

Agency Budget Request

FISCAL YEAR 2025–2026



Louisiana Economic Development
252 — Office of Business Development



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Signature Page

BUDGET REQUEST

Fiscal Year Ending June 30 2026

NAME OF DEPARTMENT / AGENCY: ECONOMIC DEVELOPMENT PHYSICAL ADDRESS: 617 North Third Street
Baton Rouge, LA
 BUDGET UNIT: _____
 SCHEDULE NUMBER: 05-252 ZIP CODE: 70802
 TELEPHONE NUMBER: (225)342-3000 WEB ADDRESS: louisianaeconomicdevelopment.com

WE HEREBY CERTIFY THAT THE STATEMENTS AND FIGURES ON THE ACCOMPANYING FORMS ARE TRUE AND CORRECT TO THE BEST OF OUR KNOWLEDGE.

HEAD OF DEPARTMENT: <u>Susan Bourgeois</u> PRINTED NAME/TITLE: <u>Susan Bourgeois</u> DATE: <u>November 1, 2024</u> EMAIL ADDRESS: <u>Susan.Bourgeois@la.gov</u>	HEAD OF BUDGET UNIT: <u>Susan Bourgeois</u> PRINTED NAME/TITLE: <u>Susan Bourgeois</u> DATE: <u>November 1, 2024</u> EMAIL ADDRESS: <u>Susan.Bourgeois@la.gov</u>
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PROGRAM CONTACT PERSON: <u>Anne G. Villa</u> DEPUTY SECRETARY TITLE: _____ TELEPHONE NUMBER: <u>(225) 342-5395</u> EMAIL ADDRESS: <u>Anne.Villa@la.gov</u>	FINANCIAL CONTACT PERSON: _____ DEPUTY SECRETARY TITLE: _____ TELEPHONE NUMBER: <u>(225) 342-5395</u> EMAIL ADDRESS: <u>Anne.Villa@la.gov</u>
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Operational Plan

STATE OF LOUISIANA
Operational Plan Form
Department Goals

DEPARTMENT NUMBER AND NAME: DED - DED

DEPARTMENT MISSION:

Cultivate jobs and economic opportunity for the people of Louisiana.

DEPARTMENT GOALS:

1. Lead efforts to retain and grow jobs and business opportunities for all Louisiana citizens:
 - a. through aggressive, professional business development and marketing efforts
 - b. by cultivating Louisiana's top regional economic development assets
 - c. by delivering turnkey workforce solutions for new and expanding businesses
 - d. support workforce development partners to increase capacity and capability in key workforce areas
2. Continue to maintain 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
3. Identify and implement policy and programmatic changes to improve Louisiana's tax, regulatory, and operating climate, thereby increasing the state's economic competitiveness
4. Lead Louisiana's efforts to create a diversified, growing economy through the cultivation of high-potential industry sectors
5. 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 state economic competitiveness
- Engage with local partners to enhance community competitiveness
- Forge partnerships to enhance regional economic development assets
- Expand and retain in-state businesses
- 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 investment and grow international trade
- Improve economic opportunities in rural areas

STATE OF LOUISIANA
Operational Plan Form
Agency Goals

AGENCY NUMBER AND NAME: 252 - Office of Business Development

AGENCY MISSION:

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.

AGENCY GOALS:

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.

STATEMENT OF AGENCY STRATEGY FOR DEVELOPMENT OF HUMAN RESOURCE POLICIES THAT ARE HELPFUL AND BENEFICIAL TO WOMEN AND FAMILIES:

LED supports a statewide network of programs that certify minority-owned and/or women-owned businesses and provide training, assistance and support for starting a small or home-based business. The programs are open to all, but the focus is on minorities and women, especially those who are socially disadvantaged.

STATE OF LOUISIANA

Operational Plan Form

Program Goals

PROGRAM NUMBER AND NAME: 2521 - Business Development Program

PROGRAM AUTHORIZATION:

R.S. 51:2311 et. seq.; R.S. 51:2331 et. seq.; R.S. 51:2341; R.S. 51:3131 et seq.; R.S. 29:61 et. seq.; R.S. 49:191; R.S. 47:318; R.S. 36:101 et. seq.; Act 12 of the 2001 Regular Legislative Session

PROGRAM MISSION:

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; 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.

PROGRAM GOALS:

The goals of the Business Development Program are:

1. 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
 - 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
2. To provide quality communications to improve Louisiana's image nationally and internationally, and provide information for 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 in concert with regional economic development partners to produce dynamic, long-term economic impacts
- 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

PROGRAM ACTIVITY:

STATE OF LOUISIANA

Operational Plan Form

Program Goals

PROGRAM NUMBER AND NAME: 2521 - Business Development Program

The Business Development Program has the following business development activities:

1. The Community Competitiveness activity provides assistance to local communities to increase their competitive capacity and, thereby increase the effectiveness of local and regional business development efforts in creating more jobs and diversifying Louisiana's economy. A goal of the program of work is to position Louisiana as one of the best places in the country in which to start and grow a small business and to create a more vibrant entrepreneurial culture in Louisiana.
2. Small Business Services provides programming and technical assistance to businesses ranging from entrepreneurial startups to those in a growth mode. LED offers a comprehensive array of educational, managerial and technical programs that cultivate opportunities. By connecting to other local, state and federal resource providers, we deliver a robust ecosystem that supports small businesses and entrepreneurs at all stages of development. LED builds small business capacity through its Small and Emerging Business Development Program, Louisiana Contractors Accreditation Institute and collaboration with the Small Business Development Centers, as well as the federal State Small Business Credit Initiative Program. Attention is paid to cultivating procurement opportunities with state agencies through the Hudson and Veteran's Initiatives and increasing opportunities for construction-based businesses through the Bonding Assistance Program. This activity also supports accelerated growth for second stage growth companies through the LED Growth Network including the System for Integrated Growth and CEO Roundtable programs.
3. The Business Expansion and Retention Group (BERG) conducts on-site visits with the leadership of Louisiana's top economic-driver firms and companies poised for growth to identify challenges and growth opportunities, as well as to provide assertive state support where appropriate to address them in coordination with regional and local economic development partners. The program also offers assistance in preventing the loss of jobs in the state by using proactive techniques to identify businesses at risk of closing, downsizing, or relocating their Louisiana presence.
4. 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.
5. The Office of Entertainment Industry Development's (OEID) core mission is to create job opportunities for Louisiana residents in the entertainment and digital interactive media & software development industries. It is responsible for the administration and promotion of four distinct industry sectors: motion picture production, digital interactive media & software development, sound recording and live performance. Through these four innovative incentive programs, OEID promotes Louisiana as a premier destination for business location, re-location or expansion within these industries.
6. The Office of Business Development - Executive and support activity, including a wide range of leadership, project management and support services, that promotes and markets the state to domestic and international companies and works with prospects to secure their capital investment and job growth in Louisiana. The Business Development team also adds to the project pipeline by identifying high-potential leads and converting leads into LED project opportunities. The Business Development team also works closely with the department's business intelligence function and integrates that intelligence into the state's business development activities. The Business Development team also leads efforts to cultivate and maximize top regional economic development assets in the state, such as coastal and inland ports.
7. The Office of International Commerce activity manages initiatives focused on attracting foreign direct investment (FDI), increasing trade volumes and expanding trade-related manufacturing activity, as well as coordinating international marketing missions and managing protocol for visits of foreign dignitaries. The activity includes the assessment of Louisiana's existing leadership role in international commerce (e.g., outcome measures related to FDI attraction and trade) as compared to other states in the U.S.; analyses of relevant global and regional trends impacting FDI and trade; benchmarking of state-and-local international commerce activities (e.g., foreign offices, international marketing efforts, staffing) compared to those of other states and regions in the U.S.; articulation of a clear strategy and action plan to substantially expand Louisiana's existing leadership role in international commerce; as well as the identification and prioritization of specific, positive ROI projects that should be supported by the State and/or local entities to expand Louisiana's international commerce activities. The OIC also develops related strategies for capturing economic development opportunities related to bulk cargo trade and re-shoring of targeted industry sectors. Separately, it provides recommended tools and processes to support the work of the International Commerce Board.
8. The Military Affairs and Support activity participates in community development efforts related to retention and expansion of Louisiana's federal and military missions and installations. These include the U.S. Army, U.S. Navy, U.S. Marines, U.S. Coast Guard, U.S. Department of Defense, U.S. Department of Agriculture, and the Louisiana National Guard. This activity also manages and cultivates opportunities around strategic federal and state assets. The activity also optimizes strategies to best address proposed Base Realignment and Closure (BRAC) activity in order to maintain or increase Louisiana's military presence.

STATE OF LOUISIANA
Operational Plan Form
Program Goals

PROGRAM NUMBER AND NAME: 2521 - Business Development Program

STATE OF LOUISIANA
Operational Plan Form
Program Goals

PROGRAM NUMBER AND NAME: 2522 - Business Incentives Program

PROGRAM AUTHORIZATION:

R.S. 36:101 et. seq.; R.S. 51:941 et seq.; R.S. 51:2301 et. seq.; R.S. 47:3201 et. seq.; R.S. 47:4301 et. seq.; R.S. 47:34; R.S. 51:1781 et. seq; R.S. 51:938.1; Louisiana Constitution Art. VII, Section 21 (F and I).

PROGRAM MISSION:

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.

PROGRAM GOALS:

The goal of the Business Incentives Program is to administer financial assistance and incentive services in a manner that meets client needs and streamlines business access.

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

PROGRAM ACTIVITY:

The Business Incentives Program has the following activities:

1. The Board of Commerce and Industry oversees many of these programs along with support from Department of Economic Development staff. Active programs include the Enterprise Zone Program, Quality jobs, Industrial Ad Valorem Tax Exemption Program, and Restoration Tax Abatement.
2. The Louisiana Economic Development Corporation (LEDC) Board'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, supported by the LED staff, assist businesses in applying for various financial programs. Active programs include the Louisiana Small Business Guaranty Program (SBLGP), the Economic Development Award Program (EDAP) sponsored and unsponsored, the Louisiana Venture Capital Match Program, Louisiana Seed Capital Program, Collateral Support Program, and Micro Lending Program.

STATE OF LOUISIANA
Operational Plan Form
Activities/Objectives - Performance Indicators

DEPARTMENT ID: 05 - LED

AGENCY ID: 252 - Office of Business Development

PROGRAM ID: 2521 - Business Development Program

PM OBJECTIVE: 2521-01 - Improve Louisiana's community competitiveness by certifying at least 7 new sites annually.

Children's Budget Link:

Human Resource Policies Beneficial to Women and Families Link:

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other):

Explanatory Notes:

Performance Indicator	Level	Performance Indicator Name	Unit	Performance Indicator Values						
				Year End Performance Standard 2023 - 2024	Actual Year End Performance 2023 - 2024	Performance Standard as Initially Appropriated 2024 - 2025	Existing Performance Standard 2024 - 2025	Performance at Continuation Budget Level 2025 - 2026	Performance at Executive Budget Level 2025 - 2026	Performance Standard as Initially Appropriated 2025 - 2026
22862	K	Number of newly certified sites	N	10	7	7	7	7	0	0

Performance Indicator	Level	Performance Indicator Name	Unit	General Performance Information				
				Performance Indicator Values				
				Prior Year Actual FY2019 - 2020	Prior Year Actual FY2020 - 2021	Prior Year Actual FY2021 - 2022	Prior Year Actual FY2022 - 2023	Prior Year Actual FY2023 - 2024
20938	G	Amount of loans received by small businesses assisted at SBDCs	D	99,533,244	77,889,936	136,508,200	70,696,128	74,829,872
7011	G	Number of individuals trained by SBDCs	N	9,698	9,084	17,178	11,636	6,197
7012	G	Number of businesses assisted through counseling by SBDCs	N	2,118	2,247	11,942	9,682	5,210

STATE OF LOUISIANA
Operational Plan Form
Activities/Objectives - Performance Indicators

DEPARTMENT ID: 05 - LED

AGENCY ID: 252 - Office of Business Development

PROGRAM ID: 2521 - Business Development Program

PM OBJECTIVE: 2521-02 - Address business issues and opportunities by meeting with approximately 500 economic-driver companies in the state annually.

Children's Budget Link:

Human Resource Policies Beneficial to Women and Families Link:

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other):

Explanatory Notes:

Performance Indicator	Level	Performance Indicator Name	Unit	Performance Indicator Values						
				Year End Performance Standard 2023 - 2024	Actual Year End Performance 2023 - 2024	Performance Standard as Initially Appropriated 2024 - 2025	Existing Performance Standard 2024 - 2025	Performance at Continuation Budget Level 2025 - 2026	Performance at Executive Budget Level 2025 - 2026	Performance Standard as Initially Appropriated 2025 - 2026
22864	K	Number of proactive business retention and expansion visits with economic-driver firms in the state	N	500	444	500	500	500	0	0

STATE OF LOUISIANA
Operational Plan Form
Activities/Objectives - Performance Indicators

DEPARTMENT ID: 05 - LED

AGENCY ID: 252 - Office of Business Development

PROGRAM ID: 2521 - Business Development Program

PM OBJECTIVE: 2521-03 - 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:

Human Resource Policies Beneficial to Women and Families Link:

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other:

Explanatory Notes:

Performance Indicator	Level	Performance Indicator Name	Unit	Performance Indicator Values						
				Year End Performance Standard 2023 - 2024	Actual Year End Performance 2023 - 2024	Performance Standard as Initially Appropriated 2024 - 2025	Existing Performance Standard 2024 - 2025	Performance at Continuation Budget Level 2025 - 2026	Performance at Executive Budget Level 2025 - 2026	Performance Standard as Initially Appropriated 2025 - 2026
20928	K	Percent of stakeholders satisfied with business development assistance	P	85	90	85	85	85	0	0

STATE OF LOUISIANA
Operational Plan Form
Activities/Objectives - Performance Indicators

DEPARTMENT ID: 05 - LED

AGENCY ID: 252 - Office of Business Development

PROGRAM ID: 2521 - Business Development Program

PM OBJECTIVE: 2521-04 - Establish a culture of marketing and recruitment by developing at least 250 prospects for recruitment, expansion or retention in Louisiana.

Children's Budget Link:

Human Resource Policies Beneficial to Women and Families Link:

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other):

Explanatory Notes:

Performance Indicator	Level	Performance Indicator Name	Unit	Performance Indicator Values						
				Year End Performance Standard 2023 - 2024	Actual Year End Performance 2023 - 2024	Performance Standard as Initially Appropriated 2024 - 2025	Existing Performance Standard 2024 - 2025	Performance at Continuation Budget Level 2025 - 2026	Performance at Executive Budget Level 2025 - 2026	Performance Standard as Initially Appropriated 2025 - 2026
21051	K	Number of major economic development prospects added	N	250	131	250	250	250	0	0

STATE OF LOUISIANA
Operational Plan Form
Activities/Objectives - Performance Indicators

DEPARTMENT ID: 05 - LED

AGENCY ID: 252 - Office of Business Development

PROGRAM ID: 2521 - Business Development Program

Performance Indicator	Level	Performance Indicator Name	Unit	General Performance Information				
				Performance Indicator Values				
				Prior Year Actual FY2019 - 2020	Prior Year Actual FY2020 - 2021	Prior Year Actual FY2021 - 2022	Prior Year Actual FY2022 - 2023	Prior Year Actual FY2023 - 2024
22867	G	Number of recruitment prospects - pipeline	N	122	60	80	124	57
22868	G	Capital investment associated (recruitment) - pipeline (in billions)	D	13.12	17.47	45.92	57.2	41.51
22869	G	Jobs associated (new recruitment) - pipeline	N	10,134	13,449	20,630	47,012	23,205
22870	G	Number of expansion and retention prospects - pipeline	N	102	106	178	126	74
22871	G	Capital investment associated (expansion and retention) - pipeline (in billions)	D	6.21	5.56	30.7	20.86	3.25
22872	G	Jobs associated (new expansion and retention) - pipeline	N	3,489	3,990	7,782	4,908	2,581
22873	G	Jobs associated (expansion and retention - retained) - pipeline	N	15,870	26,855	37,834	45,266	18,569
22883	G	Number of recruitment projects - announced	N	10	15	28	32	18
22884	G	Capital investment associated (recruitment) - announced (in billions)	D	1.43	10.84	25	37.86	10.12
22885	G	Jobs associated (new - recruitment) - announced	N	1,533	5,543	4,718	5,692	2,952
22886	G	Number of expansion and retention projects - announced	N	19	26	36	44	18
22887	G	Capital investment associated (expansion and retention) - announced (in billions)	D	0.93	4.39	10.18	4.1	1.88
22888	G	Jobs associated (expansion and retention - new) - announced	N	1,026	1,082	2,920	1,646	1,291
22889	G	Jobs associated (expansion and retention - retained) - announced	N	3,741	7,746	6,946	14,818	2,219
22902	G	Number of Rapid Response projects approved and funded	N	2	5	0	3	2
22903	G	Dollars approved for Rapid Response projects	D	2,800,000	21,750,000	0	9,600,000	36,000,000
22904	G	Anticipated number of jobs created by Rapid Response applicants	N	170	2,746	0	555	920
22906	G	Anticipated amount of capital invested by Rapid Response applicants (in millions)	D	3	457	0	1,312.5	1,580
22907	G	Anticipated payroll associated with Rapid Response applicants (in millions)	D	3.19	80.22	0	27.06	60.2
26311	G	Number of prospects added that are international	N	127	119	238	168	83
26312	G	Number of project announcements that are international	N	5	4	18	22	10

STATE OF LOUISIANA
Operational Plan Form
Activities/Objectives - Performance Indicators

DEPARTMENT ID: 05 - LED

AGENCY ID: 252 - Office of Business Development

PROGRAM ID: 2521 - Business Development Program

PM OBJECTIVE: 2521-05 - Lead business recruitment in the entertainment industry by generating at least \$500 million in Louisiana spending on certified motion picture, digital interactive media and software development, sound recording, and live performance projects.

Children's Budget Link:

Human Resource Policies Beneficial to Women and Families Link:

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other):

Explanatory Notes:

Performance Indicator	Level	Performance Indicator Name	Unit	Performance Indicator Values						
				Year End Performance Standard 2023 - 2024	Actual Year End Performance 2023 - 2024	Performance Standard as Initially Appropriated 2024 - 2025	Existing Performance Standard 2024 - 2025	Performance at Continuation Budget Level 2025 - 2026	Performance at Executive Budget Level 2025 - 2026	Performance Standard as Initially Appropriated 2025 - 2026
23434	K	Estimated amount of certified spending in Louisiana from entertainment industry projects (in millions)	D	500	623.5	500	500	500	0	0
Performance Indicator	Level	Performance Indicator Name	Unit	General Performance Information						
				Performance Indicator Values						
				Prior Year Actual FY2019 - 2020	Prior Year Actual FY2020 - 2021	Prior Year Actual FY2021 - 2022	Prior Year Actual FY2022 - 2023	Prior Year Actual FY2023 - 2024		
18049	G	Dollars spent by on-location filming (in millions)	D	421.77	423.22	874.86	483.12	518.3		

STATE OF LOUISIANA
Operational Plan Form
Activities/Objectives - Performance Indicators

DEPARTMENT ID: 05 - LED

AGENCY ID: 252 - Office of Business Development

PROGRAM ID: 2522 - Business Incentives Program

PM OBJECTIVE: 2522-01 - 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:

Human Resource Policies Beneficial to Women and Families Link:

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other):

Explanatory Notes:

Performance Indicator	Level	Performance Indicator Name	Unit	Performance Indicator Values						
				Year End Performance Standard 2023 - 2024	Actual Year End Performance 2023 - 2024	Performance Standard as Initially Appropriated 2024 - 2025	Existing Performance Standard 2024 - 2025	Performance at Continuation Budget Level 2025 - 2026	Performance at Executive Budget Level 2025 - 2026	Performance Standard as Initially Appropriated 2025 - 2026
20341	K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance	P	90	87.1	90	90	90	0	0
Performance Indicator	Level	Performance Indicator Name	Unit	General Performance Information						
				Performance Indicator Values						
				Prior Year Actual FY2019 - 2020	Prior Year Actual FY2020 - 2021	Prior Year Actual FY2021 - 2022	Prior Year Actual FY2022 - 2023	Prior Year Actual FY2023 - 2024		
1035	G	Anticipated number of permanent jobs created by Business Incentive applicants	N	7,495	4,383	12,724	6,950	5,737		
12582	G	Number of Business Incentive projects approved	N	225	187	360	236	227		
21432	G	Anticipated amount of capital invested by Business Incentive applicants	D	17,096,044,631	31,521,392,948	104,798,336,782	71,702,841,442	23,627,243,649		

STATE OF LOUISIANA
Operational Plan Form
Activities/Objectives - Performance Indicators

DEPARTMENT ID: 05 - LED

AGENCY ID: 252 - Office of Business Development

PROGRAM ID: 2522 - Business Incentives Program

PM OBJECTIVE: 2522-02 - 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:

Human Resource Policies Beneficial to Women and Families Link:

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other):

Explanatory Notes:

Performance Indicator	Level	Performance Indicator Name	Unit	Performance Indicator Values						
				Year End Performance Standard 2023 - 2024	Actual Year End Performance 2023 - 2024	Performance Standard as Initially Appropriated 2024 - 2025	Existing Performance Standard 2024 - 2025	Performance at Continuation Budget Level 2025 - 2026	Performance at Executive Budget Level 2025 - 2026	Performance Standard as Initially Appropriated 2025 - 2026
21077	K	Percentage of incentive applicants to the LEDC Board satisfied with LED assistance	P	90	100	90	90	90	0	0
Performance Indicator	Level	Performance Indicator Name	Unit	General Performance Information						
				Performance Indicator Values						
				Prior Year Actual FY2019 - 2020	Prior Year Actual FY2020 - 2021	Prior Year Actual FY2021 - 2022	Prior Year Actual FY2022 - 2023	Prior Year Actual FY2023 - 2024		
12570	G	Number of EDAP/EDLOP projects approved and funded	N	5	3	14	8	10		
12571	G	Anticipated number of jobs created by EDAP applicants	N	154	85	1,006	1,638	313		
21428	G	Dollars approved for EDAP projects	D	2,700,000	1,550,000	12,860,400	7,200,000	5,710,000		
21430	G	Anticipated amount of capital invested by EDAP applicants	D	73,636,883	38,850,000	684,328,400	913,118,554	299,242,185		
22908	G	Anticipated payroll associated with EDAP/EDLOP applicants	D	6,519,000	4,979,800	262,627,024	125,312,500	125,188,579		



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Budget Request Overview

AGENCY SUMMARY STATEMENT

Total Agency

Means of Financing

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
STATE GENERAL FUND (Direct)	18,991,622	30,614,207	16,438,197	(14,176,010)	(46.31)%
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	108,540	231,619	175,000	(56,619)	(24.44)%
FEES & SELF-GENERATED	3,785,679	8,824,780	7,649,247	(1,175,533)	(13.32)%
STATUTORY DEDICATIONS	3,648,425	3,575,850	2,000,000	(1,575,850)	(44.07)%
FEDERAL FUNDS	11,248,168	52,944,696	2,975,000	(49,969,696)	(94.38)%
TOTAL MEANS OF FINANCING	\$37,782,435	\$96,191,152	\$29,237,444	\$(66,953,708)	(69.60)%

Fees and Self-Generated

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
Fees & Self-generated	2,791,068	4,341,109	4,949,247	608,138	14.01%
LA Entertainment Development Dedicated Fund Account	994,612	4,483,671	2,700,000	(1,783,671)	(39.78)%
Total:	\$3,785,679	\$8,824,780	\$7,649,247	\$(1,175,533)	(13.32)%

Statutory Dedications

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
Louisiana Economic Development Fund	1,500	2,100	—	(2,100)	(100.00)%
Small Business Innovation Retention Fund	531,250	1,573,750	—	(1,573,750)	(100.00)%
Small Business Innovation Fund	59,527	—	—	—	—
Marketing Fund	3,056,148	2,000,000	2,000,000	—	—
Total:	\$3,648,425	\$3,575,850	\$2,000,000	\$(1,575,850)	(44.07)%

Agency Expenditures

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
Salaries	5,918,212	6,243,631	6,586,238	342,607	5.49%
Other Compensation	28,232	15,000	156,458	141,458	943.05%
Related Benefits	3,037,048	2,935,095	3,200,818	265,723	9.05%
TOTAL PERSONAL SERVICES	\$8,983,491	\$9,193,726	\$9,943,514	\$749,788	8.16%
Travel	343,657	513,793	525,302	11,509	2.24%
Operating Services	289,439	337,269	328,466	(8,803)	(2.61)%
Supplies	8,638	31,508	32,213	705	2.24%
TOTAL OPERATING EXPENSES	\$641,734	\$882,570	\$885,981	\$3,411	0.39%
PROFESSIONAL SERVICES	\$6,085,102	\$6,818,927	\$4,751,407	\$(2,067,520)	(30.32)%
Other Charges	22,032,307	79,208,836	13,569,449	(65,639,387)	(82.87)%
Debt Service	—	—	—	—	—
Interagency Transfers	39,801	87,093	87,093	—	—
TOTAL OTHER CHARGES	\$22,072,108	\$79,295,929	\$13,656,542	\$(65,639,387)	(82.78)%
Acquisitions	—	—	—	—	—
Major Repairs	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—
TOTAL EXPENDITURES	\$37,782,435	\$96,191,152	\$29,237,444	\$(66,953,708)	(69.60)%

Agency Positions

Classified	39	39	39	—	—
Unclassified	36	36	34	(2)	(5.56)%
TOTAL AUTHORIZED T.O. POSITIONS	75	75	73	(2)	(2.67)%
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	4	6	2	50.00%
TOTAL NON-T.O. FTE POSITIONS	1	—	—	—	—
TOTAL POSITIONS	80	79	79	—	—

Cost Detail

Means of Financing

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
State General Fund	18,991,622	30,614,207	16,438,197	(14,176,010)
Interagency Transfers	108,540	231,619	175,000	(56,619)
Fees & Self-generated	2,791,068	4,341,109	4,949,247	608,138
LA Entertainment Development Dedicated Fund Account	994,612	4,483,671	2,700,000	(1,783,671)
Louisiana Economic Development Fund	1,500	2,100	—	(2,100)
Small Business Innovation Retention Fund	531,250	1,573,750	—	(1,573,750)
Small Business Innovation Fund	59,527	—	—	—
Marketing Fund	3,056,148	2,000,000	2,000,000	—
Federal Funds	11,248,168	52,944,696	2,975,000	(49,969,696)
Total:	\$37,782,435	\$96,191,152	\$29,237,444	\$(66,953,708)

Salaries

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5110010	SAL-CLASS-TO-REG	2,577,819	2,659,674	2,851,257	191,583
5110020	SAL-CLASS-TO-TERM	22,978	—	—	—
5110025	SAL-UNCLASS-TO-REG	3,170,130	3,583,957	3,734,981	151,024
5110035	SAL-UNCLASS-TO-TERM	147,285	—	—	—
Total Salaries:		\$5,918,212	\$6,243,631	\$6,586,238	\$342,607

Other Compensation

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5120010	COMPENSATION/WAGES	28,232	—	156,458	156,458
5120035	STUDENT LABOR	—	15,000	—	(15,000)
Total Other Compensation:		\$28,232	\$15,000	\$156,458	\$141,458

Related Benefits

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5130010	RET CONTR-STATE EMP	2,312,947	2,110,603	2,287,847	177,244
5130055	FICA TAX (OASDI)	4,796	8,686	723	(7,963)
5130060	MEDICARE TAX	80,303	89,679	95,189	5,510
5130070	GRP INS CONTRIBUTION	610,187	702,282	798,896	96,614
5130090	TAXABLE FRINGE BEN	28,814	23,845	18,163	(5,682)
Total Related Benefits:		\$3,037,048	\$2,935,095	\$3,200,818	\$265,723

Travel

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5200000	TOTAL TRAVEL	—	513,793	525,302	11,509
5210010	IN-STATE TRAVEL-ADM	4,989	—	—	—
5210015	IN-STATE TRAVEL-CONF	36,360	—	—	—
5210020	IN-STATE TRAV-FIELD	76,323	—	—	—
5210025	IN-STATE TRV-BD MEM	9,554	—	—	—
5210050	OUT-OF-STATE TRV-ADM	8,185	—	—	—
5210055	OUT-OF-STTRV-CONF	7,911	—	—	—
5210060	OUT-OF-STTRV-FIELD	200,334	—	—	—
Total Travel:		\$343,657	\$513,793	\$525,302	\$11,509

Operating Services

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5300000	TOTAL OPERATING SERV	—	337,269	328,466	(8,803)
5310005	SERV-PRINTING	3,258	—	—	—
5310010	SERV-DUES & OTHER	42,342	—	—	—
5310011	SERV-SUBSCRIPTIONS	156,218	—	—	—
5310020	SERV-FREIGHT-OVERSEA	32	—	—	—
5310032	SER-CRDT CRD DIS FEE	52,305	—	—	—

Operating Services (continued)

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5310400	SERV-MISC	11,795	—	—	—
5330016	MAINT-DATA PROC EQP	44	—	—	—
5350001	UTIL-INTERNET PROVID	19,525	—	—	—
5350004	UTIL-TELEPHONE SERV	236	—	—	—
5350005	UTIL-OTHER COMM SERV	878	—	—	—
5350008	UTIL-DEL UPS/FED EXP	1,653	—	—	—
5350012	UTIL-CABLE	1,152	—	—	—
Total Operating Services:		\$289,439	\$337,269	\$328,466	\$(8,803)

Supplies

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5400000	TOTAL SUPPLIES	—	31,508	32,213	705
5410001	SUP-OFFICE SUPPLIES	2,777	—	—	—
5410400	SUP-OTHER	5,862	—	—	—
Total Supplies:		\$8,638	\$31,508	\$32,213	\$705

Professional Services

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5500000	TOTAL PROF SERVICES	—	6,818,927	4,751,407	(2,067,520)
5510003	PROF SERV-MGT CONSUL	10,000	—	—	—
5510005	PROF SERV-LEGAL	23,802	—	—	—
5510400	PROF SERV-OTHER	6,051,300	—	—	—
Total Professional Services:		\$6,085,102	\$6,818,927	\$4,751,407	\$(2,067,520)

Other Charges

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5600000	TOTAL OTHER CHARGES	—	78,798,260	13,158,873	(65,639,387)
5610003	OTHER PUBLIC ASST	18,941,995	—	—	—
5620012	MISC-NON EE COMP	437,550	—	—	—
5620063	MISC-OPERATNG SVCS	1,725,147	—	—	—
5620064	MISC-PROF SVCS	82,233	—	—	—
5620066	MISC-TRVL IN STATE	3,455	—	—	—
5620069	MISC-INTERAGENCY OTH	574,820	—	—	—
5620072	MISC-OC SAL CLASS&UN	91,708	256,267	256,267	—
5620078	MISC-OC-RETIRE-STEM	37,875	105,121	105,121	—
5620082	MISC-OC-MEDICARE TAX	1,271	3,716	3,716	—
5620083	MISC-OC-GRP INS CONT	10,494	45,472	45,472	—
5620102	MISC-LEGAL SVCS	2,265	—	—	—
5620127	MISC-BOOTH FEE	102,297	—	—	—
5620128	MISC-PROMO ITEMS	21,197	—	—	—
Total Other Charges:		\$22,032,307	\$79,208,836	\$13,569,449	\$(65,639,387)

Interagency Transfers

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5950000	TOTAL IAT	—	87,093	87,093	—
5950007	IAT-PRINTING	14,677	—	—	—
5950008	IAT-POSTAGE	1,953	—	—	—
5950014	IAT-TELEPHONE	17,228	—	—	—
5950026	IAT-RENTALS	1,350	—	—	—
5950038	IAT-OTHER OPER SERV	4,592	—	—	—
Total Interagency Transfers:		\$39,801	\$87,093	\$87,093	—
Total Agency Expenditures:		\$37,782,435	\$96,191,152	\$29,237,444	\$(66,953,708)

PROGRAM SUMMARY STATEMENT

2521 - Business Development Program

Means of Financing

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
STATE GENERAL FUND (Direct)	18,319,915	29,859,910	15,096,869	(14,763,041)	(49.44)%
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	108,540	231,619	175,000	(56,619)	(24.44)%
FEES & SELF-GENERATED	2,780,059	7,565,659	5,054,837	(2,510,822)	(33.19)%
STATUTORY DEDICATIONS	3,648,425	3,575,850	2,000,000	(1,575,850)	(44.07)%
FEDERAL FUNDS	973,064	2,508,130	2,975,000	466,870	18.61%
TOTAL MEANS OF FINANCING	\$25,830,003	\$43,741,168	\$25,301,706	\$(18,439,462)	(42.16)%

Fees and Self-Generated

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
Fees & Self-generated	1,785,448	3,081,988	2,354,837	(727,151)	(23.59)%
LA Entertainment Development Dedicated Fund Account	994,612	4,483,671	2,700,000	(1,783,671)	(39.78)%
Total:	\$2,780,059	\$7,565,659	\$5,054,837	\$(2,510,822)	(33.19)%

Statutory Dedications

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
Louisiana Economic Development Fund	1,500	2,100	—	(2,100)	(100.00)%
Small Business Innovation Retention Fund	531,250	1,573,750	—	(1,573,750)	(100.00)%
Small Business Innovation Fund	59,527	—	—	—	—
Marketing Fund	3,056,148	2,000,000	2,000,000	—	—
Total:	\$3,648,425	\$3,575,850	\$2,000,000	\$(1,575,850)	(44.07)%

Program Expenditures

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
Salaries	4,989,416	5,330,293	5,287,189	(43,104)	(0.81)%
Other Compensation	28,232	15,000	156,458	141,458	943.05%
Related Benefits	2,542,463	2,498,435	2,572,433	73,998	2.96%
TOTAL PERSONAL SERVICES	\$7,560,112	\$7,843,728	\$8,016,080	\$172,352	2.20%
Travel	297,741	476,602	487,278	10,676	2.24%
Operating Services	226,243	213,771	218,560	4,789	2.24%
Supplies	4,874	25,617	26,190	573	2.24%
TOTAL OPERATING EXPENSES	\$528,857	\$715,990	\$732,028	\$16,038	2.24%
PROFESSIONAL SERVICES	\$6,042,544	\$6,564,485	\$4,639,454	\$(1,925,031)	(29.32)%
Other Charges	11,669,935	28,554,770	11,851,949	(16,702,821)	(58.49)%
Debt Service	—	—	—	—	—
Interagency Transfers	28,555	62,195	62,195	—	—
TOTAL OTHER CHARGES	\$11,698,490	\$28,616,965	\$11,914,144	\$(16,702,821)	(58.37)%
Acquisitions	—	—	—	—	—
Major Repairs	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—
TOTAL EXPENDITURES	\$25,830,003	\$43,741,168	\$25,301,706	\$(18,439,462)	(42.16)%

Program Positions

Classified	27	27	23	(4)	(14.81)%
Unclassified	36	36	34	(2)	(5.56)%
TOTAL AUTHORIZED T.O. POSITIONS	63	63	57	(6)	(9.52)%
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—	—	2	2	—
TOTAL NON-T.O. FTE POSITIONS	1	—	—	—	—
TOTAL POSITIONS	64	63	59	(4)	(6.35)%

Cost Detail

Means of Financing

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
State General Fund	18,319,915	29,859,910	15,096,869	(14,763,041)
Interagency Transfers	108,540	231,619	175,000	(56,619)
Fees & Self-generated	1,785,448	3,081,988	2,354,837	(727,151)
LA Entertainment Development Dedicated Fund Account	994,612	4,483,671	2,700,000	(1,783,671)
Louisiana Economic Development Fund	1,500	2,100	—	(2,100)
Small Business Innovation Retention Fund	531,250	1,573,750	—	(1,573,750)
Small Business Innovation Fund	59,527	—	—	—
Marketing Fund	3,056,148	2,000,000	2,000,000	—
Federal Funds	973,064	2,508,130	2,975,000	466,870
Total:	\$25,830,004	\$43,741,168	\$25,301,706	\$(18,439,462)

Salaries

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5110010	SAL-CLASS-TO-REG	1,660,868	1,746,336	1,552,208	(194,128)
5110020	SAL-CLASS-TO-TERM	11,134	—	—	—
5110025	SAL-UNCLASS-TO-REG	3,170,130	3,583,957	3,734,981	151,024
5110035	SAL-UNCLASS-TO-TERM	147,285	—	—	—
Total Salaries:		\$4,989,416	\$5,330,293	\$5,287,189	\$(43,104)

Other Compensation

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5120010	COMPENSATION/WAGES	28,232	—	156,458	156,458
5120035	STUDENT LABOR	—	15,000	—	(15,000)
Total Other Compensation:		\$28,232	\$15,000	\$156,458	\$141,458

Related Benefits

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5130010	RET CONTR-STATE EMP	1,940,622	1,792,821	1,836,567	43,746
5130055	FICA TAX (OASDI)	4,796	8,686	723	(7,963)
5130060	MEDICARE TAX	67,802	76,812	74,510	(2,302)
5130070	GRP INS CONTRIBUTION	501,629	597,513	643,713	46,200
5130090	TAXABLE FRINGE BEN	27,614	22,603	16,920	(5,683)
Total Related Benefits:		\$2,542,463	\$2,498,435	\$2,572,433	\$73,998

Travel

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5200000	TOTAL TRAVEL	—	476,602	487,278	10,676
5210010	IN-STATE TRAVEL-ADM	4,989	—	—	—
5210015	IN-STATE TRAVEL-CONF	20,231	—	—	—
5210020	IN-STATE TRAV-FIELD	64,867	—	—	—
5210050	OUT-OF-STATE TRV-ADM	8,185	—	—	—
5210055	OUT-OF-STTRV-CONF	7,911	—	—	—
5210060	OUT-OF-STTRV-FIELD	191,558	—	—	—
Total Travel:		\$297,741	\$476,602	\$487,278	\$10,676

Operating Services

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5300000	TOTAL OPERATING SERV	—	213,771	218,560	4,789
5310005	SERV-PRINTING	2,326	—	—	—
5310010	SERV-DUES & OTHER	40,267	—	—	—
5310011	SERV-SUBSCRIPTIONS	150,758	—	—	—
5310020	SERV-FREIGHT-OVERSEA	32	—	—	—
5310400	SERV-MISC	11,672	—	—	—
5330016	MAINT-DATA PROC EQP	44	—	—	—

Operating Services *(continued)*

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5350001	UTIL-INTERNET PROVID	17,622	—	—	—
5350004	UTIL-TELEPHONE SERV	197	—	—	—
5350005	UTIL-OTHER COMM SERV	878	—	—	—
5350008	UTIL-DEL UPS/FED EXP	1,294	—	—	—
5350012	UTIL-CABLE	1,152	—	—	—
Total Operating Services:		\$226,243	\$213,771	\$218,560	\$4,789

Supplies

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5400000	TOTAL SUPPLIES	—	25,617	26,190	573
5410001	SUP-OFFICE SUPPLIES	1,811	—	—	—
5410400	SUP-OTHER	3,063	—	—	—
Total Supplies:		\$4,874	\$25,617	\$26,190	\$573

