

# Department of Economic Development



## Department Description

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

The goals of the Department of Economic Development are:

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

Department strategies to position Louisiana for a brighter economic future:

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

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



For additional information, see:

[Department of Economic Development](#)

## Department of Economic Development Budget Summary

	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 15,776,327	\$ 15,913,034	\$ 16,196,422	\$ 15,941,676	\$ 13,708,408	\$ (2,488,014)
<b>State General Fund by:</b>						
Total Interagency Transfers	2,299,477	1,231,829	1,788,511	0	0	(1,788,511)
Fees and Self-generated Revenues	3,072,629	8,387,873	10,838,976	13,961,929	17,451,033	6,612,057
Statutory Dedications	17,558,697	18,200,000	24,493,832	16,579,203	16,579,203	(7,914,629)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	2,695,003	7,500,000	11,552,407	7,500,000	7,500,000	(4,052,407)
<b>Total Means of Financing</b>	<b>\$ 41,402,133</b>	<b>\$ 51,232,736</b>	<b>\$ 64,870,148</b>	<b>\$ 53,982,808</b>	<b>\$ 55,238,644</b>	<b>\$ (9,631,504)</b>
<b>Expenditures &amp; Request:</b>						
Office of the Secretary	\$ 17,959,641	\$ 20,662,031	\$ 23,466,370	\$ 20,507,982	\$ 20,576,752	\$ (2,889,618)
Office of Business Development	23,442,492	30,570,705	41,403,778	33,474,826	34,661,892	(6,741,886)
<b>Total Expenditures &amp; Request</b>	<b>\$ 41,402,133</b>	<b>\$ 51,232,736</b>	<b>\$ 64,870,148</b>	<b>\$ 53,982,808</b>	<b>\$ 55,238,644</b>	<b>\$ (9,631,504)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	59	59	62	62	62	0
Unclassified	51	51	51	51	51	0
<b>Total FTEs</b>	<b>110</b>	<b>110</b>	<b>113</b>	<b>113</b>	<b>113</b>	<b>0</b>



## 05-251 — Office of the Secretary

### Agency Description

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

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

### Office of the Secretary Budget Summary

	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 6,977,175	\$ 9,465,747	\$ 9,730,334	\$ 9,231,711	\$ 9,267,401	\$ (462,933)
<b>State General Fund by:</b>						
Total Interagency Transfers	2,299,477	1,231,829	1,788,511	0	0	(1,788,511)
Fees and Self-generated Revenues	829,450	999,560	999,560	2,311,376	2,344,456	1,344,896
Statutory Dedications	7,853,539	8,964,895	10,947,965	8,964,895	8,964,895	(1,983,070)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 17,959,641</b>	<b>\$ 20,662,031</b>	<b>\$ 23,466,370</b>	<b>\$ 20,507,982</b>	<b>\$ 20,576,752</b>	<b>\$ (2,889,618)</b>
<b>Expenditures &amp; Request:</b>						
Executive and Administration	\$ 17,959,641	\$ 20,662,031	\$ 23,466,370	\$ 20,507,982	\$ 20,576,752	\$ (2,889,618)
<b>Total Expenditures &amp; Request</b>	<b>\$ 17,959,641</b>	<b>\$ 20,662,031</b>	<b>\$ 23,466,370</b>	<b>\$ 20,507,982</b>	<b>\$ 20,576,752</b>	<b>\$ (2,889,618)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	18	18	21	21	23	2
Unclassified	13	13	13	13	13	0
<b>Total FTEs</b>	<b>31</b>	<b>31</b>	<b>34</b>	<b>34</b>	<b>36</b>	<b>2</b>



## 251\_1000 — Executive and Administration

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

### Program Description

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

The goals of the Executive and Administration Program are:

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

For additional information, see:

