

Department of Economic Development



Department Description

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

The goals of the Department of Economic Development are:

- I. Be the catalyst for retaining, creating, and increasing jobs and business opportunities for all Louisiana citizens
- II. Be the leader in Louisiana's efforts to cultivate a diversified, technology-driven economic development environment by growing Vision 2020 targeted industries
- III. Create a new and positive image for Louisiana
- IV. Be the catalyst for a stable business environment in Louisiana
- V. Be an award-winning, certified enterprise for quality, professionalism, and customer focus

Department strategies to position Louisiana for a brighter economic future:

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

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



For additional information, see:

[Department of Economic Development](#)

[Vision 2020](#)

Department of Economic Development Budget Summary

	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 18,943,404	\$ 19,661,030	\$ 21,531,396	\$ 34,567,837	\$ 13,288,284	\$ (8,243,112)
State General Fund by:						
Total Interagency Transfers	6,460,310	3,360,235	5,307,008	1,417,294	1,065,948	(4,241,060)
Fees and Self-generated Revenues	1,916,557	3,105,710	3,274,955	3,327,426	3,092,258	(182,697)
Statutory Dedications	57,539,127	44,939,561	67,381,243	35,825,635	34,119,233	(33,262,010)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,570,131	0	447,155	0	1,650,000	1,202,845
Total Means of Financing	\$ 86,429,529	\$ 71,066,536	\$ 97,941,757	\$ 75,138,192	\$ 53,215,723	\$ (44,726,034)
Expenditures & Request:						
Office of the Secretary	\$ 11,172,375	\$ 13,435,462	\$ 15,744,010	\$ 13,952,670	\$ 15,069,522	\$ (674,488)
Office of Business Development	75,257,154	57,631,074	82,197,747	61,185,522	38,146,201	(44,051,546)
Total Expenditures & Request	\$ 86,429,529	\$ 71,066,536	\$ 97,941,757	\$ 75,138,192	\$ 53,215,723	\$ (44,726,034)
Authorized Full-Time Equivalents:						
Classified	89	78	77	77	73	(4)
Unclassified	42	50	51	51	51	0
Total FTEs	131	128	128	128	124	(4)



05-251 — Office of the Secretary

Agency Description

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

The overall goal of the Office of the Secretary is to provide leadership for the creation/implementation of effective policies and programs which enhance economic development throughout Louisiana.

The Office of the Secretary has one program: Executive and Administration Program.

Office of the Secretary Budget Summary

	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 4,265,659	\$ 4,418,945	\$ 4,638,851	\$ 4,834,078	\$ 4,310,881	\$ (327,970)
State General Fund by:						
Total Interagency Transfers	0	60,000	60,000	0	0	(60,000)
Fees and Self-generated Revenues	339,629	606,452	606,452	777,971	606,452	0
Statutory Dedications	6,567,087	8,350,065	10,438,707	8,340,621	8,502,189	(1,936,518)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	1,650,000	1,650,000
Total Means of Financing	\$ 11,172,375	\$ 13,435,462	\$ 15,744,010	\$ 13,952,670	\$ 15,069,522	\$ (674,488)
Expenditures & Request:						
Administration	\$ 11,172,375	\$ 13,435,462	\$ 15,744,010	\$ 13,952,670	\$ 15,069,522	\$ (674,488)
Total Expenditures & Request	\$ 11,172,375	\$ 13,435,462	\$ 15,744,010	\$ 13,952,670	\$ 15,069,522	\$ (674,488)
Authorized Full-Time Equivalents:						
Classified	29	28	27	27	25	(2)
Unclassified	13	14	15	15	13	(2)
Total FTEs	42	42	42	42	38	(4)



251_1000 — Administration

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

Program Description

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

The goals of the Executive and Administration Program are:

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

For additional information, see:

[Administration](#)