Professional Services

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5500000	TOTAL PROF SERVICES	—	6,564,485	4,639,454	(1,925,031)
5510003	PROF SERV-MGT CONSUL	10,000	—	—	—
5510005	PROF SERV-LEGAL	763	—	—	—
5510400	PROF SERV-OTHER	6,031,781	—	—	—
Total Professional Services:		\$6,042,544	\$6,564,485	\$4,639,454	\$(1,925,031)

Other Charges

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5600000	TOTAL OTHER CHARGES	—	28,554,770	11,851,949	(16,702,821)
5610003	OTHER PUBLIC ASST	8,814,511	—	—	—
5620012	MISC-NON EE COMP	437,550	—	—	—
5620063	MISC-OPERATNG SVCS	1,723,335	—	—	—
5620069	MISC-INTERAGENCY OTH	574,820	—	—	—
5620127	MISC-BOOTH FEE	102,297	—	—	—
5620128	MISC-PROMO ITEMS	17,423	—	—	—
Total Other Charges:		\$11,669,935	\$28,554,770	\$11,851,949	\$(16,702,821)

Interagency Transfers

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5950000	TOTAL IAT	—	62,195	62,195	—
5950007	IAT-PRINTING	11,260	—	—	—
5950008	IAT-POSTAGE	565	—	—	—
5950014	IAT-TELEPHONE	12,664	—	—	—
5950026	IAT-RENTALS	1,350	—	—	—
5950038	IAT-OTHER OPER SERV	2,716	—	—	—
Total Interagency Transfers:		\$28,555	\$62,195	\$62,195	—
Total Expenditures for Program 2521		\$25,830,003	\$43,741,168	\$25,301,706	\$(18,439,462)

2522 - Business Incentives Program

Means of Financing

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
STATE GENERAL FUND (Direct)	671,707	754,297	1,341,328	587,031	77.82%
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—
FEES & SELF-GENERATED	1,005,620	1,259,121	2,594,410	1,335,289	106.05%
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	10,275,104	50,436,566	—	(50,436,566)	(100.00)%
TOTAL MEANS OF FINANCING	\$11,952,431	\$52,449,984	\$3,935,738	\$(48,514,246)	(92.50)%

Fees and Self-Generated

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
Fees & Self-generated	1,005,620	1,259,121	2,594,410	1,335,289	106.05%
Total:	\$1,005,620	\$1,259,121	\$2,594,410	\$1,335,289	106.05%

Program Expenditures

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Percent Change
Salaries	928,795	913,338	1,299,049	385,711	42.23%
Other Compensation	—	—	—	—	—
Related Benefits	494,584	436,660	628,385	191,725	43.91%
TOTAL PERSONAL SERVICES	\$1,423,379	\$1,349,998	\$1,927,434	\$577,436	42.77%
Travel	45,916	37,191	38,024	833	2.24%
Operating Services	63,196	123,498	109,906	(13,592)	(11.01)%
Supplies	3,765	5,891	6,023	132	2.24%
TOTAL OPERATING EXPENSES	\$112,876	\$166,580	\$153,953	\$(12,627)	(7.58)%
PROFESSIONAL SERVICES	\$42,558	\$254,442	\$111,953	\$(142,489)	(56.00)%
Other Charges	10,362,372	50,654,066	1,717,500	(48,936,566)	(96.61)%
Debt Service	—	—	—	—	—
Interagency Transfers	11,246	24,898	24,898	—	—
TOTAL OTHER CHARGES	\$10,373,618	\$50,678,964	\$1,742,398	\$(48,936,566)	(96.56)%
Acquisitions	—	—	—	—	—
Major Repairs	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—
TOTAL EXPENDITURES	\$11,952,431	\$52,449,984	\$3,935,738	\$(48,514,246)	(92.50)%

Program Positions

Classified	12	12	16	4	33.33%
Unclassified	—	—	—	—	—
TOTAL AUTHORIZED T.O. POSITIONS	12	12	16	4	33.33%
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	4	4	—	—
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—
TOTAL POSITIONS	16	16	20	4	25.00%

Cost Detail

Means of Financing

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
State General Fund	671,707	754,297	1,341,328	587,031
Fees & Self-generated	1,005,620	1,259,121	2,594,410	1,335,289
Federal Funds	10,275,104	50,436,566	—	(50,436,566)
Total:	\$11,952,431	\$52,449,984	\$3,935,738	\$(48,514,246)

Salaries

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5110010	SAL-CLASS-TO-REG	916,951	913,338	1,299,049	385,711
5110020	SAL-CLASS-TO-TERM	11,844	—	—	—
Total Salaries:		\$928,795	\$913,338	\$1,299,049	\$385,711

Related Benefits

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5130010	RET CONTR-STATE EMP	372,325	317,782	451,280	133,498
5130060	MEDICARE TAX	12,501	12,867	20,679	7,812
5130070	GRP INS CONTRIBUTION	108,558	104,769	155,183	50,414
5130090	TAXABLE FRINGE BEN	1,200	1,242	1,243	1
Total Related Benefits:		\$494,584	\$436,660	\$628,385	\$191,725

Travel

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5200000	TOTAL TRAVEL	—	37,191	38,024	833
5210015	IN-STATE TRAVEL-CONF	16,129	—	—	—
5210020	IN-STATE TRAV-FIELD	11,456	—	—	—

Travel (continued)

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5210025	IN-STATE TRV-BD MEM	9,554	—	—	—
5210060	OUT-OF-STTRV-FIELD	8,776	—	—	—
Total Travel:		\$45,916	\$37,191	\$38,024	\$833

Operating Services

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5300000	TOTAL OPERATING SERV	—	123,498	109,906	(13,592)
5310005	SERV-PRINTING	932	—	—	—
5310010	SERV-DUES & OTHER	2,075	—	—	—
5310011	SERV-SUBSCRIPTIONS	5,460	—	—	—
5310032	SER-CRDT CRD DIS FEE	52,305	—	—	—
5310400	SERV-MISC	123	—	—	—
5350001	UTIL-INTERNET PROVID	1,903	—	—	—
5350004	UTIL-TELEPHONE SERV	39	—	—	—
5350008	UTIL-DEL UPS/FED EXP	359	—	—	—
Total Operating Services:		\$63,196	\$123,498	\$109,906	\$(13,592)

Supplies

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5400000	TOTAL SUPPLIES	—	5,891	6,023	132
5410001	SUP-OFFICE SUPPLIES	966	—	—	—
5410400	SUP-OTHER	2,799	—	—	—
Total Supplies:		\$3,765	\$5,891	\$6,023	\$132

Professional Services

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5500000	TOTAL PROF SERVICES	—	254,442	111,953	(142,489)
5510005	PROF SERV-LEGAL	23,040	—	—	—
5510400	PROF SERV-OTHER	19,518	—	—	—
Total Professional Services:		\$42,558	\$254,442	\$111,953	\$(142,489)

Other Charges

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5600000	TOTAL OTHER CHARGES	—	50,243,490	1,306,924	(48,936,566)
5610003	OTHER PUBLIC ASST	10,127,484	—	—	—
5620063	MISC-OPERATNG SVCS	1,812	—	—	—
5620064	MISC-PROF SVCS	82,233	—	—	—
5620066	MISC-TRVL IN STATE	3,455	—	—	—
5620072	MISC-OC SAL CLASS&UN	91,708	256,267	256,267	—
5620078	MISC-OC-RETIRE-STEM	37,875	105,121	105,121	—
5620082	MISC-OC-MEDICARE TAX	1,271	3,716	3,716	—
5620083	MISC-OC-GRP INS CONT	10,494	45,472	45,472	—
5620102	MISC-LEGAL SVCS	2,265	—	—	—
5620128	MISC-PROMO ITEMS	3,774	—	—	—
Total Other Charges:		\$10,362,372	\$50,654,066	\$1,717,500	\$(48,936,566)

Interagency Transfers

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5950000	TOTAL IAT	—	24,898	24,898	—
5950007	IAT-PRINTING	3,417	—	—	—
5950008	IAT-POSTAGE	1,389	—	—	—
5950014	IAT-TELEPHONE	4,564	—	—	—

Interagency Transfers *(continued)*

Commitment Item	Name	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB
5950038	IAT-OTHER OPER SERV	1,876	—	—	—
Total Interagency Transfers:		\$11,246	\$24,898	\$24,898	—
Total Expenditures for Program 2522		\$11,952,431	\$52,449,984	\$3,935,738	\$(48,514,246)
Total Agency Expenditures:		\$37,782,435	\$96,191,152	\$29,237,444	\$(66,953,708)

SOURCE OF FUNDING SUMMARY

Agency Overview

Interagency Transfers

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Form ID
INTERAGENCY TRANSFERS	108,540	231,619	175,000	(56,619)	33280
Total Interagency Transfers	\$108,540	\$231,619	\$175,000	\$(56,619)	

Fees & Self-generated

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Form ID
FEES & SELF GENERATED	1,785,447	3,081,988	2,354,837	(727,151)	33282
FEES & SELF GENERATED	1,005,620	1,259,121	2,594,410	1,335,289	33283
EDH-LA ENTERTAIN DEV	994,612	4,483,671	2,700,000	(1,783,671)	33468
Total Fees & Self-generated	\$3,785,679	\$8,824,780	\$7,649,247	\$(1,175,533)	

Statutory Dedications

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Form ID
EDM-MARKETING FUND	3,056,148	2,000,000	2,000,000	—	33278
ED6-LA ECONOMIC DEV FUND	1,500	2,100	—	(2,100)	33281
EDI SMALL BUSINESS INNO	531,250	1,573,750	—	(1,573,750)	33532
EDJ SML BUS REC	—	—	—	—	33533
EDK SML BUS INNO	59,527	—	—	—	33534
Total Statutory Dedications	\$3,648,425	\$3,575,850	\$2,000,000	\$(1,575,850)	

Federal Funds

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Total Request	Over/Under EOB	Form ID
FEDERAL	11,247,168	52,944,696	2,975,000	(49,969,696)	33279
Total Federal Funds	\$11,247,168	\$52,944,696	\$2,975,000	\$(49,969,696)	
Total Sources of Funding:	\$18,789,812	\$65,576,945	\$12,799,247	\$(52,777,698)	

SOURCE OF FUNDING DETAIL

Interagency Transfers

Form 33280 — 252 Interagency Transfers

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
TOTAL PERSONAL SERVICES	—	—	—	—	—	—	—	—	—
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
TOTAL OPERATING EXPENSES	—	—	—	—	—	—	—	—	—
PROFESSIONAL SERVICES	—	—	—	—	—	—	—	—	—
Other Charges	231,619	—	—	175,000	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
TOTAL OTHER CHARGES	\$231,619	—	—	\$175,000	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$231,619	—	—	\$175,000	—	—	—	—	—

Form 33280 — 252 Interagency Transfers

Question	Narrative Response
State the purpose, source and legal citation.	The Office of Coastal Protection and Restoration Authority provides \$125,000 in matching funds to support the Coastal Technical Assistance Initiative (CTAC).. LED contributes \$125,000 for a total of \$250,000 for this initiative. Additionally, \$50,000 is associated with various economic related initiatives. It is estimated that funds will be received from other state agencies that may want to partner with LED for events, trade missions, or other economic development related activities.
Agency discretion or Federal requirement?	Agency Discretion
Describe any budgetary peculiarities.	N/A
Is the Total Request amount for multiple years?	This is an annual allocation.
Additional information or comments.	N/A
Provide the amount of any indirect costs.	N/A
Any indirect costs funded with other MOF?	N/A
Objectives and indicators in the Operational Plan.	N/A
Additional information or comments.	N/A

Statutory Dedications

Form 33278 — 252 Marketing Fund

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
TOTAL PERSONAL SERVICES	—	—	—	—	—	—	—	—	—
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
TOTAL OPERATING EXPENSES	—	—	—	—	—	—	—	—	—
PROFESSIONAL SERVICES	\$1,000,000	—	—	\$1,000,000	—	—	—	—	—
Other Charges	1,000,000	—	—	1,000,000	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
TOTAL OTHER CHARGES	\$1,000,000	—	—	\$1,000,000	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$2,000,000	—	—	\$2,000,000	—	—	—	—	—

Form 33278 — 252 Marketing Fund

Question	Narrative Response
State the purpose, source and legal citation.	R.S. 47:318B(1) established the Marketing Fund and R.S. 47:318(B)(1) and (B)(2), and was amended and reenacted by Act 153 of the Regular 2005 Legislative Session and Act 590 of the 2024 Regular Session. Provides for a minimum deposit of two million dollars annually to be used for marketing.
Agency discretion or Federal requirement?	Agency Discretion
Describe any budgetary peculiarities.	None
Is the Total Request amount for multiple years?	This is an annual allocation as directed by statute
Additional information or comments.	No additional comments
Provide the amount of any indirect costs.	No indirect costs.
Any indirect costs funded with other MOF?	No.
Objectives and indicators in the Operational Plan.	None
Additional information or comments.	No additional comments

Form 33281 — 252 Louisiana Economic Development Fund - Business Dev Prog

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
TOTAL PERSONAL SERVICES	—	—	—	—	—	—	—	—	—
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
TOTAL OPERATING EXPENSES	—	—	—	—	—	—	—	—	—
PROFESSIONAL SERVICES	—	—	—	—	—	—	—	—	—
Other Charges	2,100	—	—	—	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
TOTAL OTHER CHARGES	\$2,100	—	—	—	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$2,100	—	—	—	—	—	—	—	—

Form 33281 — 252 Louisiana Economic Development Fund - Business Dev Prog

Question	Narrative Response
State the purpose, source and legal citation.	Operating Expenses for Office of Business Development for carryforwards. See legal citation in Agency 931.
Agency discretion or Federal requirement?	Agency Discretion
Describe any budgetary peculiarities.	Prior Year and Current Year reflect expenses for the LA Economic Development Fund (LED Fund). The LED Fund is now appropriated solely in Agency 931 - Debt Service and Project Commitments in Accordance with Act 404 of the 2019 Regular Session.
Is the Total Request amount for multiple years?	N/A
Additional information or comments.	N/A
Provide the amount of any indirect costs.	N/A
Any indirect costs funded with other MOF?	N/A
Objectives and indicators in the Operational Plan.	N/A
Additional information or comments.	N/A

Form 33532 — 252 Small Business Innovation Retention Fund

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
TOTAL PERSONAL SERVICES	—	—	—	—	—	—	—	—	—
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
TOTAL OPERATING EXPENSES	—	—	—	—	—	—	—	—	—
PROFESSIONAL SERVICES	—	—	—	—	—	—	—	—	—
Other Charges	1,573,750	—	—	—	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
TOTAL OTHER CHARGES	\$1,573,750	—	—	—	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$1,573,750	—	—	—	—	—	—	—	—

Form 33532 — 252 Small Business Innovation Retention Fund

Question	Narrative Response
State the purpose, source and legal citation.	R.S. 51:2312(A)(1) and R.S. 51:2401 - Small Business Innovation Retention Fund, was created by Act 476 (HB786) of the 2022 Regular Legislative Session to provide financial assistance to certain Louisiana businesses that have received certain Small Business Innovation Research, hereinafter referred to as 'SBIR', or Small Business Technology Transfer, hereinafter referred to as 'STTR', federal grants. The statute provides distribution for up to one million one hundred five thousand dollars which shall be annually disbursed from the fund as follows: (1) Up to five hundred thousand dollars shall be allocated for Phase I SBIR or STTR federal grant recipients. Each selected applicant shall receive an amount equal to twenty-five percent of the Phase I SBIR or STTR federal grant the applicant has received, not to exceed fifty thousand dollars per applicant. (2) Up to five hundred thousand dollars shall be allocated for Phase II SBIR or STTR federal recipients. Each selected applicant shall receive an amount equal to twenty percent of the Phase II SBIR or STTR federal grant the applicant has received, not to exceed one hundred thousand dollars per applicant. (3) Up to one hundred five thousand dollars per year shall be allocated for the department for as long as the department administers grants from the fund. (4) Each grant awarded pursuant to this Section shall be divided into two 10 equal amounts and shall be disbursed to the selected applicant over a period of two consecutive years. No funding is requested in FY26.
Agency discretion or Federal requirement?	Agency discretion
Describe any budgetary peculiarities.	This Statutory Dedicated Fund does not have its own dedicated funding source. General Fund is required to be deposited into the fund. Historical Note: When the Fund was established, it was originally funded in Act 167 (HB406) of the 2022 Regular Session in the 'Funds Bill'. General Fund was deposited into the Statutory Dedicated Fund in the prior year (FY22) and then appropriated from the Fund in the Appropriations Bill (FY23 - Act 199; HB1, of the 2022 Regular Session). No funds are requested in FY26.
Is the Total Request amount for multiple years?	This is an annual allocation as directed by statute, however no funds are requested in FY26.
Additional information or comments.	No additional comments
Provide the amount of any indirect costs.	No indirect costs
Any indirect costs funded with other MOF?	No indirect costs
Objectives and indicators in the Operational Plan.	No objectives and indicators in the Operational Plan
Additional information or comments.	No additional comments

Form 33533 — 252 Small Business Innovation Recruitment Fund

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
TOTAL PERSONAL SERVICES	—	—	—	—	—	—	—	—	—
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
TOTAL OPERATING EXPENSES	—	—	—	—	—	—	—	—	—
PROFESSIONAL SERVICES	—	—	—	—	—	—	—	—	—
Other Charges	—	—	—	—	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
TOTAL OTHER CHARGES	—	—	—	—	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	—	—	—	—	—	—	—	—	—

Form 33533 — 252 Small Business Innovation Recruitment Fund

Question	Narrative Response
State the purpose, source and legal citation.	R.S. 51:2312(A)(1) and R.S. 51:2401 - Small Business Innovation Recruitment Fund was established by Act 477 (HB795) - The monies in the fund shall be used as an economic development incentive to recruit out-of-state small businesses that have received Phase II Small Business Innovation Research, hereinafter referred to as 'SBIR', or Phase II Small Business Technology Transfer, hereinafter referred to as 'STTR', federal grants to move to Louisiana. The statute provides for an annual distribution for up to five hundred thousand dollars which shall be annually disbursed from the fund to eligible applicants in the form of grants. Any grant received pursuant to this Section shall not exceed one hundred thousand dollars per applicant. The grant awards provided pursuant to this Section shall be divided into three equal amounts and disbursed to the selected applicants over a period of three consecutive years. Funding is not requested in FY26.
Agency discretion or Federal requirement?	Agency discretion
Describe any budgetary peculiarities.	This Statutory Dedicated Fund does not have its own dedicated funding source. General Fund is required to be deposited into the fund. Historical Note: When the Fund was established, it was originally funded in Act 167 (HB406) of the 2022 Regular Session in the 'Funds Bill'. General Fund was deposited into the Statutory Dedicated Fund in the prior year (FY22) and then appropriated from the Fund in the Appropriations Bill (FY23 - Act 199; HB1, of the 2022 Regular Session). These funds were re-appropriated in FY24. No Funds are requested in FY25.
Is the Total Request amount for multiple years?	This is an annual allocation as directed by statute, however funds are not requested in FY26.
Additional information or comments.	No additional comments
Provide the amount of any indirect costs.	No indirect costs
Any indirect costs funded with other MOF?	No indirect costs
Objectives and indicators in the Operational Plan.	No objectives and indicators in the Operational Plan
Additional information or comments.	No additional comments

Form 33534 — 252 Small Business Innovation Fund

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
TOTAL PERSONAL SERVICES	—	—	—	—	—	—	—	—	—
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
TOTAL OPERATING EXPENSES	—	—	—	—	—	—	—	—	—
PROFESSIONAL SERVICES	—	—	—	—	—	—	—	—	—
Other Charges	—	—	—	—	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
TOTAL OTHER CHARGES	—	—	—	—	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	—	—	—	—	—	—	—	—	—

Form 33534 — 252 Small Business Innovation Fund

Question	Narrative Response
State the purpose, source and legal citation.	R.S. 51:2312(A)(1) and R.S. 51:2401 - Small Business Innovation Fund was established by Act 508 (HB796) - The monies in the fund shall be used to provide financial assistance to certain Louisiana businesses applying for Small Business Innovation Research, hereinafter referred to as 'SBIR', or Small Business Technology Transfer, hereinafter referred to as 'STTR', federal research grants. The statute provides for an annual distribution for up to one hundred fifty thousand dollars which shall be annually disbursed from the fund as follows: (1) Up to sixty thousand dollars shall be disbursed to selected applicants in the form of grants for the purpose of assisting in the completion of Phase I SBIR or STTR federal grant applications. Any grant received pursuant to this Paragraph shall not exceed five thousand dollars per applicant. (2) Up to sixty thousand dollars shall be disbursed to selected applicants in the form of grants for the purpose of assisting in the completion of Phase II SBIR or STTR federal grant applications. Any grant received pursuant to this Paragraph shall not exceed ten thousand dollars per applicant. (3) Up to thirty thousand dollars shall be appropriated to the LTTO for the purpose of funding technical assistance, outreach programs, and program-related promotions.
Agency discretion or Federal requirement?	Agency discretion
Describe any budgetary peculiarities.	This Statutory Dedicated Fund does not have its own dedicated funding source. General Fund is required to be deposited into the fund. Historical Note: When the Fund was established, it was originally funded in Act 167 (HB406) of the 2022 Regular Session in the 'Funds Bill'. No funds are requested in FY26.
Is the Total Request amount for multiple years?	This is an annual allocation as directed by statute, however no funds are requested for FY26.
Additional information or comments.	No additional comments
Provide the amount of any indirect costs.	No indirect costs
Any indirect costs funded with other MOF?	No indirect costs
Objectives and indicators in the Operational Plan.	No objectives and indicators in the Operational Plan
Additional information or comments.	No additional comments.

Federal Funds

Form 33279 — 252 Federal Funds

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
TOTAL PERSONAL SERVICES	—	—	—	—	—	—	—	—	—
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
TOTAL OPERATING EXPENSES	—	—	—	—	—	—	—	—	—
PROFESSIONAL SERVICES	—	—	—	—	—	—	—	—	—
Other Charges	52,944,696	—	—	2,975,000	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
TOTAL OTHER CHARGES	\$52,944,696	—	—	\$2,975,000	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$52,944,696	—	—	\$2,975,000	—	—	—	—	—

Form 33279 — 252 Federal Funds

Question	Narrative Response
State the purpose, source and legal citation.	<p>\$800,000 - US Small Business Administration- Public Law 111-240, Small Business Jobs Act of 2010, National Defense Authorization Act of 2013 (H.R. 4310), 2016 Consolidated Appropriations Act (H.R. 2029). The Louisiana State Trade and Expansion (STEP) program is an inter-agency partnership to leverage the best practices of federal, state and local export promotion organizations. This partnership will identify, qualify, prepare and assist small businesses in enhancing their export readiness, in expanding existing exports and new market exports. \$1,000,000 - Department of the Treasury for the State Small Business Credit Initiative (SSBCI) Technical Assistance awarded \$3,082,861. This is the second tranche. This program provides financial assistance to eligible recipients to carry out technical assistance plans, under which eligible recipients will provide legal, accounting and financial advisory services to very small businesses and socially and disadvantaged businesses. \$900,000 - Department of the Treasury for the State Small Business Credit Initiative (SSBCI) Technical Assistance Investing in America Small Business Opportunity Program (SBOP). This program addresses early-stage companies the resources connecting them to capital providers and help them understand and navigate the complex nature of venture capital. The State was awarded \$5,380,000 in federal authority which will be disbursed in three tranches. This represents half of the first tranche. \$275,000 - LA Technology Transfer Office These federal funds from the Small Business Administration are to assist technology companies with Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.</p>
Agency discretion or Federal requirement?	Federal Requirements
Describe any budgetary peculiarities.	N/A
Is the Total Request amount for multiple years?	Based on annual award submitted/awarded
Additional information or comments.	N/A
Provide the amount of any indirect costs.	N/A
Any indirect costs funded with other MOF?	N/A
Objectives and indicators in the Operational Plan.	N/A
Additional information or comments.	N/A

Fees & Self-generated

Form 33282 — 252 Business Development Program - Fees & Self Generated

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	456,324	—	—	456,324	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	196,983	—	—	196,983	—	—	—	—	—
TOTAL PERSONAL SERVICES	\$653,307	—	—	\$653,307	—	—	—	—	—
Travel	37,000	—	—	37,829	—	—	—	—	—
Operating Services	13,565	—	—	13,869	—	—	—	—	—
Supplies	6,449	—	—	6,593	—	—	—	—	—
TOTAL OPERATING EXPENSES	\$57,014	—	—	\$58,291	—	—	—	—	—
PROFESSIONAL SERVICES	\$2,206,124	—	—	\$1,480,198	—	—	—	—	—
Other Charges	148,728	—	—	146,226	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	16,815	—	—	16,815	—	—	—	—	—
TOTAL OTHER CHARGES	\$165,543	—	—	\$163,041	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$3,081,988	—	—	\$2,354,837	—	—	—	—	—

Form 33282 — 252 Business Development Program - Fees & Self Generated

Question	Narrative Response
State the purpose, source and legal citation.	Business Incentive Fees for Operating Expenses of the Business Development Program. R.S. 51:2317 established by Act 2015 No. 361 authorizes that the corporation, through the secretary, may charge application fees and other fees as necessary to cover costs associated with administering its programs in a manner consistent with the financial and economic benefits and risks of the programs to the state. Entertainment Fees Act 412 of 2015; R.S.36:104.1, Regular Legislative Session amended and reenacted the Entertainment tax credits. Motion Picture Investor tax credit program-R.S. 47:6007 Digital interactive media and software tax credit program-R.S. 47:6022 Sound recording investor tax credit program-R.S. 47:6023 Musical and theatrical production income tax credit program-R.S. 47:6034 These fees are for expenses associated with verification of expenditures by an independent CPA or tax attorney before certification of expenditures for purposes of receiving Entertainment tax credits. R.S. 36:104C.(2) provides for application fees for incentive or tax exemption programs. Entertainment Development Fund Act No. 233 of the 2017 Regular Legislative Session amended and reenacted R.S. 47:60007(C)(4)(b) and enacted R.S. 47:6007(C)(4)(g), relative to motion picture production tax credits; to authorize a fee for the transfer of a motion picture production credit; to establish the Louisiana Entertainment Development Fund as a special treasure fund; to provide for deposits into and uses of the Fund; to provide for effectiveness and to provide for related matters. The Act requires 25% for the fund to be appropriated to the Department of Revenue for administrative purposes and 75% to the Department of Economic Development for education development initiatives and matching grants for La. Filmmakers. Provide for programmatic purposes in accordance with the Louisiana Administrative Code; Promulgated by the Department of Economic Development, August, 2020; Title 13, Part III, Chapter 21, Louisiana Entertainment Development Fund; Subchapter A - for Education Development Grant Programs and Chapter B - for Filmmaker Matching Grants. The allowable cap is \$180,000,000 * 2% * 75% = \$2,700,000.
Agency discretion or Federal requirement?	Agency Discretion
Describe any budgetary peculiarities.	None.
Is the Total Request amount for multiple years?	Self-Generated Fees are appropriated annually to cover the costs of the operations of the programs. For the Entertainment Development Fund, the annual allocation is based on the legislative cap.
Additional information or comments.	No additional comments.
Provide the amount of any indirect costs.	No indirect costs
Any indirect costs funded with other MOF?	No indirect costs
Objectives and indicators in the Operational Plan.	None
Additional information or comments.	No additional comments

Form 33283 — 252 Business Incentives Program - Fees & Self Generated

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	627,597	—	—	607,822	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	229,242	—	—	243,277	—	—	—	—	—
TOTAL PERSONAL SERVICES	\$856,839	—	—	\$851,099	—	—	—	—	—
Travel	22,000	—	—	22,001	—	—	—	—	—
Operating Services	118,413	—	—	102,413	—	—	—	—	—
Supplies	4,000	—	—	4,000	—	—	—	—	—
TOTAL OPERATING EXPENSES	\$144,413	—	—	\$128,414	—	—	—	—	—
PROFESSIONAL SERVICES	\$242,471	—	—	\$99,499	—	—	—	—	—
Other Charges	—	—	—	1,500,000	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	15,398	—	—	15,398	—	—	—	—	—
TOTAL OTHER CHARGES	\$15,398	—	—	\$1,515,398	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$1,259,121	—	—	\$2,594,410	—	—	—	—	—

Form 33283 — 252 Business Incentives Program - Fees & Self Generated

Question	Narrative Response
State the purpose, source and legal citation.	R.S. 51:2317 established by Act 2015 No. 361 authorizes that the corporation, through the secretary, may charge application fees and other fees as necessary to cover costs associated with administering its programs in a manner consistent with the financial and economic benefits and risks of the programs to the state.
Agency discretion or Federal requirement?	Agency Discretion
Describe any budgetary peculiarities.	Self-Generated revenues to the extent of deposits. To the extent that revenues are available, a portion of the funds may be used for support services provided to this Division by administrative and program staff in the Business Development Program.
Is the Total Request amount for multiple years?	Fees and Self-Generated are appropriated annually to support the program.
Additional information or comments.	N/A
Provide the amount of any indirect costs.	N/A
Any indirect costs funded with other MOF?	N/A
Objectives and indicators in the Operational Plan.	N/A
Additional information or comments.	N/A

Form 33468 — 252 Louisiana Entertainment & Development Fund

Expenditures	Existing Operating Budget as of 10/01/2024			FY2025-2026 Total Request			FY2026-2027 Projected		
	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match	Means of Financing	In-Kind Match	Cash Match
Salaries	—	—	—	—	—	—	—	—	—
Other Compensation	—	—	—	—	—	—	—	—	—
Related Benefits	—	—	—	—	—	—	—	—	—
TOTAL PERSONAL SERVICES	—	—	—	—	—	—	—	—	—
Travel	—	—	—	—	—	—	—	—	—
Operating Services	—	—	—	—	—	—	—	—	—
Supplies	—	—	—	—	—	—	—	—	—
TOTAL OPERATING EXPENSES	—	—	—	—	—	—	—	—	—
PROFESSIONAL SERVICES	—	—	—	—	—	—	—	—	—
Other Charges	4,483,671	—	—	2,700,000	—	—	—	—	—
Debt Service	—	—	—	—	—	—	—	—	—
Interagency Transfers	—	—	—	—	—	—	—	—	—
TOTAL OTHER CHARGES	\$4,483,671	—	—	\$2,700,000	—	—	—	—	—
Acquisitions	—	—	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$4,483,671	—	—	\$2,700,000	—	—	—	—	—

Form 33468 — 252 Louisiana Entertainment & Development Fund

Question	Narrative Response
State the purpose, source and legal citation.	Historical note: Act No. 223 of the 2017 Regular Legislative Session amended and reenacted R.S. 47:60007(C)(4)(b) and enacted R.S. 47:6007(C)(4)(g), relative to motion picture production tax credits; to authorize a fee for the transfer of a motion picture production credit; to establish the Louisiana Entertainment Development Fund as a special treasure fund; to provide for deposits into and uses of the Fund; to provide for effectiveness and to provide for related matters. The Act requires 25% for the fund to be appropriated to the Department of Revenue for administrative purposes and 75% to the Department of Economic Development for education development initiatives and matching grants for La. Filmmakers. Provide for programmatic purposes in accordance with the Louisiana Administrative Code; Promulgated by the Department of Economic Development, August, 2020; Title 13, Part III, Chapter 21, Louisiana Entertainment Development Fund; Subchapter A - for Education Development Grant Programs and Chapter B - for Filmmaker Matching Grants. The allowable cap is \$180,000,000 * 2% * 75% = \$2,700,000. Beginning July 1, 2022 this Fund was changed from Stat Ded to Self-Generated per Act 114 of the 2021 regular session states that monies deposited into the account would be categorized as fee and self generated (page 39, lines 18-29.)
Agency discretion or Federal requirement?	Agency Discretion
Describe any budgetary peculiarities.	N/A
Is the Total Request amount for multiple years?	This is an annual allocation
Additional information or comments.	N/A
Provide the amount of any indirect costs.	N/A
Any indirect costs funded with other MOF?	N/A
Objectives and indicators in the Operational Plan.	N/A
Additional information or comments.	N/A

EXPENDITURES BY MEANS OF FINANCING

Existing Operating Budget

Expenditures	Used as a Cash Match	Total Means of Financing By Expenditure	Total State General Fund	Interagency Transfers Form ID 33280 INTERAGENCY TRANSFERS	Fees & Self-generated Form ID 33282 FEES & SELF GENERATED	Fees & Self-generated Form ID 33283 FEES & SELF GENERATED
Salaries	—	6,243,631	5,159,710	—	456,324	627,597
Other Compensation	—	15,000	15,000	—	—	—
Related Benefits	—	2,935,095	2,508,870	—	196,983	229,242
TOTAL PERSONAL SERVICES	—	\$9,193,726	\$7,683,580	—	\$653,307	\$856,839
Travel	—	513,793	454,793	—	37,000	22,000
Operating Services	—	337,269	205,291	—	13,565	118,413
Supplies	—	31,508	21,059	—	6,449	4,000
TOTAL OPERATING EXPENSES	—	\$882,570	\$681,143	—	\$57,014	\$144,413
PROFESSIONAL SERVICES	—	\$6,818,927	\$3,370,332	—	\$2,206,124	\$242,471
Other Charges	—	79,208,836	18,824,272	231,619	148,728	—
Debt Service	—	—	—	—	—	—
Interagency Transfers	—	87,093	54,880	—	16,815	15,398
TOTAL OTHER CHARGES	—	\$79,295,929	\$18,879,152	\$231,619	\$165,543	\$15,398
Acquisitions	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—
TOTAL EXPENDITURES	—	\$96,191,152	\$30,614,207	\$231,619	\$3,081,988	\$1,259,121

Expenditures by Means of Financing

Existing Operating Budget

Expenditures	Fees & Self-generated Form ID 33468 EDH-LA ENTERTAIN DEV	Statutory Dedications Form ID 33278 EDM-MARKETING FUND	Statutory Dedications Form ID 33281 ED6-LA ECONOMIC DEV FUND	Statutory Dedications Form ID 33532 EDI SMALL BUSINESS INNO	Federal Funds Form ID 33279 FEDERAL
Salaries	—	—	—	—	—
Other Compensation	—	—	—	—	—
Related Benefits	—	—	—	—	—
TOTAL PERSONAL SERVICES	—	—	—	—	—
Travel	—	—	—	—	—
Operating Services	—	—	—	—	—
Supplies	—	—	—	—	—
TOTAL OPERATING EXPENSES	—	—	—	—	—
PROFESSIONAL SERVICES	—	\$1,000,000	—	—	—
Other Charges	4,483,671	1,000,000	2,100	1,573,750	52,944,696
Debt Service	—	—	—	—	—
Interagency Transfers	—	—	—	—	—
TOTAL OTHER CHARGES	\$4,483,671	\$1,000,000	\$2,100	\$1,573,750	\$52,944,696
Acquisitions	—	—	—	—	—
Major Repairs	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—
TOTAL EXPENDITURES	\$4,483,671	\$2,000,000	\$2,100	\$1,573,750	\$52,944,696

Total Request

Expenditures	Used as a Cash Match	Total Means of Financing By Expenditure	Total State General Fund	Interagency Transfers Form ID 33280 INTERAGENCY TRANSFERS	Statutory Dedications Form ID 33278 EDM-MARKETING FUND	Federal Funds Form ID 33279 FEDERAL
Salaries	—	6,586,238	5,522,092	—	—	—
Other Compensation	—	156,458	156,458	—	—	—
Related Benefits	—	3,200,818	2,760,558	—	—	—
TOTAL PERSONAL SERVICES	—	\$9,943,514	\$8,439,108	—	—	—
Travel	—	525,302	465,472	—	—	—
Operating Services	—	328,466	212,184	—	—	—
Supplies	—	32,213	21,620	—	—	—
TOTAL OPERATING EXPENSES	—	\$885,981	\$699,276	—	—	—
PROFESSIONAL SERVICES	—	\$4,751,407	\$2,171,710	—	\$1,000,000	—
Other Charges	—	13,569,449	5,073,223	175,000	1,000,000	2,975,000
Debt Service	—	—	—	—	—	—
Interagency Transfers	—	87,093	54,880	—	—	—
TOTAL OTHER CHARGES	—	\$13,656,542	\$5,128,103	\$175,000	\$1,000,000	\$2,975,000
Acquisitions	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—
TOTAL EXPENDITURES	—	\$29,237,444	\$16,438,197	\$175,000	\$2,000,000	\$2,975,000

Expenditures by Means of Financing

Total Request

Expenditures	Fees & Self-generated Form ID 33282 FEES & SELF GENERATED	Fees & Self-generated Form ID 33283 FEES & SELF GENERATED	Fees & Self-generated Form ID 33468 EDH-LA ENTERTAIN DEV
Salaries	456,324	607,822	—
Other Compensation	—	—	—
Related Benefits	196,983	243,277	—
TOTAL PERSONAL SERVICES	\$653,307	\$851,099	—
Travel	37,829	22,001	—
Operating Services	13,869	102,413	—
Supplies	6,593	4,000	—
TOTAL OPERATING EXPENSES	\$58,291	\$128,414	—
PROFESSIONAL SERVICES	\$1,480,198	\$99,499	—
Other Charges	146,226	1,500,000	2,700,000
Debt Service	—	—	—
Interagency Transfers	16,815	15,398	—
TOTAL OTHER CHARGES	\$163,041	\$1,515,398	\$2,700,000
Acquisitions	—	—	—
Major Repairs	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—
TOTAL EXPENDITURES	\$2,354,837	\$2,594,410	\$2,700,000

REVENUE COLLECTIONS/INCOME

Interagency Transfers

003 - Interagency Transfers

Source	Commitment Item	Commitment Item Name	FY2023-2024 Actuals	FY-2025 Estimate	FY2025-2026 Projected	Over/Under Current Year Estimate
SOURCE						
IAT-109-CPRA-COASTWIDE	4710058	MR-INT AGCY-SERVICES	108,540	181,619	125,000	(56,619)
IAT GRANTS	4710058	MR-INT AGCY-SERVICES	—	50,000	50,000	—
Total Collections/Income			\$108,540	\$231,619	\$175,000	\$(56,619)
TYPE						
Expenditures Source of Funding Form (BR-6)			108,540	231,619	175,000	(56,619)
Total Expenditures, Transfers and Carry Forwards to Next FY			\$108,540	\$231,619	\$175,000	\$(56,619)
Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY			—	—	—	—

Fees & Self-generated

002 - Fees & Self-generated

Source	Commitment Item	Commitment Item Name	FY2023-2024 Actuals	FY-2025 Estimate	FY2025-2026 Projected	Over/Under Current Year Estimate
SOURCE						
BUSINESS INCENTIVE FEES	4550030	LIC PERM & FEES-OTH	1,575,489	1,500,000	2,500,000	1,000,000
BUSINESS INCENTIVE FEES	4830016	PY CASH CARRYOVER	3,009,991	2,164,413	694,051	(1,470,362)
FILM AND DIGITAL MEDIA	4550030	LIC PERM & FEES-OTH	384,698	426,270	1,100,000	673,730
FILM AND DIGITAL MEDIA	4830016	PY CASH CARRYOVER	1,081,414	1,096,112	151,635	(944,477)
INTEREST	4830011	INT FUND CY TRANS IN	58,504	750,000	1,500,000	750,000
INTEREST	4830016	PY CASH CARRYOVER	—	58,504	808,504	750,000
Total Collections/Income			\$6,110,096	\$5,995,299	\$6,754,190	\$758,891
TYPE						
Expenditures Source of Funding Form (BR-6)			2,791,067	4,341,109	4,949,247	608,138
Carryover			3,319,029	1,654,190	1,804,943	150,753
Total Expenditures, Transfers and Carry Forwards to Next FY			\$6,110,096	\$5,995,299	\$6,754,190	\$758,891
Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY			—	—	—	—