### LED Administration

### Executive and Administration Budget Summary

	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 6,977,175	\$ 9,465,747	\$ 9,730,334	\$ 9,231,711	\$ 9,267,401	\$ (462,933)
<b>State General Fund by:</b>						
Total Interagency Transfers	2,299,477	1,231,829	1,788,511	0	0	(1,788,511)
Fees and Self-generated Revenues	829,450	999,560	999,560	2,311,376	2,344,456	1,344,896
Statutory Dedications	7,853,539	8,964,895	10,947,965	8,964,895	8,964,895	(1,983,070)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
<b>Total Means of Financing</b>	<b>\$ 17,959,641</b>	<b>\$ 20,662,031</b>	<b>\$ 23,466,370</b>	<b>\$ 20,507,982</b>	<b>\$ 20,576,752</b>	<b>\$ (2,889,618)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 3,743,510	\$ 4,159,015	\$ 4,411,633	\$ 4,785,591	\$ 5,043,380	\$ 631,747



## Executive and Administration Budget Summary

	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
Total Operating Expenses	893,424	954,951	853,951	853,951	853,951	0
Total Professional Services	488,162	1,033,121	706,134	645,000	645,000	(61,134)
Total Other Charges	12,693,875	14,514,944	17,494,652	14,223,440	14,034,421	(3,460,231)
Total Acq & Major Repairs	140,670	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 17,959,641</b>	<b>\$ 20,662,031</b>	<b>\$ 23,466,370</b>	<b>\$ 20,507,982</b>	<b>\$ 20,576,752</b>	<b>\$ (2,889,618)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	18	18	21	21	23	2
Unclassified	13	13	13	13	13	0
<b>Total FTEs</b>	<b>31</b>	<b>31</b>	<b>34</b>	<b>34</b>	<b>36</b>	<b>2</b>

## Source of Funding

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

## Executive and Administration Statutory Dedications

Fund	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 7,756,645	\$ 8,964,895	\$ 10,017,378	\$ 8,964,895	\$ 8,964,895	\$ (1,052,483)
Rapid Response Fund	96,894	0	930,587	0	0	(930,587)

## Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 264,587	\$ 2,804,339	3	Mid-Year Adjustments (BA-7s):
\$ 9,730,334	\$ 23,466,370	34	Existing Oper Budget as of 12/01/16
<b>Statewide Major Financial Changes:</b>			
(189,053)	(189,053)	0	State General Fund (SGF) reduction in accordance with the Louisiana Constitution, Article VII, Section 11(A).
1,589	2,445	0	Civil Service Training Series



### Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
95,566	147,024	0	Related Benefits Base Adjustment
36,941	56,832	0	Retirement Rate Adjustment
170,413	262,174	0	Salary Base Adjustment
(106,663)	(2,646,415)	0	Non-recurring Carryforwards
3,020	3,020	0	Risk Management
33,226	55,377	0	Legislative Auditor Fees
461,015	680,023	0	Rent in State-Owned Buildings
(628,641)	(927,281)	0	Maintenance in State-Owned Buildings
13,863	23,105	0	Capitol Park Security
(4,453)	(7,422)	0	Capitol Police
(405)	(405)	0	UPS Fees
1,431	1,431	0	Civil Service Fees
464	773	0	State Treasury Fees
1,772	1,772	0	Office of Technology Services (OTS)
(3,169)	(3,169)	0	Office of State Procurement
<b>Non-Statewide Major Financial Changes:</b>			
(513,121)	(513,121)	0	Non-recur funding for the FastStart Aerospace and Technology Workforce Training program.
163,272	163,272	2	Transfer two positions to the Office of the Secretary from the Office of Business Development to properly reflect the change in the organizational structure.
\$ 9,267,401	\$ 20,576,752	36	<b>Recommended FY 2017-2018</b>
\$ 0	\$ 0	0	<b>Less Supplementary Recommendation</b>
\$ 9,267,401	\$ 20,576,752	36	<b>Base Executive Budget FY 2017-2018</b>
\$ 9,267,401	\$ 20,576,752	36	<b>Grand Total Recommended</b>