Administration Budget Summary

	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 4,265,659	\$ 4,418,945	\$ 4,638,851	\$ 4,834,078	\$ 4,310,881	\$ (327,970)
State General Fund by:						
Total Interagency Transfers	0	60,000	60,000	0	0	(60,000)
Fees and Self-generated Revenues	339,629	606,452	606,452	777,971	606,452	0
Statutory Dedications	6,567,087	8,350,065	10,438,707	8,340,621	8,502,189	(1,936,518)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	1,650,000	1,650,000



Administration Budget Summary

	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Total Means of Financing	\$ 11,172,375	\$ 13,435,462	\$ 15,744,010	\$ 13,952,670	\$ 15,069,522	\$ (674,488)
Expenditures & Request:						
Personal Services	\$ 4,532,160	\$ 4,855,506	\$ 4,855,506	\$ 5,228,898	\$ 4,828,458	\$ (27,048)
Total Operating Expenses	861,933	1,314,872	1,315,817	1,314,872	1,194,872	(120,945)
Total Professional Services	193,008	668,103	904,106	668,103	668,103	(236,003)
Total Other Charges	5,356,291	6,596,981	8,665,845	6,740,797	8,378,089	(287,756)
Total Acq & Major Repairs	228,983	0	2,736	0	0	(2,736)
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 11,172,375	\$ 13,435,462	\$ 15,744,010	\$ 13,952,670	\$ 15,069,522	\$ (674,488)
Authorized Full-Time Equivalents:						
Classified	29	28	27	27	25	(2)
Unclassified	13	14	15	15	13	(2)
Total FTEs	42	42	42	42	38	(4)

Source of Funding

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

Administration Statutory Dedications

Fund	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Mega-project Development Fund	\$ 0	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 0	\$ (2,000,000)
Louisiana Economic Development Fund	6,567,087	6,350,065	8,438,707	6,340,621	8,340,621	(98,086)
Overcollections Fund	0	0	0	0	161,568	161,568



Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 219,906	\$ 2,308,548	0	Mid-Year Adjustments (BA-7s):
\$ 4,638,851	\$ 15,744,010	42	Existing Oper Budget as of 12/1/10
Statewide Major Financial Changes:			
110,096	110,096	0	State Employee Retirement Rate Adjustment
19,096	19,096	0	Group Insurance for Active Employees
17,722	17,722	0	Group Insurance for Retirees
(1,921)	(11,365)	0	Group Insurance Base Adjustment
68,027	68,027	0	Salary Base Adjustment
(44,128)	(44,128)	0	Attrition Adjustment
(134,465)	(134,465)	(2)	Personnel Reductions
(219,906)	(2,308,548)	0	Non-recurring Carryforwards
(30,083)	(30,083)	0	Risk Management
(957)	(957)	0	Legislative Auditor Fees
259,510	259,510	0	Maintenance in State-Owned Buildings
(757)	(757)	0	Capitol Park Security
733	733	0	UPS Fees
2,074	2,074	0	Civil Service Fees
218	218	0	CPTP Fees
(21,286)	(21,286)	0	State Treasury Fees
(3,344)	(3,344)	0	Office of Computing Services Fees
0	161,568	0	27th Pay Period
Non-Statewide Major Financial Changes:			
0	(60,000)	0	Non-recur one-time appropriation in FY 10/11 associated with the Deepwater Horizon in the gulf.
(243,599)	(243,599)	(2)	Transfer 2 positions from Office of the Secretary to the Office of Business Development along with associated travel and operating expenditures.
(105,000)	(105,000)	0	Reductions in travel, operating services, supplies, and other charges based on projected expenditures.
0	1,650,000	0	Provide for federal grant for jobs analysis at Avondale.
\$ 4,310,881	\$ 15,069,522	38	Recommended FY 2011-2012
\$ 0	\$ 161,568	0	Less Supplementary Recommendation
\$ 4,310,881	\$ 14,907,954	38	Base Executive Budget FY 2011-2012
Supplementary - Enhanced revenues, upon the approval of the legislature, of fund transfers to the Overcollections Fund.			
0	161,568	0	27th Pay Period



