
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 Vision 2020 targeted industries
- III. Create a new and positive image for Louisiana
- IV. Be the catalyst for a stable business environment in Louisiana
- V. Be an award-winning, certified enterprise for quality, professionalism, and customer focus

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](#)

[Vision 2020](#)

Department of Economic Development Budget Summary

	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 28,233,420	\$ 17,345,530	\$ 22,675,929	\$ 27,603,919	\$ 16,638,267	\$ (6,037,662)
State General Fund by:						
Total Interagency Transfers	72,863,277	1,681,104	50,826,873	1,693,800	1,660,235	(49,166,638)
Fees and Self-generated Revenues	1,958,016	2,869,797	18,102,237	2,905,113	3,105,710	(14,996,527)
Statutory Dedications	101,211,683	67,169,176	164,724,486	38,884,592	44,564,561	(120,159,925)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	808,996	0	7,017,250	0	0	(7,017,250)
Total Means of Financing	\$ 205,075,392	\$ 89,065,607	\$ 263,346,775	\$ 71,087,424	\$ 65,968,773	\$ (197,378,002)
Expenditures & Request:						
Office of the Secretary	\$ 6,109,037	\$ 13,304,162	\$ 16,148,534	\$ 13,107,598	\$ 13,375,462	\$ (2,773,072)
Office of Business Development	198,966,355	75,761,445	247,198,241	57,979,826	52,593,311	(194,604,930)
Total Expenditures & Request	\$ 205,075,392	\$ 89,065,607	\$ 263,346,775	\$ 71,087,424	\$ 65,968,773	\$ (197,378,002)
Authorized Full-Time Equivalents:						
Classified	91	91	89	89	78	(11)
Unclassified	40	40	42	42	50	8
Total FTEs	131	131	131	131	128	(3)



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: Administration Program.

Office of the Secretary Budget Summary

	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 3,936,177	\$ 4,442,438	\$ 4,501,152	\$ 4,507,608	\$ 4,418,945	\$ (82,207)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	339,629	513,535	513,535	551,792	606,452	92,917
Statutory Dedications	1,833,231	8,348,189	11,133,847	8,048,198	8,350,065	(2,783,782)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 6,109,037	\$ 13,304,162	\$ 16,148,534	\$ 13,107,598	\$ 13,375,462	\$ (2,773,072)
Expenditures & Request:						
Administration	\$ 6,109,037	\$ 13,304,162	\$ 16,148,534	\$ 13,107,598	\$ 13,375,462	\$ (2,773,072)
Total Expenditures & Request	\$ 6,109,037	\$ 13,304,162	\$ 16,148,534	\$ 13,107,598	\$ 13,375,462	\$ (2,773,072)
Authorized Full-Time Equivalents:						
Classified	26	27	29	29	28	(1)
Unclassified	11	15	13	13	14	1
Total FTEs	37	42	42	42	42	0



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 Administration Program are:

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

The Administration Program includes the following activities:

- Executive and Administration Activity - Provides a wide range of leadership and administration services that are essential for LED to deliver against its mission. Without the Executive and Administration activity, LED would be unable to deliver positive economic outcomes such as an improved business climate, new jobs, and economic diversification for the state. Critical administrative functions in Executive and Administration include: human resources, information technology, management and finance, fiscal services, purchasing, internal audit, and legal. In addition, it contains a variety of shared costs across the department such as risk management, security, and office equipment rentals. These functions either directly or indirectly deliver positive economic outcomes for the state. For instance, the legal function develops cooperative endeavor agreements with companies choosing to invest in Louisiana vs. other locations. These agreements contain specific requirements for companies to create new jobs and payroll in the state of Louisiana. Through the legislative and congressional liaison function, LED is able to communicate to elected officials information related to Louisiana's current business climate and opportunities for making improvements. LED's executive team directly participates in LED's efforts across the entire department. The executive team plays a critical role in identifying and communicating opportunities for improving the state's business climate, in communicating to business decision-makers the value-proposition that the state can provide to their business operations, in initiating efforts to support entrepreneurship and small business, in articulating strategic approaches for building and delivering a quality workforce, and in guiding state investments in economic development infrastructure.



- The State Economic Competitiveness 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. The State Economic Competitiveness (SEC) group pursues opportunities to strengthen Louisiana's fundamental attractiveness for businesses. SEC is composed of four full-time staff members with strong analytical capabilities and a broad range of experience related to economic development policy. In addition, the SEC budget includes funds to leverage targeted third-party expertise in key policy areas. SEC is the only group in state government with a primary focus on improving Louisiana's overall business climate through public policy initiatives, targeted investments, and governmental process improvements. SEC initiatives are closely aligned with several key factors leading to diversified economic growth that were identified in the RFR for Diversified Economic Growth, including: • Improving Louisiana's business climate (both perceived and actual) by addressing tax and regulatory issues, legal environment, operating cost drivers, and other key issues (e.g., ethics law, R&D) • Increasing the quality of Louisiana's workforce by seeking to align educational systems with workforce needs • Improving Louisiana's brand in the eyes of business leaders and site selection consultants by leading targeted initiatives to improve Louisiana's position on various national rankings • Developing cost-effective incentives (e.g., general, industry-specific, R&D) and continually improving upon existing incentives to secure business investment and job creation • Addressing other key factors that drive business decisions (e.g., transportation infrastructure, research and development activity, quality of life) Over the next year and beyond, SEC will pursue opportunities to improve Louisiana's tax competitiveness, develop recommendations to align Louisiana's higher education outcomes with workforce needs, benchmark key business costs (e.g., utilities, labor), finalize a comprehensive plan to support small business and entrepreneurship in the state, and ease the regulatory burden for business (e.g., small business red tape, tort reform). SEC team members seek continuous improvements by comprehensively analyzing the state's business climate and proposing innovative, best practice approaches to address business concerns. Recommendations are based on assessments of the competitiveness of current or proposed policies, the costs to implement any changes, and feedback from various stakeholders.
- The Louisiana Fast Start Activity - Provides a turnkey workforce solution for business expansion and recruitment projects. Louisiana 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. In fact, the program has transformed workforce from a concern to a strategic advantage for Louisiana. Louisiana FastStart is currently in a pilot phase, with eleven active projects. The program is anticipated to become fully operational by January 2010. Once fully implemented, the program could deliver customized training services to over 100 companies per year. Louisiana Fast Start directly assists companies seeking to relocate and/or expand in the following ways: identifying and screening high-potential employees for their operation, developing customized training materials utilizing the latest computer-based technologies and video production techniques, and delivering employee training in a manner specifically tailored for the company. The initiative was designed based on best practices in place elsewhere (in particular, Georgia's Quick Start program) and is implemented largely through partnerships with the Louisiana Community and Technical College, the Louisiana Workforce Commission, the Board of Regents, and private providers. The program is relatively unique among workforce incentive programs in that it directly develops and delivers workforce services to companies; it is not a workforce grant program. This allows the Louisiana FastStart team to develop and build leading edge capabilities that are particularly valuable to companies seeking to start a new operation or expand. Louisiana FastStart serves as a positive Louisiana differentiator when the state is competing for business investment. The program instills confidence in business decision-makers that they will be able to successfully ramp-up their new or expanding operation with a highly



skilled and trained workforce that is available and in place to meet their operations schedule. By addressing this top concern and instilling confidence in business decision-makers, Louisiana is able to attract new investment and new jobs that otherwise may have been directed elsewhere were it not for Louisiana Fast-Start. By impacting company decision-making, Louisiana FastStart helps deliver new jobs in a variety of industry sectors, driving diversified economic growth.