### Professional Services

Amount	Description
\$50,000	Provide legal services related to litigation and other related matters
\$395,000	Provide the maintenance support services needed for its applications in FastLane, a web-enabled, fully integrated system to process business incentive program applications and fees as well as the Louisiana Economic Development Corporation program applications and fees
\$75,000	FastStart - Legal, advertising, promotion and marketing services.
\$100,000	Richard House - Professional legal services related to litigation and other related matters
\$25,000	Technology Engineers, Inc. - Provide additional development, enhancement, continued integration and IT support services
<b>\$645,000</b>	<b>TOTAL PROFESSIONAL SERVICES</b>



## Other Charges

Amount	Description
	<b>Other Charges:</b>
\$1,553,435	State Economic Competitiveness- Funding for state economic competitiveness benchmarking, planning and research initiative. This initiative will focus on economic development strategy and planning by benchmarking state public policies (business taxes, incentives, workforce programs, worker's compensation, etc.).
\$10,162,443	Fast Start Program provides a turnkey employee training and delivery solution for new and expanding facilities.
\$10,000	Special Marketing - Funds are used for escorting prospects, group activities, special marketing events and activities to promote economic activity and stimulate interest in LA as a business location.
<b>\$11,725,878</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$10,225	Civil Service Fees
\$2,187	Uniform Payroll System (UPS)
\$53,473	DPS - Security of Capitol Annex
\$7,422	Capitol Police
\$159,330	Office of Risk Management
\$123,972	Legislative Auditor Expenses
\$784,541	Division of Administration - Office of Technology Services
\$120,050	Maintenance in State-Owned Buildings
\$680,023	Rent in State-Owned Buildings
\$3,409	Treasury Fees
\$122,002	Office of State Procurement
\$14,294	Office of State Mail - Postage
\$226,074	Office of Telecommunications - Telephone & Telegraph
\$1,389	Office of State Printing - Printing
\$152	Office of State Register - Dues & Subscriptions
<b>\$2,308,543</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$14,034,421</b>	<b>TOTAL OTHER CHARGES</b>

## Acquisitions and Major Repairs

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

## Performance Information

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

Children's Budget Link: Not Applicable

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

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



**Performance Indicators**

Level	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K	Number of major economic development project announcements (LAPAS CODE - 23429)	35	30	35	35	30	30
K	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	80.0%	91.8%	80.0%	80.0%	80.0%	80.0%

**Executive and Administration General Performance Information**

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	
Louisiana per capita income (LAPAS CODE - 14013)	\$ 38,578	\$ 39,413	\$ 40,689	\$ 42,287	\$ 43,252	
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business						
U.S. per capita income (LAPAS CODE - 14014)	\$ 41,663	\$ 42,693	\$ 44,543	\$ 46,129	\$ 47,669	
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)	92.6%	92.3%	91.4%	91.7%	Not Available	
Louisiana unemployment rate (LAPAS CODE - 14016)	7.3	5.5	6.2	7.2	Not Available	
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)	9.1	7.8	6.7	6.5	Not Available	
SOURCE: U.S. Department of Labor, Bureau of Labor Statistics. Does not include persons not in the labor force by desire and availability for work. The reported figure represents the annual average.						
Louisiana employment (number of jobs) (LAPAS CODE - 22860)	1,834,338	1,888,581	1,970,251	1,894,054	2,025,102	
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)	11	7	6	9	9	
SOURCE: U.S. Census Bureau, Foreign Trade Statistics						

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

Children's Budget Link: Not Applicable



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

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

### Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K	Number of major state competitiveness improvements identified (LAPAS CODE - 22909)	10	12	10	10	10	10
S	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods or with a high state ranking for rankings not published in previous periods. (LAPAS CODE - 15583)	5	13	5	5	5	5
S	Percentage of readers of the Economic Development Quarterly (EQ) who believe progress is being made with the business climate in Louisiana (LAPAS CODE - 22866)	90%	100%	90%	90%	90%	90%

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

Children's Budget Link: Not Applicable

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

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



**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K	Number of employees trained (LAPAS CODE - 1016)	3,000	2,542	3,000	3,000	2,500	2,500
K	New jobs associated (LAPAS CODE - 21435)	3,000	2,623	3,000	3,000	2,500	2,500