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 161,568	0	Total Supplementary - Enhanced revenues, upon the approval of the legislature, of fund transfers to the Overcollections Fund.
\$ 4,310,881	\$ 15,069,522	38	Grand Total Recommended

Professional Services

Amount	Description
\$25,000	Provide legal services in personnel related matters.
\$243,103	Provide maintenance support services and re-engineering services needed for Economic Development Programs, customized databases and any other services deemed necessary.
\$400,000	FastStart - Legal, advertising, promotion and marketing services.
\$668,103	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$3,336,768	State Economic Competitiveness- Funding for state economic competitiveness benchmarking, planning and research initiative. This initiative will focus on economic development strategy and planning by benchmarking state public policies (business taxes, incentives, workforce programs, worker's compensation, etc.).
\$4,000,000	Fast Start Program provides a turnkey employee training and delivery solution for new and expanding facilities.
\$10,000	Special Marketing - funds are used for escorting prospects, group activities, special marketing events and activities to promote economic activity and stimulate interest in LA as a business location.
\$7,346,768	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$16,465	Department of Civil Service
\$1,884	Comprehensive Public Training Program (CPTP)
\$5,482	Uniform Payroll System (UPS)
\$47,637	DPS - Security of Capitol Annex
\$4,154	State Treasury Fees
\$302,178	Office of Risk Management
\$92,935	Legislative Auditor Expenses
\$31,185	Office of Computing Services - State Email Services
\$14,294	Office of State Mail - Postage
\$228,465	Office of Telecommunications - Telephone & Telegraph
\$1,389	Office of State Printing - Printing
\$152	Office of State Register - Dues & Subscriptions
\$25,591	Miscellaneous - Buildings and Grounds; etc.
\$259,510	Maintenance in State-Owned Buildings
\$1,031,321	SUB-TOTAL INTERAGENCY TRANSFERS



Other Charges (Continued)

Amount	Description
\$8,378,089	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2011-2012

Performance Information

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K	Number of major economic development project announcements (LAPAS CODE - 23429)	Not Applicable	35	30	30	30	30
K	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	75.0%	83.3%	85.0%	85.0%	85.0%	75.0%
A reduction of staff in the Office of Management and Finance will result in less responsiveness to employee needs/issues and is expected to reduce job satisfaction levels in FY 2011-2012.							



Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010
Louisiana per capita income (LAPAS CODE - 14013)	\$ 24,664	\$ 30,952	\$ 35,770	\$ 36,271	\$ 36,091
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
U.S. per capita income (LAPAS CODE - 14014)	\$ 34,586	\$ 36,276	\$ 38,564	\$ 39,751	\$ 40,166
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
Louisiana per capita income as a percent of U.S. per capita income (LAPAS CODE - 14015)	71.8%	85.3%	92.8%	91.3%	89.9%
Louisiana unemployment rate (LAPAS CODE - 14016)	7.1	4.0	3.8	5.9	7.3
SOURCE: Louisiana Department of Workforce Development. These figures do not include persons not in the labor force by desire and availability for work. The reported figure represents the rate as of December.					
U.S. unemployment rate (LAPAS CODE - 14017)	5.1	4.6	4.8	5.8	9.3
SOURCE: U.S. Department of Labor, Bureau of Labor Statistics. Does not include persons not in the labor force by desire and availability for work. The reported figure represents the annual average.					
Louisiana employment (number of jobs) (LAPAS CODE - 22860)	1,762,757	1,843,779	1,895,330	1,903,858	1,844,217
SOURCE: Louisiana Department of Workforce Development. Represents jobs reported by employers subject to the Louisiana Employment Security Law. Figures represent fourth quarter average by year.					
State ranking for value of exports (based upon zip codes of origin) (LAPAS CODE - 22861)	Not Applicable	25	24	17	20
SOURCE: U.S. Census Bureau, Foreign Trade Statistics (no comprehensive zip code of origin data available prior to 2006).					