EDH - LA Entertainment Development Dedicated Fund Account

Source	Commitment Item	Commitment Item Name	FY2023-2024 Actuals	FY-2025 Estimate	FY2025-2026 Projected	Over/Under Current Year Estimate
SOURCE						
EDH-LA ENTERTAIN DEV FND	4430010	INTERESTON INVEST	17,436	20,000	20,000	—
EDH-LA ENTERTAIN DEV FND	4710029	MR-PRIVATE SOURCES	2,877,341	2,000,000	2,000,000	—
EDH-LA ENTERTAIN DEV FND	4830016	PY CASH CARRYOVER	6,725,179	8,525,344	5,961,673	(2,563,671)
Total Collections/Income			\$9,619,956	\$10,545,344	\$7,981,673	\$(2,563,671)
TYPE						
Expenditures Source of Funding Form (BR-6)			994,612	4,483,671	2,700,000	(1,783,671)
Carryover			8,525,344	5,961,673	5,181,673	(780,000)
Transfer			100,000	100,000	100,000	—
Total Expenditures, Transfers and Carry Forwards to Next FY			\$9,619,956	\$10,545,344	\$7,981,673	\$(2,563,671)
Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY			—	—	—	—

Statutory Dedications

ED6 - Louisiana Economic Development Fund

Source	Commitment Item	Commitment Item Name	FY2023-2024 Actuals	FY-2025 Estimate	FY2025-2026 Projected	Over/Under Current Year Estimate
SOURCE						
ED6-LA ECONOMIC DEV FUND	4110010	TAX-GEN SALE & USE	3,600	2,100	—	(2,100)
Total Collections/Income			\$3,600	\$2,100	—	\$(2,100)
TYPE						
Expenditures Source of Funding Form (BR-6)			1,500	2,100	—	(2,100)
Carryover			2,100	—	—	—
Total Expenditures, Transfers and Carry Forwards to Next FY			\$3,600	\$2,100	—	\$(2,100)
Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY			—	—	—	—

EDI - Small Business Innovation Retention Fund

Source	Commitment Item	Commitment Item Name	FY2023-2024 Actuals	FY-2025 Estimate	FY2025-2026 Projected	Over/Under Current Year Estimate
SOURCE						
EDI SMALL BUSINESS INNO	4430010	INTERESTON INVEST	2,252	2,000	2,000	—
EDI SMALL BUSINESS INNO	4830011	INT FUND CY TRANS IN	1,000,000	—	—	—
EDI SMALL BUSINESS INNO	4830016	PY CASH CARRYOVER	1,106,340	1,577,342	5,592	(1,571,750)
Total Collections/Income			\$2,108,592	\$1,579,342	\$7,592	\$(1,571,750)
TYPE						
Expenditures Source of Funding Form (BR-6)			531,250	1,573,750	—	(1,573,750)
Carryover			1,577,342	5,592	7,592	2,000
Total Expenditures, Transfers and Carry Forwards to Next FY			\$2,108,592	\$1,579,342	\$7,592	\$(1,571,750)
Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY			—	—	—	—

EDJ - Small Business Innovation Recruitment Fund

Source	Commitment Item	Commitment Item Name	FY2023-2024 Actuals	FY-2025 Estimate	FY2025-2026 Projected	Over/Under Current Year Estimate
SOURCE						
EDJ SML BUS REC	4430010	INTERESTON INVEST	1,171	—	—	—
EDJ SML BUS REC	4830016	PY CASH CARRYOVER	500,606	1,777	1,777	—
Total Collections/Income			\$501,777	\$1,777	\$1,777	—
TYPE						
Expenditures Source of Funding Form (BR-6)			—	—	—	—
Carryover			1,777	1,777	1,777	—
Transfer			500,000	—	—	—
Total Expenditures, Transfers and Carry Forwards to Next FY			\$501,777	\$1,777	\$1,777	—
Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY			—	—	—	—

EDK - Small Business Innovation Fund

Source	Commitment Item	Commitment Item Name	FY2023-2024 Actuals	FY-2025 Estimate	FY2025-2026 Projected	Over/Under Current Year Estimate
SOURCE						
EDK SML BUS INNO	4430010	INTERESTON INVEST	91	—	—	—
EDK SML BUS INNO	4830016	PY CASH CARRYOVER	59,710	274	274	—
Total Collections/Income			\$59,801	\$274	\$274	—
TYPE						
Expenditures Source of Funding Form (BR-6)			59,527	—	—	—
Carryover			274	274	274	—
Total Expenditures, Transfers and Carry Forwards to Next FY			\$59,801	\$274	\$274	—
Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY			—	—	—	—

EDM - Marketing Fund

Source	Commitment Item	Commitment Item Name	FY2023-2024 Actuals	FY-2025 Estimate	FY2025-2026 Projected	Over/Under Current Year Estimate
SOURCE						
CARRYFORWARD	4110011	TAX-VEHICLE SALES	1,689,544	633,396	633,396	—
EDM-MARKETING FUND	4110010	TAX-GEN SALE & USE	2,000,000	2,000,000	2,000,000	—
Total Collections/Income			\$3,689,544	\$2,633,396	\$2,633,396	—
TYPE						
Expenditures Source of Funding Form (BR-6)			3,056,148	2,000,000	2,000,000	—
Carryover			633,396	633,396	633,396	—
Total Expenditures, Transfers and Carry Forwards to Next FY			\$3,689,544	\$2,633,396	\$2,633,396	—
Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY			—	—	—	—

Federal Funds

006 - Federal Funds

Source	Commitment Item	Commitment Item Name	FY2023-2024 Actuals	FY-2025 Estimate	FY2025-2026 Projected	Over/Under Current Year Estimate
SOURCE						
FEDERAL	4060035	FR-OTHER	11,247,168	52,944,696	2,975,000	(49,969,696)
Total Collections/Income			\$11,247,168	\$52,944,696	\$2,975,000	\$(49,969,696)
TYPE						
Expenditures Source of Funding Form (BR-6)			11,247,168	52,944,696	2,975,000	(49,969,696)
Total Expenditures, Transfers and Carry Forwards to Next FY			\$11,247,168	\$52,944,696	\$2,975,000	\$(49,969,696)
Difference in Total Collections/Income and Total Expenditures, Transfers and Carry Forwards to Next FY			—	—	—	—

Justification of Differences

Form 34939 — 252 - Louisiana Entertainment and Development Fund

Question	Narrative Response
Explain any transfers to other appropriations.	
Break out INA by Source of Funding.	
Additional information or comments.	

Form 34940 — 252 Marketing Fund

Question	Narrative Response
Explain any transfers to other appropriations.	
Break out INA by Source of Funding.	
Additional information or comments.	

Form 34941 — 252 Federal Funds

Question	Narrative Response
Explain any transfers to other appropriations.	
Break out INA by Source of Funding.	
Additional information or comments.	

Form 34942 — 252 Interagency Transfers

Question	Narrative Response
Explain any transfers to other appropriations.	
Break out INA by Source of Funding.	
Additional information or comments.	

Form 34943 — 252 Louisiana Economic Development Fund

Question	Narrative Response
Explain any transfers to other appropriations.	
Break out INA by Source of Funding.	
Additional information or comments.	

Form 34944 — 252 Self Generated Revenue

Question	Narrative Response
Explain any transfers to other appropriations.	
Break out INA by Source of Funding.	
Additional information or comments.	

Form 35434 — 252 Small Business Innovation Retention Fund

Question	Narrative Response
Explain any transfers to other appropriations.	
Break out INA by Source of Funding.	
Additional information or comments.	

Form 35435 — 252 Small Business Innovation Recruitment Fund

Question	Narrative Response
Explain any transfers to other appropriations.	
Break out INA by Source of Funding.	
Additional information or comments.	

Form 35436 — 252 Small Business Innovation Fund

Question	Narrative Response
Explain any transfers to other appropriations.	
Break out INA by Source of Funding.	
Additional information or comments.	

SCHEDULE OF REQUESTED EXPENDITURES

2521 - Business Development Program

Travel

FY2025-2026 Request	Description
12,269	Routine administrative travel for meetings with business and government officials, etc. It should be noted that the Department Secretary and Deputy Secretary may conduct business travel on behalf of the Office of Business Development. These expenditures would be charged to this agency when appropriate. Travel for the Secretary and Deputy Secretary to attend meetings both domestically and internationally
457,628	Travel for meetings with various local economic development organizations; state and local officials; various Louisiana businesses and industries regarding business retention and expansion; small business development centers regarding business services; conduct certification and technical assistance visits to economically disadvantaged businesses; conduct research field work; to market and promote Louisiana music and film and television programs; meet with university officials and others to promote technology, meet with local officials and military communities, and meet with businesses and foreign dignitaries regarding international activities. Travel for Communications staff to promote image development related to the State of Louisiana. Travel for Business Intelligence staff to conduct research analysis related to the State of Louisiana. Travel for Innovation staff to meet with prospects related to music and film industry projects as well as market products and services outside Louisiana. . Travel for Business Development Services staff to market both in-state and out of state companies, domestic and international, to choose Louisiana as a business location.
17,381	Travel for staff to attend music, film and digital media conferences to keep abreast with trends in the industry. Travel for certified economic development professionals to maintain accreditation and other professional conferences to keep abreast of current economic development trends. Travel to various economic development seminars such as IEDC, SEDC, etc. Travel for professional staff to attend training workshops for economically disadvantaged businesses, population and economic analysis seminars, etc.
\$487,278	Total Travel

Operating Services

FY2025-2026 Request	Description
368	2970 - Utilities Other - Cable Service
9,395	3000-Miscellaneous - Visa and Passports Miscellaneous - keys, install desk locks, etc.
1,536	Advertise upcoming economic development events in the newspaper and other publications

Operating Services (continued)

FY2025-2026 Request	Description		
175,094	Aerospace Alliance	20,400	
	American Advertising Federation	200	
	Association of American State Offices in Korea	300	
	Broadway League	1,700	
	Community Development Society	130	
	Council of American States in Europe	1,150	
	Industrial Asset Management	1,742	
	LA Chemical Industry Alliance	125	
	LinkedIn	2,000	
	State International Development Organizations	5,200	
	South Economic Development Council	250	
	American Press	120	
	American and Foreign Companies with Global Operations		3,500
	BNA Labor Plus	3,500	
	Chief Executive	122	
	College Campus Web access	2,450	
	Cost of Living Index	200	
	Dun & Bradstreet & Hoovers Pro Pluc	37,224	
	Economist	150	
	Economic Development Quarterly	350	
	ERI Salary Assessor	2,000	
	Fin. Times Limited - FDI Markets Database		15,500
	Info USA Library Package	4,000	
	IHS Chemical	2,650	
	IHS Global	7,000	
	Lexis-Nexis	30,346	
	New York Times	550	
	Oil & gas Journal	200	
	On Track with Masurak	2,000	
	Orbis	25,000	
	Uniworld	3,100	
	Wall Street Journal	560	
	ZOHO Annual Professional Edition	1,375	
	Total	\$175,094	

Operating Services *(continued)*

FY2025-2026 Request	Description
12,278	Business Cards - Utilized by the Office of Business Development, Executive, Strategic Communications, Business Intelligence Innovation, and Business Development Services
513	Cell Phones, Calling Cards
4,425	Cell Phones, Calling Cards and Conference Call Services
8,433	Internet Provider Cost - Cox Communications
2,495	Rentals-Building
4,023	To purchase postage stamps for special mailouts. Domestic and International shipping i.e. FedEx and UPS. Existing Operating Budget for the Office of State Mail is reflected in the Interagency Transfer Expenditure Category.
\$218,560	Total Operating Services

Supplies

FY2025-2026 Request	Description
11,472	Chairs, Telephones, File Cabinets, Portable Easels, Electric and Heavy Duty Staplers, Calculators, Bookcases, Directories, Reference Materials, Guides, etc.
14,718	Paper, Staples, Forms, Pens, Pencils, etc.
\$26,190	Total Supplies

Professional Services

FY2025-2026 Request	Means of Financing	Description
946,170	Fees & Self-generated	
1,000,000	Marketing Fund	
1,810,690	State General Fund	
\$3,756,860		Advertising Services

Professional Services *(continued)*

FY2025-2026 Request	Means of Financing	Description
315,491	State General Fund	
\$315,491		Foreign Representatives
50,796	State General Fund	
\$50,796		Miscellaneous Professional Services - Participations with economic development organizations, local governments, etc. for joint economic related activities
511,475	Fees & Self-generated	
\$511,475		Professional services with regard to Entertainment Promotion and Marketing
4,832	State General Fund	
\$4,832		Update and maintain the electronic catalog of all materials housed in the LED Library Market Research - Market research in each of the industry areas and any other services deemed necessary.
\$4,639,454	Total Professional Services	

Other Charges

FY2025-2026 Request	Means of Financing	Description
175,000	Interagency Transfers	
\$175,000		Coastal Technical Assistance Center - Nicholls State University Provide specialized and professional procurement technical assistance to Louisiana based businesses - this portion of funding is provided by CPRA, which is a 50% match to support the program. Expenses associated with various economic related initiatives. It is estimated that funds will be received from other State agencies that may want to partner with LED for events, trade, missions, or other economic developments related activities.

Other Charges *(continued)*

FY2025-2026 Request	Means of Financing	Description
125,000	State General Fund	
\$125,000		Coastal Technical Assistance Center - Nicholls State Univ Provide specialized and professional procurement technical assistance to Louisiana based businesses
1,760,000	State General Fund	
\$1,760,000		Economic Development Regional Awards and Matching Grant Program - To provide assistance to eligible economic development organizations in their comprehensive and strategic marketing and/or recruitment plans for towns, cities, parishes and regions as a site for new and/or expanded business development. Program rules were promulgated in the September 20, 2006 LA Register, Vol. 32, No. 09, LAC13:III. Chapter 17 and amended by Emergency Rule in the October 10, 2008 State Register.
146,226	Fees & Self-generated	
\$146,226		Entertainment Promotion & Marketing Funds - are used for meetings with prospects, group activities, special events, and activities to promote entertainment activity and stimulate interest in LA as a business location.
800,000	Federal Funds	
\$800,000		Federal Grant - Stater Trade & Export Promotion
200,000	State General Fund	
\$200,000		LA Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.
2,700,000	LA Entertainment Development Dedicated Fund Account	
\$2,700,000		LA Entertainment & Development Fund - for education initiatives and matching grants for LA Filmmakers.
275,000	Federal Funds	
\$275,000		Louisiana Technology Transfer Office expenditures.

Other Charges *(continued)*

FY2025-2026 Request	Means of Financing	Description
341,426	State General Fund	
\$341,426		Louisiana Technology Transfer Office expenses.
1,000,000	Marketing Fund	
\$1,000,000		Other Charges - Marketing Fund - Economic development marketing initiatives
185,000	State General Fund	
\$185,000		Procurement Technical Assistance Centers - University of Louisiana at Lafayette Provide specialized and professional procurement technical assistance to Louisiana based businesses
50,000	State General Fund	
\$50,000		Promotional items, IAT fees and Booth fees.
895,540	State General Fund	
\$895,540		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	State General Fund	
\$1,000,000		Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
900,000	Federal Funds	
\$900,000		Small Business Opportunity Program (SBOP) Technical Assistance
298,757	State General Fund	
\$298,757		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.

Other Charges *(continued)*

FY2025-2026 Request	Means of Financing	Description
1,000,000	Federal Funds	
\$1,000,000		State Small Business Credit Initiative (SSBCI) Technical Assistance
\$11,851,949	Total Other Charges	

Interagency Transfers

FY2025-2026 Request	Means of Financing	Receiving Agency	Description
250	State General Fund		
\$250		SECRETARY OF STATE	LPAA/Secretary of State-OTHER
3,265	State General Fund		
\$3,265		DIVISION OF ADMINISTRATION	Postage
250	State General Fund		
\$250		DIVISION OF ADMINISTRATION	Rental of office space
3,000	State General Fund		
\$3,000		DIVISION OF ADMINISTRATION	Rule Publications
3,000	State General Fund		
\$3,000		DIVISION OF ADMINISTRATION	SEBD Application and Certifications Forms
52,430	State General Fund		
\$52,430		DIVISION OF ADMINISTRATION	State Telephone Services
\$62,195	Total Interagency Transfers		

2522 - Business Incentives Program

Travel

FY2025-2026 Request	Description
15,436	Members of the Commerce & Industry Board and the Louisiana Economic Development Corporation meet as required by law to act on programs administered by them and to implement policy as necessary.
13,163	Travel for Business Incentives In-State and Out-State to attend training on economic development investment strategies to keep abreast of cyclical industry conditions, for various training sessions and meetings of professional organization, also to attend IEDC for staff to earn designation as a certified economic developer and to attend Venture Capital Forums to keep abreast of industry trends.
9,425	Travel to show various sites to industrial and business prospects; conduct field audits and investigations mandated by various tax exemption programs, etc. Travel to counsel clients and to call on bankers, insurance agents, make on-site visits for programs administered by Louisiana Economic development Corporations such as financial assistance, the Economic Development Award Program, etc.
\$38,024	Total Travel

Operating Services

FY2025-2026 Request	Description
317	Business Cards - Utilized by Business Incentives staff
36	Cell Phones and Calling Cards
750	Cell Phones, Calling Cards and Conference Call Services.
100,000	Fee assessed under the Elavon and US Bank Merchant Service agreement
1,963	LA Bankers Association \$592 Council of Development Finance Agencies \$600 Risk Management Association \$617 Baton Rouge Business Report \$154 Total: \$1,693
6,840	Miscellaneous - keys, install desk locks, etc.
\$109,906	Total Operating Services

Supplies

FY2025-2026 Request	Description
3,649	Chairs, Telephones, File Cabinets, Chair Mats, Calculators, Directories, Reference Materials, Guides, etc.
2,374	Paper, Staples, Forms, Pens, Pencils, etc.
\$6,023	Total Supplies

Professional Services

FY2025-2026 Request	Means of Financing	Description
85,500	Fees & Self-generated	
\$85,500		Obtain additional development enhancement, continued integration and support services for the FastLane relational database system as well as other professional services as needed
12,453	State General Fund	
\$12,453		Provide professional and reliable counsel, advice, services, assistance, and representation with regard to matters and services
14,000	Fees & Self-generated	
\$14,000		Transcription of minutes of various meetings of the Board of Directors of the C & I Board
\$111,953	Total Professional Services	

Other Charges

FY2025-2026 Request	Means of Financing	Description
20,000	State General Fund	
\$20,000		CPA Audit
28,350	State General Fund	
\$28,350		CPA Audit Services and other professional services for the Louisiana Economic Development Corporation

Other Charges *(continued)*

FY2025-2026 Request	Means of Financing	Description
169,150	State General Fund	
\$169,150		Financial Assistance-LA Economic Development Corporation - LA Small Business Loan Program
1,500,000	Fees & Self-generated	
\$1,500,000		State Small Business Credit Initiative
\$1,717,500	Total Other Charges	

Interagency Transfers

FY2025-2026 Request	Means of Financing	Receiving Agency	Description
300	Fees & Self-generated		
\$300		SECRETARY OF STATE	LPAA/Sect of State - IAT Transfer-other
1,500	State General Fund		
\$1,500		LA ST EMPL RET SYS - ST CONTR	Meeting Room Facilities Rental
8,098	Fees & Self-generated		
1,500	State General Fund		
\$9,598		DIVISION OF ADMINISTRATION	Rule Publications
3,000	Fees & Self-generated		
\$3,000		DIVISION OF ADMINISTRATION	State mail services
2,500	State General Fund		
\$2,500		DIVISION OF ADMINISTRATION	State Mail Services
4,000	Fees & Self-generated		
4,000	State General Fund		
\$8,000		DIVISION OF ADMINISTRATION	State Telephone Services
\$24,898	Total Interagency Transfers		

Continuation Budget Adjustments

AGENCY SUMMARY STATEMENT

Total Agency

Means of Financing

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
STATE GENERAL FUND (Direct)	30,614,207	(14,805,049)	123,511	1,012,226	—	—	16,944,895
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	231,619	(56,619)	—	—	—	—	175,000
FEES & SELF-GENERATED	8,824,780	(2,669,793)	—	(5,740)	—	1,500,000	7,649,247
STATUTORY DEDICATIONS	3,575,850	(1,575,850)	—	—	—	—	2,000,000
FEDERAL FUNDS	52,944,696	(18,479,902)	—	—	—	(31,489,794)	2,975,000
TOTAL MEANS OF FINANCING	\$96,191,152	\$(37,587,213)	\$123,511	\$1,006,486	—	\$(29,989,794)	\$29,744,142

Fees and Self-Generated

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
Fees & Self-generated	4,341,109	(886,122)	—	(5,740)	—	1,500,000	4,949,247
LA Entertainment Development Dedicated Fund Account	4,483,671	(1,783,671)	—	—	—	—	2,700,000
Total:	\$8,824,780	\$(2,669,793)	—	\$(5,740)	—	\$1,500,000	\$7,649,247

Statutory Dedications

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
Louisiana Economic Development Fund	2,100	(2,100)	—	—	—	—	—
Marketing Fund	2,000,000	—	—	—	—	—	2,000,000
Small Business Innovation Retention Fund	1,573,750	(1,573,750)	—	—	—	—	—
Total:	\$3,575,850	\$(1,575,850)	—	—	—	—	\$2,000,000

Expenditures and Positions

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
Salaries	6,243,631	—	—	517,007	—	—	6,760,638
Other Compensation	15,000	—	—	141,458	—	—	156,458
Related Benefits	2,935,095	—	—	348,021	—	—	3,283,116
TOTAL PERSONAL SERVICES	\$9,193,726	—	—	\$1,006,486	—	—	\$10,200,212
Travel	513,793	—	11,509	—	—	—	525,302
Operating Services	337,269	(16,000)	7,197	—	—	—	328,466
Supplies	31,508	—	705	—	—	—	32,213
TOTAL OPERATING EXPENSES	\$882,570	\$(16,000)	\$19,411	—	—	—	\$885,981
PROFESSIONAL SERVICES	\$6,818,927	\$(2,171,620)	\$104,100	—	—	—	\$4,751,407
Other Charges	79,208,836	(35,399,593)	—	—	—	(29,989,794)	13,819,449
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	87,093	—	—	—	—	—	87,093
TOTAL OTHER CHARGES	\$79,295,929	\$(35,399,593)	—	—	—	\$(29,989,794)	\$13,906,542
Acquisitions	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$96,191,152	\$(37,587,213)	\$123,511	\$1,006,486	—	\$(29,989,794)	\$29,744,142
Classified	39	—	—	—	—	—	39
Unclassified	36	—	—	—	—	—	36
TOTAL AUTHORIZED T.O. POSITIONS	75	—	—	—	—	—	75
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	—	—	—	—	2	6
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—	—	—

CONTINUATION BUDGET ADJUSTMENTS - SUMMARIZED

Form 37213 — NR - Carryforwards

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	(14,605,049)
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	(56,619)
FEES & SELF-GENERATED	(2,669,793)
STATUTORY DEDICATIONS	(2,100)
FEDERAL FUNDS	(18,479,902)
TOTAL MEANS OF FINANCING	\$(35,813,463)

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	(16,000)
Supplies	—
TOTAL OPERATING EXPENSES	\$(16,000)
PROFESSIONAL SERVICES	\$(2,171,620)
Other Charges	(33,625,843)
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$(33,625,843)
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$(35,813,463)

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Continuation Budget Adjustments - Summarized

Total Agency
Request Type: NON-RECUR

Form 37435 — 252 Non-Recurring of line-item adjustment
Means of Financing

	Amount
STATE GENERAL FUND (Direct)	(200,000)
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	(1,573,750)
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$(1,773,750)

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	(1,773,750)
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$(1,773,750)
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$(1,773,750)

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Form 37216 — Inflation Factor

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	61,543
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	39,568
STATUTORY DEDICATIONS	22,400
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$123,511

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	11,509
Operating Services	7,197
Supplies	705
TOTAL OPERATING EXPENSES	\$19,411
PROFESSIONAL SERVICES	\$104,100
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$123,511

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Form 37642 — 252 INFLATION MOF ADJUSTMENT

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	61,968
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(39,568)
STATUTORY DEDICATIONS	(22,400)
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	—

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	—

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Form 37640 — 252 - Prog 1 Compulsory Adjustments

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	664,598
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$664,598

Expenditures

	Amount
Salaries	293,704
Other Compensation	141,458
Related Benefits	229,436
TOTAL PERSONAL SERVICES	\$664,598
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$664,598

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Form 37641 — 252 - Prog 2 Compulsory Adjustments

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	347,628
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(5,740)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$341,888

Expenditures

	Amount
Salaries	223,303
Other Compensation	—
Related Benefits	118,585
TOTAL PERSONAL SERVICES	\$341,888
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$341,888

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Form 37644 — 252 - Personnel Non-TO/ Other
Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	—

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	—

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Form 37645 — 252-SSBCI Federal Allocation 2nd draw

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	—

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	—

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Form 38272 — 252-State Small Business Credit Initiative
Means of Financing

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	1,500,000
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	(32,859,055)
TOTAL MEANS OF FINANCING	\$(31,359,055)

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	(31,359,055)
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$(31,359,055)
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$(31,359,055)

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

**Form 38278 — 252 - Louisiana Technology Transfer Office (LTTT) Grant
Means of Financing**

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	275,000
TOTAL MEANS OF FINANCING	\$275,000

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	275,000
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$275,000
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$275,000

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	2
TOTAL NON-T.O. FTE POSITIONS	—

Form 38279 — 252 - Small Business Opportunity Program (SBOP)

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	900,000
TOTAL MEANS OF FINANCING	\$900,000

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	900,000
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$900,000
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$900,000

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Form 38280 — 252 - State Small Business Credit Initiative Tech Assistance

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	194,261
TOTAL MEANS OF FINANCING	\$194,261

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	194,261
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$194,261
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$194,261

PROGRAM SUMMARY STATEMENT

2521 - Business Development Program

Means of Financing

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
STATE GENERAL FUND (Direct)	29,859,910	(14,803,078)	117,685	664,598	—	—	15,839,115
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	231,619	(56,619)	—	—	—	—	175,000
FEES & SELF-GENERATED	7,565,659	(2,510,822)	—	—	—	—	5,054,837
STATUTORY DEDICATIONS	3,575,850	(1,575,850)	—	—	—	—	2,000,000
FEDERAL FUNDS	2,508,130	(902,391)	—	—	—	1,369,261	2,975,000
TOTAL MEANS OF FINANCING	\$43,741,168	\$(19,848,760)	\$117,685	\$664,598	—	\$1,369,261	\$26,043,952

Fees and Self-Generated

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
Fees & Self-generated	3,081,988	(727,151)	—	—	—	—	2,354,837
LA Entertainment Development Dedicated Fund Account	4,483,671	(1,783,671)	—	—	—	—	2,700,000
Total:	\$7,565,659	\$(2,510,822)	—	—	—	—	\$5,054,837

Statutory Dedications

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
Louisiana Economic Development Fund	2,100	(2,100)	—	—	—	—	—
Marketing Fund	2,000,000	—	—	—	—	—	2,000,000
Small Business Innovation Retention Fund	1,573,750	(1,573,750)	—	—	—	—	—
Total:	\$3,575,850	\$(1,575,850)	—	—	—	—	\$2,000,000

Expenditures and Positions

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
Salaries	5,330,293	—	—	293,704	—	—	5,623,997
Other Compensation	15,000	—	—	141,458	—	—	156,458
Related Benefits	2,498,435	—	—	229,436	—	—	2,727,871
TOTAL PERSONAL SERVICES	\$7,843,728	—	—	\$664,598	—	—	\$8,508,326
Travel	476,602	—	10,676	—	—	—	487,278
Operating Services	213,771	—	4,789	—	—	—	218,560
Supplies	25,617	—	573	—	—	—	26,190
TOTAL OPERATING EXPENSES	\$715,990	—	\$16,038	—	—	—	\$732,028
PROFESSIONAL SERVICES	\$6,564,485	\$(2,026,678)	\$101,647	—	—	—	\$4,639,454
Other Charges	28,554,770	(17,822,082)	—	—	—	1,369,261	12,101,949
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	62,195	—	—	—	—	—	62,195
TOTAL OTHER CHARGES	\$28,616,965	\$(17,822,082)	—	—	—	\$1,369,261	\$12,164,144
Acquisitions	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$43,741,168	\$(19,848,760)	\$117,685	\$664,598	—	\$1,369,261	\$26,043,952
Classified	27	—	—	—	—	—	27
Unclassified	36	—	—	—	—	—	36
TOTAL AUTHORIZED T.O. POSITIONS	63	—	—	—	—	—	63
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—	—	—	—	—	2	2
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—	—	—

2522 - Business Incentives Program

Means of Financing

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
STATE GENERAL FUND (Direct)	754,297	(1,971)	5,826	347,628	—	—	1,105,780
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—	—	—
FEES & SELF-GENERATED	1,259,121	(158,971)	—	(5,740)	—	1,500,000	2,594,410
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	50,436,566	(17,577,511)	—	—	—	(32,859,055)	—
TOTAL MEANS OF FINANCING	\$52,449,984	\$(17,738,453)	\$5,826	\$341,888	—	\$(31,359,055)	\$3,700,190

Fees and Self-Generated

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
Fees & Self-generated	1,259,121	(158,971)	—	(5,740)	—	1,500,000	2,594,410
Total:	\$1,259,121	\$(158,971)	—	\$(5,740)	—	\$1,500,000	\$2,594,410

Expenditures and Positions

Description	Existing Operating Budget as of 10/01/2024	Non-Recurring	Inflation	Compulsory	Workload	Other	FY2025-2026 Requested Continuation Level
Salaries	913,338	—	—	223,303	—	—	1,136,641
Other Compensation	—	—	—	—	—	—	—
Related Benefits	436,660	—	—	118,585	—	—	555,245
TOTAL PERSONAL SERVICES	\$1,349,998	—	—	\$341,888	—	—	\$1,691,886
Travel	37,191	—	833	—	—	—	38,024
Operating Services	123,498	(16,000)	2,408	—	—	—	109,906
Supplies	5,891	—	132	—	—	—	6,023
TOTAL OPERATING EXPENSES	\$166,580	\$(16,000)	\$3,373	—	—	—	\$153,953
PROFESSIONAL SERVICES	\$254,442	\$(144,942)	\$2,453	—	—	—	\$111,953
Other Charges	50,654,066	(17,577,511)	—	—	—	(31,359,055)	1,717,500
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	24,898	—	—	—	—	—	24,898
TOTAL OTHER CHARGES	\$50,678,964	\$(17,577,511)	—	—	—	\$(31,359,055)	\$1,742,398
Acquisitions	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$52,449,984	\$(17,738,453)	\$5,826	\$341,888	—	\$(31,359,055)	\$3,700,190
Classified	12	—	—	—	—	—	12
Unclassified	—	—	—	—	—	—	—
TOTAL AUTHORIZED T.O. POSITIONS	12	—	—	—	—	—	12
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	—	—	—	—	—	4
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—	—	—

CONTINUATION BUDGET ADJUSTMENTS - BY PROGRAM

Form 37213 — NR - Carryforwards

2521 - Business Development Program

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	(14,603,078)
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	(56,619)
FEES & SELF-GENERATED	(2,510,822)
STATUTORY DEDICATIONS	(2,100)
FEDERAL FUNDS	(902,391)
TOTAL MEANS OF FINANCING	\$(18,075,010)

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	\$(2,026,678)
Other Charges	(16,048,332)
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$(16,048,332)
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$(18,075,010)

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Fees and Self-Generated

	Amount
Fees & Self-generated	(727,151)
LA Entertainment Development Dedicated Fund Account	(1,783,671)
Total:	\$(2,510,822)

Statutory Dedications

	Amount
Louisiana Economic Development Fund	(2,100)
Total:	\$(2,100)

Supporting Detail

Means of Financing

Description	Amount
Federal Funds	(902,391)
Fees & Self-generated	(727,151)
Interagency Transfers	(56,619)
LA Entertainment Development Dedicated Fund Account	(1,783,671)
Louisiana Economic Development Fund	(2,100)
State General Fund	(14,603,078)
Total:	\$(18,075,010)

Professional Services

Commitment item	Name	Amount
5500000	TOTAL PROF SERVICES	(2,026,678)
Total:		\$(2,026,678)

Other Charges

Commitment item	Name	Amount
5600000	TOTAL OTHER CHARGES	(16,048,332)
Total:		\$(16,048,332)

2522 - Business Incentives Program

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	(1,971)
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(158,971)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	(17,577,511)
TOTAL MEANS OF FINANCING	\$(17,738,453)

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	(16,000)
Supplies	—
TOTAL OPERATING EXPENSES	\$(16,000)
PROFESSIONAL SERVICES	\$(144,942)
Other Charges	(17,577,511)
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$(17,577,511)
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$(17,738,453)

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Fees and Self-Generated

	Amount
Fees & Self-generated	(158,971)
Total:	\$(158,971)

Statutory Dedications

	Amount
Total:	—

Supporting Detail
Means of Financing

Description	Amount
Federal Funds	(17,577,511)
Fees & Self-generated	(158,971)
State General Fund	(1,971)
Total:	\$(17,738,453)

Operating Services

Commitment item	Name	Amount
5300000	TOTAL OPERATING SERV	(16,000)
Total:		\$(16,000)

Professional Services

Commitment item	Name	Amount
5500000	TOTAL PROF SERVICES	(144,942)
Total:		\$(144,942)

Other Charges

Commitment item	Name	Amount
5600000	TOTAL OTHER CHARGES	(17,577,511)
Total:		\$(17,577,511)

Form 37216 — Inflation Factor

2521 - Business Development Program

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	60,823
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	34,462
STATUTORY DEDICATIONS	22,400
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$117,685

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	10,676
Operating Services	4,789
Supplies	573
TOTAL OPERATING EXPENSES	\$16,038
PROFESSIONAL SERVICES	\$101,647
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$117,685

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Fees and Self-Generated

	Amount
Fees & Self-generated	34,462
Total:	\$34,462

Statutory Dedications

	Amount
Marketing Fund	22,400
Total:	\$22,400

Supporting Detail

Means of Financing

Description	Amount
Fees & Self-generated	34,462
Marketing Fund	22,400
State General Fund	60,823
Total:	\$117,685

Travel

Commitment item	Name	Amount
5200000	TOTAL TRAVEL	10,676
Total:		\$10,676

Operating Services

Commitment item	Name	Amount
5300000	TOTAL OPERATING SERV	4,789
Total:		\$4,789

Supplies

Commitment item	Name	Amount
5400000	TOTAL SUPPLIES	573
Total:		\$573

Professional Services

Commitment item	Name	Amount
5500000	TOTAL PROF SERVICES	101,647
Total:		\$101,647

2522 - Business Incentives Program

Means of Financing

	Amount
STATE GENERAL FUND (Direct)	720
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	5,106
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$5,826

Expenditures

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	833
Operating Services	2,408
Supplies	132
TOTAL OPERATING EXPENSES	\$3,373
PROFESSIONAL SERVICES	\$2,453
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$5,826

Positions

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Fees and Self-Generated

	Amount
Fees & Self-generated	5,106
Total:	\$5,106

Statutory Dedications

	Amount
Total:	—

Supporting Detail
Means of Financing

Description	Amount
Fees & Self-generated	5,106
State General Fund	720
Total:	\$5,826

Travel

Commitment item	Name	Amount
5200000	TOTAL TRAVEL	833
Total:		\$833

Operating Services

Commitment item	Name	Amount
5300000	TOTAL OPERATING SERV	2,408
Total:		\$2,408

Supplies

Commitment item	Name	Amount
5400000	TOTAL SUPPLIES	132
Total:		\$132

Professional Services

Commitment item	Name	Amount
5500000	TOTAL PROF SERVICES	2,453
Total:		\$2,453

Form 37435 — 252 Non-Recurring of line-item adjustment

2521 - Business Development Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	(200,000)
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	(1,573,750)
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$(1,773,750)

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	(1,773,750)
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$(1,773,750)
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$(1,773,750)

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Statutory Dedications

	Amount
Small Business Innovation Retention Fund	(1,573,750)
Total:	\$(1,573,750)

Question	Narrative Response
Explain the need for this request.	These funds were line item appropriations in Act 4 of the 2024 Regular Session and are one-time expenditures and are therefore non-recurring.
Cite performance indicators for the adjustment.	
What would the impact be if this is not funded?	N/A
Is revenue a fixed amount or can it be adjusted?	Fixed
Is the expenditure of these revenues restricted?	Yes
Additional information or comments.	

Form 37642 — 252 INFLATION MOF ADJUSTMENT

2521 - Business Development Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	56,862
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(34,462)
STATUTORY DEDICATIONS	(22,400)
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	—

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	—

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Fees and Self-Generated

	Amount
Fees & Self-generated	(34,462)
Total:	\$(34,462)

Statutory Dedications

	Amount
Marketing Fund	(22,400)
Total:	\$(22,400)

2522 - Business Incentives Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	5,106
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(5,106)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	—

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	—

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Fees and Self-Generated

	Amount
Fees & Self-generated	(5,106)
Total:	\$(5,106)

Statutory Dedications

	Amount
Total:	—

Question	Narrative Response
Explain the need for this request.	To changing MOF of standard inflation from Self Generated Revenue and Statutory Dedicated Funds to State General Fund
Cite performance indicators for the adjustment.	N/A
What would the impact be if this is not funded?	N/A
Is revenue a fixed amount or can it be adjusted?	N/A
Is the expenditure of these revenues restricted?	N/A
Additional information or comments.	