**Executive and Administration General Performance Information**

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	
Number of projects (LAPAS CODE - 1015)	33	19	32	25	20	
Capital investment associated (LAPAS CODE - 10258)	\$ 11,308,100,000	\$ 18,987,320,000	\$ 1,045,650,000	\$ 6,248,850,000	\$ 4,467,200,000	



## 05-252 — Office of Business Development

### Agency Description

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

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

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

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

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

### Office of Business Development Budget Summary

	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 8,799,152	\$ 6,447,287	\$ 6,466,088	\$ 6,709,965	\$ 4,441,007	\$ (2,025,081)
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	2,243,179	7,388,313	9,839,416	11,650,553	15,106,577	5,267,161
Statutory Dedications	9,705,158	9,235,105	13,545,867	7,614,308	7,614,308	(5,931,559)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	2,695,003	7,500,000	11,552,407	7,500,000	7,500,000	(4,052,407)
<b>Total Means of Financing</b>	<b>\$ 23,442,492</b>	<b>\$ 30,570,705</b>	<b>\$ 41,403,778</b>	<b>\$ 33,474,826</b>	<b>\$ 34,661,892</b>	<b>\$ (6,741,886)</b>
<b>Expenditures &amp; Request:</b>						
Business Development Program	\$ 19,446,898	\$ 21,171,997	\$ 27,826,610	\$ 24,019,151	\$ 25,236,158	\$ (2,590,452)
Business Incentives Program	3,995,594	9,398,708	13,577,168	9,455,675	9,425,734	(4,151,434)
<b>Total Expenditures &amp; Request</b>	<b>\$ 23,442,492</b>	<b>\$ 30,570,705</b>	<b>\$ 41,403,778</b>	<b>\$ 33,474,826</b>	<b>\$ 34,661,892</b>	<b>\$ (6,741,886)</b>



## Office of Business Development Budget Summary

	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
<b>Authorized Full-Time Equivalents:</b>						
Classified	41	41	41	41	39	(2)
Unclassified	38	38	38	38	38	0
<b>Total FTEs</b>	79	79	79	79	77	(2)



## 252\_1000 — Business Development Program

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

### Program Description

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

The goals of the Business Development Program are:

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

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

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



For additional information, see:

[Business Development Program](#)

## Business Development Program Budget Summary

	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 8,799,152	\$ 6,447,287	\$ 6,466,088	\$ 6,672,936	\$ 4,441,007	\$ (2,025,081)
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	1,272,727	6,246,652	8,539,102	10,488,954	13,937,890	5,398,788
Statutory Dedications	9,175,019	8,478,058	12,785,420	6,857,261	6,857,261	(5,928,159)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	200,000	0	36,000	0	0	(36,000)
<b>Total Means of Financing</b>	<b>\$ 19,446,898</b>	<b>\$ 21,171,997</b>	<b>\$ 27,826,610</b>	<b>\$ 24,019,151</b>	<b>\$ 25,236,158</b>	<b>\$ (2,590,452)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 6,943,030	\$ 5,734,056	\$ 7,134,056	\$ 7,481,210	\$ 7,338,217	\$ 204,161
Total Operating Expenses	444,958	639,490	639,490	639,490	639,490	0
Total Professional Services	5,016,804	8,764,684	12,393,726	11,751,217	11,751,217	(642,509)
Total Other Charges	7,042,106	6,033,767	7,659,338	4,147,234	5,507,234	(2,152,104)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 19,446,898</b>	<b>\$ 21,171,997</b>	<b>\$ 27,826,610</b>	<b>\$ 24,019,151</b>	<b>\$ 25,236,158</b>	<b>\$ (2,590,452)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	27	27	27	27	25	(2)
Unclassified	38	38	38	38	38	0
<b>Total FTEs</b>	<b>65</b>	<b>65</b>	<b>65</b>	<b>65</b>	<b>63</b>	<b>(2)</b>