Summary of Activities

General Fund	Total Amount	Table of Organization	Description
\$4,418,374	\$5,614,947	35	Executive and Administration Activity - includes a wide range of leadership and administration services that are essential for LED to deliver against its mission. Without this activity the department would be unable to deliver positive economic outcomes.
\$0	\$2,197,049	4	State Economic Competitiveness Activity - The SEC group pursues opportunities to strengthen Louisiana's fundamental attractiveness for businesses.
\$571	\$5,563,466	3	Louisiana Fast Start Activity - provides a turnkey workforce solution for business expansion and recruitment projects. It also assists in Louisiana's business recruitment & expansion efforts by fully & definitely addressing a top company concern - the availability of trained/qualified employees.
		0	Non T.O. FTE Ceiling Recommended for FY 2010-2011
\$4,418,945	\$13,375,462	42	Grand Total of Activities Recommended including Non T.O. FTE Ceiling

Administration Budget Summary

	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 3,936,177	\$ 4,442,438	\$ 4,501,152	\$ 4,507,608	\$ 4,418,945	\$ (82,207)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	339,629	513,535	513,535	551,792	606,452	92,917
Statutory Dedications	1,833,231	8,348,189	11,133,847	8,048,198	8,350,065	(2,783,782)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 6,109,037	\$ 13,304,162	\$ 16,148,534	\$ 13,107,598	\$ 13,375,462	\$ (2,773,072)
Expenditures & Request:						
Personal Services	\$ 3,741,615	\$ 4,539,370	\$ 4,686,720	\$ 4,807,589	\$ 4,795,506	\$ 108,786
Total Operating Expenses	574,580	665,591	1,326,791	1,326,791	1,314,872	(11,919)
Total Professional Services	292,960	268,103	726,817	668,103	668,103	(58,714)



Administration Budget Summary

	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Total Other Charges	1,323,149	7,831,098	9,061,217	6,268,126	6,596,981	(2,464,236)
Total Acq&MajorRepairs	176,733	0	346,989	36,989	0	(346,989)
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 6,109,037	\$ 13,304,162	\$ 16,148,534	\$ 13,107,598	\$ 13,375,462	\$ (2,773,072)

Authorized Full-Time Equivalents:

Classified	26	27	29	29	28	(1)
Unclassified	11	15	13	13	14	1
Total FTEs	37	42	42	42	42	0

Source of Funding

This program is funded with State General Fund, Fees and Self-Generated Revenues, and Statutory Dedications. The Fees and Self-Generated Revenues are derived from the collection of certain specified fees from businesses applying for business incentives granted by the department. The Statutory Dedications are derived from the Mega-Project Development Fund (R.S. 51:2365) and the Louisiana Economic Development Fund, based upon Act 34 of the 1991 Regular Session and cash from investments. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund).

Administration Statutory Dedications

Fund	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Mega-project Development Fund	\$ 0	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 0
Louisiana Economic Development Fund	1,604,958	6,348,189	9,133,847	6,048,198	6,350,065	(2,783,782)
Overcollections Fund	228,273	0	0	0	0	0

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 0	0	Mid-Year Adjustments (BA-7s):

\$ 4,501,152	\$ 16,148,534	42	Existing Oper Budget as of 12/1/09
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Statewide Major Financial Changes:



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
29,610	117,629	0	State Employee Retirement Rate Adjustment
19,487	58,914	0	Salary Base Adjustment
(79,676)	(79,676)	0	Attrition Adjustment
0	(310,000)	0	Non-Recurring Acquisitions & Major Repairs
(58,714)	(2,844,372)	0	Non-recurring Carryforwards
(2,914)	(15,328)	0	Risk Management
3,342	3,342	0	Legislative Auditor Fees
195	195	0	Capitol Park Security
280	280	0	UPS Fees
2,330	2,330	0	Civil Service Fees
(225)	(225)	0	CPTP Fees
4,078	4,078	0	Office of Computing Services Fees
Non-Statewide Major Financial Changes:			
0	(125,000)	0	State Economic Competitiveness Activity--Reduction in Other Charges for competitive benchmarking activities (LED Funds). Remaining funding is \$2,186,853
0	414,761	0	LA Fast Start Activity--This adjustment is to fund the Fast Start contractors (LED Funds)
\$ 4,418,945	\$ 13,375,462	42	Recommended FY 2010-2011
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 4,418,945	\$ 13,375,462	42	Base Executive Budget FY 2010-2011
\$ 4,418,945	\$ 13,375,462	42	Grand Total Recommended

Professional Services

Amount	Description
\$25,000	Provide legal services in personnel related matters.
\$243,103	FASTLANE - Create customized database for Economic Development Programs to allow online application, approval, and tracking process.
\$400,000	FastStart - Legal, advertising, promotion and marketing services.
\$668,103	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:



Other Charges (Continued)

Amount	Description
\$1,746,768	State Economic Competitiveness- Funding for state economic competitiveness benchmarking, planning and research initiative. This initiative will focus on economic development strategy and planning by benchmarking state public policies (business taxes, incentives, workforce programs, worker's compenstation, etc.).
\$4,000,000	Fast Start Program provides a turnkey employee training and delivery solution for company retention and / or expansion projects.
\$25,000	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.
\$5,771,768	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$14,391	Department Civil Service
\$1,666	Comprehensive Public Training Program (CPTP)
\$4,749	Uniform Payroll System (UPS)
\$46,953	DPS - Security of Capitol Annex
\$25,440	State Treasury Fees
\$332,261	Office of Risk Management
\$93,892	Legislative Auditor Expenses
\$39,529	Office of Computing Services - State Email Services
\$14,294	Office of State Mail - Postage
\$228,465	Office of Telecommunications - Telephone & Telegraph
\$1,389	Office of State Printing - Printing
\$152	Office of State Register - Dues & Subscriptions
\$22,032	Miscellaneous - Buildings and Grounds; etc.
\$825,213	SUB-TOTAL INTERAGENCY TRANSFERS
\$6,596,981	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2010-2011

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.

State Outcome Goals Link: Economic Development

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

Level	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K	Number of major economic development project announcements (LAPAS CODE - New)	Not Applicable	35	Not Applicable	Not Applicable	30	30
This is a new performance standard for FY 2010-2011, therefore, there were no performance standards FY 2008-2009 or FY 2009-2010.							
K	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	85.0%	80.6%	85.0%	85.0%	85.0%	85.0%

Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Louisiana per capita income (LAPAS CODE - 14013)	\$ 27,297	\$ 24,664	\$ 30,952	\$ 35,770	\$ 36,271
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
U.S. per capita income (LAPAS CODE - 14014)	\$ 31,472	\$ 34,586	\$ 36,276	\$ 38,564	\$ 39,751
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
Louisiana per capita income as a percent of U.S. per capita income (LAPAS CODE - 14015)	83.6%	71.8%	85.3%	92.8%	91.3%
Louisiana unemployment rate (LAPAS CODE - 14016)	5.7	7.1	4.0	3.8	5.9
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)	5.5	5.1	4.6	4.8	5.8
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.					
Louisiana employment (number of jobs) (LAPAS CODE - 22860)	1,882,650	1,762,757	1,843,779	1,895,330	1,903,858
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)	Not Applicable	Not Applicable	25	24	17
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.