Form 37640 — 252 - Prog 1 Compulsory Adjustments

2521 - Business Development Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	664,598
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$664,598

EXPENDITURES

	Amount
Salaries	293,704
Other Compensation	141,458
Related Benefits	229,436
TOTAL PERSONAL SERVICES	\$664,598
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$664,598

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Statutory Dedications

	Amount
Total:	—

Question	Narrative Response
Explain the need for this request.	This Adjustment is for the FY2025-2026 Market Adjustment. Personnel changes that differ from the 9/15/24 PEP report are reflected in the attached BR-9B workbook. It reflects market adjustment and structural changes following the restructure of LED, there may have been significant changes in the reporting hierarchy and departmental structures. This could include the creation of new positions, elimination of redundant roles, or realignment of teams to improve efficiency. The reorganization of LED (Act 590 of the 2024 regular session) required the development of a new organizational chart which was not finalized until late October. LAGOV accounting structure was changed (elimination of some divisions and the creation of new ones). The Human Resources Division made personnel changes in LAGOV per the new organizational chart and the BR-9B Salary Schedule was completed to reflect the new organizational chart as of October 22, 2024.
Cite performance indicators for the adjustment.	There are no performance indicators for this adjustment.
What would the impact be if this is not funded?	Insufficient funding for Salary Market increase for the Office of Business Development.
Is revenue a fixed amount or can it be adjusted?	Fixed
Is the expenditure of these revenues restricted?	No
Additional information or comments.	No additional comments

Form 37641 — 252 - Prog 2 Compulsory Adjustments

2522 - Business Incentives Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	347,628
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	(5,740)
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$341,888

EXPENDITURES

	Amount
Salaries	223,303
Other Compensation	—
Related Benefits	118,585
TOTAL PERSONAL SERVICES	\$341,888
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$341,888

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Fees and Self-Generated

	Amount
Fees & Self-generated	(5,740)
Total:	\$(5,740)

Statutory Dedications

	Amount
Total:	—

Question	Narrative Response
Explain the need for this request.	This Adjustment is for the FY2025-2026 Market Adjustment. Personnel changes that differ from the 9/15/24 PEP report are reflected in the attached BR-9B workbook. It reflects market adjustment and structural changes following the restructure of LED, there may have been significant changes in the reporting hierarchy and departmental structures. This could include the creation of new positions, elimination of redundant roles, or realignment of teams to improve efficiency. The reorganization of LED (Act 590 of the 2024 regular session) required the development of a new organizational chart which was not finalized until late October. LAGOV accounting structure was changed (elimination of some divisions and the creation of new ones). The Human Resources Division made personnel changes in LAGOV per the new organizational chart and the BR-9B Salary Schedule was completed to reflect the new organizational chart as of October 22, 2024.
Cite performance indicators for the adjustment.	There are no performance indicators for the adjustment.
What would the impact be if this is not funded?	Insufficient funding for Market salary increases in the Business Incentives Program
Is revenue a fixed amount or can it be adjusted?	Fixed
Is the expenditure of these revenues restricted?	No
Additional information or comments.	No additional comments

Form 37644 — 252 - Personnel Non-TO/ Other

2521 - Business Development Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	—

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	—

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Question	Narrative Response
Explain the need for this request.	
Cite performance indicators for the adjustment.	
What would the impact be if this is not funded?	
Is revenue a fixed amount or can it be adjusted?	
Is the expenditure of these revenues restricted?	
Additional information or comments.	

Form 37645 — 252-SSBCI Federal Allocation 2nd draw

2522 - Business Incentives Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	—

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	—

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Question	Narrative Response
Explain the need for this request.	
Cite performance indicators for the adjustment.	
What would the impact be if this is not funded?	
Is revenue a fixed amount or can it be adjusted?	
Is the expenditure of these revenues restricted?	
Additional information or comments.	

Form 38272 — 252-State Small Business Credit Initiative

2522 - Business Incentives Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	1,500,000
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	(32,859,055)
TOTAL MEANS OF FINANCING	\$(31,359,055)

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	(31,359,055)
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$(31,359,055)
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$(31,359,055)

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Fees and Self-Generated

	Amount
Fees & Self-generated	1,500,000
Total:	\$1,500,000

Statutory Dedications

	Amount
Total:	—

Question	Narrative Response
Explain the need for this request.	The State Small Business Credit Initiative II - Financial Assistance Program is requesting \$1.5M in Self-Generated Revenue. This represents the interest earnings from a newly created separate bank account established by the LA State Treasurer's Office in September, 2024. The SSBCI rules allow the federal funds on deposit to earn Program Income and can be used for administrative expenses. The federal funding portion for administrative allowable expenses has a cap and does not provide sufficient funding for the operating expenses of the program. Act 590 of the 2024 Regular Session gave the authority for the State Treasurer's Office to establish the account. The \$1.5M Self-Generated funds will be used for: . Direct investment fund services provider: \$500k Accelerator program grants: \$500K Innovation marketing support: \$250K Other contractual services (legal/finance/accounting/compliance/tech): \$250K The State Small Business Credit Initiative II - Financial Assistance Program is being reduced by \$32,859,055 in federal authority. This represents the second tranche that is expected to be received approximately January, 2025. These funds are anticipated to be sufficient to fund the program through FY26. Unexpended funds at June 30, 2025 will be requested on the carryforward BA-7 at the August, 2025 JLCB hearing to provide the budget authority needed for FY26.
Cite performance indicators for the adjustment.	There are no performance indicator for the adjustment
What would the impact be if this is not funded?	Self-Generated Program Income The program would not have sufficient funding for administrative expenses to operate the program. The federal funding administrative cap would be exceeded and general fund dollars would have to be requested for the operational needs.
Is revenue a fixed amount or can it be adjusted?	Self-Generated Program Income Revenues are received from interest earnings in the account. The interest earnings generated can ONLY be used for this program as it relates directly to the expenses of this award and cannot be used for any other purpose
Is the expenditure of these revenues restricted?	Self-Generated Program Income Yes. Revenues generated are dedicated to this program in accordance with federal guidelines and cannot be used for any other purpose
Additional information or comments.	

Form 38278 — 252 - Louisiana Technology Transfer Office (LTTO) Grant

2521 - Business Development Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	275,000
TOTAL MEANS OF FINANCING	\$275,000

AUTHORIZED POSITIONS


	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4
TOTAL NON-T.O. FTE POSITIONS	—

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	275,000
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$275,000
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$275,000

Question	Narrative Response
Explain the need for this request.	<p>The Louisiana Technology Transfer Office (LTTO) is a program in which LED has been in partnership with LSU and NASA for approximately 25 years to assist companies with attracting federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) awards. The programs are designed to encourage technological innovation and commercialization of research and development. Act 590 of the 2024 Regular Session transferred the administration of the program to LED. Previously, LED had a cooperative endeavor agreement with LSU to administer the program. LSU also received 2 federal awards for this program which are now being transferred to LED. The US Small Business Administration awarded LED a \$200K grant effective September 30, 2024 and includes 2 positions (previously employees of LSU transferred to LED). This award is for \$1M over 5 years; \$200K per year. The Office of Planning and Budget authorized an in-house BA-7 to increase the Table of Authorization, BA-7 #4, on October 9, 2024. Per OPB, no increase in federal authority was necessary in FY25 as the department had enough unexpended federal authority. The second award for \$75,000 does not expire (through LSU/NASA) until March 31, 2025. At that time, the new award will be transferred to LED and, if necessary, LED will request an increase to appropriate the funding in FY25 via a BA-7 or in the Supplemental Bill. The FY26 funding is requested for the full year. There should be a corresponding decrease in LSU's budget resulting in a net zero impact to the state.</p>
Cite performance indicators for the adjustment.	There are no performance indicators for the adjustment
What would the impact be if this is not funded?	The federal funding portion of the program would have an adverse impact on the ability to continue the LTTO operations at the Continuation Level
Is revenue a fixed amount or can it be adjusted?	These are the federal funds associated with this program.
Is the expenditure of these revenues restricted?	Federal funds are in accordance with federal guidelines
Additional information or comments.	

STATE OF LOUISIANA
 DIVISION OF ADMINISTRATION, OFFICE OF PLANNING AND BUDGET
 REQUEST FOR MID-YEAR BUDGET ADJUSTMENT

DEPARTMENT: Louisiana Economic Development		FOR OPB USE ONLY				
AGENCY: Office of Business Development		OPB LOG NUMBER 125		AGENDA NUMBER		
SCHEDULE NUMBER: 05-252		Approval and Authority:  AC 4 of 24 RS - Preamble Section 8A.4				
SUBMISSION DATE: 09/26/24						
AGENCY BA-7 NUMBER: 4						
HEAD OF BUDGET UNIT: Anne G. Villa						
TITLE: Deputy Secretary						
SIGNATURE (Certifies that the information provided is correct and true to the best of your knowledge): Anne G. Villa		Digitally signed by Anne G. Villa Date: 2024.09.30 14:05:50 -05'00'				
MEANS OF FINANCING	CURRENT FY 2024-2025	ADJUSTMENT (+) or (-)		REVISED FY 2024-2025		
GENERAL FUND BY:						
DIRECT	\$30,614,207	\$0		\$30,614,207		
INTERAGENCY TRANSFERS	\$231,619	\$0		\$231,619		
FEES & SELF-GENERATED	\$8,824,780	\$0		\$8,824,780		
Regular Fees & Self-generated	\$4,341,109	\$0		\$4,341,109		
Subtotal of Fund Accounts from Page 2	\$4,483,671	\$0		\$4,483,671		
STATUTORY DEDICATIONS	\$3,575,850	\$0		\$3,575,850		
[Select Statutory Dedication]	\$0	\$0		\$0		
[Select Statutory Dedication]	\$0	\$0		\$0		
Subtotal of Dedications from Page 2	\$3,575,850	\$0		\$3,575,850		
FEDERAL	\$52,944,696	\$0		\$52,944,696		
TOTAL	\$96,191,152	\$0		\$96,191,152		
AUTHORIZED POSITIONS	75	0		75		
AUTHORIZED OTHER CHARGES	4	2		6		
NON-TO FTE POSITIONS	0	0		0		
TOTAL POSITIONS	79	2		81		
PROGRAM EXPENDITURES	DOLLARS	POS	DOLLARS	POS	DOLLARS	POS
PROGRAM NAME:						
Business Development	\$43,741,168	63	\$0	2	\$43,741,168	65
Business Incentives	\$52,449,984	16	\$0	0	\$52,449,984	16
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
Subtotal of programs from Page 2:	\$0	0	\$0	0	\$0	0
TOTAL	\$96,191,152	79	\$0	2	\$96,191,152	81

**STATE OF LOUISIANA
DIVISION OF ADMINISTRATION, OFFICE OF PLANNING AND BUDGET
REQUEST FOR MID-YEAR BUDGET ADJUSTMENT**

DEPARTMENT: Louisiana Economic Development	FOR OPB USE ONLY	
AGENCY: Office of Business Development	OPB LOG NUMBER	AGENDA NUMBER
SCHEDULE NUMBER: 05-252		
SUBMISSION DATE: 09/26/24		
AGENCY BA-7 NUMBER: 4	ADDENDUM TO PAGE 1	

**Use this section for additional Dedicated Fund Accounts or Statutory Dedications, if needed.
The subtotal will automatically be transferred to Page 1.**

MEANS OF FINANCING	CURRENT FY 2024-2025	ADJUSTMENT (+) or (-)	REVISED FY 2024-2025
GENERAL FUND BY:			
FEES & SELF-GENERATED			
Louisiana Entertainment Development Dedicated Fund Account (EDHA)	\$4,483,671	\$0	\$4,483,671
[Select Fund Account]	\$0	\$0	\$0
SUBTOTAL (to Page 1)	\$4,483,671	\$0	\$4,483,671
STATUTORY DEDICATIONS			
Marketing Fund (EDM)	\$2,000,000	\$0	\$2,000,000
Small Business Innovation Retention Fund (EDI)	\$1,573,750	\$0	\$1,573,750
Small Business Innovation Recruitment Fund (EDJ)	\$0	\$0	\$0
Small Business Innovation Fund (EDK)	\$0	\$0	\$0
Louisiana Economic Development Fund (ED6)	\$2,100	\$0	\$2,100
[Select Statutory Dedication]	\$0	\$0	\$0
SUBTOTAL (to Page 1)	\$3,575,850	\$0	\$3,575,850

**Use this section for additional Program Names, if needed.
The subtotal will automatically be transferred to Page 1.**

PROGRAM EXPENDITURES	DOLLARS	POS	DOLLARS	POS	DOLLARS	POS
PROGRAM NAME:						
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
	\$0	0	\$0	0	\$0	0
SUBTOTAL (to Page 1)	\$0	0	\$0	0	\$0	0

**STATE OF LOUISIANA
DIVISION OF ADMINISTRATION, OFFICE OF PLANNING AND BUDGET
REQUEST FOR MID-YEAR BUDGET ADJUSTMENT**

PERFORMANCE IMPACT OF MID-YEAR BUDGET ADJUSTMENT				
<p>1. Identify and explain the programmatic impacts (positive or negative) that will result from the approval of this BA-7. Louisiana's allocation of \$1M from the Small Business Administration, Office of Innovation and Technology is allocated to one entity per state to promote technology transfer programs. Previously, this was awarded to the Board of Regents/LSU for the LA Technology Transfer Office. But, as a result of Act 590 of the 2024 Regular Session, the legislation redirects the administration of the program from LSU to LED. The intent of the legislation is to have a holistic approach to coordinate SBIR/STTR programs, and to promote the 3 newly created Statutory Dedicated Funds; Small Business Innovation Fund, Small Business Innovation Retention Fund and Small Business Innovation Recruitment Fund - Act 508, Act 476 and Act 477 of the 2022 Regular Session, respectively.</p>				
<p>2. Complete the following information for each objective and related performance indicators that will be affected by this request. (Note: Requested adjustments may involve revisions to existing objectives and performance indicators or creation of new objectives and performance indicators. Repeat this portion of the request form as often as necessary.)</p>				
<p>OBJECTIVE: There are no related performance indicators</p>				
LEVEL	PERFORMANCE INDICATOR NAME	PERFORMANCE STANDARD		
		CURRENT FY 2024-2025	ADJUSTMENT (+) OR (-)	REVISED FY 2024-2025
<p>JUSTIFICATION FOR ADJUSTMENT(S): Explain the necessity of the adjustment(s).</p>				
<p>3. Briefly explain any performance impacts other than or in addition to effects on objectives and performance indicators. (For example: Are there any anticipated direct or indirect effects on program management or service recipients? Will this BA-7 have a positive or negative impact on some other program or agency?)</p> <p>The U.S. Small Business Administration's award is \$200k per year for five years. A copy of the technical proposal is included in an addendum to this document which describes the services in detail. LED has sufficient federal appropriation authority in FY25, so only the positions are being requested for FY25.</p>				
<p>4. If there are no performance impacts associated with this BA-7 request, then fully explain this lack of performance impact.</p> <p>This award was previously granted to LSU/Board of Regents, but due to Act 590 of the 2024 Regular Session, this program has been redirected to be administered by LED.</p>				
<p>5. Describe the performance impacts of failure to approve this BA-7. (Be specific. Relate performance impacts to objectives and performance indicators.)</p> <p>Failure to approve this BA-7 will result in the loss of a program that is awarded to one recipient for the Small Business Innovation Research program in each of the 50 states and Louisiana would be the only state not awarded/participating.</p>				

**STATE OF LOUISIANA
DIVISION OF ADMINISTRATION, OFFICE OF PLANNING AND BUDGET
REQUEST FOR MID-YEAR BUDGET ADJUSTMENT**

Policy and Procedure Memorandum No. 52, Revised, requires that all Requests for Changes in Appropriation be fully documented. At a minimum, the following questions and statements must be answered. Use Continuation Sheets as needed. **FAILURE TO ANSWER ALL QUESTIONS COMPLETELY WILL BE CAUSE TO RETURN THIS DOCUMENT WITHOUT ACTION.**

1. What is the source of funding (if other than General Fund (Direct))? Specifically identify any grant or public law and the purposes of the funds, if applicable. A copy of any grant application and the notice of approved grant or appropriation must accompany the BA-7. What are the expenditure restrictions of the funds?
Federal Grant Funds - \$200,000 referencing the Small Business Administration, Office of Innovation & Technology, CFDA No. SBAOIFT240090-01-00 for period 9/30/24-9/29/29. This award is over a 5 year period with a budget period of 9/30/24-9/30/25 for Year 1 in the amount of \$200,000. Note: No increase in Federal authority is being requested in FY25 as there is capacity in Federal Funds. This is to only increase the 2 positions that were previously at LSU and are now at LED.

2. Enter the financial impact of the requested adjustment for the next four fiscal years.

MEANS OF FINANCING OR EXPENDITURE	FY 2024-2025	FY 2025-2026	FY 2026-2027	FY 2027-2028	FY 2028-2029
GENERAL FUND BY:					
DIRECT	\$0	\$0	\$0	\$0	\$0
INTERAGENCY TRANSFERS	\$0	\$0	\$0	\$0	\$0
FEES & SELF-GENERATED	\$0	\$0	\$0	\$0	\$0
STATUTORY DEDICATIONS	\$0	\$0	\$0	\$0	\$0
FEDERAL	\$0	\$0	\$0	\$0	\$0
TOTAL	\$0	\$0	\$0	\$0	\$0

3. If this action requires additional personnel, provide a detailed explanation below:
This action requires the addition of 2 Other Charges positions. These positions were previously filled at LSU, but due to Act 590 of 2024 Regular Session which redirects administration of the program to LED, these positions are being established within LED. In the FY26 Budget Request document, there should be a corresponding decrease from LSU of \$200K in Federal Funds.

4. Explain why this request can't be postponed for consideration in the agency's budget request for next fiscal year.
This request is to appropriate funds in accordance with the terms of the federal grant and expenditures will occur in the current fiscal year. The award date begins 9/30/24.

5. Is this an after the fact BA-7, e.g.; have expenditures been made toward the program this BA-7 is for? If yes, explain per PPM No.52.
There are no expenditures that have been made towards the 05-252 program relating to this BA-7.

STATE OF LOUISIANA
DIVISION OF ADMINISTRATION, OFFICE OF PLANNING AND BUDGET
REQUEST FOR MID-YEAR BUDGET ADJUSTMENT

PROGRAM LEVEL REQUEST FOR MID-YEAR BUDGET ADJUSTMENT								
PROGRAM 1 NAME: <u>Business Development</u>								
MEANS OF FINANCING:	CURRENT FY 2024-2025	REQUESTED ADJUSTMENT	REVISED FY 2024-2025	ADJUSTMENT OUTYEAR PROJECTIONS				
				FY 2025-2026	FY 2026-2027	FY 2027-2028	FY 2028-2029	
GENERAL FUND BY:								
Direct	\$29,859,910	\$0	\$29,859,910	\$0	\$0	\$0	\$0	\$0
Interagency Transfers	\$231,619	\$0	\$231,619	\$0	\$0	\$0	\$0	\$0
Fees & Self-Generated *	\$7,565,659	\$0	\$7,565,659	\$0	\$0	\$0	\$0	\$0
Statutory Dedications **	\$3,575,850	\$0	\$3,575,850	\$0	\$0	\$0	\$0	\$0
FEDERAL FUNDS	\$2,508,130	\$0	\$2,508,130	\$0	\$0	\$0	\$0	\$0
TOTAL MOF	\$43,741,168	\$0	\$43,741,168	\$0	\$0	\$0	\$0	\$0
EXPENDITURES:								
Salaries	\$5,330,293	\$0	\$5,330,293	\$0	\$0	\$0	\$0	\$0
Other Compensation	\$15,000	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0
Related Benefits	\$2,498,435	\$0	\$2,498,435	\$0	\$0	\$0	\$0	\$0
Travel	\$476,602	\$0	\$476,602	\$0	\$0	\$0	\$0	\$0
Operating Services	\$213,771	\$0	\$213,771	\$0	\$0	\$0	\$0	\$0
Supplies	\$25,617	\$0	\$25,617	\$0	\$0	\$0	\$0	\$0
Professional Services	\$6,564,485	\$0	\$6,564,485	\$0	\$0	\$0	\$0	\$0
Other Charges	\$28,554,770	\$0	\$28,554,770	\$0	\$0	\$0	\$0	\$0
Debt Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interagency Transfers	\$62,195	\$0	\$62,195	\$0	\$0	\$0	\$0	\$0
Acquisitions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Major Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
UNALLOTTED	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL EXPENDITURES	\$43,741,168	\$0	\$43,741,168	\$0	\$0	\$0	\$0	\$0
POSITIONS								
Classified	27	0	27	0	0	0	0	0
Unclassified	36	0	36	0	0	0	0	0
TOTAL T.O. POSITIONS	63	0	63	0	0	0	0	0
Other Charges Positions	0	2	2	0	0	0	0	0
Non-TO FTE Positions	0	0	0	0	0	0	0	0
TOTAL POSITIONS	63	2	65	0	0	0	0	0
*Dedicated Fund Accounts:								
Reg. Fees & Self-generated	\$3,081,988	\$0	\$3,081,988	\$0	\$0	\$0	\$0	\$0
Louisiana Entertainment Development Fund (EDHA)	\$4,483,671	\$0	\$4,483,671	\$0	\$0	\$0	\$0	\$0
[Select Fund Account]	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
**Statutory Dedications:								
Marketing Fund (EDM)	\$2,000,000	\$0	\$2,000,000	\$0	\$0	\$0	\$0	\$0
Small Business Innovation Retention Fund (EDI)	\$1,573,750	\$0	\$1,573,750	\$0	\$0	\$0	\$0	\$0
Small Business Innovation Recruitment Fund (EDJ)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Small Business Innovation Fund (EDK)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Louisiana Economic Development Fund (ED6)	\$2,100	\$0	\$2,100	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

STATE OF LOUISIANA
 DIVISION OF ADMINISTRATION, OFFICE OF PLANNING AND BUDGET
 REQUEST FOR MID-YEAR BUDGET ADJUSTMENT

PROGRAM LEVEL REQUEST FOR MID-YEAR BUDGET ADJUSTMENT						
PROGRAM 1 NAME: <u>Business Development</u>						
MEANS OF FINANCING:	State General Fund	Interagency Transfers	Fees & Self-Generated Revenues	Statutory Dedications	Federal Funds	TOTAL
AMOUNT	\$0	\$0	\$0	\$0	\$0	\$0
EXPENDITURES:						
Salaries	\$0	\$0	\$0	\$0	\$0	\$0
Other Compensation	\$0	\$0	\$0	\$0	\$0	\$0
Related Benefits	\$0	\$0	\$0	\$0	\$0	\$0
Travel	\$0	\$0	\$0	\$0	\$0	\$0
Operating Services	\$0	\$0	\$0	\$0	\$0	\$0
Supplies	\$0	\$0	\$0	\$0	\$0	\$0
Professional Services	\$0	\$0	\$0	\$0	\$0	\$0
Other Charges	\$0	\$0	\$0	\$0	\$0	\$0
Debt Services	\$0	\$0	\$0	\$0	\$0	\$0
Interagency Transfers	\$0	\$0	\$0	\$0	\$0	\$0
Acquisitions	\$0	\$0	\$0	\$0	\$0	\$0
Major Repairs	\$0	\$0	\$0	\$0	\$0	\$0
UNALLOTTED	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL EXPENDITURES	\$0	\$0	\$0	\$0	\$0	\$0
OVER / (UNDER)	\$0	\$0	\$0	\$0	\$0	\$0
POSITIONS						
Classified	0	0	0	0	0	0
Unclassified	0	0	0	0	0	0
TOTAL T.O. POSITIONS	0	0	0	0	0	0
Other Charges Positions	0	0	0	0	2	2
Non-TO FTE Positions	0	0	0	0	0	0
TOTAL POSITIONS	0	0	0	0	2	2

STATE OF LOUISIANA
DIVISION OF ADMINISTRATION, OFFICE OF PLANNING AND BUDGET
REQUEST FOR MID-YEAR BUDGET ADJUSTMENT

PROGRAM LEVEL REQUEST FOR MID-YEAR BUDGET ADJUSTMENT							
PROGRAM 2 NAME: <u>Business Incentives</u>							
MEANS OF FINANCING:	CURRENT FY 2024-2025	REQUESTED ADJUSTMENT	REVISED FY 2024-2025	ADJUSTMENT OUTYEAR PROJECTIONS			
				FY 2025-2026	FY 2026-2027	FY 2027-2028	FY 2028-2029
GENERAL FUND BY:							
Direct	\$754,297	\$0	\$754,297	\$0	\$0	\$0	\$0
Interagency Transfers	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fees & Self-Generated *	\$1,259,121	\$0	\$1,259,121	\$0	\$0	\$0	\$0
Statutory Dedications **	\$0	\$0	\$0	\$0	\$0	\$0	\$0
FEDERAL FUNDS	\$50,436,566	\$0	\$50,436,566	\$0	\$0	\$0	\$0
TOTAL MOF	\$52,449,984	\$0	\$52,449,984	\$0	\$0	\$0	\$0
EXPENDITURES:							
Salaries	\$913,338	\$0	\$913,338	\$0	\$0	\$0	\$0
Other Compensation	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Related Benefits	\$436,660	\$0	\$436,660	\$0	\$0	\$0	\$0
Travel	\$37,191	\$0	\$37,191	\$0	\$0	\$0	\$0
Operating Services	\$123,498	\$0	\$123,498	\$0	\$0	\$0	\$0
Supplies	\$5,891	\$0	\$5,891	\$0	\$0	\$0	\$0
Professional Services	\$254,442	\$0	\$254,442	\$0	\$0	\$0	\$0
Other Charges	\$50,654,066	\$0	\$50,654,066	\$0	\$0	\$0	\$0
Debt Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interagency Transfers	\$24,898	\$0	\$24,898	\$0	\$0	\$0	\$0
Acquisitions	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Major Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0
UNALLOTTED	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL EXPENDITURES	\$52,449,984	\$0	\$52,449,984	\$0	\$0	\$0	\$0
POSITIONS							
Classified	12	0	12	0	0	0	0
Unclassified	0	0	0	0	0	0	0
TOTAL T.O. POSITIONS	12	0	12	0	0	0	0
Other Charges Positions	4	0	4	0	0	0	0
Non-TO FTE Positions	0	0	0	0	0	0	0
TOTAL POSITIONS	16	0	16	0	0	0	0
*Dedicated Fund Accounts:							
Reg. Fees & Self-generated	\$1,259,121	\$0	\$1,259,121	\$0	\$0	\$0	\$0
Louisiana Entertainment Development Dedicated Fund Account (EDHA)	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Fund Account]	\$0	\$0	\$0	\$0	\$0	\$0	\$0
**Statutory Dedications:							
Louisiana Economic Development Fund (ED6)	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0
[Select Statutory Dedication]	\$0	\$0	\$0	\$0	\$0	\$0	\$0

STATE OF LOUISIANA
 DIVISION OF ADMINISTRATION, OFFICE OF PLANNING AND BUDGET
 REQUEST FOR MID-YEAR BUDGET ADJUSTMENT

PROGRAM LEVEL REQUEST FOR MID-YEAR BUDGET ADJUSTMENT						
PROGRAM 2 NAME: <u>Business Incentives</u>						
MEANS OF FINANCING:	State General Fund	Interagency Transfers	Fees & Self-Generated Revenues	Statutory Dedications	Federal Funds	TOTAL
AMOUNT	\$0	\$0	\$0	\$0	\$0	\$0
EXPENDITURES:						
Salaries	\$0	\$0	\$0	\$0	\$0	\$0
Other Compensation	\$0	\$0	\$0	\$0	\$0	\$0
Related Benefits	\$0	\$0	\$0	\$0	\$0	\$0
Travel	\$0	\$0	\$0	\$0	\$0	\$0
Operating Services	\$0	\$0	\$0	\$0	\$0	\$0
Supplies	\$0	\$0	\$0	\$0	\$0	\$0
Professional Services	\$0	\$0	\$0	\$0	\$0	\$0
Other Charges	\$0	\$0	\$0	\$0	\$0	\$0
Debt Services	\$0	\$0	\$0	\$0	\$0	\$0
Interagency Transfers	\$0	\$0	\$0	\$0	\$0	\$0
Acquisitions	\$0	\$0	\$0	\$0	\$0	\$0
Major Repairs	\$0	\$0	\$0	\$0	\$0	\$0
UNALLOTTED	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL EXPENDITURES	\$0	\$0	\$0	\$0	\$0	\$0
OVER / (UNDER)	\$0	\$0	\$0	\$0	\$0	\$0
POSITIONS						
Classified	0	0	0	0	0	0
Unclassified	0	0	0	0	0	0
TOTAL T.O. POSITIONS	0	0	0	0	0	0
Other Charges Positions	0	0	0	0	0	0
Non-TO FTE Positions	0	0	0	0	0	0
TOTAL POSITIONS	0	0	0	0	0	0

BA-7 QUESTIONNAIRE**GENERAL PURPOSE**

1. This BA-7 is to appropriate 2 positions associated with the award from the U.S. Small Business Administration (SBA) for the Federal and State Technology Partnership Expansion Program. The Federal Grant, #SBAOIIIFT240090-01-00.

REVENUES

(Explain the Means of Financing. Provide details including Source, authority to spend, etc.)

2. **If STATE GENERAL FUND**
There match portion of the General Fund associated is already appropriated.
3. **If IAT**
 - There is no IAT.
4. **If Self-Generated Revenues**
There is no Self-Generated Revenues.
5. **If Statutory Dedications**
 - There is no Statutory Dedications.
6. **If Interim Emergency Board Appropriations**
 - There is no Interim Emergency Board Appropriations.
7. **If Federal Funds**
 - Federal Funds – The \$200,000 for the Federal and State Technology Partnership Program associated is not requested as sufficient Federal authority is currently appropriated
8. **All Grants:**
 - Federal Funds - \$200,000 to Support Small Business Innovation and R&D Commercialization. Note: Current federal funds exist in FY25 – no funds being requested on this BA-7. Only the 2 associated positions.

EXPENDITURES

- Federal Funds - \$200,000 to Support Small Business Innovation and R&D Commercialization. Note: Current federal funds exist in FY25 – no funds being requested on this BA-7. Only the 2 associated positions.
- General Fund Match - \$150,000 to Support Small Business Innovation and R&D Commercialization. Note: Current federal funds exist in FY25 – no funds being requested on this BA-7. Only the 2 associated positions.

OTHER**Kathy Blankenship**

Deputy Undersecretary, Office of Management and Finance
Louisiana Economic Development
Kathy.Blankenship@LA.GOV
225.342.9658

Anne G. Villa, CEcD

Deputy Secretary
Louisiana Economic Development
Anne.Villa@LA.GOV

Revised January 30, 2001

1. DATE ISSUED MM/DD/YYYY
09/23/2024

1a. SUPERSEDES AWARD NOTICE dated except that any additions or restrictions previously imposed remain in effect unless specifically rescinded

2. CFDA NO.
59.058 - FEDERAL AND STATE TECHNOLOGY PARTNERSHIP PROGRAM

3. ASSISTANCE TYPE Cooperative Agreement

4. GRANT NO. SBAOIF240090-01-00
Formerly

5. TYPE OF AWARD
Training

4a. FAIN SBAOIF240090

5a. ACTION TYPE New

6. PROJECT PERIOD
From MM/DD/YYYY 09/30/2024
Through MM/DD/YYYY 09/29/2029

7. BUDGET PERIOD
From MM/DD/YYYY 09/30/2024
Through MM/DD/YYYY 09/29/2025

8. TITLE OF PROJECT (OR PROGRAM)
Federal and State Technology Partnership Program FY 2024

U.S. Small Business Administration

Office of Grants Management (OGM)

Small Business Administration
409 3rd St. SW
Washington, DC 20416

NOTICE OF AWARD
AUTHORIZATION (Legislation/Regulations)
15 U.S.C. 637(b)(17)

9a. GRANTEE NAME AND ADDRESS
ECONOMIC DEVELOPMENT, LOUISIANA DEPARTMENT OF
617 N 3rd St
Baton Rouge, LA 70802-5431

9b. GRANTEE PROJECT DIRECTOR
Mr. Robert Mark Abboud
617 N 3RD ST # 11
BATON ROUGE, LA 70802-5431
Phone: 225-342-4317

10a. GRANTEE AUTHORIZING OFFICIAL
Ms. Kathy Blankenship
617 N 3rd St
Office of Intl Commerce
Baton Rouge, LA 70802-5431
An authorized representative electronically signed the award on 09/23/2024

10b. FEDERAL PROJECT OFFICER
Elden Hawkes
409 3rd St SW
Washington, DC 20416-0011
Phone: 111-111-1111

ALL AMOUNTS ARE SHOWN IN USD

11. APPROVED BUDGET (Excludes Direct Assistance)

I Financial Assistance from the Federal Awarding Agency Only

II Total project costs including grant funds and all other financial participation

a. Salaries and Wages	215,301.00
b. Fringe Benefits	106,682.00
c. Total Personnel Costs	321,983.00
d. Equipment	0.00
e. Supplies	600.00
f. Travel	5,417.00
g. Construction	0.00
h. Other	0.00
i. Contractual	22,000.00
j. TOTAL DIRECT COSTS	350,000.00
k. INDIRECT COSTS	0.00
l. TOTAL APPROVED BUDGET	350,000.00
m. Federal Share	200,000.00
n. Non-Federal Share	150,000.00

12. AWARD COMPUTATION

a. Amount of Federal Financial Assistance (from item 11m)	200,000.00
b. Less Unobligated Balance From Prior Budget Periods	0.00
c. Less Cumulative Prior Award(s) This Budget Period	0.00
d. AMOUNT OF FINANCIAL ASSISTANCE THIS ACTION	200,000.00
13. Total Federal Funds Awarded to Date for Project Period (Subject to the availability of funds and satisfactory progress of the project).	200,000.00

14. RECOMMENDED FUTURE SUPPORT
(Subject to the availability of funds and satisfactory progress of the project).

YEAR	TOTAL DIRECT COSTS	YEAR	TOTAL DIRECT COSTS
a. 2		d. 5	
b. 3		e. 6	
c. 4		f. 7	

15. PROGRAM INCOME SHALL BE USED IN ACCORD WITH ONE OF THE FOLLOWING ALTERNATIVES:

a. DEDUCTION	
b. ADDITIONAL COSTS	
c. MATCHING	<input checked="" type="checkbox"/>
d. OTHER RESEARCH (Add / Deduct Option)	
e. OTHER (See REMARKS)	

16. THIS AWARD IS BASED ON AN APPLICATION SUBMITTED TO, AND AS APPROVED BY, THE FEDERAL AWARDING AGENCY ON THE ABOVE TITLED PROJECT AND IS SUBJECT TO THE TERMS AND CONDITIONS INCORPORATED EITHER DIRECTLY OR BY REFERENCE IN THE FOLLOWING:

a. The grant program legislation.
b. The grant program regulations.
c. This award notice including terms and conditions, if any, noted below under REMARKS.
d. Federal administrative requirements, cost principles and audit requirements applicable to this grant.

In the event there are conflicting or otherwise inconsistent policies applicable to the grant, the above order of precedence shall prevail. Acceptance of the grant terms and conditions is acknowledged by the grantee when funds are drawn or otherwise obtained from the grant payment system.

REMARKS (Other Terms and Conditions Attached - Yes No)

GRANTS MANAGEMENT OFFICIAL:
Stacy Lewis, Grant Management Specialist
409 3rd St SW
Washington, DC 20416-0011
Phone: 000-000-0000

17. OBJ CLASS 4110	18a. VENDOR CODE 72-6000736	18b. EIN 726000736	19a. UEI HSHYB6PSMNB7	19b. DUNS 809926868	20. CONG. DIST. 06
FY-ACCOUNT NO.	DOCUMENT NO.	ADMINISTRATIVE CODE	AMT ACTION FIN ASST		APPROPRIATION
21. a. 2024.340400DB.50408C	D. OIF240090A	C. OIF2		\$200,000.00	e.
22. a.	b.	c.	d.		e.
23. a.	b.	c.	d.		e.

OMB Approval No. 0348-0044

BUDGET INFORMATION - Non-Construction Programs

SECTION A - BUDGET SUMMARY						
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. Federal and State Technology Partnership	59.058	\$200,000	\$150,000			\$350,000
2.						\$0
3.						\$0
4.						\$0
5. TOTALS		\$200,000	\$150,000	\$0	\$0	\$0
SECTION B - BUDGET CATEGORIES						
8. OBJECT CLASS CATEGORIES		GRANT PROGRAM FUNCTION OR ACTIVITY				Total (g)
		(1)	(2)	(3)	(4)	
a. Personnel		\$115,000	\$100,301			\$215,301
b. Fringe Benefits		\$56,963	\$49,699			\$106,662
c. Travel		\$5,417				\$5,417
d. Equipment						\$0
e. Supplies		\$600				\$600
f. Contractual		\$22,000				\$22,000
g. Construction						\$0
h. Other						\$0
i. Total Direct Charges (sum of 6a-6h)		\$200,000	\$150,000	\$0	\$0	\$350,000
j. Indirect Charges	0.0%	\$0	\$0	\$0	\$0	\$0
k. TOTALS (sum of 6i and 6j)		\$200,000	\$150,000	\$0	\$0	\$350,000
7. PROGRAM INCOME						\$0
Previous Edition Usable Standard Form 424A (Rev. 7-97) Prescribed by OMB Circular A-102						
SECTION C - NON FEDERAL RESOURCES						
(a) Grant Program	(b) Applicant	(c) State	(d) Other sources	(e) TOTALS		
8. Federal and State Technology Partnership		\$150,000				\$150,000
9.						\$0
10.						\$0
11.						\$0
12. TOTALS (sum of lines 8 - 11)		\$0	\$150,000	\$0		\$150,000
SECTION D - FORECASTED CASH NEEDS						
13. Federal	Total for 1st Year		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
	\$200,000		\$50,000	\$50,000	\$50,000	\$50,000
14. Non-Federal	\$150,000		\$37,500	\$37,500	\$37,500	\$37,500
15. TOTAL (sum of lines 13 and 14)	\$350,000		\$87,500	\$87,500	\$87,500	\$87,500
SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT						
(a) Grant Program	FUTURE FUNDING PERIODS (Years)					
	(b) First	(c) Second	(d) Third	(e) Fourth		
16. Federal and State Technology Partnership						
17.						
18.						
19.						
20. TOTALS (sum of lines 16 - 19)		\$0	\$0	\$0	\$0	
SECTION F - OTHER BUDGET INFORMATION						
21. Direct Charges:	\$350,000		22. Indirect Charges Calculated at rate of 0.0%			
23. Remarks	Base=MTDC (Excludes equipment and subcontract funds in excess of \$25,000)					

1. DATE ISSUED MM/DD/YYYY 09/23/2024		1a. SUPERSEDES AWARD NOTICE dated except that any additions or restrictions previously imposed remain in effect unless specifically rescinded	
2. CFDA NO. 59.058 - FEDERAL AND STATE TECHNOLOGY PARTNERSHIP PROGRAM			
3. ASSISTANCE TYPE Cooperative Agreement			
4. GRANT NO. SBAOIIFT240090-01-00 Formerly		5. TYPE OF AWARD Training	
4a. FAIN SBAOIIFT240090		5a. ACTION TYPE New	
6. PROJECT PERIOD From MM/DD/YYYY 09/30/2024		Through MM/DD/YYYY 09/29/2029	
7. BUDGET PERIOD From MM/DD/YYYY 09/30/2024		Through MM/DD/YYYY 09/29/2025	

U.S. Small Business Administration

Office of Grants Management (OGM)

Small Business Administration
409 3rd St. SW
Washington, DC 20416

NOTICE OF AWARD
AUTHORIZATION (Legislation/Regulations)
15 U.S.C. 637(b)(17)

8. TITLE OF PROJECT (OR PROGRAM) Federal and State Technology Partnership Program FY 2024	
9a. GRANTEE NAME AND ADDRESS ECONOMIC DEVELOPMENT, LOUISIANA DEPARTMENT OF 617 N 3rd St Baton Rouge, LA 70802-5431	9b. GRANTEE PROJECT DIRECTOR Mr. Robert Mark Abboud 617 N 3RD ST # 11 BATON ROUGE, LA 70802-5431 Phone: 225-342-4317
10a. GRANTEE AUTHORIZING OFFICIAL Ms. Kathy Blankenship 617 N 3rd St Office of Intl Commerce Baton Rouge, LA 70802-5431 An authorized representative electronically signed the award on 09/23/2024	10b. FEDERAL PROJECT OFFICER Elden Hawkes 409 3rd St SW Washington, DC 20416-0011 Phone: 111-111-1111

ALL AMOUNTS ARE SHOWN IN USD

11. APPROVED BUDGET (Excludes Direct Assistance)		12. AWARD COMPUTATION	
I Financial Assistance from the Federal Awarding Agency Only		a. Amount of Federal Financial Assistance (from item 11m) 200,000.00	
II Total project costs including grant funds and all other financial participation		b. Less Unobligated Balance From Prior Budget Periods 0.00	
		c. Less Cumulative Prior Award(s) This Budget Period 0.00	
		d. AMOUNT OF FINANCIAL ASSISTANCE THIS ACTION 200,000.00	
		13. Total Federal Funds Awarded to Date for Project Period 200,000.00	
14. RECOMMENDED FUTURE SUPPORT (Subject to the availability of funds and satisfactory progress of the project):			
		15. PROGRAM INCOME SHALL BE USED IN ACCORD WITH ONE OF THE FOLLOWING ALTERNATIVES:	
		a. DEDUCTION	
		b. ADDITIONAL COSTS	
		c. MATCHING	
		d. OTHER RESEARCH (Add / Deduct Option)	
		e. OTHER (See REMARKS)	
		16. THIS AWARD IS BASED ON AN APPLICATION SUBMITTED TO, AND AS APPROVED BY, THE FEDERAL AWARDING AGENCY ON THE ABOVE TITLED PROJECT AND IS SUBJECT TO THE TERMS AND CONDITIONS INCORPORATED EITHER DIRECTLY OR BY REFERENCE IN THE FOLLOWING:	
		a. The grant program legislation	
		b. The grant program regulations	
		c. This award notice including terms and conditions, if any, noted below under REMARKS	
		d. Federal administrative requirements, cost principles and audit requirements applicable to this grant	
In the event there are conflicting or otherwise inconsistent policies applicable to the grant, the above order of precedence shall prevail. Acceptance of the grant terms and conditions is acknowledged by the grantee when funds are drawn or otherwise obtained from the grant payment system.			