## Source of Funding

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



## Business Development Program Statutory Dedications

Fund	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 5,484,486	\$ 6,478,058	\$ 8,769,568	\$ 4,857,261	\$ 4,857,261	\$ (3,912,307)
Entertainment Promotion and Marketing Fund	130,975	0	0	0	0	0
Marketing Fund	1,789,174	2,000,000	2,000,000	2,000,000	2,000,000	0
2013 Amnesty Collections Fund	1,770,384	0	2,015,852	0	0	(2,015,852)

## Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 18,801	\$ 6,654,613	0	<b>Mid-Year Adjustments (BA-7s):</b>
\$ 6,466,088	\$ 27,826,610	65	<b>Existing Oper Budget as of 12/01/16</b>
<b>Statewide Major Financial Changes:</b>			
(90,632)	(90,632)	0	State General Fund (SGF) reduction in accordance with the Louisiana Constitution, Article VII, Section 11(A).
3,617	5,566	0	Civil Service Training Series
202,146	310,994	0	Related Benefits Base Adjustment
66,011	101,556	0	Retirement Rate Adjustment
119,040	183,139	0	Salary Base Adjustment
(143,190)	(143,190)	0	Attrition Adjustment
(18,801)	(4,654,613)	0	Non-recurring Carryforwards
<b>Non-Statewide Major Financial Changes:</b>			
0	(2,000,000)	0	Non-recur the remaining funding from Statutory Dedications out of the 2013 Amnesty Collections Fund that was provided for in Act 422 of the 2014 Regular Session of the Legislature. The funds were distributed to the Louisiana Regional Leadership Council for the purposes of regional economic development and workforce development.
0	2,500,000	0	To provide funding for the Entertainment Industry Activity in accordance with Act 412 of 2015 RLS (R.S. 36:104.1) which requires verification of expenditures by an independent CPA or tax attorney before certification of expenditures for purposes of receiving entertainment industry tax credits (Motion Picture Investor, Digital Interactive Media and Software, Sound Recording Investor, and Musical and Theatrical Production Income). Total estimation for expenditures of verification report fees is \$7.2m.
(163,272)	(163,272)	(2)	Transfer two positions to the Office of the Secretary from the Office of Business Development to properly reflect the change in the organizational structure.
0	1,360,000	0	Funding provides for the development and execution of a regional marketing and recruitment strategy, enhanced business development, recruitment and retention activities, improved site identification and certification, small business services and other support focused on economic growth throughout the eight regional economic development organizations.



## Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
(2,000,000)	0	0	Means of financing substitution decreasing State General Fund and increasing Fees and Self-Generated Revenues to reflect current projections.
\$ 4,441,007	\$ 25,236,158	63	<b>Recommended FY 2017-2018</b>
\$ 0	\$ 0	0	<b>Less Supplementary Recommendation</b>
\$ 4,441,007	\$ 25,236,158	63	<b>Base Executive Budget FY 2017-2018</b>
\$ 4,441,007	\$ 25,236,158	63	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
\$3,754,910	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industries.
\$260,000	Foreign Representatives - To promote trade and investment opportunities for Louisiana through foreign representative consultants to coordinate meetings with appropriate corporate decision makers in foreign countries.
\$7,200,000	Provide professional accounting services
\$4,832	Market research in each of the industry areas and other services as deemed necessary.
\$59,867	Funds provided for promoting and marketing of Louisiana's entertainment industry, including but not limited to development of the Louisiana Entertainment website and other traditional marketing materials used to execute its marketing plan.
\$471,608	Professional services with regard to Entertainment Promotion and Marketing
<b>\$11,751,217</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

## Other Charges

Amount	Description
	<b>Other Charges:</b>
\$675,673	Small and Emerging Business Development - Technical assistance to provide funds for assisting certified small and emerging businesses by providing managerial and/or developmental assistance and technical assistance which includes entrepreneurial training and other specialized assistance to businesses. Funds will be provided for technical assistance through service providers.
\$1,000,000	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$1,360,000	Louisiana Economic Development Regional Awards and Matching Grant Program - Provides assistance to eligible economic development organizations in their comprehensive and strategic marketing and/or recruitment plans for towns, cities, parishes and regions as a site for new and/or expanded business development (Tier 1).
\$200,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.
\$250,000	Funding provided for Project Specific Site Preparation/Evaluation. Funding will be utilized for site selection consultant's request on site specific information and proposals such as title searches, wetland delineations, soil evaluation, archeological evaluations, transportation assessments, land surveys, environmental assessments and other.