State Outcome Goals Link: Economic Development

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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K	Number of major state competitiveness improvements identified (LAPAS CODE - 22909)	Not Applicable	15	10	10	10	10
K	Number of major state competitiveness improvements implemented (LAPAS CODE - 22910)	Not Applicable	9	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 (LAPAS CODE - 15583)	3	16	3	3	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)	80%	100%	80%	80%	90%	90%



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

State Outcome Goals Link: Economic Development

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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K	Number of employees trained (LAPAS CODE - 1016)	Not Applicable	1,131	Not Applicable	Not Applicable	2,000	2,000
	Prior Year Actual includes only Entertainment Workforce. The new Louisiana FastStart figures will be included in FY 2009-2010 data. This indicator was a GPI during 2008-2009 and 2009-2010, so there are no prior performance standards.						
K	New jobs associated (LAPAS CODE - 21435)	Not Applicable	1,867	Not Applicable	Not Applicable	2,000	2,000
	Prior Year Actual includes only Entertainment Workforce. The new Louisiana FastStart figures will be included in FY 2009-2010 data. This indicator was a GPI during 2008-2009 and 2009-2010, so there are no prior performance standards.						

Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Number of projects (LAPAS CODE - 1015)	3	5	2	6	6
Prior Year Actual includes only Entertainment Workforce. The new Louisiana FastStart figures will be included in FY 2009-2010 data.					
Capital investment associated (LAPAS CODE - 10258)	\$ 24,050,000	\$ 214,851,887	\$ 5,400,000	\$ 9,588,966	\$ 1,871,631
Prior Year Actual includes only Entertainment Workforce. The new Louisiana FastStart figures will be included in FY 2009-2010 data.					
Retained jobs associated (LAPAS CODE - 21436)	1,914	6,041	5	353	1,382
Prior Year Actual includes only Entertainment Workforce. The new Louisiana FastStart figures will be included in FY 2009-2010 data.					



05-252 — Office of Business Development

Agency Description

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

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

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

The Business Retention and Expansion division, 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 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 24,297,243	\$ 12,903,092	\$ 18,174,777	\$ 23,096,311	\$ 12,219,322	\$ (5,955,455)
State General Fund by:						
Total Interagency Transfers	72,863,277	1,681,104	50,826,873	1,693,800	1,660,235	(49,166,638)
Fees and Self-generated Revenues	1,618,387	2,356,262	17,588,702	2,353,321	2,499,258	(15,089,444)
Statutory Dedications	99,378,452	58,820,987	153,590,639	30,836,394	36,214,496	(117,376,143)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	808,996	0	7,017,250	0	0	(7,017,250)
Total Means of Financing	\$ 198,966,355	\$ 75,761,445	\$ 247,198,241	\$ 57,979,826	\$ 52,593,311	\$ (194,604,930)
Expenditures & Request:						



Office of Business Development Budget Summary

	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Business Development Program	\$ 185,437,953	\$ 69,615,454	\$ 237,468,826	\$ 51,787,286	\$ 49,294,581	\$ (188,174,245)
Business Incentives Program	13,528,402	6,145,991	9,729,415	6,192,540	3,298,730	(6,430,685)
Total Expenditures & Request	\$ 198,966,355	\$ 75,761,445	\$ 247,198,241	\$ 57,979,826	\$ 52,593,311	\$ (194,604,930)
Authorized Full-Time Equivalents:						
Classified	65	64	60	60	50	(10)
Unclassified	29	25	29	29	36	7
Total FTEs	94	89	89	89	86	(3)



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



The Business Development Program includes the following activities:

- The Small Business and Community Services (previously Community Outreach Services) Activity - Works to reposition 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. It also provides assistance to local communities to increase their competitiveness and, thereby increase the effectiveness of local and regional business development efforts in creating more jobs and diversifying Louisiana's economy. Two critical programs associated with the Small Business and Community Services activity include the Small and Emerging Business Development (SEBD) program and Small Business Development Centers (SBDC). These two programs provide direct, one-on-one assistance to entrepreneurs and small businesses that are seeking to grow and prosper. This assistance enables these companies to build new capabilities and leverage these new capabilities to capitalize on growth opportunities. In 2008, LED launched the Louisiana Community Network (LCN), a web-based suite of education modules focused on increasing local economic development capacity. As a component of this effort, LED launched its Ready Communities initiative in 2009 to directly work with communities to better prepare themselves to compete with out-of-state communities when working to attract business development prospects. Funding for the Ready Communities initiative was provided by an EDA grant that expires in fiscal year 2010. Assisting Louisiana's communities to build and maintain their competitive position is a top priority of LED and is a critical component to the state's ability to deliver diversified economic growth.
- The Business Expansion and Retention Group (BERG) Activity - 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 has established a systematic approach for proactively communicating with Louisiana's existing businesses. BERG has developed and is implementing an action plan for reaching out regularly to top economic-driver companies in the state and fast growth companies including companies identified by small business development centers in the efforts. This allows the State to identify business expansion and retention opportunities at early stages in companies' decision-making process. This also allows the State to more effectively market the benefits of operating in Louisiana and to preemptively develop solutions for companies (e.g., workforce training, assistance with infrastructure issues) before they begin considering out-of-state options for their projects. BERG, through one-on-one discussions with in-state company executives and the analyses of data collected through these discussions, identifies common issues that are impacting the growth of companies within particular industry segments and develops potential recommendations to overcome these issues. This enables LED to prioritize its efforts to improve the State's overall business climate. BERG works in close coordination with regional and local economic development partner organizations, tapping into well-established regional/local relationships with companies across the state and leveraging regional/local resources. The program utilizes a common information-technology platform across LED and partner organizations, enabling more efficient communications among the State, regional and local groups, and the private sector. Tools leveraged for the program include a software database that allows analysis of data collected through discussions with companies across the state. Additionally, a Geographic Information System (GIS) is utilized to map the companies visited by the program along with an inventory of the companies' products and services, enabling the pursuit of co-location and expansion opportunities (i.e., the location of a supplier near a Louisiana-based customer).
- Executive and Support Activity - Includes a wide range of leadership and support services that are essential for LED to assist entrepreneurs and small businesses in their efforts to grow, to assist communities in improving their capacity to compete with communities in other states, to communicate and market the positive momentum occurring in Louisiana, and to work with prospects to secure their investment and job growth in Louisiana. It also provides expertise in the development and optimization of global opportunities



for trade and inbound investments, leads efforts to cultivate top regional economic development assets, leads initiatives that protect and grow the state's military and federal presence, and leads efforts to integrate business intelligence functions into the state's business development activities. Without the Executive and Support activity, LED would be unable to deliver positive economic outcomes such as new jobs, capital investment, and economic diversification for the state. This activity also contains \$15 million for the Rapid Response fund as directed by statute - RS 51:2361 and any budget year rollovers for the Mega Project Development Fund. It also includes annual debt service payments and annual performance-based grants associated with incentives for several previously announced business development projects. The activity also includes operating funding for three wet labs (Shreveport, Baton Rouge, and New Orleans) focused on entrepreneurship in bio-sciences. It includes funding focused on site specific expenses – in some competitive prospect situations; LED needs to invest in a level of site preparation activities (e.g., wetlands mitigation) to remain competitive with other states that may be able to offer a development-ready site. It includes personnel and expenses associated with operating the Accent Building, a state-owned facility in Monroe, LA that is being leveraged with business development projects. Finally, it contains a number of expenses associated with the Marketing Fund (established under statute) and marketing of the Federal Renewal Communities program.