REMARKS (Other Terms and Conditions Attached - Yes No)

GRANTS MANAGEMENT OFFICIAL:

Stacy Lewis, Grant Management Specialist
409 3rd St SW
Washington, DC 20416-0011
Phone: 000-000-0000

17. OBJ CLASS 4110	18a. VENDOR CODE 72-6000735	18b. EIN 726000738	19a. UEI HSHYB6PSMNB7	19b. DUNS 809926868	20. CONG. DIST. 06
FY ACCOUNT NO.	DOCUMENT NO.	ADMINISTRATIVE CODE	AMT ACTION FIN ASST		APPROPRIATION
21. a. 2024.340400DB.50408	b. OIIFT240090A	c. OIIFT	d.	\$200,000.00	e.
22. a.	b.	c.	d.		e.
23. a.	b.	c.	d.		e.

NOTICE OF AWARD (Continuation Sheet)

PAGE 2 of 2	DATE ISSUED 09/23/2024
GRANT NO. SBAOIIIFT240090-01-00	

Terms and Conditions

- 1. 2024 SBA Terms and Conditions

AWARD ATTACHMENTS

ECONOMIC DEVELOPMENT, LOUISIANA DEPARTMENT OF

SBAOIIIFT240090-01-00

1. 2024 SBA Terms and Conditions-FT

SBA Award Standard Terms

1. Standard Term - Acceptance of the Terms of an Award

By drawing or otherwise obtaining funds from the Small Business Administration (SBA), the non-federal entity acknowledges acceptance of the terms and conditions of the award and is obligated to perform in accordance with the requirements of the award. If the non-federal entity cannot accept the terms, the non-federal entity should notify the Grants Management Officer (GMO) within thirty (30) days of receipt of this award notice. Once an award is accepted by a non-federal entity, the contents of the Notice of Award (NoA) are binding on the non-federal entity unless and until modified by a revised NoA signed by the GMO.

Certification Statement: By drawing down funds, the non-federal entity certifies that proper financial management controls and accounting systems, to include personnel policies and procedures, have been established to adequately administer federal awards and funds drawn down. Non-federal entities of Small Business Administration (SBA) grants or cooperative agreement awards must comply with all terms and conditions of their awards, including: (a) terms and conditions included in the SBA Grants Policy effective at the time of a new, non-competing continuation, or renewal award, including the requirements of OMB grants administration regulations; (b) requirements of the authorizing statutes and implementing regulations for the program under which the award is funded; (c) applicable requirements or limitations in appropriations acts; and (d) any requirements specific to the particular award specified in program policy and guidance, the Notice of Funding Opportunity (NOFO).

2. Standard Term - Uniform Administrative Requirements, Cost Principles, and Audit Requirements for SBA Awards

The NoA issued is subject to the administrative requirements, cost principles, and audit requirements that govern federal monies associated with this award, as applicable, in the Uniform Guidance 2 CFR Part 200.

(https://www.ecfr.gov/cgi-bin/text-idx?tpl=/ecfrbrowse/Title02/2tab_02.tpl).

Under the authority listed above, the U.S. Small Business Administration adopts the Office of Management and Budget (OMB) Guidance in 2 CFR part 200, except for 2CFR 200.74, 200.92, and 200.93. Thus, this part gives regulatory effect to the OMB guidance and supplements the guidance as needed for the Administration.

3. Standard Term - Award Expectations

The eligibility and program requirements originally outlined in NOFO must continue to be adhered to as the funded project is implemented. Non-federal entities must comply with the performance goals, milestones, outcomes, and performance data collection and related policy and guidance. Additional terms and/or conditions may be applied to this award if outstanding financial or programmatic compliance issues are identified by SBA.

4. Standard Term - Flow down of requirements to sub- recipients

The non-federal entity, as the awardee organization, is legally and financially responsible for all aspects of this award including funds provided to sub-recipients, in accordance with 2 CFR §§ 200.330 -200.332 Sub-recipient monitoring and management.

5. Standard Term - Future Funding

If indicated in the NoA, recommended future support reflects TOTAL costs (direct plus indirect). Funding is subject to the availability of federal funds, and that matching funds, (if applicable), are verifiable, and progress of the award is documented and acceptable.

6. Standard Term - Non-Supplant

Federal award funds must supplement, not replace (supplant) nonfederal funds. Applicants or award non-federal entities may be required to demonstrate and document that a reduction in non-federal resources occurred for reasons other than the receipt of expected receipt of federal funds.

7. Standard Term - Unallowable Costs

Unless authorized under the Special Terms and Conditions, all costs incurred prior to the award issue date and costs not consistent with the funding opportunity and/or 2 CFR Part 200 are not allowable under this award.

8. Standard Term - Prior Approval

SBA anticipates that the non-federal entity may need to modify the non-federal entity's award budget or other aspects of its approved application during performance to accomplish the award's programmatic objectives. In general, non-federal entities are allowed a certain degree of latitude to re-budget within and between budget categories (10% or less) to meet unanticipated needs and to make other types of post-award changes, provided that the changes still meet the statutory program requirements and the regulatory requirements under 2 CFR Part 200, as applicable.

Items that require prior approval (i.e. formal written approval) from the GMO, as indicated in either 2 CFR Part 200 or the SBA Grants Policy Statement, must be submitted in writing to the GMO within 45 days of grant expiration. Based on the nature, extent, and timing of the request, the SBA GMO may approve, deny, or request additional material to further document and evaluate your request. Only responses provided by the GMO are considered valid. If SBA approves the request, an amended Notice of Award (NoA) will be issued. Verbal authorization is not approval and is not binding on SBA. Non-federal entities that proceed on the basis of actions by unauthorized officials do so at their own risk, and SBA is not bound by such responses.

Prior approval is required for, but is not limited to: Changes in Key Personnel and Level of Effort, Budget Revisions (more than 10% or when requesting a new budget cost category), Changes in Scope, Carryover Requests (that fall outside the term for the Expanded Authority for Carryover), and No Cost Extensions.

SBA may confer a one-time extension of the expiration date of this Award for up to 12 additional months if You can demonstrate more time is necessary for the adequate completion of specific project objectives. A request for an extension must be in writing (with supporting justification) and must be received by the Grants Officer Technical Representative (GOTR) at least 45 calendar days prior to the scheduled expiration of this Award. SBA will not approve any extension request that:

- i. Is solely for the purpose of expending remaining funds;
- ii. Is for a project that previously received an extension;
- iii. Is more than 12 months in length;
- iv. Requires the commitment of additional Federal funds; or
- v. Involves any change in the objectives or scope of the project.

9. Standard Term - Administrative and National Policy Requirements

Public policy requirements are requirements with a broader national purpose than that of the Federal sponsoring program or award that an applicant/non-federal entity must adhere to as a prerequisite to and/or condition of an award. Public policy requirements are established by statute, regulation, DOJ, and OMB memorandums, or Executive order. In some cases, they relate to general activities, such as preservation of the environment, while, in other cases they are integral to the purposes of the award-supported activities. An application funded with the release of federal funds through a grant award does not constitute or imply compliance with federal statute and regulations. Funded organizations are responsible for ensuring that their activities comply with all applicable federal regulation requirements.

10. Standard Term - Executive Pay

The Executive Schedule (ES) sets the yearly salaries for top government officials, including the leaders and senior personnel in over 75 Federal government agencies.

The Executive Level II salary cap limitation for calendar year (CY) 2022 was increased to \$203,700 by Executive Order 14061 effective January 2nd. An individual's Institutional Base Salary (IBS) should be reflected in the proposal budget or budget justification section for all salary requests.

The current Executive Level II salary can be found at the Office of Personnel Management's website at [General Schedule \(opm.gov\)](https://www.opm.gov)

The law limits the salary amount that may be awarded and charged to SBA assistance agreements and cooperative agreements. Award funds may not be used to pay the salary of any individual at a rate in excess of Executive Level II. This amount reflects an individual's base salary exclusive of fringe and any income that an individual may be permitted to earn outside of the duties to the applicant organization. This salary limitation also applies to subawards/subcontracts under an SBA grant or cooperative agreement.

11. Standard Term - Non-federal Entity Responsibilities

- a. Be responsive to SBA requests for information and communication. Changes to Your organization's contact information, including Your AOR or other designated representatives, must be reported promptly to SBA.
- b. Promptly advise SBA of any difficulties You encounter or anticipate encountering that may affect the conduct of Your project.
- c. Cooperate with all programmatic and financial examinations and any accreditation or certification reviews conducted by SBA, its agents, or contractors. You will promptly address and act upon all findings regarding Your project made as part of any such process.
 - a. Provide full access to all activities supported with project funds to the general public without regard to their participation in any paid membership or subscription plan.
 - b. Maintain adequate staffing levels for the delivery of client services, including replacing Key Personnel no more than 60 days after they cease their involvement with the project.
 - c. Participate in SBA surveys and studies regarding the effectiveness and outcomes of the program/project, curriculum, types of assistance, service delivery methods, etc."
- d. Coordinate with SBA and other Agency resource partners operating within Your project service area to maximize the effectiveness of Your efforts and avoid duplication of products and services.
- e. Promote SBA programs, products, and services to clients, as appropriate.
- f. Maintain adequate, readily accessible facilities for assisting clients, including satellite locations where appropriate.
- g. Provide at least 40 hours per week of availability to assist clients, including sufficient evening and weekend availability and on-line and telephone assistance, to meet the needs of Your service area and clientele. Although You may maintain multiple service locations, no more than two locations may count toward meeting the weekly service hours requirement.
- h. Provide meaningful access to project services for clients with limited English language proficiency and/or disabilities.
- i. Maintain adequate staffing levels for the delivery of client services, including replacing Key Personnel no more than 60 days after they cease their involvement with the project.

- j. Participate in SBA surveys and studies regarding the effectiveness and outcomes of the program/project, curriculum, types of assistance, service delivery methods, etc.
- k. Submit and update information to USASpending.gov and other Federal databases, as required.

12. Standard Term - SAM and UEI

Requirements Awards are subject to requirements as set forth in 2 CFR 25.110 Central Contractor Registration (CCR) (NOW SAM) AND Unique Entity Identifier (UEI) Numbers. 2 CFR Part 25 - Appendix A4, System of Award Management (SAM) and Universal Identifier Requirements

A. Requirement for System of Award Management

Unless you are exempted from this requirement under 2 CFR 25.110, you, as the non-federal entity, must maintain the currency of your information in the SAM, until you submit the final financial report required under this award or receive the final payment, whichever is later. This requires that you review and update the information at least annually after the initial registration, and more frequently if required by changes in your information or another award term.

B. Requirement for unique entity identifier If you are authorized (reference project description) to make subawards under this award, you:

- 1. Must notify potential subrecipients that no entity (see definition in paragraph C of this award term) may receive a subaward from you, unless the entity has provided its unique entity identifier to you.
- 2. May not make a subaward to an entity, unless the entity has provided its unique entity identifier to you.

13. Standard Term - Federal Financial Accountability and Transparency Act (FFATA)

Reporting Subawards and Executive Compensation, 2 CFR, Appendix A to Part 170

a. Reporting of first-tier subawards.

- 1. Applicability. Unless you are exempt as provided in paragraph d. of this award term, you must report each action that obligates \$25,000 or more in Federal funds that does not include Recovery funds (as defined in section 1512(a)(2) of the American Recovery and Reinvestment Act of 2009, Pub. L. 111-5) for a subaward to an entity (see definitions in paragraph e. of this award term).
- 2. Where and when to report.
 - i. You must report each obligating action described in paragraph a.1. of this award term to <http://www.fsr.gov>.
 - ii. For subaward information, report no later than the end of the month following the month in which the obligation was made. (For example, if the

obligation was made on November 7, 2010, the obligation must be reported by no later than December 31, 2010.)

3. What to report.

You must report the information about each obligating action that the submission instructions posted at <http://www.fsrs.gov> specify.

b. Reporting Total Compensation of Recipient Executives.

1. Applicability and what to report. You must report total compensation for each of your five most highly compensated executives for the preceding completed fiscal year, if—

i. the total Federal funding authorized to date under this award is \$25,000 or more;

ii. in the preceding fiscal year, you received—

(A) 80 percent or more of your annual gross revenues from Federal procurement contracts (and subcontracts) and Federal financial assistance subject to the Transparency Act, as defined at 2 CFR 170.320 (and subawards); and

(B) \$25,000,000 or more in annual gross revenues from Federal procurement contracts (and subcontracts) and Federal financial assistance subject to the Transparency Act, as defined at 2 CFR 170.320 (and subawards); and

iii. The public does not have access to information about the compensation of the executives through periodic reports filed under section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m(a), 78o(d)) or section 6104 of the Internal Revenue Code of 1986. (To determine if the public has access to the compensation information, see the U.S. Security and Exchange Commission total compensation filings at <http://www.sec.gov/answers/execomp.htm>.)

2. Where and when to report. You must report executive total compensation described in paragraph b.1. of this award term:

i. As part of your registration profile at <https://www.sam.gov>.

ii. By the end of the month following the month in which this award is made, and annually thereafter.

c. Reporting of Total Compensation of Subrecipient Executives.

1. Applicability and what to report. Unless you are exempt as provided in paragraph d. of this award term, for each first-tier subrecipient under this award, you shall report the names and total compensation of each of the subrecipient's five most highly compensated executives for the subrecipient's preceding completed fiscal year, if—

i. in the subrecipient's preceding fiscal year, the subrecipient received—

(A) 80 percent or more of its annual gross revenues from Federal procurement contracts (and subcontracts) and Federal financial assistance subject to the Transparency Act, as defined at 2 CFR 170.320 (and subawards); and

(B) \$25,000,000 or more in annual gross revenues from Federal procurement contracts (and subcontracts), and Federal financial assistance subject to the Transparency Act (and subawards); and

ii. The public does not have access to information about the compensation of the executives through periodic reports filed under section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m(a), 78o(d)) or section 6104 of the Internal Revenue Code of 1986. (To determine if the public has access to the compensation information, see the U.S. Security and Exchange Commission total compensation filings at <http://www.sec.gov/answers/execomp.htm>.)

2. Where and when to report. You must report subrecipient executive total compensation described in paragraph c.1. of this award term:

i. To the non-federal entity.

ii. By the end of the month following the month during which you make the subaward. For example, if a subaward is obligated on any date during the month of October of a given year (i.e., between October 1 and 31), you must report any required compensation information of the subrecipient by November 30 of that year.

d. Exemptions

If, in the previous tax year, you had gross income, from all sources, under \$300,000, you are exempt from the requirements to report:

i. Subawards, and

ii. The total compensation of the five most highly compensated executives of any subrecipient.

e. Definitions. For purposes of this award term:

1. Entity means all of the following, as defined in 2 CFR part 25:

i. A Governmental organization, which is a State, local government, or Indian tribe;

ii. A foreign public entity;

iii. A domestic or foreign nonprofit organization;

iv. A domestic or foreign for-profit organization;

v. A Federal agency, but only as a subrecipient under an award or subaward to a non-Federal entity.

2. Executive means officers, managing partners, or any other employees in management positions.

3. Subaward:

- i. This term means a legal instrument to provide support for the performance of any portion of the substantive project or program for which you received this award and that you as the non-federal entity award to an eligible subrecipient.
- ii. The term does not include your procurement of property and services needed to carry out the project or program (for further explanation, see Sec. .210 of the attachment to OMB Circular A-133, "Audits of States, Local Governments, and Non- Profit Organizations").
- iii. A subaward may be provided through any legal agreement, including an agreement that you or a subrecipient considers a contract.

4. Subrecipient means an entity that:

- i. Receives a subaward from you (the non-federal entity) under this award; and
- ii. Is accountable to you for the use of the Federal funds provided by the subaward.

5. Total compensation means the cash and noncash dollar value earned by the executive during the non-federal entity's or subrecipient's preceding fiscal year and includes the following:

- i. Salary and bonus.
- ii. Awards of stock, stock options, and stock appreciation rights. Use the dollar amount recognized for financial statement reporting purposes with respect to the fiscal year in accordance with the Statement of Financial Accounting Standards No. 123 (Revised 2004) (FAS 123R), Shared Based Payments.
- iii. Earnings for services under non-equity incentive plans. This does not include group life, health, hospitalization or medical reimbursement plans that do not discriminate in favor of executives and are available generally to all salaried employees.
- iv. Change in pension value. This is the change in present value of defined benefit and actuarial pension plans.
- v. Above-market earnings on deferred compensation which is not tax-qualified.
- vi. Other compensation, if the aggregate value of all such other compensation (e.g. severance, termination payments, value of life insurance paid on behalf of the employee, perquisites or property) for the executive exceeds \$10,000.

14. Standard Term - FAPIIS - Recipient Integrity and Performance

Appendix XII to 2 CFR Part 200

A. Reporting of Matters Related to Recipient Integrity and Performance

1. General Reporting Requirement

If the total value of your currently active grants, cooperative agreements, and procurement contracts from all Federal awarding agencies exceeds \$10,000,000 for any period of time during the period of performance of this Federal award, then you as the non-federal entity during that period of time must maintain the currency of information reported to the System for Award Management (SAM) that is made available in the designated integrity and performance system (currently the Federal Awardee Performance and Integrity Information System (FAPIIS)) about civil, criminal, or administrative proceedings.

2. Proceedings About Which You Must Report

Submit the information required about each proceeding that:

- a. Is in connection with the award or performance of a grant, cooperative agreement, or procurement contract from the Federal Government;
- b. Reached its final disposition during the most recent five-year period; and
- c. If one of the following:
 - (1) A criminal proceeding that resulted in a conviction, as defined in paragraph 5 of this award term and condition;
 - (2) A civil proceeding that resulted in a finding of fault and liability and payment of a monetary fine, penalty, reimbursement, restitution, or damages of \$5,000 or more;
 - (3) An administrative proceeding, as defined in paragraph 5 of this award term and condition, that resulted in a finding of fault and liability and your payment of either a monetary fine or penalty of \$5,000 or more or reimbursement, restitution, or damages in excess of \$100,000; or
 - (4) Any other criminal, civil, or administrative proceeding if:
 - (i) It could have led to an outcome described in paragraph 2.c.(1), (2), or (3) of this award term and condition;
 - (ii) It had a different disposition arrived at by consent or compromise with an acknowledgement of fault on your part; and
 - (iii) The requirement in this award term and condition to disclose information about the proceeding does not conflict with applicable laws and regulations.

3. Reporting Procedures

Enter in the SAM Entity Management area the information that SAM requires about each proceeding described in paragraph 2 of this award term and condition. You do not need to submit the information a second time under assistance awards that you received if you already provided the information through SAM because you were required to do so under Federal procurement contracts that you were awarded.

4. Reporting Frequency

Unless specified otherwise in the Special Terms and Conditions for Your award, the following reporting timelines apply:

During any period of time when you are subject to this requirement in paragraph 1 of this award term and condition, you must report proceedings information through SAM for the most recent five-year period, either to report new information about any proceeding(s) that you have not reported previously or affirm that there is no new information to report. Recipients that have Federal contract, grant, and cooperative agreement awards with a cumulative total value greater than \$10,000,000 must disclose semiannually any information about the criminal, civil, and administrative proceedings.

Financial Reporting – Non-Federal Entities are required to submit quarterly and annual financial reports (SF – 425). All SF - 425 are reported cumulatively.

Quarterly Reports – are due thirty (30) days following the reporting period. For example, if the quarter ends 3/31, the quarterly reports are due 5/1.

Annual Reports – The first reflects the initial 12-month period. For example, awards issued on 10/01, the report period ends on 9/30 the following year and is due on 10/31. *Subsequent annual reports should build upon the previous annual report.*

Program Progress Reporting – Program Progress Reports are due quarterly, thirty (30) days following the end of the reporting period. For example, if the quarter ends 3/31, the quarterly reports are due 5/1, unless otherwise stipulated in program special terms and conditions.

15. Standard Term - Acknowledgement of SBA Support/Use of SBA's Logo/Publication Requirements.

It is important that Your clients and the general public are aware of the [grant program name] Program and SBA's role in this project, as well as the taxpayer funded support the Agency is providing under this Award. Therefore, You must include the following acknowledgment of support statement on all materials produced in whole or in part with Project Funds:

"Funded [in part] through a Cooperative Agreement with the U.S. Small Business Administration."

For purposes of this requirement, the term "materials" includes, but is not limited to, press releases, brochures, pamphlets, handouts, reports, advertisements, books, curricula, websites, video or audio productions, and similar items regardless of the medium employed. The term "materials" does not include stationery or business cards and SBA's logo may not be used on such items.

Where You use Project Funds to produce materials featuring editorial content, You must use the following alternate acknowledgment of support statement (either independently or in conjunction with the SBA logo):

"Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA."

In addition, You must display signage featuring the SBA logo at all facilities that are open to the public and which are being used for project activities. Such signage must prominently feature the acknowledgment of support statement identified above.

Where used, the acknowledgment of support statement must be presented in a legible typeface, font size, and (where applicable) color contrast and must appear verbatim and may not be altered or replaced with substitute language. However, on materials with severe space constraints such as signs and banners, You may use "SBA" in the acknowledgment of support statement instead of "U.S. Small Business Administration."

You may elect to use SBA's logo on materials produced with Project Funds. You may contact the GMO in order to obtain a high-resolution copy of SBA's logo and a copy of SBA's Graphic and Use Guide. Where used, the SBA logo may be positioned in close proximity to Your organization's logo or may be placed in a prominent location elsewhere in the material. However, SBA's logo may not be placed in close proximity to any third party's logo, or used in such a way as may imply that a relationship exists between SBA and any third party (Note: Your organization's parent entity is not considered a third party). Additionally, in each instance where You use the SBA logo, You must also include the acknowledgement of support statement in reasonably close proximity to the logo.

Neither the SBA logo nor the acknowledgment of support statement may be used in connection with activities outside the scope of this Award. In particular, UNDER NO CIRCUMSTANCES may the SBA logo or acknowledgment of support statement appear on items used in conjunction with fundraising, lobbying, or the express or implied endorsement of any goods, service, entity, or individual. Additionally, You may not use the SBA logo on any social media sites or services without obtaining prior approval from SBA. For further guidance regarding the prior approval process, see Part III(A)(13) above.

16. Standard Term - Acknowledgement of Federal Funding at Conferences and Meetings

A conference is defined as a meeting, retreat, seminar, symposium, workshop or event whose primary purpose is the dissemination of technical information beyond the non-Federal entity and is necessary and reasonable for successful performance under the Federal award. Allowable conference costs paid by the non-Federal entity as a sponsor or host of the conference may include rental of facilities, speakers' fees, costs of meals and refreshments, local transportation, and other items incidental to such conferences unless further restricted by the terms and conditions of the Federal award. As needed, the costs of identifying, but not providing, locally available dependent-care resources are allowable. Conference hosts/sponsors must exercise discretion and judgment in ensuring that conference costs are appropriate, necessary and managed in a manner that minimizes costs to the Federal award.

17. Standard Term - Mandatory Disclosures

Consistent with 2 CFR 200.113, applicants and non-federal entity's must disclose in a timely manner, in writing to the SBA awarding agency with a copy to the SBA Office of Inspector General (OIG), all information related to violations of federal criminal law involving fraud, bribery, or gratuity violations potentially affecting the federal award. Subrecipients must disclose, in a timely manner, in writing to the prime recipient (pass through entity) and the SBA OIG, all information related to

violations of federal criminal law involving fraud, bribery, or gratuity violations potentially affecting the federal award. Disclosures must be sent in writing to the awarding agency and to the SBA OIG and OGM at the following addresses:

US Small Business Administration
Attention: Office of Grants Management
409 3rd Street SW, Suite 5000
Washington, DC 20416

AND

US Small Business Administration
Office of Inspector General
409 3rd Street SW, 5th Floor
Washington, DC 20416

Failure to make required disclosures can result in any of the remedies described in 2 CFR 200.338 remedies for noncompliance, including suspension or debarment.

Pursuant to the Consolidated Appropriations Act of 2023 (P.L. 117-328) Section 632 Title VI Division E, all grant recipients must ensure they clearly state in all press releases pertaining to their current SBA grant award the following:

- a. *The percentage of the total costs of the program or project which will be financed with Federal money;*
- b. *The dollar amount of Federal funds for the project of program; and*
- c. *The percentage and dollar amount of the total costs of the project or program that will be financed by non-governmental sources*

18. Lobbying Restrictions

Per 2 CFR §200.450, Recipients are subject to the restrictions on lobbying as set forth in 2 CFR part 200.

18 U.S.C. § 1913, No part of the money appropriated by any enactment of Congress shall, in the absence of express authorization by Congress, be used directly or indirectly to pay for any personal service, advertisement, telegram, telephone, letter, printed or written matter, or other device, intended or designed to influence in any manner a Member of Congress, a jurisdiction, or an official of any government, to favor, adopt, or oppose, by vote or otherwise, any legislation, law, ratification, policy, or appropriation, whether before or after the introduction of any bill, measure, or resolution proposing such legislation, law, ratification, policy, or appropriation; but this shall not prevent officers or employees of the United States or of its departments or agencies from communicating to any such Member or official, at his/her request, or to Congress or such official,

through the proper official channels, requests for any legislation, law, ratification, policy, or appropriations which they deem necessary for the efficient conduct of the public business, or from making any communication whose prohibition by this section might, in the opinion of the Attorney General, violate the Constitution or interfere with the conduct of foreign policy, counter-intelligence, intelligence, or national security activities.

Violations of this section shall constitute as a violation of 31 U.S.C. § 1352(a).

19. Drug-Free Workplace

The Drug-Free Workplace Act of 1988 (41 U.S.C. § 701 et seq.) requires that all organizations receiving grants from any Federal agency agree to maintain a drug-free workplace. By signing the application, the AOR agrees that the Non-federal entity will provide a drug-free workplace and will comply with the requirement to notify NIH if an employee is convicted of violating a criminal drug statute. Failure to comply with these requirements may be cause for debarment. Government wide requirements for Drug- Free Workplace for Financial Assistance are found in 2 CFR part 182; SBA implementing regulations are set forth in 2 CFR part 382.400. All non-federal entities of SBA grant funds must comply with the requirements in Subpart B (or Subpart C if the non-federal entity is an individual) of part 382.

20. Non- Transferability

This Award may not be transferred or assigned (either in whole or in part) without prior written approval from SBA. Additionally, no interest in this Award may be conferred upon a third party and the Award may not be pledged as collateral or security.

21. Standard Term - Advancing Racial Equity and Support for Underserved Communities

Executive Order: Advancing Racial Equity and Support for Underserved Communities through the Federal Governments (E.O. 13985 can be found at:

<https://www.federalregister.gov/documents/2021/01/25/2021-01753/advancing-racial-equity-and-support-for-underserved-communities-through-the-federal-government>)

22. Standard Term - Trafficking Victims Protection Act of 2000 (22 U.S.C. 7104(G)), as amended, and 2 C.F.R. PART 175

The Trafficking Victims Protection Act of 2000 authorizes termination of financial assistance provided to a private entity, without penalty to the federal government, if the recipient or subrecipient engages in certain activities related to trafficking in persons. 2 C.F.R. § 175.15(b). See <http://www.gpo.gov/fdsys/pkg/CFR-2012-title2-vol1/pdf/CFR-2012-title2-vol1-sec175-15.pdf>.

Award Term from 2 C.F.R. § 175.15(b): Trafficking in persons.**a. Provisions applicable to a recipient that is a private entity.**

- 1) You, as the recipient, your employees, subrecipients under this award, and subrecipients' employees may not:
 - a) Engage in severe forms of trafficking in persons during the period of time that the award is in effect;
 - b) Procure a commercial sex act during the period of time that the award is in effect; or
 - c) Use forced labor in the performance of the award or subawards under the award.
- 2) We as the federal awarding agency may unilaterally terminate this award, without penalty, if you or a subrecipient that is a private entity:
 - a) Is determined to have violated a prohibition in paragraph a.1 of this award term; or

b) Has an employee who is determined by the agency official authorized to terminate the award to have violated a prohibition in paragraph a.1 of this award term through conduct that is either:

i. Associated with performance under this award; or

ii. Imputed to you or the subrecipient using the standards and due process for imputing the conduct of an individual to an organization that are provided in 2 C.F.R. Part 180, "OMB Guidelines to Agencies on and Suspension (Non-procurement)."

b. Provision applicable to a non-federal entity other than a private entity. We as the federal awarding agency may unilaterally terminate this award, without penalty, if a subrecipient that is a private entity:

1) Is determined to have violated an applicable prohibition in paragraph a.1 of this award term; or

2) Has an employee who is determined by the agency official authorized to terminate the award to have violated an applicable prohibition in paragraph a.1 of this award term through conduct that is either:

a) Associated with performance under this award; or

b) Imputed to the subrecipient using the standards and due process for imputing the conduct of an individual to an organization that are provided in 2 CFR part 180, "OMB Guidelines to Agencies on Government-wide Debarment and Suspension (Non-procurement)," as implemented by our agency at 2 CFR Part 1125.

c. Provisions applicable to any non-federal entity.

1) You must inform us immediately of any information you receive from any source alleging a violation of a prohibition in paragraph a.1 of this award term.

2) Our right to terminate unilaterally that is described in paragraph a.2 or b of this section:

a) Implements section 106(g) of the Trafficking Victims Protection Act of 2000 (TVPA), as amended (22 U.S.C. 7104(g)); and

b) Is in addition to all other remedies for noncompliance that are available to us under this award.

3) You must include the requirements of paragraph a.1 of this award term in any subaward you make to a private entity.

d. Definitions. For purposes of this award term:

1) "Employee" means either:

• An individual employed by you or a subrecipient who is engaged in the performance of the project or program under this award; or

- Another person engaged in the performance of the project or program under this award and not compensated by you including, but not limited to, a volunteer or individual whose services are contributed by a third party as an in-kind contribution toward cost sharing or matching requirements.

2) “Forced labor” means labor obtained by any of the following methods: the recruitment, harboring, transportation, provision, or obtaining of a person for labor or services, through the use of force, fraud, or coercion for the purpose of subjection to involuntary servitude, peonage, debt bondage, or slavery.

3) “Private entity”:

- Means any entity other than a state, local government, Indian tribe, or foreign public entity, as those terms are defined in 2 CFR 175.25.

- Includes:

- A nonprofit organization, including any nonprofit institution of higher education, hospital, or tribal organization other than one included in the definition of Indian tribe at 2 CFR 175.25(b).

- A for-profit organization.

4) “Severe forms of trafficking in persons,” “commercial sex act,” and “coercion” have the meanings given at section 103 of the TVPA, as amended (22 U.S.C. 7102).

23. Standard Term - Accessibility Provisions

Non-federal entities of federal financial assistance (FFA) from SBA must administer their programs in compliance with federal civil rights law. This means that non-federal entities of SBA funds must ensure equal access to their programs without regard to a person’s race, color, national origin, disability, age, and in some circumstances, sex and religion. This includes ensuring your programs are accessible to persons with limited English proficiency. SBA provides guidance to recipients of FFA on meeting their legal obligation to take reasonable steps to provide meaningful access to their programs by persons with limited English proficiency.

The SBA Office for Civil Rights also provides guidance on complying with civil rights laws enforced by SBA.

Recipients of SBA also have specific legal obligations for serving qualified individuals with disabilities. Please contact the SBA Office for Civil Rights for more information about obligations and prohibitions under federal civil rights laws at 1- 800-827-5722.

24. Standard Term - Accessibility of Facilities and Events

In accordance with the Americans With Disabilities Act of 1990 (42 U.S.C. § 12101 et seq.) and § 504 of the Rehabilitation Act of 1973 (29 U.S.C. § 794), all facilities You use to provide services to the public in connection with this project must be accessible by persons with disabilities. In addition, all notices, promotional items, brochures, publications, and media announcements informing the

public of events, programs, meetings, seminars, conferences and workshops conducted pursuant to this project must include the following accessibility/accommodations notice:

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact [insert contact information for the person who will make the arrangements]."

25. Standard Term - Data Collection and Performance Measurement:

All non-federal entities are required to collect and report evaluation data to ensure the effectiveness and efficiency of its programs under the Government Performance and Results (GPRA) Modernization Act of 2010 (P.L. 102-62). Non-federal entities must comply with the performance goals, milestones, and expected outcomes as reflected in the Notice of Funding Opportunity (NOFO) and are required to submit data per reporting requirements.

Please contact your GOTR for additional submission information.

26. Standard Term - Procurement of Goods and Services:

You may follow Your own procurement policies and procedures when contracting with Project Funds, but You must comply with the requirements of 2 C.F.R. §§ 200.317-200.326. Additionally, when using Project Funds to procure supplies and/or equipment, You are encouraged to purchase American-manufactured goods to the maximum extent practicable. American-manufactured goods are those products for which the cost of their component parts that were mined, produced, or manufactured in the United States exceeds 50 percent of the total cost of all their components. For further guidance regarding what constitutes an American-manufactured good (also known as a domestic end product), see 48 C.F.R. Part 25.

27. Standard Term – Audits

If You are not subject to the requirements of the Single Audit Act, You must prepare an annual financial statement. If Your organization has been categorized as a high-risk entity by SBA due to financial and/or performance issues, you will be required to obtain an audited annual financial statement at your own expense until such time as Your organization is removed from the high-risk category.

Non-federal entities are responsible for submitting their Single Audit Reports and the Data Collections Forms (SF-FAC) electronically to the to the Federal Audit Clearinghouse Visit disclaimer page (FAC) within 30 days after receipt or nine months after the FY's end of the audit period. The FAC operates on behalf of the OMB.

28. Standard Term – Recordkeeping

You must maintain complete and accurate records and supporting documentation of sufficient detail to facilitate a thorough financial, programmatic, and/or legal compliance audit or examination of this project. You must make these records available to SBA, its agents, its Office of Inspector General, and/or Federal investigators on demand and provide them with unrestricted access to

review and make copies of all products, materials, and data, including those prepared or stored electronically. At a minimum, the records You must maintain on this project include:

- i. The time and attendance of employees whose salaries are charged to this Award, with sufficient detail to substantiate the claimed percentage of work performed in support of this project.
- ii. Contact information for project clients and a log of the type and amount of assistance provided.
- iii. An inventory of equipment purchased, in whole or in part, with award funds. This inventory must comply with the requirements of 2 C.F.R. § 200.313.
- iv. Your ledgers and annual A-133 Audit Report. If You are not subject to the requirements of the Single Audit Act, You must have an annual audited financial statement. Unaudited financial statements are not an acceptable substitute.
- v. Copies of receipts, invoices, contracts, leases, and other supporting documentation for all expenses paid with Project Funds.
- vi. Copies of checks, receipts, letters of donation, and other supporting documentation for all matching contributions related to this Award.
- vii. Copies of judicial and administrative decisions and compliance reviews (as applicable) and other supporting documentation demonstrating your adherence to the legal requirements listed in the SF-424B

Records may be kept in hard copy, electronic, or facsimile form and must be retained for no less than three years from the date the final project report is due. For further guidance regarding recordkeeping requirements, see 2 C.F.R. §§ 200.333 – 200.337.

29. Standard Term – Closeout Requirements

All Final Reports are due within one hundred and twenty (120) days after the expiration of the project period. The following reports are required.

- Final payment document (SF-270)
- Final Federal Financial Report (SF-425)
- Final Performance Report
- De-obligation Letter

30. Standard Term - Ad Hoc Submissions

Throughout the project period, SBA may determine that a grant requires submission of additional information beyond the standard deliverables. This information may include, but is not limited to, the following:

- Payroll
- Invoices

- Consultant Contract documentation
- Proof of project implementation

31. Standard Term - Submitting Responses to Conditions and Reporting Requirements

Unless otherwise identified in the special terms and conditions of award and post award requests, all responses to special terms and conditions of award and post award requests must be submitted to the Program Office and the Office of Grants Management (OGM).

32. Standard Term - UEI

As of April 4, 2022, the Federal government stopped using the DUNS Number to uniquely identify entities. Now, entities doing business with the Federal government use the Unique Entity ID created in SAM.gov.

If your entity is registered in SAM.gov, your Unique Entity ID has already been assigned and is viewable in SAM.gov. This includes inactive registrations. The Unique Entity ID is located on your entity registration record.

33. Standard Term – Whistleblower Protection

If you are a Federal employee, or employee of a contractor, subcontractor, or grantee submitting information to the SBA OIG regarding fraud waste or abuse in the SBA’s programs or operations, you are probably a whistleblower. Please be aware, however that specific criteria apply to whistleblower protections afforded by law. For example, disclosures by current and former federal employees, applicants for federal employment, and employees of a federal contractor, subcontractor, or grantee have special meaning and protections.

Federal law prohibits governmental personnel from retaliating against an employee who acts as a whistleblower by reporting suspected waste, fraud or abuse to the OIG. Under the Federal prohibited personnel practices, 5 U.S.C. §2302(b)(8), employees may not “take or fail to take, or threaten to take or fail to take, a personnel action with respect to any employee or applicant for employment” because the person has disclosed information to an OIG which he or she reasonably believes is evidence of (1) a violation of any law, rule, or regulation, or (2) gross mismanagement, a gross waste of funds, an abuse of authority, or a substantial and specific danger to public health or safety, so long as the disclosure is not specifically prohibited by law or Executive Order.

Reporting Fraud

The OIG encourages all SBA employees and lenders to be on the lookout for fraud. If you suspect fraud, please report it to the OIG immediately by contacting the OIG Hotline at 1-800-767-0385 or OIGHotline@sba.gov(link sends e-mail).

34. Standard Term – Restrictions on Certain Types of Clients

You may not utilize project resources to provide counseling services to any concern that:

- is other than small;
- is based in a foreign country;
- is engaged in any activity that is illegal under federal, state, or local law or that can reasonably be determined to support or facilitate any activity that is illegal under federal, state, or local law;

- derives more than one-third of its gross annual revenue from legal gambling activities;
- presents live performances of a prurient sexual nature or derives more than a de-minimus amount of revenue from the sale of products or services of a prurient sexual nature;
- is not organized for profit (Exception: To the extent it does not negatively impact the goals or milestones established under this Award or detract from its core purpose, You may use project resources to counsel non-profit organizations that devote a significant portion of their activities to assisting entrepreneurs).

