation - To develop and produce workplace and marketplace-driven workshops, seminars, focus groups, and field trips that would educate and train youth and young adults in selected areas of the fashion and retail industry.
\$74,437	Marketing Education Initiatives - Louisiana Council for Economic Education - Provide administrative services, which will facilitate the planning, coordinating, and performance of economic education activities of the state, the Louisiana Council for Economic Education office, and the eight university and college-based Centers of Economic Education.
\$675,563	Marketing Education Initiatives - Marketing Education Retail Alliance (MERA) - This program rewards and motivates high school students throughout the state by providing enhanced and/or enriched learning opportunities. This program improves the visibility and understanding of lifetime skills available through marketing education, enhances the linkage between schools in Louisiana, employment opportunities in the international marketing environment, improving the educational experiences available for Louisiana's young people, upgrades technology in Louisiana schools, and promote/encourage National Retail Skills Standards.
\$185,000	Procurement Technical Assistance Center (PTAC) - Funds are used for a technical assistance center within the University of Louisiana at Lafayette in providing Louisiana-based businesses with specialized and professional procurement technical assistance for obtaining and performing under federal, state, and local contracts.
\$735,540	Small and Emerging Business Development - Technical assistance to provide funds for certified small and emerging businesses by providing managerial and/or developmental and technical assistance, which includes entrepreneurial training and other specialized services to businesses. Funds are 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.
\$432,540	Special Marketing - Funds are used for meetings with prospects, group activities, special events, and other activities to promote economic activity and stimulate interest in Louisiana as a business location.
\$183,333	STEP Grant - The Louisiana State Export Trade and Promotion (STEP) program is an interagency partnership to leverage the best practices of federal, state, and local export promotion organizations.
<b>\$9,095,372</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$250	LCAA/Secretary of State - Office Supplies
\$3,265	DOA - Postage
\$3,000	DOA - Printing Costs
\$3,000	DOA - Rule Publications
\$52,430	DOA - State Telephone Services
\$250	Rental of Office Space
<b>\$62,195</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$9,157,567</b>	<b>TOTAL OTHER CHARGES</b>

## Acquisitions and Major Repairs

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

## Performance Information

### 1. (KEY) Through the Small Business Services activity, improve Louisiana's community competitiveness by certifying at least 10 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 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022
K	Number of newly certified sites (LAPAS CODE - 22862)	15	17	15	15	15	15
<p>Commercial property owners were preparing their sites for certification last fiscal year, a long process that can easily take 6 months. As a result LED expects more certified sites during this fiscal year. As more land and property owners understand the benefit of having a certified site and start preparing their sites for certification, LED expects a robust number of sites to be certified in coming years.</p>							

## Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	Prior Year Actual FY 2018-2019	Prior Year Actual FY 2019-2020
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 64,175,885	\$ 39,427,299	\$ 46,627,437	\$ 58,614,169	\$ 99,533,244
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	2,340	2,822	2,059	1,837	2,118
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	5,617	4,954	5,110	3,719	9,698

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

Children's Budget Link: Not Applicable

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

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



**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022
K	Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864)	500	298	500	500	500	500

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

Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	85.00%	75.00%	85.00%	85.00%	85.00%	85.00%

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

Children's Budget Link: Not Applicable

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

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



## Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022
K	Number of major economic development prospects added (LAPAS CODE - 21051)	250	224	250	250	250	250

## Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	Prior Year Actual FY 2018-2019	Prior Year Actual FY 2019-2020
Number of recruitment projects - announced. (LAPAS CODE - 22883)	11	16	11	9	10
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884)	\$ 34.85	\$ 10.93	\$ 0.14	\$ 0.06	\$ 1.43
Jobs associated (new recruitment) - announced (LAPAS CODE - 22885)	3,689	1,483	3,680	794	1,533
Number of expansion and retention projects - announced (LAPAS CODE - 22886)	19	19	9	29	19
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887)	\$ 1.94	\$ 0.66	\$ 0.67	\$ 3.82	\$ 0.93
Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888)	907	930	880	2,352	1,026
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889)	4,351	4,023	4,227	10,484	3,741
Number of recruitment prospects -pipeline (LAPAS CODE - 22867)	183	309	187	303	122
Capital investment associated (recruitment) - pipeline (in billions) (LAPAS CODE - 22868)	\$ 42.16	\$ 24.51	\$ 21.22	\$ 30.39	\$ 13.12
Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869)	18,563	20,264	67,461	11,583	10,134
Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870)	52	67	57	98	102
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871)	\$ 5.42	\$ 4.28	\$ 4.74	\$ 10.45	\$ 6.21
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872)	4,352	5,872	3,208	6,063	3,489
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873)	15,633	19,353	9,798	23,426	15,870