- The Business Marketing and Recruitment Activity - Utilizes national-caliber marketing and business development capabilities to attract investment and jobs to Louisiana. The activity focuses on working with in-state, out-of-state, and international companies to convince them to invest and grow their businesses in Louisiana. By influencing these decisions, Business Marketing and Recruitment delivers new jobs and diversifies Louisiana's economy. One of the greatest challenges facing economic development in the state is the relatively negative perception of Louisiana held by some business executives in the United States and around the world. Often these perceptions are based on outdated or completely inaccurate views of our state. To create a brighter economic future for Louisiana, LED conveys to business executives that Louisiana is positioning itself to become the next great American state for business investment, quality of life, and economic opportunity. This is accomplished through Business Marketing with fresh advertising strategies - including a national-caliber website and marketing collateral, earned media covering Louisiana's successes, and a quarterly economic development publication designed to communicate economic development progress in Louisiana. Business Recruitment activities target individual business decision-makers to develop solutions that compel them to invest and grow their business in Louisiana vs. another state or country. LED executes an aggressive business recruitment program to capture a disproportionate share of the relatively few large projects that locate in the United States each year, as well as to attract investment in new, high-growth industry sectors that can diversify the State's economy. LED is currently engaging in a business development optimization project to further strengthen its business development capabilities and processes. This project will result in improved LED response times and service levels for business decision-makers. Additionally, LED is fully integrating its business intelligence function into its marketing and recruitment efforts. An example of this integration is the launch of LED's sites and buildings database in partnership with Entergy. This integration enables LED to convey Louisiana's value proposition in a highly convincing manner. LED's overall goal is to become one of the top two to three business marketing and recruitment organizations in the country.
- Entertainment Industry Development (EID) Activity – Its 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, motion picture, music, and live performance. The EID promotes the state of Louisiana as a destination for this business activity. Primarily this is accomplished by administering four state mandated tax credit programs that promote continuing development of four target sectors. The entertainment office functions to administer and process tax credits from initial application step to actual issuing of credits. Additionally, EID strategically identifies areas of infrastructure improvement within the four sectors (such as work force training, education, and specialized infrastructure) and imple-



ments solutions that mitigate these challenges to industry growth in the state. For example, EID recognized an immediate need for skilled labor and was awarded a \$2 million grant from LEDC to administer a pilot program training workforce for entertainment jobs. Since 2002 EID has attracted over \$3 billion of new investment in the state of Louisiana. Many states are competitive in this area and this activity helps ensure that we market the value of our programs compared to other states.

- **Business Recovery Services Activity** - As a result of the damages caused by Hurricanes Katrina and Rita, over 81,000 businesses were impacted in 37 parishes, incurring a devastating economic and job loss. The funds invested via dollars provided through the Office of Community Development's Community Development Block Grant delivers two (2) necessary programs vital to recovery; the Small Firm Recovery Loan Grant Program and the Technical Assistance to Small Firms Program. The goal of the programs is to recover jobs and grow back the economies in the impacted areas.

Summary of Activities

General Fund	Total Amount	Table of Organization	Description
\$0	\$1,060,235	11	Business Recovery Services Activity - This activity manages dollars provided through Community Development Block Grants by providing programs vital to the recovery of small businesses after hurricanes Katrina and Rita.
\$1,077,126	\$1,227,126	10	Entertainment Industry Development Activity - it's responsible for promoting new and existing economic development in four industry sectors: digital interactive media, motion picture, music, and live performance.
\$658,877	\$28,322,595	5	Executive and Support Functions Activity - includes a wide range of leadership and support services that are essential for LED to assist entrepreneurs and small businesses in their efforts to grow.
\$1,530,220	\$8,655,881	9	Small Business and Community Services Activity - The initiative consists of three phases to support Louisiana communities best prepare to compete in a global economy for economic development investment and resulting job opportunities.
\$7,953,099	\$9,597,611	33	Business Marketing and Recruitment Activity - utilizes national-caliber marketing and business development capabilities to attract investment and jobs to Louisiana.
\$0	\$431,133	3	Business Expansion and Retention Group Activity - 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.
		2	Non T.O. FTE Ceiling Recommended for FY 2010-2011
\$11,219,322	\$49,294,581	73	Grand Total of Activities Recommended including Non T.O. FTE Ceiling

Business Development Program Budget Summary

	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 24,280,943	\$ 11,903,092	\$ 17,174,777	\$ 22,096,311	\$ 11,219,322	\$ (5,955,455)



Business Development Program Budget Summary

	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
State General Fund by:						
Total Interagency Transfers	72,863,277	1,681,104	50,826,873	1,693,800	1,660,235	(49,166,638)
Fees and Self-generated Revenues	967,194	1,608,359	16,840,799	1,583,359	1,742,501	(15,098,298)
Statutory Dedications	86,517,543	54,422,899	145,609,127	26,413,816	34,672,523	(110,936,604)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	808,996	0	7,017,250	0	0	(7,017,250)
Total Means of Financing	\$ 185,437,953	\$ 69,615,454	\$ 237,468,826	\$ 51,787,286	\$ 49,294,581	\$ (188,174,245)
Expenditures & Request:						
Personal Services	\$ 5,799,498	\$ 5,191,197	\$ 6,118,900	\$ 6,303,129	\$ 6,133,617	\$ 14,717
Total Operating Expenses	1,399,391	1,096,083	2,011,767	2,011,767	2,011,767	0
Total Professional Services	5,971,383	7,154,706	6,625,125	5,552,611	5,933,832	(691,293)
Total Other Charges	171,803,190	56,173,468	222,698,034	37,919,779	35,215,365	(187,482,669)
Total Acq & Major Repairs	464,491	0	15,000	0	0	(15,000)
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 185,437,953	\$ 69,615,454	\$ 237,468,826	\$ 51,787,286	\$ 49,294,581	\$ (188,174,245)
Authorized Full-Time Equivalents:						
Classified	50	49	45	45	35	(10)
Unclassified	29	25	29	29	36	7
Total FTEs	79	74	74	74	71	(3)