35. Standard Term – Governing Authority/Order of Precedence

This Award is subject to the following requirements and representations, whether stated explicitly or incorporated by reference:

1. The statutes, regulations, and policy documents cited in Blocks 1 and 14 of the Notice of Award cover page and any other relevant, subsequently enacted laws.
2. Program Announcement No. [Number], [any existing policy documents You want them to follow (e.g., manuals, etc.)], and any subsequently issued SBA policy guidance.
3. Those terms and conditions set forth below.
4. Your accepted application for this Award, including all forms and assurances, and any subsequently approved additions or modifications.

In the event of a conflict between these requirements, the Order of Precedence listed above will determine which prevails. Unless explicitly stated otherwise, all deadlines discussed in this Notice of Award will be measured in terms of calendar days. By signing Block 23 of the Notice of Award cover page, You acknowledge Your acceptance of all these requirements.

Definitions

The definitions listed below apply to all SBA Awards. Additional definitions relating to a particular SBA program may be found in the grant program regulations, Program Announcement, and/or Special Terms and Conditions.

- a. Award – a conferral of Federal financial assistance to support a specific public project, whether in the form of a grant, cooperative agreement, or contract.
- b. Client – an entity receiving technical assistance under this Award. A Client may be an existing small business concern, or an individual interested in owning and operating a small business concern.
- c. Client Information – files and records concerning a Client, as well as any information that could be used to identify, contact, or locate a Client. Does not include statistics or similar data that is not attributed to a particular Client.
- d. Entity, as it is used in this award term, means all of the following, as defined at 2 CFR part 25, subpart C: a. A governmental organization, which is a state, local government, or Indian Tribe; b. A foreign public entity; c. A domestic or foreign nonprofit organization; d. A domestic or foreign for-profit organization; and e. A Federal agency, but only as a subrecipient under an award or subaward to a nonfederal entity.
- e. Key Personnel – those individuals who play a crucial role in the conduct of a project. Examples include directors, managers, counselors, and instructors, but not support staff.
- f. Overmatch(ed) – a level of matching contributions that exceeds the amount required.
- g. Program Income – additional funds generated through the conduct of project activities. Includes, but is not limited to, income derived from service or event fees, sales of commodities, repayments of interest or principal on loans made with Project Funds, and usage or rental fees. Does not include interest earned on advances of Federal funds.
- h. Project Funds – all funds covered by the project budget. Includes both Federal funds and matching contributions (cash and in-kind) dedicated to the project.
- i. Subaward: a. This term means a legal instrument to provide support for the performance of any portion of the substantive project or program for which you received this award and that you as the non-federal entity award to an eligible subrecipient. b. The term does not include your procurement of property and services needed to carry out the project or program (for further explanation, see 2 CFR 200.330). c. A subaward may be provided through any legal agreement, including an agreement that you consider a contract.
- j. System of Award Management (SAM) means the federal repository into which an entity must provide information required for the conduct of business as a non-federal entity. Additional information about registration procedures may be found at the SAM Internet site (currently at: <http://www.sam.gov>).
- k. Unique entity identifier (UEI) means the identifier required for SAM registration to uniquely identify business entities.

I. You – the non-federal entity organization (recipient) for the Award.

OMB Approval No. 0348-0044

BUDGET INFORMATION - Non-Construction Programs

SECTION A - BUDGET SUMMARY						
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. Federal and State Technology Partnership	59,058	\$200,000	\$150,000			\$350,000
2.						\$0
3.						\$0
4.						\$0
5. TOTALS		\$200,000	\$150,000	\$0	\$0	\$0
SECTION B - BUDGET CATEGORIES						
6. OBJECT CLASS CATEGORIES		GRANT PROGRAM FUNCTION OR ACTIVITY				Total (5)
		(1)	(2)	(3)	(4)	
a. Personnel		\$115,000	\$100,301			\$215,301
b. Fringe Benefits		\$56,983	\$49,699			\$106,682
c. Travel		\$5,417				\$5,417
d. Equipment						\$0
e. Supplies		\$600				\$600
f. Contractual		\$22,000				\$22,000
g. Construction						\$0
h. Other						\$0
i. Total Direct Charges (sum of 6a-6h)		\$200,000	\$150,000	\$0	\$0	\$350,000
j. Indirect Charges	0.0%	\$0	\$0	\$0	\$0	\$0
k. TOTALS (sum of 6i and 6j)		\$200,000	\$150,000	\$0	\$0	\$350,000
7. PROGRAM INCOME						\$0

Standard Form 424A (Rev. 7-97) Prescribed by OMB Circular A-102

SECTION C - NON FEDERAL RESOURCES				
(a) Grant Program	(b) Applicant	(c) State	(d) Other sources	(e) TOTALS
8. Federal and State Technology Partnership		\$150,000		\$150,000
9.				\$0
10.				\$0
11.				\$0
12. TOTALS (sum of lines 8 - 11)		\$150,000	\$0	\$150,000

SECTION D - FORECASTED CASH NEEDS					
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
	13. Federal	\$200,000	\$50,000	\$50,000	\$50,000
14. NonFederal	\$150,000	\$37,500	\$37,500	\$37,500	\$37,500
15. TOTAL (sum of lines 13 and 14)	\$350,000	\$87,500	\$87,500	\$87,500	\$87,500

SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT				
(a) Grant Program	FUTURE FUNDING PERIODS (Years)			
	(b) First	(c) Second	(d) Third	(e) Fourth
16. Federal and State Technology Partnership				
17.				
18.				
19.				
20. TOTALS (sum of lines 16 - 19)	\$0	\$0	\$0	\$0

SECTION F - OTHER BUDGET INFORMATION	
21. Direct Charges:	\$350,000
22. Indirect Charges Calculated at rate of	0.0%
23. Remarks	Base=MTDC (Excludes equipment and subcontract funds in excess of \$25,000)

**Application for Federal Assistance
Funding Opportunity No. SB-OIIFT-24-001
State of Louisiana
Cost Proposal
Budget Narrative**

1. Overview

The following is the narrative cost proposal effort justification for the state of Louisiana as it responds to the "U.S. Small Business Administration", "Federal and State Technology Partnership (FAST) Program", Announcement Number FAST Funding Opportunity No. SB-OIIFT-24-001 closing on June 20, 2024. The federal agency covering this grant program proposal is the U.S. Small Business Administration's Office of Technology. The intentions of this narrative are to further explain/clarify information presented on the required budget forms.

Louisiana Economic Development (LED) presents the following budget justification for the proposed efforts in the SBA's 2024-25 FAST Program.

As an eligibility requirement for the state of Louisiana to participate in the 2024-25 FAST program, the state must match the SBA's funding .75:1 in Non-Federal funds. In accordance with this requirement, LED has provided a letter with a \$150,000 a year state funding cash match for five years. LED is requesting \$200,000 from the SBA's Office of Technology to perform the deliverables within the FAST Program directive. Therefore, the total funding available annually to LED to perform its function under the FAST program is \$350,000.

2. Contact Information

The Office of Secretary Louisiana Economic Development will be the department responsible for financial reporting under the Funding Opportunity No. SB-OIIFT-24-001. Anne G. Villa, Deputy Secretary, Office of the Secretary at Louisiana Economic Development, will be the financial point contact. The Project Director for the technical portion of the FAST program will be William Hutchinson McClendon, IV. The phone and fax numbers, and email addresses for both individuals are listed on the technical and cost proposal cover pages.

3. Standard Form 424 – Application for Federal Assistance

In accordance with the FAST program announcement, standard form 424 has been completed and is being submitted in the cost proposal for Funding Opportunity No. SB-OIIFT-24-001. The full legal name for the applicant is the Louisiana Economic Development.

4. Standard Form 424A – Budget Information – Non-Construction Programs

The standard form 424A has been incorporated into the cost proposal as per the FAST proposal submission requirements. In order to clarify information presented in the cost proposal budget worksheets have been prepared for certain line items represented in Standard Form 424A.

A. Section A – Budget Summary

This section represents the grant program activity for the SBA's Office of Technology, Catalog of Federal Domestic Assistance Number 59.058, total funds requested under this program and the non-federal match. The total state of Louisiana FAST funding requirement is \$350,000: \$200,000 resulting from the FAST program and \$150,000 resulting from funding from Louisiana Economic Development.

B. Section B – Budget Categories

This section represents the summary object class categories for the Office of Technology activities under the FAST solicitation from all funding sources. A detailed explanation for this section can be found under section F of Standard Form 424A and the Budget Worksheet forms. Column 1 is designated as the SBA's funded portion and column 2 will be designated as the state's funding portion as it relates to expenditures for this project. Entries have been made for all object class categories in rows 6a through 6j with the exception of 6d, Equipment, 6e, Supplies, and 6g, Construction, categories.

Additionally, it should be noted that based on the activities presented in the technical report, no program income is anticipated to be generated for this project. Indirect cost rates are further explained in the Indirect Costs Budget Worksheet.

C. Section C – Non-Federal Resources

According to the instructions from the FAST proposal, the state of Louisiana is required to match the SBA's proceeds .75:1. Based on this requirement LED has pledged a .75:1 match ratio from LED to be used to promote the national SBIR/STTR program. A copy of the letter is attached as Cost Supplement II to this cost proposal.

D. Section D – Forecasted Cash Needs

Based on the SBIR/STTR outreach efforts by LED within the state of Louisiana, LED will request equal quarterly installments of \$50,000 from federal sources and \$37,500 from state sources totaling \$87,500 per quarter and \$350,000 for the project. This will provide consistent cash flow for LED to sustain the FAST effort in the state of Louisiana.

E. Section E – Budget Estimates of Federal Funds Needed for Balance of the Project

The 12-month budget reflects the timeframe of the 2024-25 FAST Program.

F. Section F – Other Budget Information

Item 21, Direct Charges, and Item 22, Indirect Charges, in Section F of the FAST Budget Proposal are used for justifying all Direct and Indirect Charges associated with the Proposal. LED does not charge an Indirect Charge

5. Supplement to Part III, Section F Key Personnel

This Budget Worksheet is used to fully explain Item 6a, Personnel, and Item 6b, fringe benefits, in Section B of the FAST Budget Proposal SF 424A. This schedule lists the key personnel that will perform some level of effort outlined in the technical proposal. Please refer to the organizational chart and resumes listed in the technical proposal for the explanation of the job functions and experience level for each key personnel. [match these]

The annual salary rates are the actual salary figures obtained from LED payroll records. All personnel listed in this worksheet are currently employed by LED. The percent of effort listed on this schedule is based on the anticipated effort each person will be assigned to participate in the FAST Program. The ED assigned fringe benefits factor is 49.55% and is applied to all full-time key personnel salaries.

The total key personnel costs including salary and fringe benefits assigned to this project at the level of effort indicated on the worksheet are \$321,983. The salary costs that will be assigned to the federal funded portion are \$115,000 and the salary costs that will be assigned to the state funded portion are \$100,301. The resulting total personnel salary is \$215,301. The fringe benefits, at the rate of 49.55%, assigned to this project are \$106,682. (Federal portion is \$56,983 and state portion is \$49,699). This is reflected on the key personnel budget worksheet and on the Standard Form 424A, Section B Item 6a and 6b.

6. Detailed Budget for Twelve-Month Budget Period

The Detailed Budget for Twelve-Month Budget Period Worksheet provides detailed information by object class categories as specified in the proposal. This budget worksheet further justifies information required on Standard Form 424A, Section F, Item 21, Direct Charges. The worksheet follows the direct charges listed in Standard Form 424A, Section B, Items 6a through 6i. The total direct costs associated with the FAST Proposal from all funding sources are \$350,000; the federal portion is \$200,000 and the state portion is \$150,000.

A. Personnel

It should be noted that detailed Personnel Services listed on this budget worksheet are further explained in the Supplement to Part III, Section F, Key Personnel schedule listed above in Section 5 of the Cost Proposal. Therefore, these items will not be discussed in this section.

B. Fringe Benefits

It should be noted that detailed Fringe Benefits listed on this budget worksheet are further explained in the Supplement to Part III, Section F, Key Personnel schedule listed above in Section 5 of the Cost Proposal. [check this]

C. Travel

The total travel budget for this project will be \$5417.00The federal funded portion is \$5417.00. The state of Louisiana travel regulations will be utilized in calculating allowable rates and activities for this program. A copy of the state of Louisiana's travel regulation is available upon request.

Travel Expense	Per Traveler	# Of Travelers	Total Expense
Partnership presentations	\$150. Average costs	3 person x 8 events	~\$3,600
Company visits	\$75 Average costs	3 person x 8 visits	~\$1,800

In-State Travel

LED plans to conduct/participate in numerous SBIR/STTR training/educational type activities throughout the state. This includes half-day, targeted workshops for university faculty. In addition, LED staff will travel across the state of Louisiana to conduct one-on-one company visits. This will constitute the bulk of the in-state travel expenditures and will consist of hotel, mileage and per diem. The estimated expenses for in-state travel will be \$5417.00 paid from the federal source

D. Equipment

LED does not foresee the need to budget and acquire equipment during the project period. Therefore, no dollar amount has been budgeted.

E. Supplies

LED has \$600 for supplies.

F. – H. Contractual (Consultants and Sub Contracts)

The LBTC has allowed \$22,500 for contractual obligations, which consists of:

- \$17,000 to BBC Entrepreneur Training & Consulting LLC, recipient of the 2020 Tibbetts Award is going to provide 2 live training days (DOD and NIH), 2 webinars (NSF and DOE) and 2 one-on-one assistances to companies for 8 hours each.
- Jim Greenwood is going to provide proposal reviews and coaching for 5 new Phase I applicants focused on Women, Minority and Veteran owned businesses, 2 Phase II one on one, 2 NSF Project Pitch and 6.5 hours of coaching.

G. Construction

This is a non-construction project. Therefore, this object class category is not applicable for this project and report.

H. Other

No other charges

I. Total Direct Charges

The total direct charges for this project as stated in this budget worksheet are \$350,000. The federal portion is \$200,000 and the state portion is \$150,000

J. Indirect Charges

LED does not charge Indirect Charges.

K. Totals

The total cost budgeted for this project from all sources is \$350,000. This amount is split between the federal funding source (\$200,000), and the state-funding source (\$150,000).

7. Indirect Cost Information

The Indirect Cost is zero.

8. Summary

The total required funding to conduct the activities listed in the technical proposal and outlined in this cost proposal by the LBTC from all funding sources is \$350,000.

**A-9
BUDGET DETAIL WORKSHEET
FOR TWELVE MONTH BUDGET PERIOD
(Non-Construction Programs)**

SUPPLEMENTARY INSTRUCTIONS

1. Personnel

Enter in Column 1 the annual (12 months) salary rate for each key position referred to in the narrative, which will be filled for all or any part of the year by an incumbent working on the project. This rate may not be more than that paid by the grantee to other employees in comparable positions or, if the grantee has no comparable positions, the rate may not be more than that paid for such services elsewhere in the community.

Enter in column the number of months the position will be filled by an incumbent working on the project.

Enter in Column 3 the percent of time or effort the incumbent will devote to the project during the number of months shown in Column 2.

Enter in Column 4 the total amount required, as computed from the information shown in Columns 1 through 3. Use the following formats:

$$\text{Annual Salary} \times (\text{Col. 1}) \frac{\text{No. of Months (Col. 2)}}{12} \times \text{Percent of Effort (Col. 3)} = \text{Total Amount Required (Col. 4)}$$

EXAMPLES:

PERSONNEL				
NAME	ANNUAL SALARY RATE	NO. MOS. BUDG.	% TIME	TOTAL AMOUNT REQUIRED
	(1)	(2)	(3)	(4)
Full-Time Employee of Institution working 60% time on project.				
----- John Doe	\$24,000	12	60%	\$14,400
<u>Calculation</u>	\$24,000 x	$\frac{12}{12}$ x	60%	= \$14,400
Summer Employee (3 months) to be paid \$1,000 a month. will work on project 25% of time.				
----- Richard Doe	\$12,000	3	25%	\$ 750
<u>Calculation</u>	\$12,000	3	25%	= \$ 750

2. Fringe Benefits


Enter in the parenthesis the fringe benefit rate applicable to employees of the institutions. In Column 4, enter the amount determined by applying the rate to the total of the salaries in Column 4 to which the rate applies.

3. Option for Salary Detail Submission

Institutions may require that the salary rates and amounts requested for individuals not be made available to SBA reviewing consultants. To do so, an additional copy of this page must also be submitted, complete in all respects, except that Columns 1 and 4 may be left blank.

**A-10
BUDGET DETAIL WORKSHEET
FOR TWELVE MONTH BUDGET PERIOD
(Non-Construction Programs)
KEY PERSONNEL LIST**

NAME AND POSITION TITLE	ANNUAL SALARY RATE	NO. MOS. BUDG.	% TIME	CUMULATIVE (Fed. & non-Fed) AMOUNT REQUIRED
	(1)	(2)	(3)	(4)
----- William McClendon (Executive Director Louisiana Economic Development) Federal - \$100,000 Non-Federal- \$30,000 Full-Time Employee of Institution working ~100% time on Project -----	\$130,000	-12	~100%	\$130,000
Victor Johnson (Manager of Louisiana Technology Stennis Office) Federal \$0 Non-Federal - \$18,750 Full-Time Employee of Institution working ~25% time on Project -----	\$75,000	-4	~25%	\$18,750
Program Manager [TBH] Federal - \$15,000 Non Federal - \$51,551 Full-Time Employee of Institution working ~100% time on Project -----	\$66,551	-12	~100%	\$66,551
Program Manager (TBH) Federal-\$0 Non Federal-\$0 Full-Time Employee of Institution working-50% time on project -----				
TOTAL PERSONNEL				\$215,301.00
FRINGE BENEFITS (Rate - 49.55%)				\$106,682.00
TOTAL PERSONNEL & FRINGE				\$321,983.00

Signature:  Title: Director Date: 6/20/24

**A-11
BUDGET DETAIL WORKSHEET
FOR TWELVE MONTH BUDGET PERIOD
(Non-Construction Programs)**

**DIRECT COST
(Budget Narrative Follows a9-a12))**

	CUMULATIVE (Fed. & non-Fed) AMOUNT REQUIRED
<i>If multiple items purchased under a category, provide separate costs for each item.</i>	
Personal Services - List all Key Personnel on page A-10. Provide name of employees, if available, and provide all position titles. Show the annual salary rate and the percentage of time to be devoted to the project. Compensation paid for employees engaged in grant activities may not be more than that paid by the grantee to other employees in comparable positions or, if the grantee has no comparable positions, the rate may not be more than that paid for such services elsewhere in the community.	\$215,301.00 Federal – \$115,000.00 Non Federal – \$100,301.00
Fringe Benefits - Fringe benefits are to be listed separately and should be based on actual known costs or an established formula. Fringe benefits are for the personnel listed in Personal Services category and only for the percentage of time devoted to the project. Fringe benefits on overtime hours are limited to FICA, Workman's Compensation, and Unemployment Compensation.	\$106,682.00 Federal – \$56,983.00 Non Federal – \$49,699.00
Consultants - Indicate whether applicant's formal, written Procurement Policy or the Federal Acquisition Regulations are followed. For each consultant enter the name, if known, service to be provided, hourly or daily fee (8-hour day), and estimated time on the project. LBTC will hire consultants to assist with and supply current content for a series of webinars and live workshops as well as assist with outreach. B B C 17,000 and Jim Greenwood-\$5000 Total \$22,000	\$22,000.00 Federal – \$22,000.00
Travel - Itemize travel expenses of project personnel by purpose (e.g., staff to training, field interview, advisory group meeting, etc.). Show the basis of computation (e.g., six people to 3-day training at \$X lodging, \$X subsistence). Identify the location of travel, if known. Indicate source of Travel Policies applied, Applicant or Federal Travel Regulations. NOTE: Per diem is <u>not</u> allowed for local travel.	\$5,417.00 Federal – 5,417.00
Equipment - List non-expendable items that are to be purchased. Non-expendable equipment is tangible property having a useful life of more than two years and an acquisition cost of \$5,000 or more per unit. (Note: Organization's own capitalization policy may be used for items costing less than \$5,000). Expendable items should be included either in the "Supplies" category or the "Other" category. Applicants should analyze the cost benefits of purchasing versus leasing equipment, especially high cost items and those subject to rapid technical advances. Rented or leased equipment costs should be listed in the "Contractual" category. Explain how the equipment is necessary for the success of the project. Provide procurement method used.	\$0
Supplies - List items by type (office supplies, postage, training materials, copying paper, and expendable equipment items costing less than \$5,000, such as books, hand held tape recorders) and show the basis for computation. (Note: Organization's own capitalization policy may be used for items costing less than \$5,000). Generally, supplies include any materials that are expendable or consumed during the course of the project.	\$600.00 Federal – \$600.00
Contractual - Indicate whether applicant's formal, written Procurement Policy or the Federal Acquisition Regulations are followed. Provide company or person name and a description of the product or service to be procured by the contract and an estimate of the cost. Applicants are encouraged to promote free and open competition in awarding contracts. A separate justification must be provided for sole source contracts over \$2,500.)	\$0 Federal – 0
Other - List items (e.g., rent, reproduction, telephone, janitorial or security services, etc.) by major type and the basis of the computation. For example, provide the square footage and the cost per square foot for rent, or provide a monthly rental cost and how many months to rent.	\$0
TOTAL DIRECT COST	\$350,000.00 Federal –\$200,000 Non Federal – \$150,000.00

NOTE: ALL CATEGORIES MUST BE SUPPORTED BY NARRATIVE JUSTIFICATION.

**A-12
BUDGET DETAIL WORKSHEET
FOR TWELVE MONTH BUDGET PERIOD
(Non-Construction Programs)**

INDIRECT COST

(Costs identified as indirect can not be duplicated in Direct Cost.)

(Rate 0 %)

If the applicant has an approved rate, a copy of the rate approval, (a fully executed, negotiated agreement), must be attached. If the applicant does not have an approved rate, one can be requested by contacting the applicant's cognizant Federal agency, which will review all documentation and approve a rate for the applicant organization, or if the applicant's accounting system permits, costs may be allocated in the direct costs categories.

	CUMULATIVE (Fed. & non-Fed) AMOUNT REQUIRED
Overhead	
Federal –	
Non Federal -	
General and Administrative	
	\$0
TOTAL INDIRECT COST	\$0
OTHER	
Profit/Fee	
	\$0
TOTAL ALLOWABLE BUDGET	\$350,000

Does organization have a definitized approved rate package across the board for all grants/cooperative agreements/contracts?

Check one: Yes No

If the answer is "yes", provide name of approving audit agency and date and attach a copy of the rate approval, (a fully executed, negotiated agreement).

Name of Audit Agency: _____

Date: _____

NOTE: All costs approved on this budget must meet the tests of necessity, reasonableness, allowability, and allocability in accordance with applicable cost principles applicable to this award. All costs charged to this project are subject to audit. Recipients are responsible to insure proper management and financial accountability of federal funds to preclude future costs disallowances.

All categories must be supported by narrative justification.

U.S. Small Business Administration
Office of Innovation and Technology

Federal and State Technology (FAST) Partnership Program
Funding Opportunity No: SB-OIIFT-24-001

FY 2024 Technical Proposal -State of Louisiana



Louisiana Economic Development's Louisiana Technology Transfer Office

Project Director: William Hutchinson McClendon, IV
Louisiana Technology Transfer Office
617 North Third Street
Baton Rouge, LA 70802
Telephone: (225) 202-2908
E-mail: hutch.mcclendon@la.gov
Web Site: We are creating a new FAST page at LED

Individual Authorized to Enter Into Legal Agreements:
Anne G. Villa, CPA, CEcD, CGFM
Deputy Secretary
Authorized Institutional Representative

Office of Secretary Louisiana Economic Development
617 North Third Street
Baton Rouge, LA 70802
Telephone: (225) 342-5395 Fax: (225) 342-9095
E-mail: Anne.Villa@LA.GOV

A. Organizational Experience and Capacity

The Louisiana Technology Transfer Office (LTTO), whose mission is to serve the state's SBIR-STTR program, has been an active member of the FAST Program for over sixteen years. The LTTO is being relocated with its staff from Louisiana State University's LSU Innovation into Louisiana Economic Development (LED). The LTTO was created by LED and in the past contracted and supplied most of the funding to have LSU Innovation manage the program. Now LED wants the better integrate the LTTO into their suite of programs and services. As the majority funder of the LTTO, LED actively assisted our programs and kept up and managed our progress from our quarterly reports. We are excited to be fully integrating with the reach and resources available in LED and their 100 statewide employees to strengthen our program.

Louisiana Economic Development (LED) is responsible for strengthening the state's business environment and creating a more vibrant Louisiana economy. LED's mission is to help businesses find the resources they need to relocate or create and expand a successful, profitable endeavor. The way we do that is to cultivate jobs and economic opportunity for the people of Louisiana through nine integrated economic development strategies in eight regional districts. We are focused on working with small businesses owned by Women, Minority and Veterans (WMV) as well as all underserved areas of the state to create a product and company utilizing the SBIR/STTR Program. LED is building a robust suite of services and incentives aimed at the small business community and reaching all areas of the state.

Over the last two years, the LTTO has collaborated with other state organizations (LED, LSBDC, APEX, MEPOL) and local economic organizations to reach all underserved especially Women, Minority and Veteran owned businesses. Below is a chart depicting the number of people we have engaged in our seminars during the calendar year of 2022 and 2023. We are pleased to report in 2022 and 2023 we engaged with over 328 entrepreneurs each year and over 75% were WMV:

Attendance in Louisiana

Seminars

	2022		2023	
	Fast Goal	Attended	Fast Goal	Attended
Total		328		369
Women		172		128
Minority		157		129
Veteran		25		23
Women & Minority & Veteran	150	253	150	278
Percent of Total		77%		75%

Technical Support, Outreach and Financial Support

- At LED, the LTTO has eight professionals supporting with extensive knowledge, and the capacity for conducting outreach, training/workshops, hands-on assistance, organizing, hosting, and facilitating multi-state and national SBIR-STTR conferences/events, (including four SBA SBIR Road Tours), and directing financial support to SBIR-STTR candidate companies. The 2024 SBA Road Tour was our best yet with 286 registrants, 152 people attending, 81 companies having one on one's and 72% of attendees were WMV
- As mentioned on page 2, our outreach to all underserved businesses has been enhanced by the support we received and will continue to receive from our state's LSBDC, APEX, MEPOL and LED along with our regional support from incubators, accelerators and chambers to include Opportunity Machine, Lafayette; EAP, Shreveport; Baton Rouge (Nexus, LSU Innovation, BRAC), New Orleans (NOBIC, GNO, Inc., Idea Village, UNO Beach)
- In addition, we have cultivated relationships with and conducted seminars at each of our R1 (LSU, Tulane, ULL), R2 (Southern, LA Tech, UNO) and our HBCU's (Southern, Xavier, Southern New Orleans)
- The LTTO is a past Winner of the Tibbetts Award
- The State of Louisiana, through the *LA Technology Transfer Office (LTTO)* is a "Resident Agency" at the NASA *John C. Stennis Space Center, MS* - staffed full time by an experienced tech transfer professional. This designation is afforded to tenants at Stennis that NASA considers "mission critical." This unique partnership provides a "portal" for LA companies and LA universities to access the resources at Stennis, which include many federals i.e. Naval Research Lab, NOAA, NASA, DOD, DOC and more. This allows the LTTO at Stennis to work closely with the NASA SBIR/STTR Program Director, providing direct access for MOB/WOB/VOB's to receive hands on assistance in identifying, assessing and supporting proposals from this underserved group. It also provides HBCU & MSI's direct access to NASA SBIR/STTR topics that can advance faculty R&D and support HBCU spinouts. Examples of NASA programs designed to facilitate this process are MUREP (Minority University Research & Education Project) which offers a planning grant (\$50,000) for those institutions who design a plan to reduce barriers & stimulate innovative engagement between MSI research faculty and small businesses in areas of mutual benefit that: 1) create partnerships resulting in new technologies that; 2) support the NASA mission, and 3) result in commercial market development.
- Through MUREP, NASA initiatives such as IMPLAN incentivize partnerships between MSI's and small businesses, thus enhancing the potential for long term collaboration & preparation for STTR solicitations. The LTTO and NASA SBIR/STTR Director at Stennis work closely to aggressively market the NASA SBIR/STTR to the above groups through 1) statewide distribution of information, 2) LTTO-sponsored NASA workshops for HBCUs, and 3) visits by HBCU faculty to Stennis for one-on-one briefings by NASA (or other federal labs) scientists, researchers, and technology

3

- transfer personnel. In 2022 we did a six-week BootCamp with Xavier University (HBCU). We had 105 attendees and 307 registered.
- The LTTO’s Director was a former Investment Banker and CEO of two small businesses. He has been the FAST PI and leading the LTTO for the last three years.
 - Leverage active alliances with national organizations to address technical challenges and identify potential partners for an SBIR/STTR proposal including the Federal Laboratory Consortium, the US Small Business Technology Council, the Louisiana Business Incubation Association, National Business Incubation Association, and the Association of University Research Parks.

Direct Financial Assistance

- **Louisiana Phase “0” Program** – SBIR & STTR applicants are provided \$3,000 for Phase I and \$5,000 for Phase II applications to be used for customer discovery, hiring grant reviewers and other assistance that will provide the best SBIR/STTR application. The program is funded by FAST, the National Science Foundation through the Louisiana Board of Regents and the Louisiana Legislature. As illustrated in the table below, in 2023 the Phase 0 Program awarded almost double the number of Phase 0 awards provided in 2022 and more than doubled the award amount. We are following the applications to see the impact on the number of awards and to learn from feedback what worked well and areas we need to improve. The Phase 0 Program Review Committee is composed of nine individuals involved with technology from around the state.

Calendar Yearend	# of Phase 0's	Amount
2023	44	\$171,000
2022	23	\$61,000
2021	21	\$42,000
2020	20	\$40,000
2019	24	\$48,000

- **State 30% R&D and SBIR tax Credit Program** for eligible small businesses in Louisiana. With this credit, a \$1 million Phase II award could result in up to \$300,000 of tax credits to a small business, that can be sold to provide \$255,000 in non-dilutive and restricted capital. These funds are non-restricted so they can be used by the company to purchase equipment, work on their patents and hire sales personnel.
- **Retention Fund:** In addition, our Louisiana Legislature also added a Retention Fund that awards up to \$50K for a Phase I and up to \$100K for a Phase II. These funds are additive to the R&D Tax Credit and are also non restricted. Both the tax credit and retention are funds to help cover expenses between phases.

How we help create competitive proposals: We provide writing seminars for both Phase I and Phase II applicants and we connect them with grant writers and reviewers. In addition to the LTTO office and the support we receive through our universities, SBDCs and alliances, LSU is a member of the Southwest Hub for I-Corps. The I-Corps program instructs SBIR and STTR applicants through critical market and commercialization

evaluations associated with their technology to help applicants determine who their customer is and if there is a product market fit. We encourage all first time SBIR/STTR candidates to attend the I-Corps six-week course to learn from 30 client interviews details about their commercialization plan that will assist them in creating the best commercialization plan for their application.

I-Corps Program Benefits

Program participants are eligible for up to \$3,000 in NSF funding, which can be used for:

- Travel to visit potential customers and end users
- Training or education in entrepreneurship

Follow-On Resources

The goal of the program is to help faculty, staff, and students commercialize their technologies and ideas. After completion of the program, several follow-on opportunities are available through the following:

- NSF I-Corps National program (an intensive 6-week NSF training with \$50,000 grant)
- Universities also have additional programs similar to LSU's Leveraging Innovation for Technology Transfer (LIFT2) Program (up to a \$50,000 prototyping grant)

Typically, 35% of Louisiana Phase 0 recipients receive a Phase 1 awards. After participating in the LSU ITC I-Corps program, participants are 60% more likely to receive an award. Therefore, the I-Corps and Lean Canvas method is highly encouraged to our first time SBIR applicants and is promoted in each of our information and training presentations.

Outreach: We reach out to the market with emails, newsletters, workshops, training sessions and work with resources such as the SBIRC for additional training and outreach to WOB/MOB and veteran-owned companies, socially/economically disadvantaged individuals and small businesses in underserved rural areas. As was mentioned on page 2, we contact and work with APEX, MEPOL, SBDCs, tech parks, business incubators, accelerators, economic development organizations, veteran's groups, SCORE, minority/women's business councils, and other stakeholders in Louisiana. With LED's over 100 employees and the groups above, we have over 164 promoters of SBIR/STTR. We plan to continue to broaden our outreach team by working with Urban League, and minority chambers.

Sources of Operational Capital: The Louisiana Legislature and the Governor fund Louisiana Economic Development who funds the LTTO.

LED is well-versed in the management of federal awards, responds timely to reporting requirements and conforms to all applicable terms and conditions of awards. LED has a long history of managing federal awards and is looking forward to working with the SBA FAST.

Past Performance of SBIR and STTR awards— Also see attached FAST Program Achievements Summary

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>Five Yr Avg</u>
WMV Awards	4	6	10	8	8	7
Total Awards	28	30	32	34	24	30
	14%	20%	31%	24%	33%	24%
Total Phases						
Phase I	20	20	26	20	15	20
Phase II	8	10	6	14	9	9
Total Award Amount (M)	\$13.70	\$12.70	\$15.50	\$33.10	\$11.70	\$ 17.34

B. Project Management

Hutch McClendon, BBA, MBA – 38 years of business experience including 14 years as a banker for Bank of America and Banc of America Securities, 15 years as a CEO for two software-as-a-service companies, 3 years as CEO of an organic vegetable farm and now over 3 years as consultant for Louisiana SBDC and managing the LTTO. McClendon is on the teaching team for the LSU NSF I-Corps Sites program and is the FAST Principal Investigator.

Vic Johnson, Director, LA Technology Transfer Office, NASA Stennis Space Center (Stennis), has nearly 30 years developing and managing technology programs and policy in Louisiana, plus an extensive background working with business and federal labs. Johnson has 25+ years of hands-on experience in every facet of SBIR-STTR and helped direct the FAST Program in Louisiana for the past decade.

Pat Witty is the Director of Small Business and Community Services at LED since 2005. He has been the primary contact for the LTTO’s SBIR/STTR program for LED. He has a wealth of knowledge about our program and has over 40 years of experience in community and economic development, banking, public finance and government.

Other: Please see attached Resumes and Position Descriptions for other Personnel at LED who support the LTTO

Contractors for 2024 FAST:

Contractors are chosen based on past performance and on a non-competitive basis. These contracts are overseen by Hutch McClendon and financial controls provided by Kathy Blankenship, Deputy Undersecretary, Office of Management and Finance at LED.

- BBC Entrepreneur Training & Consulting LLC, recipient of the 2020 Tibbetts Award is going to provide 2 live training days (DOD and NIH), 2 webinars (NSF and DOE) and 2 one-on-one assistances to companies for 8 hours each.
- Jim Greenwood, The Greenwood Group is providing proposal reviews and coaching for 5 new Phase I applicants focused on Women, Minority and Veteran owned businesses, 2 Phase II one on one, 2 NSF Project Pitch and 6.5 hours of coaching.

C. Local and Regional SBIR Efforts

Louisiana technological development is primarily rooted along the I-10 and I-12 corridors where most of our population and economy are located. Geographically the state is forestry and agricultural in central and north Louisiana, fisheries along the gulf coast, and petrochemical and life sciences along the Interstates 10 and 12 corridors, which run between Texas and Mississippi through the southern part of the state. We are also experiencing growth between Barksdale Airforce Base in Shreveport and Engineering Research Development Center in Vicksburg, MS. This is the I-20 corridor, and we plan to hire a full-time consultant to collaborate with federal labs, universities and small businesses in this area.

Historically, university research drives a significant amount of our SBIR proposals and is led by Louisiana State University, Louisiana Tech University, Tulane University, University of New Orleans, and University of Louisiana at Lafayette. All of these universities are located along I-10, I-12 and I-20 corridors. Areas of research are Agriculture, Life Science, Bio Medical, Dental, and Engineering (Energy and Aerospace).

Other Technological assets that help us drive economic development are three Bio Tech Incubators: InterTech Science Park in Shreveport (NW), Louisiana Emerging Technology Center in Baton Rouge (I-10), and New Orleans BioInnovation Center in New Orleans (I-10). Michoud Assembly Facility in New Orleans is a world-class manufacturing facility providing vital support to NASA exploration and discovery missions. Michoud is NASA-owned and managed for the agency by the Marshall Space Flight Center (I-10). Another key resource for research and development is The John C. Stennis Space Center, a "Federal City" which includes the NASA rocket testing facility, US Navy Oceanography Head Quarters, Naval Research Lab, NOAA and others in Hancock County, Mississippi, on the banks of the Pearl River at the Mississippi–Louisiana border (I-10). We have also been working with the Engineering Research Development Center located on the Mississippi and Louisiana state line. ERDC has a \$1.8B research budget and they work with our research universities, do prototyping with our small businesses and CRADAs with our small businesses.

D. Project Design**1) General Program Details**

Mission for 2024: Continue to improve effective reach to Women, Minority, and Veteran owned businesses, and underrepresented entrepreneurs throughout the State of Louisiana to inform entrepreneurs about SBIR/STTR, prepare for commercialization, coach through SBIR application and business commercialization, and increase the number and success of the SBIR/STTR applications. To help us we plan over the next two years to hire three people to the LTTO. One person covering the southeast/New Orleans area, another person covering the I-20 corridor between Barksdale Air Force Base in Shreveport, LA and Engineering Research Development Center (ERDC) in Vicksburg, MS and one person covering the southwest/Lafayette and Lake Charles. The objective of each of these professionals is to leverage our relationships with all federal labs and research universities including HBCU, to work closely with their tech transfer office to connect new intellectual property with small businesses for SBIR and STTR. Our program is as follows:

- I. Arrange for a grant writing specialist to assist only Women, Minority and Veteran owned businesses and other underserved businesses.
- II. Continue and grow collaborative outreach across the State of Louisiana
 - a. Promote workshops to HBCUs, CC, Colleges and Universities targeting technology and technology related departments.
 - b. Contact Women, Minority, and Veteran business groups, Small Business Development Centers, minority chambers and Business Councils.
 - c. Contact all Women, Minority, and Veteran (WMV) owned technology-based companies in the State of Louisiana to help promote and support new WMV owned businesses.
- III. Conduct SBIR Seminars and Webinars (Will Record) on SBIR/STTR;
 - a. Continue to work with Southern University, Xavier University and other HBCUs to assist with the program, marketing, and host events annually with our states HBCUs
 - b. Annually Cover the following information on SBIR/STTRs: (What is SBIR/STTR, How do I apply)
 - i. Introduction to SBIR/STTR, Louisiana's SBIR history and how Louisiana supports our SBIR/STTR applicants
 - ii. How to write and create a budget for a Phase I or II application
 - iii. Who are your resource partners and where to find additional funding
 - iv. Who and How to connect with Mentors
 - v. Make recordings available to all.