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

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	Prior Year Actual FY 2018-2019	Prior Year Actual FY 2019-2020
Number of prospects added that are international (LAPAS CODE - 26311)	1,114	361	426	259	127
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Number of project announcements that are international (LAPAS CODE - 26312)	7	5	10	12	5
Number of Rapid Response projects approved and funded (LAPAS CODE - 22902)	Not Applicable	1	2	1	2
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Dollars approved for Rapid Response projects (LAPAS CODE - 22903)	\$ Not Applicable	\$ 1,800,000	\$ 8,800,000	\$ 1,500,000	\$ 2,800,000
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Anticipated number of jobs created by Rapid Response applicants (LAPAS CODE - 22904)	Not Applicable	50	2,225	45	170
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)	\$ Not Applicable	\$ 325.00	\$ 0	\$ 52.00	\$ 3.00
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)	\$ Not Applicable	\$ 9.30	\$ 26.06	\$ 0.50	\$ 3.19
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund. This figure represents a sum of the average annual payroll for each project.					

**5. (KEY) Through the Entertainment Industry Development activity, lead business recruitment in the entertainment industry by generating at least \$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 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022
K	Estimated amount of certified spending in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - 23434)	\$ 500	\$ 530	\$ 500	\$ 500	\$ 500	\$ 500

## Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	Prior Year Actual FY 2018-2019	Prior Year Actual FY 2019-2020
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 1,206.70	\$ 269.77	\$ 396.93	\$ 615.06	\$ 421.77



## 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 to administer financial assistance and incentive service programs in a manner that meets client needs and streamlines business access.

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

The Business Incentives Program has the following business development activities:

The Board of Commerce and Industry oversees many of these programs along with support from Department of Economic Development staff. Active programs include the Enterprise Zone Program, Quality jobs, Industrial Ad Valorem Tax Exemption Program, and Restoration Tax Abatement.

The Louisiana Economic Development Corporation (LEDC) Board's mission is to serve as a catalyst for capital access for start-up and existing businesses, enable new businesses to form and existing businesses to expand, and provide for the sustained economic growth of the State and an improved quality of life for its citizens. LEDC, supported by the LED staff, assist businesses in applying for various incentive programs. Active programs include the Louisiana Small Business Loan Program (SBLP), the Economic Development Award Program (EDAP) sponsored & unsponsored, the Louisiana Venture Capital Match Program, and the BIDCO Investment and Co-Investment Programs.

For additional information, see:

[Business Incentives Program](#)



## Business Incentives Program Budget Summary

	Prior Year Actuals FY 2019-2020	Enacted FY 2020-2021	Existing Oper Budget as of 12/01/20	Continuation FY 2021-2022	Recommended FY 2021-2022	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 0	\$ 762,298	\$ 762,298	\$ 835,827	\$ 809,493	\$ 47,195
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	999,579	1,162,689	1,266,717	1,082,460	1,072,813	(193,904)
Statutory Dedications	550,825	0	300	0	0	(300)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	2,429,709	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 3,980,113</b>	<b>\$ 1,924,987</b>	<b>\$ 2,029,315</b>	<b>\$ 1,918,287</b>	<b>\$ 1,882,306</b>	<b>\$ (147,009)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 1,318,739	\$ 1,422,509	\$ 1,422,509	\$ 1,409,957	\$ 1,379,828	\$ (42,681)
Total Operating Expenses	93,070	150,580	150,580	153,968	150,580	0
Total Professional Services	57,492	109,500	213,528	111,964	109,500	(104,028)
Total Other Charges	2,510,812	242,398	242,698	242,398	242,398	(300)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 3,980,113</b>	<b>\$ 1,924,987</b>	<b>\$ 2,029,315</b>	<b>\$ 1,918,287</b>	<b>\$ 1,882,306</b>	<b>\$ (147,009)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	15	15	15	14	14	(1)
Unclassified	0	0	0	0	0	0
<b>Total FTEs</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>14</b>	<b>14</b>	<b>(1)</b>

## Source of Funding

This program is funded with State General Fund (Direct) and Fees and Self-generated Revenues. The Fees and Self-generated Revenues are due to certain specified fees collected from businesses applying for business incentives granted by the department, as well as from a research and development tax credit program.

## Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2019-2020	Enacted FY 2020-2021	Existing Oper Budget as of 12/01/20	Continuation FY 2021-2022	Recommended FY 2021-2022	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 550,825	\$ 0	\$ 300	\$ 0	\$ 0	\$ (300)



## Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 104,328	0	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 762,298	\$ 2,029,315	15	<b>Existing Oper Budget as of 12/01/20</b>
<b>Statewide Major Financial Changes:</b>			
\$ 26,036	\$ 30,631	0	Market Rate Classified
\$ 14,984	\$ 17,628	0	Related Benefits Base Adjustment
\$ (4,829)	\$ (5,681)	0	Retirement Rate Adjustment
\$ 2,440	\$ 2,871	0	Group Insurance Rate Adjustment for Active Employees
\$ 34,174	\$ 40,205	0	Salary Base Adjustment
\$ (25,610)	\$ (30,129)	0	Attrition Adjustment
\$ 0	\$ (104,328)	0	Non-recurring Carryforwards
<b>Non-Statewide Major Financial Changes:</b>			
\$ 0	\$ (98,206)	(1)	Adjustment transfers a classified position and the associated funding from the Office of Business Development into the Office of the Secretary, as well as realigns means of finance in order to properly reflect the department's organizational structure.
\$ 809,493	\$ 1,882,306	14	<b>Recommended FY 2021-2022</b>
\$ 0	\$ 0	0	<b>Less Supplementary Recommendation</b>
\$ 809,493	\$ 1,882,306	14	<b>Base Executive Budget FY 2021-2022</b>
\$ 809,493	\$ 1,882,306	14	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
<b>Professional Services:</b>	
\$10,000	For providing professional and reliable counsel, advice, services, assistance, and representation with regard to any and all types and categories of various legal matters and services.
\$85,500	Obtain additional development enhancement, continued integration and support services for the FastLane relational database system, as well as other professional services as needed
\$14,000	Transcription of minutes of various meetings of the Board of Directors of the C & I Board.
<b>\$109,500</b>	<b>TOTAL PROFESSIONAL SERVICES</b>



## Other Charges

Amount	Description
	<b>Other Charges:</b>
\$27,500	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$190,000	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 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.
<b>\$217,500</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$5,500	DOA - Postage
\$9,598	DOA - Rule Publications
\$8,000	DOA - State Telephone Services
\$300	LPAA/Secretary of State - Supplies
\$1,500	Meeting Room Facilities Rental
<b>\$24,898</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$242,398</b>	<b>TOTAL OTHER CHARGES</b>

## Acquisitions and Major Repairs

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

## Performance Information

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

Children's Budget Link: Not Applicable

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

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

### Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	90%	89%	90%	90%	90%	90%



**Business Incentives Program General Performance Information**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	Prior Year Actual FY 2018-2019	Prior Year Actual FY 2019-2020
Number of Business Incentive projects approved (LAPAS CODE - 12582)	1,059	256	343	233	225
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	11,055	6,507	11,198	7,524	7,495
Anticipated amount of capital invested by Business Incentive applicants (in billions). (LAPAS CODE - 21432)	\$ 38.80	\$ 19.10	\$ 29.05	\$ 57.57	\$ 17.10

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

Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l Performance Indicator Name	Performance Indicator Values						
	Yearend Performance Standard FY 2019-2020	Actual Yearend Performance FY 2019-2020	Performance Standard as Initially Appropriated FY 2020-2021	Existing Performance Standard FY 2020-2021	Performance At Continuation Budget Level FY 2021-2022	Performance At Executive Budget Level FY 2021-2022	
K Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077)	90%	80%	90%	90%	90%	90%	



## Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2015-2016	Prior Year Actual FY 2016-2017	Prior Year Actual FY 2017-2018	Prior Year Actual FY 2018-2019	Prior Year Actual FY 2019-2020
Number of EDAP projects approved and funded (LAPAS CODE - 12570)	10	4	4	4	5
Dollars approved for EDAP projects (LAPAS CODE - 21428)	\$ 2,460,000	\$ 3,970,000	\$ 1,150,000	\$ 3,061,000	\$ 2,700,000
Anticipated number of jobs created by EDAP applicants (LAPAS CODE - 12571)	260	322	144	417	154
Anticipated amount of capital invested by EDAP applicants (LAPAS CODE - 21430)	\$ 67,040,000	\$ 3,974,000,000	\$ 77,934,000	\$ 204,445,000	\$ 73,636,883
Anticipated payroll associated with EDAP applicants (LAPAS CODE - 22908)	\$ 10,300,000	\$ 1,758,000	\$ 10,830,810	\$ 24,500,000	\$ 6,519,000