Source of Funding

This program is funded with State General Fund, Fees and Self-Generated Revenues, Statutory Dedications, and Interagency Transfers. The Fees and Self-Generated Revenues are derived from contributions from economic development allies for foreign representation in Europe and from certain specified fees collected from businesses applying for business incentives granted by the department. The Statutory Dedications are derived from the Small Business Surety Bonding Fund which was recreated by Act 9 of the 2001 Regular Session, the Marketing Fund based on Act 7 of the 2001 Regular Session, the Rapid Response Fund created by Act 398 of the 2005 Regular Session, the Entertainment Promotion and Marketing Fund created by Act 456 of the 2005 Regular Session, and the Louisiana Economic Development (LED) Fund in accordance to Act 34 of the 1991 Regular Session. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. The Interagency Transfers are Temporary Assistance to Needy Families (TANF) funds from the Department of Social Services and Community Development Block Grant (CDBG) funds from the Office of Community Development (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 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Mega-project Development Fund	\$ 42,217,410	\$ 0	\$ 74,782,590	\$ 0	\$ 0	\$ (74,782,590)
Louisiana Economic Development Fund	26,015,978	17,275,941	18,463,038	8,306,439	14,461,627	(4,001,411)
Small Business Surety Bonding Fund	1,766,320	5,957,377	5,957,377	5,957,377	3,000,000	(2,957,377)
Entertainment Promotion and Marketing Fund	129,615	320,000	342,000	150,000	150,000	(192,000)
Marketing Fund	2,186,300	2,669,581	2,669,581	2,000,000	2,060,896	(608,685)
Rapid Response Fund	13,617,458	28,200,000	42,625,480	10,000,000	15,000,000	(27,625,480)
Overcollections Fund	584,462	0	769,061	0	0	(769,061)

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 0	0	Mid-Year Adjustments (BA-7s):
\$ 17,174,777	\$ 237,468,826	74	Existing Oper Budget as of 12/1/09
Statewide Major Financial Changes:			
110,674	163,680	0	State Employee Retirement Rate Adjustment
86,093	194,721	0	Salary Base Adjustment
(96,530)	(121,507)	0	Attrition Adjustment
(222,177)	(222,177)	(3)	Personnel Reductions
0	(15,000)	0	Non-Recurring Acquisitions & Major Repairs
(5,271,685)	(167,853,372)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
0	(500,000)	0	Executive & Support Functions--Non-recur funding for (NCAM) National Center for Advanced Manufacturing (LED Fund).
332,685	(270,000)	0	Business & Marketing Recruitment--Adjustment in funding for marketing activities (Marketing Fund).
1,891,644	0	0	Means of Finance substitution between State General Fund and Louisiana Economic Development Statutory Dedication Fund.
0	(2,957,377)	0	Small Business & Community Services--Reduction in appropriation to the Small Business Surety Bonding Fund to match anticipated revenue.
0	(98,574)	0	Executive & Support Functions--Reduction in LSU/LBTC (LA Business & Technology Center) funding (LED Fund). The recommended funding is \$242,852.
0	(1,339,246)	0	Executive & Support Functions--Reduction in funding for the three Wet Labs. The remaining funding is \$1,314,960 which provides \$438,320 each for Baton Rouge, Shreveport, and New Orleans (LED Fund).
0	(127,502)	0	Small Business & Community Services--Reduction of the Tier 1 Regional Awards Program (LED Fund). Recommended funding is \$1,700,000.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
0	(17,000,000)	0	Executive & Support Functions--Non-recur one-time funding appropriated in FY 09/10 for Rapid Response.
0	5,000,000	0	Executive & Support Functions-- Provide increase for the Rapid Response Fund (EDR).
0	(170,000)	0	Entertainment Industry Development--Reduce budget authority to match projected revenues (EDE Fund).
0	(50,000)	0	Executive & Support Functions--Reduction in the Project Site Specific funding for studies relative to Mega Projects (LED Fund). The recommended funding is \$450,000. This expanded on the Streamlining Recommendation.
1,281,000	1,275,268	0	Executive & Support Functions--Adjustment in debt service and commitment payments to match payment schedule.
0	(10,000)	0	Executive & Support Function--Align Fees & Self-Generated revenue with anticipated receipts.
0	(6,000)	0	Executive & Support Functions--Non-recur funding for (MERA) Marketing Education Retail Alliance (Marketing Fund).
(3,285,644)	(3,285,644)	0	Use of the Fiscal Year 2008-2009 State General Fund surplus and collections from the Louisiana Tax Delinquency Amnesty Act of 2009 to defease debt in Fiscal Year 2009-2010; thereby, reducing State Debt Service in Fiscal Year 2010-2011. (Supplementary Recommendation)
(781,515)	(781,515)	0	Non-recur one-time funding for Special Legislative Projects (SLP)
\$ 11,219,322	\$ 49,294,581	71	Recommended FY 2010-2011
\$ (3,285,644)	\$ (3,285,644)	0	Less Supplementary Recommendation
\$ 14,504,966	\$ 52,580,225	71	Base Executive Budget FY 2010-2011
			Supplementary - Fiscal Year 2008-2009 General Fund Surplus and collections from Louisiana Tax Delinquency Amnesty Act of 2009 to defease debt in Fiscal Year 2009-2010.
(3,285,644)	(3,285,644)	0	Use of the Fiscal Year 2008-2009 State General Fund surplus and collections from the Louisiana Tax Delinquency Amnesty Act of 2009 to defease debt in Fiscal Year 2009-2010; thereby, reducing State Debt Service in Fiscal Year 2010-2011. (Supplementary Recommendation)
\$ (3,285,644)	\$ (3,285,644)	0	Total Supplementary - Fiscal Year 2008-2009 General Fund Surplus and collections from Louisiana Tax Delinquency Amnesty Act of 2009 to defease debt in Fiscal Year 2009-2010.
\$ 11,219,322	\$ 49,294,581	71	Grand Total Recommended

Professional Services

Amount	Description
\$5,230,000	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industries (Communication and Marketing).
\$330,000	Foreign Representatives - To promote trade and investment opportunities for Louisiana through foreign representative consultants to coordinate meetings with appropriate corporate decision makers in foreign countries (Business Development Services Activity).



Professional Services (Continued)

Amount	Description
\$40,000	Funds provided for the entertainment industry for legal services, website services, location managers, promotion and marketing, etc. and other services deemed necessary (Entertainment Activity).
\$264,000	Participations with economic development organizations, local governments, etc. for joint economic related activities.
\$69,832	Miscellaneous Professional Services
\$5,933,832	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.
\$3,000,000	Small Business Surety Bonding Program - Supports the Small and Emerging Business Development's effort to provide financial assistance to small businesses to mitigate gaps in the state surety bond market.
\$1,000,000	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$664,000	Regional Representatives - The state's outreach arm, where regional representatives serve as a conduit to state resources for local development entities and support efforts to create, retain, expand, and recruit industries into the state.
\$1,314,960	Funding provided for operating expenses of the Life Science Incubators in Baton Rouge - \$438,320, New Orleans - \$438,320, and Shreveport - \$438,320 (Wet Labs).
\$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.
\$15,000,000	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.
\$1,700,000	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).
\$3,267,265	Funding provided to Jefferson Facilities, Inc. for payment of debt service for public infrastructure at Northrop Grumman Ship Systems. Fiscal Year 2010-2011 represents the 8th year of a 20 year commitment.
\$11,606	Funding provided to the England Economic and Industrial Development District for payment of debt service for public infrastructure to construct a manufacturing facility in Alexandria, Louisiana for Union Tank Car. Fiscal Year 2010-2011 represents the 6th year of a 15 year commitment. Total debt service payment for FY 2011 is \$3,297,250. \$3,285,644 is included in the Supplementary Recommendation which uses FY 2009 State General Fund surplus and collections from the Louisiana Tax Delinquency Amnesty Act of 2009 to defease debt in FY 2010; thereby, reducing State Debt Service in FY 2011.
\$1,759,538	Funding provided for payment of debt service associated with improvements (including ship decks, port, and rail upgrades) on the Port of New Orleans property to locate CG Railway, Inc. Fiscal Year 2010-2011 represents the 5th year of a 10 year commitment.
\$400,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.