- IV. Commercialization Program: Follow I-Corps and Lean Canvas principles to help participants determine potential commercialization and improve SBIR application.
 - a. Encourage first time applicants to attend I-Corp
 - b. Assist inventors to define product and seek customer feedback on market demand.
 - c. Fine tune description of products and first steps to commercialization.
- V. SBDC: Coach through SBIR application and formation of business.
 - a. Leverage LSBDC @ LSU statewide technology mission
 - b. Connect researchers and other resources within the universities and state communities.
- VI. Provide direct financial assistance via Phase 0 Program to support Phase 1 and Phase 2 proposal preparation.
- VII. Guide in the submission of SBIR/STTR Applications.
- VIII. In person workshops planned annually in four areas of the state with one each in Baton Rouge, Shreveport, Lafayette and New Orleans commencing in 2025.
- IX. Please see the attachment for Projected Milestones

2) Collaboration and Leveraging of Resource = Relationship Building

LTTO is collaborating with all universities research and tech transfer representatives, Innovate Mississippi, the Mississippi FAST program, and others to promote regional collaboration. We also will continue to work with the NASA Michoud Assembly Facility in New Orleans and our office at the Stennis Space Center. Our Stennis office gives us access to 30+ federal laboratories (e.g. NASA, Naval Research Lab, NOAA), university offices, prime contractor companies, and technology companies generating scientific activities that encourage SBIR/STTR opportunities. We also work with the Federal Laboratory Consortium for Technology Transfer comprised of over 200 federal labs and others. Each of these relationships gives us access to the latest developments for SBIR opportunities that we promote and encourage to all SBIR interested parties, especially Women, Minority and Veteran owned businesses and other underserved businesses.

The Small Business Innovation Research Consortium (SBIRC) was created in 2018 as a 501(c) (3) by SBIR recipient companies to further assist all entrepreneurs with SBIR opportunities and representation with local, state, and federal policy makers. The LTTO works with SBIRC to expand the scope and outreach of our FAST Program. It also played a major role in preserving Louisiana's R&D tax credit legislation and the new Retention Fund

Additional resources:

- Leveraging the 60 colleges and universities in Louisiana enrolling 244,540 students with concentration on the three R1 and three R2 Universities.
- Tulane University Medical Center and LSU Health Sciences Center in New Orleans, partnering with the New Orleans Bio Innovation Center and private health care companies including Ochsner Health Corp.

As mentioned in the General Program Details, our Mission relies on collaboration. In addition to the groups mentioned above we also work with Louisiana APEX (formerly PTAC) Center (LA-PTAC), tech parks, business incubators, accelerators, economic development organizations, veterans' groups, SCORE, minority/women's business councils, and other stakeholders in Louisiana to reach, train and coach WOB/MOB and veteran-owned companies, socially/economically disadvantaged individuals and small businesses in underserved rural areas. We also continue to do regional SBIR programs with Innovate Mississippi.

3) Ability to Reach Special Target Markets

LED, LTTO, SBDC, and several others have extensive experience advising, coaching, and assisting Women, Minority and Veteran owned businesses. During the last two years over 328 entrepreneurs participated in LTTO's programs each year and over 75% each year were Women, Minority, and Veteran- Owned businesses. We have a five year average of 24% of our SBIR and STTR awardees are WMV owned businesses and 22% of our Phase 0 applicants are WMV.

To increase the number of LA SBIR Phase 0 applications from Women, Minority and Veteran-owned businesses we will do the following:

1. Implement the outreach programs referenced above to achieve our goal of 12 Women, Minority or Veteran-owned businesses applying for Phase 0 awards annually. Historically we have had 6 Women, Minority, and Veteran-owned businesses apply for a Phase 0 each year.
2. Develop an event calendar and post seminar recordings on our web site to promote access to events and information at any time.
3. Leverage stakeholder & state resource partner network in all areas of the state to increase distribution to these target groups, with Phase 0 webinar training sessions. Present to the Louisiana Alliance for Economic Inclusion (LAEI) to promote our seminars and regional SBIR marketing efforts.
4. Increase marketing effort to the state's HBCUs through their Offices of Research & Sponsored Programs person(s).
5. Leverage the reach of LED to promote SBIR and STTR to all Minority, Women and Veteran organizations in the state.

Form 38279 — 252 - Small Business Opportunity Program (SBOP)

2521 - Business Development Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	900,000
TOTAL MEANS OF FINANCING	\$900,000

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	900,000
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$900,000
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$900,000

Question	Narrative Response
Explain the need for this request.	State Small Business Credit Initiative Technical Assistance-Small Business Opportunity Program (SBOP) On August 13, 2024 we were notified that Louisiana Economic Development is the recipient of the grant under the SSBCI Investing in America SBOP (SBOP Grant Recipient). The federal portion of the grant is \$5,380,000 and will be disbursed to the State in three tranches - approximately \$1.8M per tranche. The official announcement is expected to be released in mid November and LED will seek to appropriate 50% of the first tranche, \$900K at either the January or February JLCB hearing. The remaining half of the first tranche, \$900K, is being requested to be appropriated in FY26. At this time, funds are being placed in Other Charges as most of the funds will be contractual with regional economic development organizations and others. It is possible that some funding will need to be realigned to Professional Services or Operating Services, but will be realigned once the program is fully implemented.
Cite performance indicators for the adjustment.	There are no performance indicators for the adjustment
What would the impact be if this is not funded?	LED would not be able to implement the program
Is revenue a fixed amount or can it be adjusted?	Revenues are received in accordance with federal requirements
Is the expenditure of these revenues restricted?	Federal funds are expended in accordance with federal guidelines
Additional information or comments.	

U.S. DEPARTMENT OF THE TREASURY NOTICE OF AWARD

Recipient name and address: Louisiana Department of Economic Development 617 North 3rd Street, 11th Floor, Baton Rouge, Louisiana 70808	UEI Number: HSHYB6PSMNB7 UEI Registered Name: Economic Development, Louisiana Department Of Taxpayer/Employer Identification Number: 726000736 Assistance Listing Number: 21.034
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Award Name: State Small Business Credit Initiative Competitive Technical Assistance Program (a.k.a. SSBCI Investing in America Small Business Opportunity Program (SBOP))

Federal Award Identification Number (FAIN): SSBCI-21034-0014

The U.S. Department of the Treasury (“Treasury”), pursuant to this Notice of Award (“Notice of Award”), hereby issues this award to Louisiana Department of Economic Development (“Recipient”) under Title III of the Small Business Jobs Act of 2010 (SBJA), Pub. L. 111-240, as amended by the American Rescue Plan Act of 2021 (ARPA), Pub. L. 117-2 (collectively, the “SSBCI statute”) (codified at 12 U.S.C. §§ 5701 *et seq.*).

Treasury and Recipient hereby agree that disbursement of funding under this award is contingent on (1) satisfactory completion of Treasury’s administrative and due diligence reviews as described in the SSBCI Investing in America Small Business Opportunity Program Notice of Funding Opportunity (“NOFO”) for this award, including Recipient making any necessary revisions to the budget to exclude unallowable costs and reflect the award amounts listed in this Notice of Award; and (2) Treasury and Recipient entering into an agreement that further specifies the terms and conditions applicable to the award. If Treasury and Recipient have not entered into such agreement by November 15, 2024, Treasury may unilaterally rescind this award and Treasury will not be responsible for any costs incurred by the Recipient.

The terms and conditions of the award will include, but not be limited to, compliance with all applicable law, Treasury’s implementing regulations, and SBOP program guidance, including but not limited to 12 U.S.C. § 5708(e), 2 C.F.R. Part 200 (reflecting the 2024 revisions), Universal Identifier and System for Award Management (SAM) (2 C.F.R. Part 25), reporting subaward and executive compensation information (2 C.F.R. Part 170), OMB Guidelines to agencies on governmentwide debarment and suspension (2 C.F.R. Part 180), Drug-Free Workplace requirements for federal grants (41 U.S.C. § 8103 and 31 C.F.R. Part 20), Restrictions on Lobbying (31 U.S.C. § 1352, 31 C.F.R. Part 21, and 2 U.S.C. §§ 1601 *et seq.*), Trafficking Victims Protection Act (TVPA) of 2000, as amended (22 U.S.C. § 7104(g)), Civil Actions for False Claims (31 U.S.C. § 3730), False Claims Act (31 U.S.C. § 3729, 18 U.S.C. §§ 287 and 1001), Program Fraud and Civil Remedies Act (31 U.S.C. §§ 3801 *et seq.*), the Hatch Act (5 U.S.C. §§ 1501-1508 and 7324-7328), whistleblower protections (41 U.S.C. § 4712), applicable statutes and regulations prohibiting discrimination in programs receiving federal financial assistance, any applicable special award conditions based on Treasury’s administrative and due diligence reviews, including the Title VI compliance review, the NOFO, and the SSBCI Technical Assistance Grant Program Reporting Guidance.

This Notice of Award constitutes an agreement between Treasury and Recipient and shall be effective as of the date of its execution by both parties. Failure to sign and return this Notice of Award within ten calendar days may result in the award being withdrawn without further notice.

The undersigned Authorized Representative of the Recipient represents and warrants that such Authorized Representative has all requisite power and authority to execute and deliver this Notice of Award on behalf of the Recipient.

U.S. Department of the Treasury Authorized Representative: Jeffrey Stout Title: Deputy Chief Program Officer for Small Business and Community Investment Programs Date signed:	Louisiana Department of Economic Development Authorized Representative: Brenda Guess Title: Assistant Secretary Date signed:
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Total Amount of the Federal Award (obligated upon the execution of this Notice of Award): \$5,380,000.00

Total Approved Cost Sharing or Matching: \$2,439,000.00

Total Amount of the Federal Award including Approved Cost Sharing or Matching: \$7,819,000.00

PRIVACY ACT STATEMENT The Privacy Act of 1974 (Privacy Act) protects certain information that the federal government has about “individuals” (United States citizens and lawfully admitted permanent residents). The Privacy Act does not generally apply to businesses, but some federal courts have found that this law applies to sole proprietors (they are deemed “individuals” under the Privacy Act). AUTHORITY: Small Business Jobs Act of 2010 (SBJA), Title III, 12 U.S.C. § 5701 *et seq.*, as amended by the American Rescue Plan Act of 2021 (ARPA), section 3301. PURPOSE: This information is being collected and maintained by Treasury so that it can review and make funding decisions regarding applications submitted for grant funding under the SSBCI Investing in America SBOP established under the SBJA, as amended by ARPA, and communicate with applicant contacts, and otherwise carry out the program. ROUTINE USE: The information you furnish may be shared in accordance with the routine uses outlined in Treasury .013, Department of the Treasury Civil Rights Complaints, Compliance Reviews, and Fairness in Federal Programs Files System of Records Notice (SORN); Treasury .015, General Information Technology Access Account Records; 85 Fed. Reg. 73353; and Treasury .017, Correspondence and Contact Information, 81 Fed. Reg. 78266. For example, one routine use under Treasury .017 allows the disclosure of information to international, federal, state, local, tribal, or private entities for the purpose of the regular exchange of business contact information in order to facilitate collaboration for official business. More information about this and other routine uses can be found in the

System of Records Notices (SORNs) listed above, which are posted on Treasury's website. **DISCLOSURE:** Providing this information is voluntary. However, failure to furnish the requested information may result in the denial of your application.

DEPARTMENT OF THE TREASURY
WASHINGTON, D.C.

August 13, 2024

Brenda Guess
Assistant Secretary
Louisiana Department of Economic Development (LED)
617 North 3rd Street, 11th Floor, Baton Rouge, Louisiana
70808

Subject: Preliminary Approval of Grant Application under the U.S. Department of the Treasury's State Small Business Credit Initiative (SSBCI) Investing in America Small Business Opportunity Program (SBOP)

Dear Brenda Guess,

The U.S. Department of the Treasury (Treasury) is pleased to inform you that Louisiana's application submitted on June 3, 2024, to Treasury for a grant under the SSBCI Investing in America Small Business Opportunity Program (SBOP) has been preliminarily approved in the amount of \$5,380,000.00.

1. **SSBCI SBOP Grant:** The State of Louisiana has designated Louisiana Department of Economic Development as the recipient of the grant under the SSBCI Investing in America SBOP (SBOP Grant Recipient).

Please review the attached SBOP Notice of Award carefully, including the approved award amount, which may have been revised from the amount in the original application. Then, the SBOP Authorized Official of the Recipient or delegee named in the approved application should execute the SBOP Notice of Award as the Authorized Representative and return it to Treasury by email at ssbc_information@treasury.gov, copying Lilian.Lowrey@treasury.gov, and include the following in the subject line of the email, "SSBCI IIA SBOP Grant Award." Failure to sign and return the SBOP Notice of Award within 10 calendar days of receipt may result in the award being withdrawn without further notice. Once Treasury has countersigned the Notice of Award, a copy of the fully executed Notice of Award will be returned to you.

2. **Disbursement of Funds:** As described in the SBOP Notice of Award, disbursement of funding under this award is contingent on (1) satisfactory completion of Treasury's administrative and due diligence reviews as described in the Notice of Funding Opportunity for this award; and (2) Treasury and Recipient entering into an agreement that further specifies the terms and conditions applicable to the award. Treasury will contact the Recipient to complete the award's administrative and due diligence reviews and cure any deficiencies, including potential revision of the application and budget due to

reduction in award amount and/or exclusion of any unallowable costs. Treasury and Recipient will then enter into a grant agreement that will further specify the terms and conditions applicable to the award. If Treasury and the Recipient have not entered into such agreement by November 15, 2024, Treasury may unilaterally rescind this award and Treasury will not be responsible for any costs incurred by the Recipient.

3. **SAM.gov registration:** In accordance with 2 CFR Part 25, Appendix A regarding System for Award Management and Universal Identifier Requirements, which is incorporated by reference in your SBOP Notice of Award, State of Louisiana must be registered in the System for Award Management (SAM, at SAM.gov) and must always maintain current information in SAM.gov throughout the grant period of performance.

We look forward to working with you to successfully implement your grant under the SSBCI Investing in America SBOP Grant Program. If you have any questions throughout this process, please email us at ssbci_information@treasury.gov and include the following in the subject line of the email, "SSBCI IIA SBOP Grant Award."

Thank you,



Jeffrey Stout
Deputy Chief Program Officer for Small
Business and Community Investment Programs
Office of Capital Access
U.S. Department of the Treasury

Section 1: Executive Summary**Scaling SSBCI 2.0 Technical Assistance for Louisiana’s Underserved Entrepreneurs**

In December 2022, Louisiana was awarded up to \$113M through the U.S. Treasury’s SSBCI 2.0 program to provide capital to underserved entrepreneurs, including very small businesses (VSBs) and socially and economically disadvantaged individual (SEDI) startup founders.

Lagging its peer states in access to venture capital, Louisiana, via Louisiana Economic Development (LED), designed a program with heavy emphasis on providing access to equity capital for startup founders at the seed stage. Louisiana’s program design is unique in that it chose more than 25 venture capital funds, angel groups, universities, health systems, and nonprofits to participate in the fund-of-funds program with the goal of increasing access to seed capital for early-stage companies across the state.

However, the challenge with this unique program design is two-fold: 1) Most program participants are not traditional venture capital firms and need their own legal, accounting, and financial (LAF) assistance to properly seed the startup ecosystem with new risk capital. 2) Many new program participants created LAF challenges for deal-flow management, compliance, and accounting, negatively impacting the speed at which money flows to the entrepreneurs in need (currently 30-60 days per deal).

Beyond the challenges posed by the Louisiana’s program design, our early-stage companies historically lag those of our peer states in access to equity capital; resources connecting them to capital providers; and the resources to help them understand and navigate the complex nature of venture capital. Most vulnerable are our SEDI entrepreneurs, which comprise a majority of our startup ecosystem – per the SBA, more than 50% of Louisiana small businesses are SEDI-owned – and yet they are grossly underrepresented in current venture capital deal flow.

LED proposes a three-tiered solution to solve these issues once and for all:

1. Design and build a centralized software platform to manage the state’s deal flow, legal compliance, and accounting needs for startups and venture funds, as well as provide a scalable knowledge base and online educational content for founders.
2. Leverage regional economic development organizations (REDOs) to manage the delivery of one-on-one legal, accounting, and financial technical assistance (TA) to startup founders most in need, including those not currently in accelerator programs.
3. Work with new and existing startup accelerators to enhance and expand their financial support services to ensure their cohort founder participants are truly “capital ready.”

Section 2: Description of Project Service Area and Potential to Connect Eligible Beneficiaries to Opportunities

Louisiana’s project service area has two main priorities. First and foremost, it is a statewide effort designed with different program elements to address the challenges of meeting SEDI founders in underserved communities, ranging from rural to urban, across all industry sectors. It also is laser focused on supporting the State’s strategic priority of leading the U.S. energy transition movement by catalyzing the creation of more future energy startups and scaleups led by diverse founders.

Expanding upon the latter focus area, Louisiana has been fortunate to receive numerous large federal awards stemming from the various COVID-19 stimulus measures enacted by Congress beginning in 2020, with particular emphasis on igniting the energy transition:

<p><u>ARPA</u> EDA’s Build Back Better Regional Challenge</p> <ul style="list-style-type: none"> • H₂TheFuture – creating clean hydrogen using offshore wind power for the U.S.’s largest market for industrial hydrogen • \$50M + \$25M state match 	<p><u>IJA</u> DOE – Hubs for Energy Resilient Operations (HERO)</p> <ul style="list-style-type: none"> • Build and expand community resilience hubs model across the state • \$250M <p>DOE – Direct Air Capture Hub</p> <ul style="list-style-type: none"> • Project Cypress CO₂ direct air capture facility • \$603M • Largest single IJA award
<p><u>CHIPs</u> NSF Engines: Louisiana Energy Transition Engine</p> <ul style="list-style-type: none"> • Led by Louisiana State University with a focus on energy transition and industrial decarbonization • \$160M 	<p><u>BIL</u> DOE - Multiple Battery Projects</p> <ul style="list-style-type: none"> • \$100M to Koura for battery materials processing • \$219M to Syrah for anode manufacturing

Because of our long history of producing and refining petroleum-based products, Louisiana’s heavily industrialized southern region is perhaps the best positioned area of the U.S. to lead the energy transition to a lower-carbon future for multiple reasons:

1. Our portion of the Gulf Coast refines and produces more petroleum products and related chemicals than anywhere else in the U.S.
2. Our high density of heavy petrochemical production has led to the highest CO₂ emissions per capita in the U.S.

3. Our existing infrastructure is the best in the U.S. for the manufacturing and distribution of petrochemicals, including access to the Lower Mississippi River Valley and the Gulf of Mexico; the convergence of all Class 1 railroads; the highest density of pipeline; and the busiest port system by tonnage in the world.

With more than \$1.5B in federal energy transition-related investment promising more than 10,000 jobs and leveraging billions in additional private capital, the opportunity facing Louisiana to be a leader in the energy transition is clear. However, if we are not strategic in fostering our homegrown startups to grab a piece of this economic and environmentally critical turning point in our history, we will cede the leadership to our neighbors to the west in Houston or beyond.

Indeed, this turning point is existential for Louisiana. While many of the awards have been earmarked and some spending has begun, the true impact of this wave has yet to be felt. Last year, Louisiana saw a decline in population by nearly 0.31%, one of the largest declines in the country in 2023. Pared with our low median household income of \$57K, ranked 48th in the country according to *U.S. News and World Report*, we are performing much worse than our peers in the Southeast. By contrast, Texas, the energy headquarters of the world and our neighbor to the west, saw among the fastest-growing populations last year at 1.5% and a median household income level nearly 20% greater than that in Louisiana.

It is critical that Louisiana take advantage of SSBCI 2.0 to connect our startups with the energy transition. If we don't act, we risk relinquishing the largest economic turning point in our modern history to out-of-state, or out-of-country, vendors, suppliers, and technologists creating new ways to power the world with lower carbon solutions.

Section 3: Proposed Solution: Connect Louisiana Startups to Growth Opportunities, Including the Energy Transition, through SSBCI 2.0 Technical Assistance

LED proposes a three-tiered solution to address the challenges faced by startups in the state, including in the energy transition sector. The focus areas are designed to create a holistically supportive ecosystem for all startups by leveraging technology, regional partnerships, and accelerator programs.

This program is existential in importance for Louisiana. While the investment in the energy transition from the federal government and private industry is unparalleled – and Louisiana has already received awards and investments well beyond our per capita share – it is not reversing our fortunes. In 2023, Louisiana was one of only eight states to lose population despite all the energy transition investments. In addition to losing population, our homegrown companies,

comprised mostly of SEDI entrepreneurs, have historically had less access to the risk capital, coaching, and mentorship necessary to benefit from the wave of energy transition investment.

Tier 1 Solution: Centralized Software Platform

Objective: Design and build a centralized software platform to manage the state’s deal flow, legal compliance, and accounting needs for startups and equity investment funds, as well as provide an online knowledge base and educational content for founders.

Rationale: LED is currently using a manual, paper-based process for tracking and approving deal flow, leading to extremely long turnaround times (30-60 days for deal approval) that impact the most vulnerable SEDI startups in need of immediate growth capital. In addition to the antiquated deal-flow process, LED is currently providing no TA services to the participating funds or startups receiving capital. A centralized software platform is the most scalable and efficient way to speed up both delivery of TA and deal flow, while continuing to add online features for LAF services to reach all startups across the state, including those in rural areas.

Key Features:

- **Deal-Flow Management:** A streamlined process for tracking and managing investments, applications, and progress of startups
- **Legal Compliance:** Tools to ensure startups adhere to state and federal regulations, including templates for legal documents and automated compliance checks
- **Accounting Integration:** Financial management tools to assist with bookkeeping, financial reporting, and tax preparation
- **Knowledge Base:** A comprehensive resource library with articles, guides, webinars, and tutorials on various aspects of startup management
- **Educational Content:** Regularly updated content, including courses and workshops on relevant topics such as product development, fundraising, or business development

Implementation Plan:

- **Phase 1:** Requirements gathering and stakeholder consultations to define the platform’s specifications
- **Phase 2:** Development of the core functionalities, focusing on deal flow, legal compliance, and accounting needs
- **Phase 3:** Integration of the knowledge base and educational content
- **Phase 4:** Beta testing with select startups and funds to refine the platform
- **Phase 5:** Full-scale launch and continuous improvement based on user feedback

Tier 2 Solution: REDO Management of One-on-One Technical Assistance Delivery

Objective: Leverage regional economic development partners to deliver one-on-one legal, accounting, and financial services to startup founders most in need.

Rationale: While a centralized software platform has the power to scale and reach people in all parts of the state, we realize that many founders may need personalized assistance, coaching, and mentoring beyond a self-service software platform. Each REDO will utilize a systematic approach to select and connect local TA service providers with startups in their regions.

Key Services:

- **Legal Services:** Access to pro bono or discounted legal advice, assistance with contracts, intellectual property, and regulatory compliance
- **Accounting Services:** Help with setting up accounting systems, financial planning, and tax preparation
- **Financial Services:** Guidance on fundraising strategies, pitch preparation, and financial modeling

Implementation Plan:

- **Identify Partners:** REDOs will identify law firms, accounting firms, and financial advisors
- **Service Matching:** Develop a system to match startups with appropriate service providers based on their specific needs
- **Capacity Building:** Offer training to partners to ensure they are equipped to support SEDI-owned startups, including those in the energy transition sector
- **Monitor and Evaluate:** Regularly assess the effectiveness of the services provided and adjust as needed

Tier 3 Solution: Enhanced Startup Accelerator Support

Objective: Work with new and existing startup accelerators to enhance and expand their financial support services to better prepare startups for venture capital investment and connect startups to opportunities within Louisiana's energy transition.

Rationale: Our accelerator programs have the most consistent access to startups and the existing infrastructure to deliver services. With additional resources, they can expand their services and increase the throughput of startups entering and exiting their programs.

Innovation: Attract a new best-in-class accelerator with deep domain expertise in the energy transition space to facilitate startup formation and industry connection focused on Louisiana's decarbonization efforts, which are aligned with our massive federal investments.

Key Activities:

- **Enhance Mentorship:** Provide access to experienced mentors with expertise in energy transition technologies and business strategies
- **Financial Support Workshops:** Conduct workshops focused on financial planning, investment readiness, and capital raising
- **Pitch Events:** Organize regular pitch events where startups can present to potential investors and receive feedback
- **Grant Programs:** Establish grant programs to provide non-dilutive funding to promising startups to help them reach key milestones

Implementation Plan:

- **CEAs:** Formalize partnership agreements with existing Louisiana startup accelerators.
- **Resource Allocation:** Enhance accelerators' financial support services and programs.
- **Program Development:** Implement new tailored programs that focus on the specific needs of startups in the energy transition sector.
- **Continuous Improvement:** Gather feedback from participating startups and accelerators to iterate on the program offerings.

By implementing this three-tiered solution, LED aims to create a supportive environment for startups, particularly those involved in the energy transition. Expected outcomes include:

- **Increased Startup Success Rates:** By providing comprehensive support, the proposed solutions aim to significantly increase the success rates of startups in Louisiana.
- **Stronger Startup Ecosystem:** Enhanced collaboration among startups, accelerators, service providers, and economic development partners will create a robust ecosystem conducive to innovation and growth.
- **Advancement in Energy Transition:** Startups will be better equipped to contribute to the energy transition, driving sustainable economic development in Louisiana.

Justification: Supporting a Wide Variety of SEDI Founders Across Louisiana

The proposed three-tiered solution is designed to inclusively support SEDI founders across Louisiana, ensuring equitable access to resources and opportunities.

Tier 1 Solution: Centralized Software Platform

A) Equitable Access to Information and Resources:

Knowledge Base and Educational Content: By providing a comprehensive online resource library and educational materials, SEDI founders can access vital information and learning opportunities regardless of their geographic location or financial situation. This levels the playing field, allowing all founders to benefit from the same high-quality content.

Deal Flow Management and Compliance Tools: The platform simplifies complex processes like deal-flow management and legal compliance, which can be particularly challenging for SEDI founders with limited resources. By automating and centralizing these functions, the platform reduces the administrative burden, speeds up access to capital, and helps founders focus on growing their businesses.

B) Scalability and Reach:

Statewide Accessibility: The software platform can be accessed anywhere in the state, ensuring founders in rural or underserved areas receive the same support as those in urban centers.

Cost-Effective Solutions: By offering a centralized solution, the platform minimizes costs associated with individual consultations, making it more affordable for SEDI founders to access necessary services.

Tier 2 Solution: Regional Economic Development Partner Services

A) Personalized Support:

One-on-one Legal, Accounting, and Financial Services: Facilitating personalized support through regional EDO partners ensures SEDI founders receive tailored advice and assistance. This is crucial for addressing the unique challenges they may face, such as navigating complex legal landscapes or managing limited financial resources.

Pro Bono and Discounted Services: Partnering with professional services firms to offer free or low-cost services directly addresses the financial barriers that prevent SEDI founders from accessing such help.

B) Building Local Capacity:

Leveraging Local Expertise: By working with REDO partners, the program taps into local knowledge and networks, fostering a more supportive environment for SEDI founders. This localized approach ensures that the services are culturally and contextually relevant.

Empowering Community Organizations: Strengthening regional economic development organizations builds their long-term capacity to support SEDI founders, creating a sustainable support system that can adapt to evolving needs.

Tier 3 Solution: Enhanced Startup Accelerator Support*A) Focused Financial Support:*

Mentorship and Financial Workshops: Enhancing accelerator programs with targeted mentorship and financial support workshops helps SEDI founders develop critical skills and knowledge needed to secure equity funding and manage their financials effectively.

Pitch Events and Grant Programs: Organizing pitch events and establishing grant programs provides SEDI founders with valuable opportunities to secure funding and showcase their IP. These initiatives can help underserved founders to overcome the funding gap.

B) Inclusive Program Design:

Tailored Accelerator Programs: Developing new programs specifically focused on the needs of SEDI founders ensures they receive relevant support and resources. This targeted approach helps to address systemic barriers and other challenges unique to these founders.

Continuous Feedback and Improvement: By actively seeking feedback from SEDI founders and making iterative improvements, the program ensures the support services remain effective and responsive to their needs.

Louisiana's proposed three-tiered solution is designed to comprehensively support SEDI founders across the state by providing equitable access to resources, personalized support, and targeted financial assistance. By leveraging technology, regional economic development partnerships, and enhanced accelerator programs, the initiative aims to create an inclusive and supportive ecosystem that addresses the unique challenges faced by SEDI founders, fostering inclusive innovation and economic growth across the state.

Section 4: Key Partners and Project Support

Louisiana's approach to key partners will differ for each of the three proposed solution tiers.

Tier 1 Solution: Process for Identifying Partners to Build the Centralized Software Platform

A centralized software platform that serves all nodes on the SSBCI network in Louisiana (startups, funds, and administrators) is a major innovation for a process that is currently manual, limited in scope, lacking a knowledge base or educational content, and currently

presents a bottleneck preventing timely access to capital for startups in need. LED will source a partner (or partners) to build this powerful new set of tools via the following steps:

Step 1: Define requirements and objectives by clearly articulating the platform's goals, core functionalities, and technical requirements

- a. Conduct Stakeholder Consultations: Engage with startups, investors, legal and accounting professionals, and educational content providers to assess critical needs.
- b. Draft Specifications: Create a document outlining the platform's user interface design, required features, compliance requirements, and educational content scope.

Step 2: Identify organizations and individuals with the expertise, resources, and interest in contributing to the platform's development

- a. Technology Providers: Research software development firms, tech startups, or established companies specializing in SaaS (Software as a Service) platforms, deal flow management, and compliance software.
- b. Legal and Accounting Firms: Identify law firms and accounting firms with experience in supporting startups, particularly those familiar with compliance issues and financial management for early-stage companies.
- c. Educational Content Providers: Seek out universities, online education platforms, and industry experts to contribute to the knowledge base and create educational content.
- d. Ecosystem Stakeholder Engagement: Engage with REDOs, business incubators, and startup accelerators to provide insights and support for the platform's implementation.

Step 3: Assess potential partners based on their capabilities, experience, and alignment with the project's goals, and make selections

- a. RFP Process: Issue an RFP outlining the project's requirements and inviting potential partners to submit proposals detailing their approach, experience, and costs.
- b. Evaluation Criteria: Develop criteria to evaluate proposals, including technical expertise, prior experience, project management capabilities, and cost-effectiveness.
- c. Interviews and Demos: Conduct interviews and request demonstrations from shortlisted partners to better understand their capabilities and approach.
- d. Reference Checks: Reach out to past clients or collaborators to gather feedback on the potential partners' performance and reliability.

Step 4: Establish formal agreements with selected partners to ensure clear roles, responsibilities, and expectations

- a. Partnership Agreements: Draft and sign contracts outlining the scope of work, deliverables, timelines, and payment terms.
- b. Project Governance: Establish a project governance structure, including a steering committee and project management team, to oversee the platform's development and implementation.
- c. Collaboration Tools: Set up collaboration tools and communication channels to facilitate ongoing coordination and information sharing among partners.

Step 5: Collaborate with partners to design, develop, and launch the centralized software platform

- a. Project Kickoff: Hold a kickoff meeting with all partners to align project objectives, timelines, and deliverables.
- b. Agile Development: Adopt an agile development approach with regular sprints and iterations to ensure continuous progress and flexibility in addressing emerging issues.
- c. Quality Assurance: Implement rigorous testing and quality assurance processes to ensure the platform meets all technical and functional requirements.
- d. Pilot Testing: Conduct pilot testing with a select group of users to gather feedback and make necessary adjustments before the full-scale launch.

Step 6: Successfully launch the platform and provide ongoing support and improvements

- a. Launch Plan: Develop and execute a comprehensive launch plan, including marketing and outreach, to ensure widespread adoption among startups and stakeholders.
- b. User Training: Provide training sessions and support materials to help users effectively utilize the platform's features.
- c. Feedback Mechanism: Establish a mechanism for continuous user feedback to identify areas for improvement and incorporate new features.
- d. Ongoing Partnerships: Maintain ongoing relationships with partners to support the platform's evolution and ensure it continues to meet the startup ecosystem's needs.

By following this structured process, LED can identify and engage the right partners to build a centralized software platform that effectively supports Louisiana startups. This collaborative approach ensures the platform is robust, user-friendly, and aligned with the needs of SEDI founders and the broader startup community.

Tier 2 Solution: REDOs as Key Partners, LAF Services

LED currently maintains a strong formal relationship with eight State-recognized REDOs covering all 64 parishes in the state. These REDOs have played a critical role in the current SSBCI 2.0 program rollout by promoting the opportunity to the initial wave of fund manager applicants as well as to ESOs, entrepreneurs, ecosystem stakeholders, and service providers.

Greater New Orleans, Inc., Southeast Region	Baton Rouge Area Chamber, Capital Region	One Acadiana, Acadiana Region	South Louisiana Economic Council, Bayou Region
Louisiana Central, Central Region	Northeast Louisiana Economic Alliance, Northeast Region	North Louisiana Economic Partnership, Northwest Region	Southwest Louisiana Economic Development Alliance, Southwest Region

We propose allowing our REDO partners to select LAF firms located in their region with a strong track record of delivering personal advice, mentorship, and coaching to SEDI startups. LED will charge them with a goal of **selecting 50% or more SEDI-owned LAF firms**. The REDOs are well suited to source local, in-region LAF partners because of their deeper ties to the communities they serve. Since the one-on-one training tier should be highly customized based on the diverse needs of our SEDI founders, varying greatly from community to community, partnering with providers spread across the state will be more effective than centrally sourced vendors.

Roles and Responsibilities:

Louisiana Economic Development (LED):

- Maintain formal relationships with all eight REDOs.
- Oversee the SSBCI program rollout and ensure effective collaboration among REDOs.
- Provide necessary resources and support to REDOs for program implementation.
- Monitor and evaluate the performance of REDOs and local LAF partners.

Regional Economic Development Organizations (REDOs):

- Promote SSBCI opportunities to fund manager applicants, entrepreneurs, ESOs, ecosystem stakeholders, and service providers.
- Select local legal, accounting, and finance firms with proven expertise in advising and mentoring SEDI startups, with a goal of selecting **greater than 50% SEDI-owned firms**.

- Ensure that selected local partners provide customized one-on-one training to meet the diverse needs of SEDI founders.
- Report progress and outcomes to LED for continuous improvement and accountability.

Local Legal, Accounting, and Finance (LAF) Firms:

- Provide personalized advice, mentorship, and coaching to SEDI startups.
- Tailor training programs to address the specific needs and challenges of SEDI founders.
- Collaborate with REDOs to ensure alignment with economic development goals.
- Report training outcomes and feedback to REDOs for program refinement.

By leveraging the expertise and local knowledge of our REDO partners, we can ensure more effective and tailored support for SEDI startups.

Tier 3 Solution: Startup Accelerators as Key Partners, Enhanced SEDI Founder Support

Louisiana currently has six 501(c)(3) startup accelerators with a long history of preparing startups for access to capital. With additional support, LED can partner with these established accelerators to deliver expanded financial services designed to help SEDI founders engage with SSBCI funds across the state:

The Idea Village, New Orleans	NexusLA, Baton Rouge	OHUB, New Orleans
Opportunity Machine, Lafayette	Entrepreneurial Accelerator Program, Shreveport	Propeller, New Orleans

In addition to our existing accelerator network, LED will attract one new national accelerator to focus on bridging the gap between our federal energy transition grants, outlined in Section 2, and SEDI startups focused on lower-carbon solutions.

Section 5: Organizational Capacity and Experience

Louisiana Economic Development: LED is well positioned to deliver TA to the SSBCI 2.0 SBOP program for the following reasons:

1. As a statewide agency, LED has a staff of approximately 120 full-time employees; a \$40M operating budget; and the geographic footprint to cover all corners of the state, reaching SEDI startups where they are.
2. LED has successfully delivered TA for more than 25 federal TA programs in the past.
3. LED is connected to most major federal awards driving Louisiana's energy transition.
4. There is a strategic partnership network already in place with REDOs to reach local vendors across the state.

Regional Economic Development Organizations: LED's eight REDO partners, outlined in Section 4, are all 501(c)(6) organizations contractually obligated and financially supported by LED to deliver economic development services to businesses in their regions. LED proposes allowing the eight REDOs to compete for subawards for TA based on compelling applications made to LED and scored on a rubric by LED.

Louisiana Accelerators Network: Louisiana startup accelerators are ideally suited to prepare startups for access to capital, given their existing program infrastructure and well-established history of serving SEDI founders. Attached, you will find letters of support from the following:

Opportunity Machine (OM): Established in 2009 as a membership-based, 501(c)6 nonprofit, OM is dedicated to supporting early-stage technology, research-driven, and innovative startups. With a team of four FTE employees and 2 PTE staff, our mission is to nurture tech and tech-enabled ventures through specialized business education, targeted mentorship, strategic networking opportunities, and a dynamic workspace environment. Notably, as of April 2024, 78.8% of startup founders who participated in our flagship accelerator program were underrepresented, reflecting our commitment to providing TA and support to SEDI founders and preparing them for venture capital investment.

Propeller: Founded in 2009, Propeller is a 501(c)(3) nonprofit that supports and grows entrepreneurs to tackle social and environmental disparities. Our vision is an inclusive and thriving entrepreneurial ecosystem in New Orleans that responds to community needs and creates the conditions for an equitable future. Specifically, we deliver programs that help entrepreneurs to secure contracts and capital, build community, grow their companies, and create wealth and jobs. Eighty-eight percent of the entrepreneurs served by our capital access programming identify as Black, Indigenous, or a person of color, and sixty percent identify as women. Our organization has 15 full-time employees and an annual budget of \$2,826,650.97.

Opportunity Hub (OHUB): Co-founded in 2013 in Atlanta, GA, by Rodney and Shanterria Sampson as a follow-up to the highly successful *Kingonomics* conferences in Atlanta and Washington, DC, OHUB grew into the largest Black-owned, multi-campus entrepreneurship

center and technology hub in the U.S. It is definitively focused on diversity, inclusion, and equity as a business development and investment thesis for the upskilling of in-demand technical talent, new high growth company building, and innovative capital formation as a path to creating shared prosperity and multi-generational wealth creation for everyone. Each year, thousands of people learn, engage, build, and work via the OHUB ecosystem. In Louisiana, OHUB is operating a New Energy Technology Incubator for BIPOC founders powered in part by The Economic Development Administration.

BRF's Entrepreneurial Accelerator Program (EAP): Launched in 2014 as a public/private partnership between BRF, the Caddo Parish Commission, and the City of Shreveport, EAP is now a BRF initiative that provides services and resources to accelerate the creation of the Northwest Louisiana innovation ecosystem by creating an idea-to-market, one-stop shop for startups. As of September 2023, EAP screened 1,607 ideas, products, or services, and 96 were funded through angel investors, grants, or banks. EAP also provided small business services to 134 companies, resulting in 404 new jobs created and more than \$220 million total investment made into these companies. Through its North Louisiana Entrepreneurial Accelerator Program (NorLEAP), EAP has expanded its services across 21 North Louisiana parishes and spearheads North Louisiana university pitch competitions.

Idea Village: The Idea Village is a New Orleans-based 501(c)3 nonprofit founded on the principle of supporting regional startups and the big thinkers that power them. We draw inspiration from the city we call home, and mobilize a village of people who are relentlessly resourceful and committed to building successful companies. Over the last 23 years, Idea Village has served more than 18,400 regional entrepreneurs, with \$33.5 million in resources provided through our network; \$97 million-plus raised by later-stage accelerator alumni; and 97,256 mentor hours dedicated by professional service providers. More than half of those entrepreneurs have invested in, mentored, or startup another company in Greater New Orleans. More than \$1.7 billion in exit value has been realized by our alumni companies.