## Other Charges (Continued)

Amount	Description
\$479,940	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.
\$74,437	Marketing Education Initiatives - Louisiana Council for Economic Education - Provide administrative services which will facilitate the planning, coordinating and performance of economic education activities of the state, the Louisiana Council for Economic Education office, and the eight university and college based Centers of Economic Education.
\$675,563	Marketing Education Initiatives - Marketing Education Retail Alliance (MERA) - This program rewards and motivates high school students throughout the state by providing enhanced and/or enriched learning opportunities. This program improves the visibility and understanding of lifetime skills available through marketing education, enhances the linkage between schools in Louisiana, employment opportunities in the international marketing environment, improving the educational experiences available for Louisiana's young people, upgrades technology in Louisiana schools, and promote/encourage National Retail Skills Standards.
\$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.
\$341,426	LSU A&M - Louisiana Business Technology Center - Match Louisiana businesses with resources of federal lab systems including NASA/Stennis and NASA/Michoud.
\$110,000	Entertainment Promotion and Marketing - Funds are used for meetings with prospects, group activities and special events, and activities to promote entertainment activity and stimulate interest in LA as a business location.
<b>\$5,417,039</b>	<b>SUB-TOTAL OTHER CHARGES</b>
	<b>Interagency Transfers:</b>
\$16,147	Civil Service Fees
\$4,644	Uniform Payroll System (UPS)
\$26,520	Division of Administration - Office of Technology Services
\$42,884	Miscellaneous - Rental, printing, postage, etc.
<b>\$90,195</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$5,507,234</b>	<b>TOTAL OTHER CHARGES</b>

## Acquisitions and Major Repairs

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

## Performance Information

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

Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K	Number of newly certified sites (LAPAS CODE - 22862)	15	17	15	15	15	15

Commercial property owners were preparing their sites for certification last fiscal year, a long process that can easily take 6 months. As a result LED expects more certified sites during this fiscal year. As more land and property owners understand the benefit of having a certified site and start preparing their sites for certification, LED expects a robust number of sites to be certified in coming years.

**Business Development Program General Performance Information**

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 33,023,127	\$ 31,782,069	\$ 37,687,852	\$ 37,284,814	\$ 64,175,885	
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	7,984	7,122	3,449	2,192	2,340	
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	8,107	6,186	6,587	5,808	5,617	

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

Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K	Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864)	500	633	500	500	500	500



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

Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	85.00%	87.70%	85.00%	85.00%	85.00%	85.00%

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

Children's Budget Link: Not Applicable

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

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

**Performance Indicators**

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K	Number of major economic development prospects added (LAPAS CODE - 21051)	250	234	250	250	250	250



**Business Development Program General Performance Information**

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016
Number of recruitment prospects -pipeline (LAPAS CODE - 22867)	278	356	362	274	183
Capital investment associated (recruitment) - pipeline (in billions) (LAPAS CODE - 22868)	\$ 30	\$ 49	\$ 47	\$ 35	\$ 42
Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869)	45,664	39,848	43,503	40,827	18,563
Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870)	71	71	76	60	52
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871)	\$ 63	\$ 7	\$ 11	\$ 8	\$ 5
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872)	5,655	4,192	9,001	7,035	4,352
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873)	22,982	21,051	16,442	17,839	15,633
Number of recruitment projects - announced. (LAPAS CODE - 22883)	21	28	20	28	11
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884)	\$ 2	\$ 8	\$ 4	\$ 9	\$ 34
Jobs associated (new recruitment) - announced (LAPAS CODE - 22885)	3,931	5,858	3,510	5,304	3,689
Number of expansion and retention projects - announced (LAPAS CODE - 22886)	40	31	43	37	19
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887)	\$ 16	\$ 13	\$ 19	\$ 15	\$ 2
Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888)	3,696	2,287	5,513	3,411	907
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889)	12,208	9,589	16,792	10,910	4,351
Number of Rapid Response projects approved and funded (LAPAS CODE - 22902)	5	3	6	7	0
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Dollars approved for Rapid Response projects (LAPAS CODE - 22903)	\$ 14,308,308	\$ 19,250,000	\$ 11,310,577	\$ 23,250,000	\$ 0
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					