Other Charges (Continued)

Amount	Description
\$600,000	Funding provided for the Microenterprise Initiative, funded with Temporary Assistance to Needy Families (TANF) from the Department of Social Services. This initiative's intent is to help prepare citizens of the state to become economically self-sufficient through self-employment by enhancing their access to business capital, technical assistance, and training.
\$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.
\$1,200,000	St. Gobain Container - Provide funding for company to relocate and consolidate its glass container manufacturing operations to its facility in the City of Simsboro, Lincoln Parish, Louisiana and improve and operate the facility, including rebuilding the second furnace therein, making capital expenditures, and maintaining jobs and payroll.
\$114,000	Funding provided for EA Sports as part of a commitment for a global quality assurance (QA) center in Baton Rouge. Fiscal Year 2010-2011 represents the 2nd year of a 10 year commitment.
\$704,793	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.
\$175,411	Coordinating Organization Responsibility Authorities (CORA) - Renewal Communities - for economic development programs in distressed rural areas of the state through the Federal Renewal/Communities (RC) Initiative.
\$200,000	Military Base Retention - Support for retaining military bases in New Orleans - Support the activities of the Federal City project in New Orleans, a national prototype for a 21st Century Joint Agency installation which will help design and construct a Marine Force Reserves Headquarters building and provide improvements to numerous facilities throughout the state.
\$1,280,000	SNF Holdings - State investment for public infrastructure improvements to construct and operate a new chemical manufacturing plant in Iberville Parish creating jobs and payroll.
\$34,641,573	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.
\$74,548	Governor's Office of Community Programs - administrative support for the Renewal Community Program/Coordinating Organization Responsibility Authorities (CORA)
\$14,518	Office of State Mail - Postage
\$122,350	Office of Telecommunications - State Telephone Services
\$20,950	Miscellaneous - Rental, printing, miscellaneous, etc.
\$573,792	SUB-TOTAL INTERAGENCY TRANSFERS
\$35,215,365	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2010-2011.

Performance Information

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

State Outcome Goals Link: Economic Development

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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K	Number of newly certified sites (LAPAS CODE - 22862)	Not Applicable	Not Applicable	10	10	15	15
This is a new performance indicator for FY 2009-2010, therefore, there was no Actual Yearend Performance for 2008-2009.							
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	\$ 46.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
S	Number of targeted improvements initiated for small businesses and entrepreneurs (LAPAS CODE - 22863)	Not Applicable	10	4	4	4	4

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Percentage by which assisted certified companies 2-year survival rate exceeds similar companies (LAPAS CODE - 14399)	30.6%	24.5%	24.5%	14.8%	10.6%
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)	3	7	6	2	19
Change in ownership of the surety caused delays in the program during FY 2004-2005.					
Amount of bond guarantees provided (LAPAS CODE - 1009)	\$ 146,335	\$ 380,083	\$ 502,288	\$ 90,817	\$ 1,748,000
Change in ownership of the surety caused delays in the program during FY 2004-2005.					
Total value of projects guaranteed with small business bonds (LAPAS CODE - 20307)	\$ 667,529	\$ 2,133,708	\$ 2,173,313	\$ 363,287	\$ 7,383,000
Change in ownership of the surety caused delays in the program during FY 2004-2005.					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 23,866,431	\$ 20,836,479	\$ 21,092,954	\$ 39,307,477	\$ 37,951,454
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	4,017	3,619	3,651	4,316	4,413
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	10,931	7,982	7,641	7,256	7,902
Number of consultations with local development officials by Regional Representatives (LAPAS CODE - 12550)	733	990	452	831	1,104
Number of business collaborations/interactions by Regional Representatives (LAPAS CODE - 12551)	363	696	226	333	648

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

State Outcome Goals Link: Economic Development

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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K	Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864)		264	500	500	500	500

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

State Outcome Goals Link: Economic Development



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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	75.00%	100.00%	75.00%	75.00%	85.00%	85.00%

4. (KEY) Through the Business Marketing and Recruitment activity, to establish a culture of marketing and recruitment by developing at least 200 prospects for recruitment, expansion or retention in Louisiana.

State Outcome Goals Link: Economic Development

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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K	Number of major economic development prospects added (LAPAS CODE - 21051)	Not Applicable	212	190	190	200	200



Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Number of recruitment prospects -pipeline (LAPAS CODE - 22867)	Not Applicable	Not Applicable	194	122	148
Capital investment associated (recruitment) - pipeline (In billions) (LAPAS CODE - 22868)	\$ Not Applicable	\$ Not Applicable	\$ 28	\$ 12	\$ 9
Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869)	\$ Not Applicable	\$ Not Applicable	\$ 40,026	\$ 22,507	\$ 30,272
Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870)	Not Applicable	Not Applicable	87	39	64
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871)	\$ Not Applicable	\$ Not Applicable	\$ 7	\$ 3	\$ 7
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872)	Not Applicable	Not Applicable	18,217	7,516	4,403
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873)	Not Applicable	Not Applicable	21,265	3,895	15,146
Statewide capital investment - pipeline (in billions) (LAPAS CODE - 22874)	\$ Not Applicable	\$ Not Applicable	\$ 35	\$ 15	\$ 16
Statewide jobs (new and retained) - pipeline (LAPAS CODE - new)	Not Applicable	Not Applicable	79,508	33,918	49,821
Advanced Materials - pipeline (LAPAS CODE - 22875)	69	106	27	21	8
Agriculture/Food/Forestry - pipeline (LAPAS CODE - 22876)	127	53	76	45	28
Durable Goods - pipeline (LAPAS CODE - 22877)	9	84	66	48	60
Energy/Petrochemical - pipeline (LAPAS CODE - 22878)	23	52	32	23	43
Logistics/Transportation - pipeline (LAPAS CODE - 22879)	28	28	14	8	9
Federal - pipeline (LAPAS CODE - 22880)	Not Applicable	Not Applicable	3	0	1
Technology (Including Digital Media) - pipeline (LAPAS CODE - 22881)	7	27	24	11	17
Other - pipeline (LAPAS CODE - 22882)	Not Applicable	Not Applicable	39	5	46
Number of recruitment projects - announced. Plus number of expansion and retention projects announced. (LAPAS CODE - 22883)	Not Applicable	Not Applicable	30	25	11
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884)	\$ Not Applicable	\$ Not Applicable	\$ 4	\$ 3	\$ 1
Jobs associated (new recruitment) - announced (LAPAS CODE - 22885)	Not Applicable	Not Applicable	4,932	2,752	3,830
Number of expansion and retention projects - announced (LAPAS CODE - 22886)	Not Applicable	Not Applicable	40	14	24
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887)	\$ Not Applicable	\$ Not Applicable	\$ 6	\$ 2	\$ 2