NexusLA: Celebrating 30 years, Nexus Louisiana's mission is to accelerate the growth of high-potential technology-enabled companies by providing them with coaching, capital and connections. Our programs leverage regional collaboration to foster mentorship, investment, and opportunity for local entrepreneurs to grow their ideas and transform the technology industry in Louisiana. So far, NexusLA has served 1,790 businesses, catalyzing the creation of 491 jobs and \$245 million in capital raised.

Newlab: Headquartered in the Brooklyn Navy Yard, with a second site in Detroit, Newlab is home to more than 250 deep tech startups and over 1,000 entrepreneurs, inventors, investors, and optimists working together to address critical challenges in energy, mobility, and materials.

We've built hundreds of thousands of square feet of physical infrastructure and secured dozens of square miles of dedicated test sites to prototype and pilot emerging tech under real-world conditions. We collaborate with leaders across industry and government with a new vision for technology-led economic development that drives meaningful progress for all.

Section 6: Performance Goals and Measures

As with the program design, performance goals and measures will vary based on the tier:

Tier 1 Solution: Centralized Software Platform

Goals: The goal of the software platform is to 1) improve deal flow approval and financial compliance from 30-60 days on average to less than 5 days on average. 2) Provide 24/7, free access to LAF services, tools, and knowledge base for SEDI startups across the entire state.

Measures: 1) Investment deal-flow approval timeline 2) New account creations (funds and startups) month-over-month 3) Comprehensive website analytics including pageviews, bounce rates, heatmapping, etc.

Tier 2 Solution: Regional Economic Development Partner Services

Goals: Reach more individual SEDI startups with one-on-one LAF services by leveraging most SEDI-owned LAF firms through the statewide network of REDOs.

Measures: Quarterly reporting on the number of one-on-one consultations delivered. Reporting broken down by type of service, location, SEDI founder demographic information, and LAF firms' SEDI ownership status.

Tier 3: Enhanced Startup Accelerator Support

Goals: Enhance existing accelerator programs and capacity to prepare SEDI founders to receive venture capital. Attract a new accelerator program with deep expertise in the energy transition ecosystem to connect SEDI startups with opportunities in our energy transition boom.

Measures: For existing accelerators: reporting on net-new SEDI startups served, associated demographics, and type of services offered. For the energy transition accelerator: The above plus reporting on connections made between their programming and opportunities related to Louisiana's federal energy transition awards listed, but limited to, those in Section 2.

In compliance with U.S. Treasury minimum goals and measures, LED will report on:

- Number of eligible beneficiaries who received TA services
- 2017 North American Industry Classification System (NAICS) for each eligible beneficiary
- Primary purpose of the TA service or TA services provided to each eligible beneficiary
- Identity of each TA provider

Form 38280 — 252 - State Small Business Credit Initiative Tech Assistance

2521 - Business Development Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	—
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	194,261
TOTAL MEANS OF FINANCING	\$194,261

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	194,261
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$194,261
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$194,261

Question	Narrative Response
Explain the need for this request.	State Small Business Credit Initiative Technical Assistance LED was awarded an SSBCI Technical Assistance award of \$3,082,861 on October 26, 2023. The first tranche of \$1,017,344 was deposited in November, 2023. The Existing Operating Budget for FY25 is \$1,017,345 of which \$211,606 was non-recurred (carryforward BA-7) for a remaining balance of \$805,739 which will be applied toward the second tranche funding deposit. The second tranche of approximately \$1M will be received in either the 4th quarter of FY25 or first quarter of FY26. This request of \$194,261 will appropriate the difference between the \$805,739 and the funding level of \$1M for FY26, which is the approximate amount of the second tranche.
Cite performance indicators for the adjustment.	There are not performance indicators for the adjustment
What would the impact be if this is not funded?	The department would not be able to continue the program.
Is revenue a fixed amount or can it be adjusted?	The program is funded in three tranches of which this is the second tranche
Is the expenditure of these revenues restricted?	These are 100% federal funds - expenditures are in accordance with Federal guidelines
Additional information or comments.	



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Technical and Other Adjustments

AGENCY SUMMARY STATEMENT

Total Agency

Means of Financing	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in this Adjustment Package	FY2025-2026 Requested Realignment
STATE GENERAL FUND (Direct)	30,614,207	(13,669,312)	(506,698)	16,438,197
STATE GENERAL FUND BY:	—	—	—	—
INTERAGENCY TRANSFERS	231,619	(56,619)	—	175,000
FEES & SELF-GENERATED	8,824,780	(1,175,533)	—	7,649,247
STATUTORY DEDICATIONS	3,575,850	(1,575,850)	—	2,000,000
FEDERAL FUNDS	52,944,696	(49,969,696)	—	2,975,000
TOTAL MEANS OF FINANCING	\$96,191,152	\$(66,447,010)	\$(506,698)	\$29,237,444
Salaries	6,243,631	517,007	(174,400)	6,586,238
Other Compensation	15,000	141,458	—	156,458
Related Benefits	2,935,095	348,021	(82,298)	3,200,818
TOTAL PERSONAL SERVICES	\$9,193,726	\$1,006,486	\$(256,698)	\$9,943,514
Travel	513,793	11,509	—	525,302
Operating Services	337,269	(8,803)	—	328,466
Supplies	31,508	705	—	32,213
TOTAL OPERATING EXPENSES	\$882,570	\$3,411	—	\$885,981
PROFESSIONAL SERVICES	\$6,818,927	\$(2,067,520)	—	\$4,751,407
Other Charges	79,208,836	(65,389,387)	(250,000)	13,569,449
Debt Service	—	—	—	—
Interagency Transfers	87,093	—	—	87,093
TOTAL OTHER CHARGES	\$79,295,929	\$(65,389,387)	\$(250,000)	\$13,656,542
Acquisitions	—	—	—	—
Major Repairs	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—
TOTAL EXPENDITURES	\$96,191,152	\$(66,447,010)	\$(506,698)	\$29,237,444
Classified	39	—	—	39
Unclassified	36	—	(2)	34
TOTAL AUTHORIZED T.O. POSITIONS	75	—	(2)	73
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	2	—	6
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—

PROGRAM BREAKOUT

Means of Financing	Requested in this Adjustment Package	2521 Business Development Program	2522 Business Incentives Program
STATE GENERAL FUND (Direct)	(506,698)	(742,246)	235,548
STATE GENERAL FUND BY:	—	—	—
INTERAGENCY TRANSFERS	—	—	—
FEES & SELF-GENERATED	—	—	—
STATUTORY DEDICATIONS	—	—	—
FEDERAL FUNDS	—	—	—
TOTAL MEANS OF FINANCING	\$(506,698)	\$(742,246)	\$235,548
Salaries	(174,400)	(336,808)	162,408
Other Compensation	—	—	—
Related Benefits	(82,298)	(155,438)	73,140
TOTAL SALARIES	\$(256,698)	\$(492,246)	\$235,548
Travel	—	—	—
Operating Services	—	—	—
Supplies	—	—	—
TOTAL OPERATING EXPENSES	—	—	—
PROFESSIONAL SERVICES	—	—	—
Other Charges	(250,000)	(250,000)	—
Debt Service	—	—	—
Interagency Transfers	—	—	—
TOTAL OTHER CHARGES	\$(250,000)	\$(250,000)	—
Acquisitions	—	—	—
Major Repairs	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—
TOTAL EXPENDITURES & REQUEST	\$(506,698)	\$(742,246)	\$235,548
Classified	—	(4)	4
Unclassified	(2)	(2)	—
TOTAL AUTHORIZED T.O. POSITIONS	(2)	(6)	4
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—	—	—
TOTAL NON-T.O. FTE POSITIONS	—	—	—

PROGRAM SUMMARY STATEMENT

2521 - Business Development Program

Means of Financing	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in this Adjustment Package	FY2025-2026 Requested Realignment
STATE GENERAL FUND (Direct)	29,859,910	(14,020,795)	(742,246)	15,096,869
STATE GENERAL FUND BY:	—	—	—	—
INTERAGENCY TRANSFERS	231,619	(56,619)	—	175,000
FEES & SELF-GENERATED	7,565,659	(2,510,822)	—	5,054,837
STATUTORY DEDICATIONS	3,575,850	(1,575,850)	—	2,000,000
FEDERAL FUNDS	2,508,130	466,870	—	2,975,000
TOTAL MEANS OF FINANCING	\$43,741,168	\$(17,697,216)	\$(742,246)	\$25,301,706
Salaries	5,330,293	293,704	(336,808)	5,287,189
Other Compensation	15,000	141,458	—	156,458
Related Benefits	2,498,435	229,436	(155,438)	2,572,433
TOTAL PERSONAL SERVICES	\$7,843,728	\$664,598	\$(492,246)	\$8,016,080
Travel	476,602	10,676	—	487,278
Operating Services	213,771	4,789	—	218,560
Supplies	25,617	573	—	26,190
TOTAL OPERATING EXPENSES	\$715,990	\$16,038	—	\$732,028
PROFESSIONAL SERVICES	\$6,564,485	\$(1,925,031)	—	\$4,639,454
Other Charges	28,554,770	(16,452,821)	(250,000)	11,851,949
Debt Service	—	—	—	—
Interagency Transfers	62,195	—	—	62,195
TOTAL OTHER CHARGES	\$28,616,965	\$(16,452,821)	\$(250,000)	\$11,914,144
Acquisitions	—	—	—	—
Major Repairs	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—
TOTAL EXPENDITURES	\$43,741,168	\$(17,697,216)	\$(742,246)	\$25,301,706
Classified	27	—	(4)	23
Unclassified	36	—	(2)	34
TOTAL AUTHORIZED T.O. POSITIONS	63	—	(6)	57
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—	2	—	2
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—

2522 - Business Incentives Program

Means of Financing	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in this Adjustment Package	FY2025-2026 Requested Realignment
STATE GENERAL FUND (Direct)	754,297	351,483	235,548	1,341,328
STATE GENERAL FUND BY:	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—
FEE & SELF-GENERATED	1,259,121	1,335,289	—	2,594,410
STATUTORY DEDICATIONS	—	—	—	—
FEDERAL FUNDS	50,436,566	(50,436,566)	—	—
TOTAL MEANS OF FINANCING	\$52,449,984	\$(48,749,794)	\$235,548	\$3,935,738
Salaries	913,338	223,303	162,408	1,299,049
Other Compensation	—	—	—	—
Related Benefits	436,660	118,585	73,140	628,385
TOTAL PERSONAL SERVICES	\$1,349,998	\$341,888	\$235,548	\$1,927,434
Travel	37,191	833	—	38,024
Operating Services	123,498	(13,592)	—	109,906
Supplies	5,891	132	—	6,023
TOTAL OPERATING EXPENSES	\$166,580	\$(12,627)	—	\$153,953
PROFESSIONAL SERVICES	\$254,442	\$(142,489)	—	\$111,953
Other Charges	50,654,066	(48,936,566)	—	1,717,500
Debt Service	—	—	—	—
Interagency Transfers	24,898	—	—	24,898
TOTAL OTHER CHARGES	\$50,678,964	\$(48,936,566)	—	\$1,742,398
Acquisitions	—	—	—	—
Major Repairs	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—
TOTAL EXPENDITURES	\$52,449,984	\$(48,749,794)	\$235,548	\$3,935,738
Classified	12	—	4	16
Unclassified	—	—	—	—
TOTAL AUTHORIZED T.O. POSITIONS	12	—	4	16
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	—	—	4
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—

TECHNICAL AND OTHER ADJUSTMENTS

Form 38281 — 252 - Technical Project Site Specific

2521 - Business Development Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	(250,000)
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$(250,000)

EXPENDITURES

	Amount
Salaries	—
Other Compensation	—
Related Benefits	—
TOTAL PERSONAL SERVICES	—
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	(250,000)
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	\$(250,000)
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$(250,000)

AUTHORIZED POSITIONS

	FTE
Classified	—
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	—
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Statutory Dedications

	Amount
Total:	—

Question	Narrative Response
Explain the need for this request.	This Technical Adjustment is to move the Project Specific Site Preparation/Evaluation funding from Office of Business Development, Executive, Agency 252 to Office of the Secretary, Economic Competitiveness Division, Agency 251. There is a companion Technical Adjustment in Office of the Secretary. The net result of this adjustment is zero. The reason for this adjustment is due to the reorganization of LED, via Act 590 of the 2024 Regular Session. It was deemed that the Project Site Specific funding was more appropriate to be administered by the Economic Competitiveness Division.
Cite performance indicators for the adjustment.	There are no performance indicators for the adjustment
What would the impact be if this is not funded?	This is to realign from one agency to another. The net impact is zero
Is revenue a fixed amount or can it be adjusted?	This is to move funds from one agency to another
Is the expenditure of these revenues restricted?	No. This is to move funds from one agency to another for the same purpose
Additional information or comments.	

Form 39012 — 252-Technical -Move 2 TO to 251; and 4 TO between 252 prog.

2521 - Business Development Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	(492,246)
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$(492,246)

EXPENDITURES

	Amount
Salaries	(336,808)
Other Compensation	—
Related Benefits	(155,438)
TOTAL PERSONAL SERVICES	\$(492,246)
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$(492,246)

AUTHORIZED POSITIONS

	FTE
Classified	(4)
Unclassified	(2)
TOTAL AUTHORIZED T.O. POSITIONS	(6)
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Statutory Dedications

	Amount
Total:	—

Technical and Other Adjustments

Form 39012 — 252-Technical -Move 2 TO to 251; and 4 TO between 252 prog.

2522 - Business Incentives Program

MEANS OF FINANCING

	Amount
STATE GENERAL FUND (Direct)	235,548
STATE GENERAL FUND BY:	—
INTERAGENCY TRANSFERS	—
FEES & SELF-GENERATED	—
STATUTORY DEDICATIONS	—
FEDERAL FUNDS	—
TOTAL MEANS OF FINANCING	\$235,548

EXPENDITURES

	Amount
Salaries	162,408
Other Compensation	—
Related Benefits	73,140
TOTAL PERSONAL SERVICES	\$235,548
Travel	—
Operating Services	—
Supplies	—
TOTAL OPERATING EXPENSES	—
PROFESSIONAL SERVICES	—
Other Charges	—
Debt Service	—
Interagency Transfers	—
TOTAL OTHER CHARGES	—
Acquisitions	—
Major Repairs	—
TOTAL ACQ. & MAJOR REPAIRS	—
TOTAL EXPENDITURES	\$235,548

AUTHORIZED POSITIONS

	FTE
Classified	4
Unclassified	—
TOTAL AUTHORIZED T.O. POSITIONS	4
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—
TOTAL NON-T.O. FTE POSITIONS	—

Statutory Dedications

	Amount
Total:	—

Question	Narrative Response
Explain the need for this request.	1) This Technical Adjustment moves 2 positions from Office of Business Development (252) to Office of the Secretary (251) as part of LED's reorganization, Act 590 of the 2024 Regular Session to reflect the changes in the restructured organizational chart. A companion Technical Adjustment is reflected in 251 - Office of the Secretary.. The net impact is zero - \$256,698 offset between agencies. 2) This Technical Adjustment moves 4 positions from Office of Business Development (252) Program 100 to Office of Business Development (252) Program 200 as part of LED's reorganization, Act 590 of the 2024 Regular Session to reflect the changes in the restructured organizational chart. This only moves positions between programs within the Office of Business Development .. The net impact is zero. The net impact of this Technical is -2 positions (from 252 to 251, #1 above)
Cite performance indicators for the adjustment.	There are no performance indicators for the adjustment
What would the impact be if this is not funded?	3 Positions in The office of the Secretary would not be funded
Is revenue a fixed amount or can it be adjusted?	Fixed
Is the expenditure of these revenues restricted?	No
Additional information or comments.	No additional comments

New or Expanded Requests

AGENCY SUMMARY STATEMENT

Total Agency

Means of Financing and Expenditures	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in Technical/Other Package	FY2025-2026 Requested New/Expanded	FY2025-2026 Requested Realignment
STATE GENERAL FUND (Direct)	30,614,207	(13,669,312)	(506,698)	—	16,438,197
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	231,619	(56,619)	—	—	175,000
FEES & SELF-GENERATED	8,824,780	(1,175,533)	—	—	7,649,247
STATUTORY DEDICATIONS	3,575,850	(1,575,850)	—	—	2,000,000
FEDERAL FUNDS	52,944,696	(49,969,696)	—	—	2,975,000
TOTAL MEANS OF FINANCING	\$96,191,152	\$(66,447,010)	\$(506,698)	—	\$29,237,444
Salaries	6,243,631	517,007	(174,400)	—	6,586,238
Other Compensation	15,000	141,458	—	—	156,458
Related Benefits	2,935,095	348,021	(82,298)	—	3,200,818
TOTAL PERSONAL SERVICES	\$9,193,726	\$1,006,486	\$(256,698)	—	\$9,943,514
Travel	513,793	11,509	—	—	525,302
Operating Services	337,269	(8,803)	—	—	328,466
Supplies	31,508	705	—	—	32,213
TOTAL OPERATING EXPENSES	\$882,570	\$3,411	—	—	\$885,981
PROFESSIONAL SERVICES	\$6,818,927	\$(2,067,520)	—	—	\$4,751,407
Other Charges	79,208,836	(65,389,387)	(250,000)	—	13,569,449
Debt Service	—	—	—	—	—
Interagency Transfers	87,093	—	—	—	87,093
TOTAL OTHER CHARGES	\$79,295,929	\$(65,389,387)	\$(250,000)	—	\$13,656,542
Acquisitions	—	—	—	—	—
Major Repairs	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—
TOTAL EXPENDITURES	\$96,191,152	\$(66,447,010)	\$(506,698)	—	\$29,237,444
Classified	39	—	—	—	39
Unclassified	36	—	(2)	—	34
TOTAL AUTHORIZED T.O. POSITIONS	75	—	(2)	—	73
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	2	—	—	6
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—

Fees and Self-Generated

Description	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in Technical/Other Package	FY2025-2026 Requested New/Expanded	FY2025-2026 Requested Realignment
Fees & Self-generated	4,341,109	608,138	—	—	4,949,247
LA Entertainment Development Dedicated Fund Account	4,483,671	(1,783,671)	—	—	2,700,000
Total:	\$8,824,780	\$(1,175,533)	—	—	\$7,649,247

Statutory Dedications

Description	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in Technical/Other Package	FY2025-2026 Requested New/Expanded	FY2025-2026 Requested Realignment
Louisiana Economic Development Fund	2,100	(2,100)	—	—	—
Marketing Fund	2,000,000	—	—	—	2,000,000
Small Business Innovation Recruitment Fund	—	—	—	—	—
Small Business Innovation Retention Fund	1,573,750	(1,573,750)	—	—	—
Total:	\$3,575,850	\$(1,575,850)	—	—	\$2,000,000

PROGRAM SUMMARY STATEMENT

2521 - Business Development Program

Means of Financing and Expenditures	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in Technical/Other Package	FY2025-2026 Requested New/Expanded	FY2025-2026 Requested Realignment
STATE GENERAL FUND (Direct)	29,859,910	(14,020,795)	(742,246)	—	15,096,869
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	231,619	(56,619)	—	—	175,000
FEES & SELF-GENERATED	7,565,659	(2,510,822)	—	—	5,054,837
STATUTORY DEDICATIONS	3,575,850	(1,575,850)	—	—	2,000,000
FEDERAL FUNDS	2,508,130	466,870	—	—	2,975,000
TOTAL MEANS OF FINANCING	\$43,741,168	\$(17,697,216)	\$(742,246)	—	\$25,301,706
Salaries	5,330,293	293,704	(336,808)	—	5,287,189
Other Compensation	15,000	141,458	—	—	156,458
Related Benefits	2,498,435	229,436	(155,438)	—	2,572,433
TOTAL PERSONAL SERVICES	\$7,843,728	\$664,598	\$(492,246)	—	\$8,016,080
Travel	476,602	10,676	—	—	487,278
Operating Services	213,771	4,789	—	—	218,560
Supplies	25,617	573	—	—	26,190
TOTAL OPERATING EXPENSES	\$715,990	\$16,038	—	—	\$732,028
PROFESSIONAL SERVICES	\$6,564,485	\$(1,925,031)	—	—	\$4,639,454
Other Charges	28,554,770	(16,452,821)	(250,000)	—	11,851,949
Debt Service	—	—	—	—	—
Interagency Transfers	62,195	—	—	—	62,195
TOTAL OTHER CHARGES	\$28,616,965	\$(16,452,821)	\$(250,000)	—	\$11,914,144
Acquisitions	—	—	—	—	—
Major Repairs	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—
TOTAL EXPENDITURES	\$43,741,168	\$(17,697,216)	\$(742,246)	—	\$25,301,706
Classified	27	—	(4)	—	23
Unclassified	36	—	(2)	—	34
TOTAL AUTHORIZED T.O. POSITIONS	63	—	(6)	—	57
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—	2	—	—	2
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—

Fees and Self-Generated

Description	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in Technical/Other Package	FY2025-2026 Requested New/Expanded	FY2025-2026 Requested Realignment
Fees & Self-generated	3,081,988	(727,151)	—	—	2,354,837
LA Entertainment Development Dedicated Fund Account	4,483,671	(1,783,671)	—	—	2,700,000
Total:	\$7,565,659	\$(2,510,822)	—	—	\$5,054,837

Statutory Dedications

Description	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in Technical/Other Package	FY2025-2026 Requested New/Expanded	FY2025-2026 Requested Realignment
Louisiana Economic Development Fund	2,100	(2,100)	—	—	—
Marketing Fund	2,000,000	—	—	—	2,000,000
Small Business Innovation Recruitment Fund	—	—	—	—	—
Small Business Innovation Retention Fund	1,573,750	(1,573,750)	—	—	—
Total:	\$3,575,850	\$(1,575,850)	—	—	\$2,000,000

2522 - Business Incentives Program

Means of Financing and Expenditures	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in Technical/Other Package	FY2025-2026 Requested New/Expanded	FY2025-2026 Requested Realignment
STATE GENERAL FUND (Direct)	754,297	351,483	235,548	—	1,341,328
STATE GENERAL FUND BY:	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—
FEES & SELF-GENERATED	1,259,121	1,335,289	—	—	2,594,410
STATUTORY DEDICATIONS	—	—	—	—	—
FEDERAL FUNDS	50,436,566	(50,436,566)	—	—	—
TOTAL MEANS OF FINANCING	\$52,449,984	\$(48,749,794)	\$235,548	—	\$3,935,738
Salaries	913,338	223,303	162,408	—	1,299,049
Other Compensation	—	—	—	—	—
Related Benefits	436,660	118,585	73,140	—	628,385
TOTAL PERSONAL SERVICES	\$1,349,998	\$341,888	\$235,548	—	\$1,927,434
Travel	37,191	833	—	—	38,024
Operating Services	123,498	(13,592)	—	—	109,906
Supplies	5,891	132	—	—	6,023
TOTAL OPERATING EXPENSES	\$166,580	\$(12,627)	—	—	\$153,953
PROFESSIONAL SERVICES	\$254,442	\$(142,489)	—	—	\$111,953
Other Charges	50,654,066	(48,936,566)	—	—	1,717,500
Debt Service	—	—	—	—	—
Interagency Transfers	24,898	—	—	—	24,898
TOTAL OTHER CHARGES	\$50,678,964	\$(48,936,566)	—	—	\$1,742,398
Acquisitions	—	—	—	—	—
Major Repairs	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—
TOTAL EXPENDITURES	\$52,449,984	\$(48,749,794)	\$235,548	—	\$3,935,738
Classified	12	—	4	—	16
Unclassified	—	—	—	—	—
TOTAL AUTHORIZED T.O. POSITIONS	12	—	4	—	16
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	—	—	—	4
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—

Fees and Self-Generated

Description	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in Technical/Other Package	FY2025-2026 Requested New/Expanded	FY2025-2026 Requested Realignment
Fees & Self-generated	1,259,121	1,335,289	—	—	2,594,410
Total:	\$1,259,121	\$1,335,289	—	—	\$2,594,410

Statutory Dedications

Description	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustment	FY2025-2026 Requested in Technical/Other Package	FY2025-2026 Requested New/Expanded	FY2025-2026 Requested Realignment
Louisiana Economic Development Fund	—	—	—	—	—
Total:	—	—	—	—	—



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Total Request Summary

AGENCY SUMMARY STATEMENT

Total Agency

Means of Financing

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustments	FY2025-2026 Requested in Technical/Other Adjustments	FY2025-2026 Requested New or Expanded Adjustments	FY2025-2026 Total Request	Over/Under EOB
STATE GENERAL FUND (Direct)	18,991,622	30,614,207	(13,669,312)	(506,698)	—	16,438,197	(14,176,010)
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	108,540	231,619	(56,619)	—	—	175,000	(56,619)
FEES & SELF-GENERATED	3,785,679	8,824,780	(1,175,533)	—	—	7,649,247	(1,175,533)
STATUTORY DEDICATIONS	3,648,425	3,575,850	(1,575,850)	—	—	2,000,000	(1,575,850)
FEDERAL FUNDS	11,248,168	52,944,696	(49,969,696)	—	—	2,975,000	(49,969,696)
TOTAL MEANS OF FINANCING	\$37,782,435	\$96,191,152	\$(66,447,010)	\$(506,698)	—	\$29,237,444	\$(66,953,708)

Statutory Dedications

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustments	FY2025-2026 Requested in Technical/Other Adjustments	FY2025-2026 Requested New or Expanded Adjustments	FY2025-2026 Total Request	Over/Under EOB
Louisiana Economic Development Fund	1,500	2,100	(2,100)	—	—	—	(2,100)
Marketing Fund	3,056,148	2,000,000	—	—	—	2,000,000	—
Small Business Innovation Fund	59,527	—	—	—	—	—	—
Small Business Innovation Retention Fund	531,250	1,573,750	(1,573,750)	—	—	—	(1,573,750)
Total:	\$3,648,425	\$3,575,850	\$(1,575,850)	—	—	\$2,000,000	\$(1,575,850)

Expenditures and Positions

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustments	FY2025-2026 Requested in Technical/Other Adjustments	FY2025-2026 Requested New or Expanded Adjustments	FY2025-2026 Total Request	Over/Under EOB
Salaries	5,918,212	6,243,631	517,007	(174,400)	—	6,586,238	342,607
Other Compensation	28,232	15,000	141,458	—	—	156,458	141,458
Related Benefits	3,037,048	2,935,095	348,021	(82,298)	—	3,200,818	265,723
TOTAL PERSONAL SERVICES	\$8,983,491	\$9,193,726	\$1,006,486	\$(256,698)	—	\$9,943,514	\$749,788
Travel	343,657	513,793	11,509	—	—	525,302	11,509
Operating Services	289,439	337,269	(8,803)	—	—	328,466	(8,803)
Supplies	8,638	31,508	705	—	—	32,213	705
TOTAL OPERATING EXPENSES	\$641,734	\$882,570	\$3,411	—	—	\$885,981	\$3,411
PROFESSIONAL SERVICES	\$6,085,102	\$6,818,927	\$(2,067,520)	—	—	\$4,751,407	\$(2,067,520)
Other Charges	22,032,307	79,208,836	(65,389,387)	(250,000)	—	13,569,449	(65,639,387)
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	39,801	87,093	—	—	—	87,093	—
TOTAL OTHER CHARGES	\$22,072,108	\$79,295,929	\$(65,389,387)	\$(250,000)	—	\$13,656,542	\$(65,639,387)
Acquisitions	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$37,782,435	\$96,191,152	\$(66,447,010)	\$(506,698)	—	\$29,237,444	\$(66,953,708)
Classified	39	39	—	—	—	39	—
Unclassified	36	36	—	(2)	—	34	(2)
TOTAL AUTHORIZED T.O. POSITIONS	75	75	—	(2)	—	73	(2)
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	4	2	—	—	6	2
TOTAL NON-T.O. FTE POSITIONS	1	—	—	—	—	—	—

PROGRAM SUMMARY STATEMENT

2521 - Business Development Program

Means of Financing

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustments	FY2025-2026 Requested in Technical/Other Adjustments	FY2025-2026 Requested New or Expanded Adjustments	FY2025-2026 Total Request	Over/Under EOB
STATE GENERAL FUND (Direct)	18,319,915	29,859,910	(14,020,795)	(742,246)	—	15,096,869	(14,763,041)
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	108,540	231,619	(56,619)	—	—	175,000	(56,619)
FEES & SELF-GENERATED	2,780,059	7,565,659	(2,510,822)	—	—	5,054,837	(2,510,822)
STATUTORY DEDICATIONS	3,648,425	3,575,850	(1,575,850)	—	—	2,000,000	(1,575,850)
FEDERAL FUNDS	973,064	2,508,130	466,870	—	—	2,975,000	466,870
TOTAL MEANS OF FINANCING	\$25,830,003	\$43,741,168	\$(17,697,216)	\$(742,246)	—	\$25,301,706	\$(18,439,462)

Statutory Dedications

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustments	FY2025-2026 Requested in Technical/Other Adjustments	FY2025-2026 Requested New or Expanded Adjustments	FY2025-2026 Total Request	Over/Under EOB
Louisiana Economic Development Fund	1,500	2,100	(2,100)	—	—	—	(2,100)
Marketing Fund	3,056,148	2,000,000	—	—	—	2,000,000	—
Small Business Innovation Fund	59,527	—	—	—	—	—	—
Small Business Innovation Retention Fund	531,250	1,573,750	(1,573,750)	—	—	—	(1,573,750)
Total:	\$3,648,425	\$3,575,850	\$(1,575,850)	—	—	\$2,000,000	\$(1,575,850)

Expenditures and Positions

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustments	FY2025-2026 Requested in Technical/Other Adjustments	FY2025-2026 Requested New or Expanded Adjustments	FY2025-2026 Total Request	Over/Under EOB
Salaries	4,989,416	5,330,293	293,704	(336,808)	—	5,287,189	(43,104)
Other Compensation	28,232	15,000	141,458	—	—	156,458	141,458
Related Benefits	2,542,463	2,498,435	229,436	(155,438)	—	2,572,433	73,998
TOTAL PERSONAL SERVICES	\$7,560,112	\$7,843,728	\$664,598	\$(492,246)	—	\$8,016,080	\$172,352
Travel	297,741	476,602	10,676	—	—	487,278	10,676
Operating Services	226,243	213,771	4,789	—	—	218,560	4,789
Supplies	4,874	25,617	573	—	—	26,190	573
TOTAL OPERATING EXPENSES	\$528,857	\$715,990	\$16,038	—	—	\$732,028	\$16,038
PROFESSIONAL SERVICES	\$6,042,544	\$6,564,485	\$(1,925,031)	—	—	\$4,639,454	\$(1,925,031)
Other Charges	11,669,935	28,554,770	(16,452,821)	(250,000)	—	11,851,949	(16,702,821)
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	28,555	62,195	—	—	—	62,195	—
TOTAL OTHER CHARGES	\$11,698,490	\$28,616,965	\$(16,452,821)	\$(250,000)	—	\$11,914,144	\$(16,702,821)
Acquisitions	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$25,830,003	\$43,741,168	\$(17,697,216)	\$(742,246)	—	\$25,301,706	\$(18,439,462)
Classified	27	27	—	(4)	—	23	(4)
Unclassified	36	36	—	(2)	—	34	(2)
TOTAL AUTHORIZED T.O. POSITIONS	63	63	—	(6)	—	57	(6)
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	—	—	2	—	—	2	2
TOTAL NON-T.O. FTE POSITIONS	1	—	—	—	—	—	—

2522 - Business Incentives Program

Means of Financing

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustments	FY2025-2026 Requested in Technical/Other Adjustments	FY2025-2026 Requested New or Expanded Adjustments	FY2025-2026 Total Request	Over/Under EOB
STATE GENERAL FUND (Direct)	671,707	754,297	351,483	235,548	—	1,341,328	587,031
STATE GENERAL FUND BY:	—	—	—	—	—	—	—
INTERAGENCY TRANSFERS	—	—	—	—	—	—	—
FEEES & SELF-GENERATED	1,005,620	1,259,121	1,335,289	—	—	2,594,410	1,335,289
STATUTORY DEDICATIONS	—	—	—	—	—	—	—
FEDERAL FUNDS	10,275,104	50,436,566	(50,436,566)	—	—	—	(50,436,566)
TOTAL MEANS OF FINANCING	\$11,952,431	\$52,449,984	\$(48,749,794)	\$235,548	—	\$3,935,738	\$(48,514,246)

Expenditures and Positions

Description	FY2023-2024 Actuals	Existing Operating Budget as of 10/01/2024	FY2025-2026 Requested Continuation Adjustments	FY2025-2026 Requested in Technical/Other Adjustments	FY2025-2026 Requested New or Expanded Adjustments	FY2025-2026 Total Request	Over/Under EOB
Salaries	928,795	913,338	223,303	162,408	—	1,299,049	385,711
Other Compensation	—	—	—	—	—	—	—
Related Benefits	494,584	436,660	118,585	73,140	—	628,385	191,725
TOTAL PERSONAL SERVICES	\$1,423,379	\$1,349,998	\$341,888	\$235,548	—	\$1,927,434	\$577,436
Travel	45,916	37,191	833	—	—	38,024	833
Operating Services	63,196	123,498	(13,592)	—	—	109,906	(13,592)
Supplies	3,765	5,891	132	—	—	6,023	132
TOTAL OPERATING EXPENSES	\$112,876	\$166,580	\$(12,627)	—	—	\$153,953	\$(12,627)
PROFESSIONAL SERVICES	\$42,558	\$254,442	\$(142,489)	—	—	\$111,953	\$(142,489)
Other Charges	10,362,372	50,654,066	(48,936,566)	—	—	1,717,500	(48,936,566)
Debt Service	—	—	—	—	—	—	—
Interagency Transfers	11,246	24,898	—	—	—	24,898	—
TOTAL OTHER CHARGES	\$10,373,618	\$50,678,964	\$(48,936,566)	—	—	\$1,742,398	\$(48,936,566)
Acquisitions	—	—	—	—	—	—	—
Major Repairs	—	—	—	—	—	—	—
TOTAL ACQ. & MAJOR REPAIRS	—	—	—	—	—	—	—
TOTAL EXPENDITURES	\$11,952,431	\$52,449,984	\$(48,749,794)	\$235,548	—	\$3,935,738	\$(48,514,246)
Classified	12	12	—	4	—	16	4
Unclassified	—	—	—	—	—	—	—
TOTAL AUTHORIZED T.O. POSITIONS	12	12	—	4	—	16	4
TOTAL AUTHORIZED OTHER CHARGES POSITIONS	4	4	—	—	—	4	—
TOTAL NON-T.O. FTE POSITIONS	—	—	—	—	—	—	—



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Addenda

INTERAGENCY TRANSFERS

INTERAGENCY AGREEMENT

BR-19B
(8/08)

Interagency Agreement Between DED - Office of Business Development (252) and Coastal Protection & Restoration Authority (109)
(Recipient Agency and #) (Sending Agency and #)

For Fiscal Year 2025-2026, DED - Office of Business Development (252) is budgeted to receive the following revenue
(Agency Name and #)

from Coastal Protection & Restoration Authority (109) by Interagency Transfer for the following reason(s):
(Agency Name and #)

The purpose for the Interagency Agreement is :
 Providing support to the Coastal Assistance Center Initiative (CTAC)

DED	\$125,000
-----	-----------

[Signature]
Recipient Agency Fiscal Officer Date 9/16/24

[Signature]
Sending Agency Fiscal Officer / Venice Lansing Date 9/13/24

NOTE:

It is the Receiving Agency's responsibility to ensure the execution of this Agreement.

Both Agencies must submit copies of this Agreement with their Budget Request (and any subsequent BA-7's as documentation for I.A.T. revenues and I.A.T. expense.

Page

Department: 05A - LED Agency: 252 LED - OFFICE OF BUSINESS DEVELOPMENT	STATE OF LOUISIANA Childrens Budget Department Summary	CHILD - DS Fiscal Year 2025 - 2026 Report Date: 11/1/24
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Service Number	Service Name	Agency Number	Agency Name	General Fund	IAT	Self Generated	Stat Deds	Federal Funds	Total Funds	Positions
			Total:	\$0	\$0	\$0	\$0	\$0	\$0	0

Department: 05A - LED

Agency: 252 LED - OFFICE OF BUSINESS DEVELOPMENT

STATE OF LOUISIANA
Childrens Budget
by Department

CHILD - DC

Fiscal Year 2025 - 2026

Report Date: 11/1/24

Department: 05A - LED
 Agency: 252 LED - OFFICE OF BUSINESS DEVELOPMENT

STATE OF LOUISIANA
 Childrens Budget
 Agency Summary

CHILD - AS
 Fiscal Year 2025 - 2026
 Report Date: 11/1/24

252 - Office of Business Development

Service Number	Service Name	Program Number	Program Name	General Fund	IAT	Self Generated	Stat Deds	Federal Funds	Total Funds	Positions
			Total:	\$0	\$0	\$0	\$0	\$0	\$0	0

Department: 05A - LED

Agency: 252 LED - OFFICE OF BUSINESS DEVELOPMENT

STATE OF LOUISIANA
Childrens Budget
by Agency

CHILD - AC
Fiscal Year 2025 - 2026
Report Date: 11/1/24

252 - Office of Business Development

Department: 05A - LED
Agency: 252 LED - OFFICE OF BUSINESS DEVELOPMENT

STATE OF LOUISIANA
Childrens Budget
by Agency/Program and Service

CHILD1
Fiscal Year 2025 - 2026
Report Date: 11/1/24

252 - Office of Business Development

2521 - Business Development Program

DED01 - LA Council for Economic Education

DED02 - Marketing Education-District 2 Enhancement Corp

DED03 - Marketing Education Retail Alliance

Department: 05A - LED
Agency: 252 LED - OFFICE OF BUSINESS DEVELOPMENT

STATE OF LOUISIANA
Childrens Budget
Narrative

CHILD2
Fiscal Year 2025 - 2026
Report Date: 11/1/24

Form ID:	
Form Description:	
Service:	

Question and Narrative Response

Department: 05A - LED
 Agency: 252 LED - OFFICE OF BUSINESS DEVELOPMENT

STATE OF LOUISIANA
 Sunset Review

SUNSET1
 Fiscal Year 2025 - 2026
 Report Date: 11/1/24

2522 - Business Incentives Program
 39339 - 252 - SUNSET REVENUE BUDGET

Question and Narrative Response

Activity: Provide the name and brief description.
 Monroe and Northeast Louisiana Technology and Business Incubation Center.

Legal Citation & Year-Example: R.S. 99:1234(1999)
 Act 1170

If funded before, when & why was funding removed?
 N/A

Funding requested in prior years? Yes/No, Explain
 Yes

Estimated Cost by Means of Financing	First Year Cost	Second Year Cost
STATE GENERAL FUND (Direct)	\$0	\$0
STATE GENERAL FUND BY:		
INTERAGENCY TRANSFERS	\$0	\$0
FEES & SELF-GENERATED	\$0	\$0
STATUTORY DEDICATIONS	\$0	\$0
FEDERAL FUNDS	\$0	\$0
TOTAL MEANS OF FINANCING	\$0	\$0



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