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

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016
Anticipated number of jobs created by Rapid Response applicants (LAPAS CODE - 22904)	1,316	932	1,027	1,459	0
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund.					
Anticipated amount of capital invested by Rapid Response applicants (in millions) (LAPAS CODE - 22906)	\$ 50.30	\$ 1,461.00	\$ 180.20	\$ 57.20	\$ 0
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in leveraging the Mega Fund vs. Rapid Response fund.					
Anticipated payroll associated with Rapid Response applicants (in millions) (LAPAS CODE - 22907)	\$ 75.16	\$ 52.11	\$ 14.68	\$ 204.61	\$ 0
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects leveraging the Mega Fund vs. Rapid Response Fund. This figure represents a sum of the average annual payroll for each project.					

### 5. (KEY) Through the Entertainment Industry Development activity, lead business recruitment in the entertainment industry by generating at least \$600 million in Louisiana spending on certified film and television, digital media, sound recording, and live performance projects.

Children's Budget Link: Not Applicable

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

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

### Performance Indicators

L e v e l Name	Performance Indicator Values					
	Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K Estimated amount of dollars generated in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - 23434)	\$ 375	\$ 1,252	\$ 375	\$ 375	\$ 600	\$ 600
The performance level is being increased to tie in with the new legislative changes and tied to the annual caps under new law.						



### Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 447.70	\$ 1,120.00	\$ 426.79	\$ 993.61	\$ 1,206.70



## 252\_2000 — Business Incentives Program

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

### Program Description

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

The goal of the Business Incentives Program is:

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

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

For additional information, see:

### Business Incentives Program

### Business Incentives Program Budget Summary

	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
<b>Means of Financing:</b>						
State General Fund (Direct)	\$ 0	\$ 0	\$ 0	\$ 37,029	\$ 0	\$ 0
<b>State General Fund by:</b>						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	970,452	1,141,661	1,300,314	1,161,599	1,168,687	(131,627)
Statutory Dedications	530,139	757,047	760,447	757,047	757,047	(3,400)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	2,495,003	7,500,000	11,516,407	7,500,000	7,500,000	(4,016,407)
<b>Total Means of Financing</b>	<b>\$ 3,995,594</b>	<b>\$ 9,398,708</b>	<b>\$ 13,577,168</b>	<b>\$ 9,455,675</b>	<b>\$ 9,425,734</b>	<b>\$ (4,151,434)</b>
<b>Expenditures &amp; Request:</b>						
Personal Services	\$ 1,187,565	\$ 1,153,522	\$ 1,153,522	\$ 1,210,489	\$ 1,180,548	\$ 27,026



### Business Incentives Program Budget Summary

	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
Total Operating Expenses	59,680	88,288	88,288	88,288	88,288	0
Total Professional Services	148,076	409,500	568,153	409,500	409,500	(158,653)
Total Other Charges	2,600,273	7,747,398	11,767,205	7,747,398	7,747,398	(4,019,807)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
<b>Total Expenditures &amp; Request</b>	<b>\$ 3,995,594</b>	<b>\$ 9,398,708</b>	<b>\$ 13,577,168</b>	<b>\$ 9,455,675</b>	<b>\$ 9,425,734</b>	<b>\$ (4,151,434)</b>
<b>Authorized Full-Time Equivalents:</b>						
Classified	14	14	14	14	14	0
Unclassified	0	0	0	0	0	0
<b>Total FTEs</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>0</b>