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888)	Not Applicable	Not Applicable	3,375	1,232	6,919
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889)	Not Applicable	Not Applicable	5,487	2,182	10,662
Statewide capital investment - announced (in billions) (LAPAS CODE - 22890)	\$ Not Applicable	\$ Not Applicable	\$ 9.74	\$ 4.89	\$ 3.15
Statewide jobs (new and retained) - announced (LAPAS CODE - 22891)	Not Applicable	Not Applicable	13,794	6,166	21,411
Advanced Materials -announced (LAPAS CODE - 22892)	Not Applicable	Not Applicable	10	4	2
Agriculture/Food/Forestry - announced (LAPAS CODE - 22893)	Not Applicable	Not Applicable	16	10	2
Durable Goods - announced (LAPAS CODE - 22894)	Not Applicable	Not Applicable	18	13	9
Energy/Petrochemical -announced (LAPAS CODE - 22895)	Not Applicable	Not Applicable	10	7	7
Logistics/Transportation - announced (LAPAS CODE - 22896)	Not Applicable	Not Applicable	4	2	0
Federal -announced (LAPAS CODE - 22897)	Not Applicable	Not Applicable	1	0	3
Technology (including Digital Media) - announced (LAPAS CODE - 22898)	Not Applicable	Not Applicable	5	3	7
Other - announced (LAPAS CODE - 22899)	Not Applicable	Not Applicable	6	0	5
Number of Rapid Response projects approved and funded (LAPAS CODE - 22902)	5	0	1	5	7
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 FY 08-09 leveraging the mega fund vs. rapid response fund.					
Dollars approved for Rapid Response projects (LAPAS CODE - 22903)	\$ 3,723,000	\$ 0	\$ 1,000,000	\$ 13,524,080	\$ 21,518,000
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 in FY 08-09 leveraging the mega fund vs. rapid response fund.					
Anticipated number of jobs created by Rapid Response applicants (LAPAS CODE - 22904)	2,450	0	1,000	2,174	823
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 FY 08-09 leveraging the mega fund vs. rapid response fund.					
Anticipated number of jobs retained by Rapid Response applicants (LAPAS CODE - 22905)	1,223	0	0	700	105
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 FY 08-09 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 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Anticipated amount of capital invested by Rapid Response applicants (in millions) (LAPAS CODE - 22906)	\$ 88.50	\$ 0	\$ 1.50	\$ 254.36	\$ 53.00
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 FY 08-09 leveraging the mega fund vs. rapid response fund.					
Anticipated payroll associated with Rapid response applicants (in millions) (LAPAS CODE - 22907)	\$ 84.20	\$ 0	\$ 14.06	\$ 101.96	\$ 43.29
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 FY 08-09 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.

State Outcome Goals Link: Economic Development

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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K Estimated amount of dollars generated in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - New)	Not Applicable	\$ 346	Not Applicable	Not Applicable	\$ 375	\$ 375
This indicator was a GPI (for film and television) during FY 2008-2009 and FY 2009-2010, so there are no prior performance standards.						



Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Number of incentive applications received (LAPAS CODE - 22900)	59	157	55	92	79
A high number of applications were filed in December 2005, prior to the effectiveness of the new law on January 1, 2006.					
Number of full-length productions shot in the state (LAPAS CODE - 1314)	28	29	33	40	60
Estimated amount of tax credits (in millions) (LAPAS CODE - 22901)	\$ 27	\$ 42	\$ 104	\$ 106	\$ 91
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 177.90	\$ 209.00	\$ 415.00	\$ 499.00	\$ 342.00

6. (KEY) Through the Business Recovery Services activity, to assist 50 businesses in disaster impacted areas with technical assistance in order to help them fully recover and grow.

State Outcome Goals Link: Economic Development

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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K Number of businesses provided technical assistance (LAPAS CODE - New)	Not Applicable	774	Not Applicable	Not Applicable	50	50

This is a new performance indicator for FY 2010-2011, therefore, there were no performance standards for 2008-2009 or 2009-2010. In FY 2008-2009, the program had \$62 million for grant/loan projects in Phase II, with the maximum loan amount totaling \$250,000. The program also provided technical assistance to 1,798 small businesses in the impacted areas. The remaining balance for grant/loan projects is approximately \$45 million.



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.

The Business Incentives Program includes the following activities:

- The Business Incentives Services Activity - Provides information and technical assistance to business and industry in applications for business tax incentives programs administered by the Louisiana Department of Economic Development. The activity encourages business investment and job creation by providing financial support through an array of incentive programs. The Board of Commerce and Industry oversees 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. Enterprise Zone: This program is utilized to stimulate employment for residents in depressed areas of the state which are designated as enterprise zones. This is accomplished by providing Louisiana income and franchise tax credits to a business that increases employment by 10% within the first 12 months or adding at least 5 net new jobs in the first 24 months. A sales/use tax rebate or an investment tax credit may be available if the job requirements are met. Quality Jobs: The Quality Jobs Program is used as an incentive to encourage businesses to locate and/or expand existing operations in Louisiana and create quality jobs focusing on Louisiana Vision 2020 traditional and seed clusters industries, manufacturing, and other operations that derive the majority of revenues from out-of-state. Industrial Ad Valorem Tax Exemption Program: This program applies to new or existing Louisiana manufacturers for capital investments. Property tax (Ad Valorem) exemption for manufacturer's investment including all land improvements, buildings, machinery, equipment, and any other property that is part of the manufacturing process and kept on site. This is Louisiana's original incentive program, for capital investments, and is for manufacturers only. It may be used by manufacturers new to the State as well as new investments and miscellaneous capital additions to existing facilities in Louisiana. Restoration Tax Abatement: The Restoration Tax Abatement (RTA) Program is an economic development tax incentive created for municipalities and local governments to encourage commercial property owners and homeowners, who expand, restore, improve or develop an existing structure in a downtown development district, economic development district or historic district.