### Source of Funding

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

### Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2015-2016	Enacted FY 2016-2017	Existing Oper Budget as of 12/01/16	Continuation FY 2017-2018	Recommended FY 2017-2018	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 0	\$ 757,047	\$ 760,447	\$ 757,047	\$ 757,047	\$ (3,400)
Rapid Response Fund	530,139	0	0	0	0	0

### Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 4,178,460	0	Mid-Year Adjustments (BA-7s):
\$ 0	\$ 13,577,168	14	Existing Oper Budget as of 12/01/16
<b>Statewide Major Financial Changes:</b>			
0	17,391	0	Related Benefits Base Adjustment
0	15,344	0	Retirement Rate Adjustment



## Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
0	(5,709)	0	Salary Base Adjustment
0	(4,178,460)	0	Non-recurring Carryforwards
<b>Non-Statewide Major Financial Changes:</b>			
\$ 0	\$ 9,425,734	14	<b>Recommended FY 2017-2018</b>
\$ 0	\$ 0	0	<b>Less Supplementary Recommendation</b>
\$ 0	\$ 9,425,734	14	<b>Base Executive Budget FY 2017-2018</b>
\$ 0	\$ 9,425,734	14	<b>Grand Total Recommended</b>

## Professional Services

Amount	Description
<b>Professional Services:</b>	
\$409,500	For various analytical, legal, and accounting services required in the Business Incentives program and any other services deemed necessary
<b>\$409,500</b>	<b>TOTAL PROFESSIONAL SERVICES</b>

## Other Charges

Amount	Description
<b>Other Charges:</b>	
\$27,500	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$190,000	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.
\$7,500,000	State Small Business Credit Initiative - Funding for two programs (Small Business Loan Guarantee Program and Louisiana Seed Capital Program) to support small business lending.
<b>\$7,717,500</b>	<b>SUB-TOTAL OTHER CHARGES</b>
<b>Interagency Transfers:</b>	
\$8,500	Office of State Mail - Postage
\$21,398	Miscellaneous - Printing, LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc.
<b>\$29,898</b>	<b>SUB-TOTAL INTERAGENCY TRANSFERS</b>
<b>\$7,747,398</b>	<b>TOTAL OTHER CHARGES</b>



## Acquisitions and Major Repairs

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

## Performance Information

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

Children's Budget Link: Not Applicable

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

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

### Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	90%	89%	90%	90%	90%	90%

## Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016	
Number of Business Incentive projects approved (LAPAS CODE - 12582)	927	893	890	956	1,059	
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	9,063	7,704	5,068	12,153	11,055	
Anticipated amount of capital invested by Business Incentive applicants (in millions). (LAPAS CODE - 21432)	\$ 20.10	\$ 33.10	\$ 11.30	\$ 33.80	\$ 38.80	



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

Children's Budget Link: Not Applicable

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

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

### Performance Indicators

L e v e l	Performance Indicator Name	Yearend Performance Standard FY 2015-2016	Actual Yearend Performance FY 2015-2016	Performance Indicator Values			
				Performance Standard as Initially Appropriated FY 2016-2017	Existing Performance Standard FY 2016-2017	Performance At Continuation Budget Level FY 2017-2018	Performance At Executive Budget Level FY 2017-2018
K	Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077)	90%	100%	90%	90%	90%	90%

### Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2011-2012	Prior Year Actual FY 2012-2013	Prior Year Actual FY 2013-2014	Prior Year Actual FY 2014-2015	Prior Year Actual FY 2015-2016
Dollars approved for EDAP/EDLOP projects (LAPAS CODE - 21428)	\$ 1,205,500	\$ 4,172,750	\$ 5,000,000	\$ 9,130,000	\$ 2,460,000
Anticipated number of jobs created by EDAP/EDLOP applicants (LAPAS CODE - 12571)	128	806	601	1,259	260
Anticipated amount of capital invested by EDAP/EDLOP applicants (LAPAS CODE - 21430)	\$ 10,400,000	\$ 145,151,031	\$ 94,650,000	\$ 2,393,787,128	\$ 67,040,000
Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - 22908)	\$ 7,038,165	\$ 47,842,997	\$ 32,500,000	\$ 73,975,000	\$ 10,300,000