- Louisiana Economic Development Corporation (LEDC) Activity - The Louisiana State Legislature passed legislation which created Louisiana Economic Development Corporation (LEDC). The LEDC Board is comprised of 11 members who are appointed by the Governor. The Board is managed by LED with the Secretary serving as President of the corporation. LEDC's mission is to serve as a catalyst for capital access for start-up and existing businesses, to enable new businesses to form and existing businesses to expand, and to provide for the sustained economic growth of the State and an improved quality of life for its citizens. LEDC encourages business investment and job creation by providing financial support through an array of incentive programs. Actively utilized programs include: Louisiana Small Business Loan Program (SBLP) provides assistance to qualified small businesses in the form of loan guarantees and loan participations in conjunction with banks and other commercial lending institutions. This program is a critical component of LED's overall small business and entrepreneurship efforts. Economic Development Award Program (EDAP) provides financing for publicly-owned infrastructure for industrial or business development projects that promote economic development. Economic Development Loan Program (EDLOP) created as a supplement program to EDAP to provide direct loans to businesses to fund privately owned property and improvements including the purchase of building sites and the purchase, construction, renovation, rebuilding and improvement of buildings, surrounding property and machinery and equipment purchases for businesses locating in the state or existing businesses within the state. Both EDAP and EDLOP programs are focused on competitive situations which help the state win projects with new jobs and investments. Louisiana Venture Capital Co-Investment Program provides for a co-investment with a certified venture capital fund in a specific La business of up to 1/4 of an investment round, but not greater than \$500,000. La Venture Capital Match Program provides for a match investment for qualified La venture capital funds. Business and Industrial Development Corporation (BIDCO) Investment and Co-Investment Programs provide a match or co-investment in certified BIDCOs. BIDCOs are for profit, state-chartered, non-depository alternative financing sources for small businesses licensed by the La Office of Financial Institutions. BIDCOs provide equity and subordinated debt financing to new and growing companies, as well as turnaround assistance.

Summary of Activities

General Fund	Total Amount	Table of Organization	Description
\$1,000,000	\$2,541,973	6	Louisiana Economic Development Corporation Activity - serves as a catalyst for capital access for start-up and existing businesses, to enable new businesses to form and existing businesses to expand, and to provide for the sustained economic growth of the State and an improved quality of life for its citizens.
\$0	\$756,757	9	Business Incentives Activity - provides information and technical assistance to business and industry in applications for business tax incentives programs administered by the Louisiana Department of Economic Development.
		0	Non T.O. FTE Ceiling Recommended for FY 2010-2011
\$1,000,000	\$3,298,730	15	Grand Total of Activities Recommended including Non T.O. FTE Ceiling



Business Incentives Program Budget Summary

	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 16,300	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 0
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	651,193	747,903	747,903	769,962	756,757	8,854
Statutory Dedications	12,860,909	4,398,088	7,981,512	4,422,578	1,541,973	(6,439,539)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 13,528,402	\$ 6,145,991	\$ 9,729,415	\$ 6,192,540	\$ 3,298,730	\$ (6,430,685)
Expenditures & Request:						
Personal Services	\$ 1,044,526	\$ 805,357	\$ 1,096,000	\$ 1,142,549	\$ 1,119,324	\$ 23,324
Total Operating Expenses	71,636	60,475	119,508	119,508	119,508	0
Total Professional Services	3,550	0	5,000	5,000	5,000	0
Total Other Charges	12,408,690	5,280,159	8,508,907	4,925,483	2,054,898	(6,454,009)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 13,528,402	\$ 6,145,991	\$ 9,729,415	\$ 6,192,540	\$ 3,298,730	\$ (6,430,685)
Authorized Full-Time Equivalents:						
Classified	15	15	15	15	15	0
Unclassified	0	0	0	0	0	0
Total FTEs	15	15	15	15	15	0

Source of Funding

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

Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2008-2009	Enacted FY 2009-2010	Existing Oper Budget as of 12/1/09	Continuation FY 2010-2011	Recommended FY 2010-2011	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 12,860,909	\$ 4,398,088	\$ 7,981,512	\$ 4,422,578	\$ 1,541,973	\$ (6,439,539)

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 0	0	Mid-Year Adjustments (BA-7s):
\$ 1,000,000	\$ 9,729,415	15	Existing Oper Budget as of 12/1/09
Statewide Major Financial Changes:			
0	32,093	0	State Employee Retirement Rate Adjustment
0	14,456	0	Salary Base Adjustment
0	(23,225)	0	Attrition Adjustment
0	(3,583,424)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
0	(1,370,585)	0	La Economic Development Corp Activity--Reduce funding for Loan Guarantee program for Financial Assistance (LED Fund). Recommended funding is \$1,000,000.
0	(1,500,000)	0	La Economic Development Corp Activity--Eliminate funding for Workforce Development & Training-Entertainment (LED Fund). This expanded on the Streamlining Recommendation.
\$ 1,000,000	\$ 3,298,730	15	Recommended FY 2010-2011
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 1,000,000	\$ 3,298,730	15	Base Executive Budget FY 2010-2011
\$ 1,000,000	\$ 3,298,730	15	Grand Total Recommended

Professional Services

Amount	Description
Professional Services:	
\$5,000	Board Meeting transcription services and any other services deemed necessary
\$5,000	TOTAL PROFESSIONAL SERVICES



Other Charges

Amount	Description
Other Charges:	
\$25,000	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$1,000,000	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.
\$1,000,000	Funding provided for operation expenses of the New Orleans Cold Storage, which is for transportation drayage due to closure of MRGO.
\$2,025,000	SUB-TOTAL OTHER CHARGES
Interagency Transfers:	
\$12,500	Office of State Mail - Postage
\$11,500	Office of Telecommunications - State Telephone Services
\$5,898	Miscellaneous - LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc.
\$29,898	SUB-TOTAL INTERAGENCY TRANSFERS
\$2,054,898	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2010-2011.

Performance Information

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

State Outcome Goals Link: Economic Development

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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	90%	93%	90%	90%	90%	90%

Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Number of Business Incentive projects approved (LAPAS CODE - 12582)	888	1,135	912	989	1,041
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	15,738	21,142	22,689	12,976	11,056
Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584)	34,769	31,834	41,019	37,489	51,004
Anticipated amount of capital invested by Business Incentive applicants (in millions). (LAPAS CODE - 21432)	\$ 4.80	\$ 6.60	\$ 14.70	\$ 7.80	\$ 9.50

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 products administered by LED through the Louisiana Economic Development Corporation Board.

State Outcome Goals Link: Economic Development

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 2008-2009	Actual Yearend Performance FY 2008-2009	Performance Indicator Values			
				Performance Standard as Initially Appropriated FY 2009-2010	Existing Performance Standard FY 2009-2010	Performance At Continuation Budget Level FY 2010-2011	Performance At Executive Budget Level FY 2010-2011
K	Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077)	90%	100%	75%	75%	75%	75%

Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009
Number of EDAP / EDLOP projects approved and funded (LAPAS CODE - 12570)	32	6	6	19	3
Dollars approved for EDAP/EDLOP projects (LAPAS CODE - 21428)	\$ 19,792,069	\$ 4,010,651	\$ 6,604,902	\$ 12,564,098	\$ 4,637,805
Anticipated number of jobs created by EDAP/EDLOP applicants (LAPAS CODE - 12571)	3,069	1,653	619	1,495	250
Anticipated number of jobs retained by EDAP/EDLOP applicants (LAPAS CODE - 21429)	2,693	962	115	1,016	559
Anticipated amount of capital invested by EDAP/EDLOP applicants (LAPAS CODE - 21430)	\$ 190,079,460	\$ 42,736,284	\$ 93,666,163	\$ 630,047,804	\$ 185,661,000
Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - 22908)	\$ 36,759,737	\$ 2,589,824	\$ 15,740,280	\$ 69,121,115	\$ 9,941,410
Number of projects approved and funded in other LEDC programs (excluding workforce development). (LAPAS CODE - 12579)	62	30	14	10	9