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K	Number of major state competitiveness improvements identified (LAPAS CODE - 22909)	10	18	10	10	10	10
K	Number of major state competitiveness improvements implemented (LAPAS CODE - 22910)	5	7	5	5	5	5
K	Number of significant improvements made for business and government interactions (e.g. permitting, business incentives, filings) (LAPAS CODE - 20807)	2	5	3	3	3	3
S	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods or with a high state ranking for rankings not published in previous periods. (LAPAS CODE - 15583)	3	21	5	5	5	5
S	Percentage of readers of the Economic Development Quarterly (EQ) who believe progress is being made with the business climate in Louisiana (LAPAS CODE - 22866)	80%	97%	90%	90%	90%	90%

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

Children's Budget Link: Not Applicable

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

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



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K	Number of employees trained (LAPAS CODE - 1016)	Not Applicable	3,461	2,000	2,000	2,000	2,000
K	New jobs associated (LAPAS CODE - 21435)	Not Applicable	4,788	2,000	2,000	2,000	2,000

Administration General Performance Information

Performance Indicator Name	Performance Indicator Values					
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010	
Number of projects (LAPAS CODE - 1015)	5	2	6	6	21	
Includes only Entertainment Workforce. Louisiana Fast Start figures were reported beginning in FY 2009-2010.						
Capital investment associated (LAPAS CODE - 10258)	\$ 214,851,887	\$ 5,400,000	\$ 9,588,966	\$ 1,871,631	\$ 933,000,000	
Includes only Entertainment Workforce. Louisiana Fast Start figures were reported beginning in FY 2009-2010.						
Retained jobs associated (LAPAS CODE - 21436)	6,041	5	353	1,382	3,799	
Includes only Entertainment Workforce. Louisiana Fast Start figures were reported beginning in FY 2009-2010.						



05-252 — Office of Business Development

Agency Description

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

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

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

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

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

Office of Business Development Budget Summary

	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 14,677,745	\$ 15,242,085	\$ 16,892,545	\$ 29,733,759	\$ 8,977,403	\$ (7,915,142)
State General Fund by:						
Total Interagency Transfers	6,460,310	3,300,235	5,247,008	1,417,294	1,065,948	(4,181,060)
Fees and Self-generated Revenues	1,576,928	2,499,258	2,668,503	2,549,455	2,485,806	(182,697)
Statutory Dedications	50,972,040	36,589,496	56,942,536	27,485,014	25,617,044	(31,325,492)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,570,131	0	447,155	0	0	(447,155)
Total Means of Financing	\$ 75,257,154	\$ 57,631,074	\$ 82,197,747	\$ 61,185,522	\$ 38,146,201	\$ (44,051,546)



Office of Business Development Budget Summary

	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Expenditures & Request:						
Business Development Program	\$ 72,590,902	\$ 54,332,344	\$ 77,012,596	\$ 57,791,380	\$ 35,863,925	\$ (41,148,671)
Business Incentives Program	2,666,252	3,298,730	5,185,151	3,394,142	2,282,276	(2,902,875)
Total Expenditures & Request	\$ 75,257,154	\$ 57,631,074	\$ 82,197,747	\$ 61,185,522	\$ 38,146,201	\$ (44,051,546)
Authorized Full-Time Equivalents:						
Classified	60	50	50	50	48	(2)
Unclassified	29	36	36	36	38	2
Total FTEs	89	86	86	86	86	0



252_1000 — Business Development Program

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

Program Description

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

The goals of the Business Development Program are:

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

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

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



For additional information, see:

[Business Development Program](#)

Business Development Program Budget Summary

	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 14,214,221	\$ 14,242,085	\$ 15,356,068	\$ 28,696,531	\$ 8,951,828	\$ (6,404,240)
State General Fund by:						
Total Interagency Transfers	6,460,310	3,300,235	5,247,008	1,417,294	1,065,948	(4,181,060)
Fees and Self-generated Revenues	889,368	1,742,501	1,911,746	1,758,929	1,738,827	(172,919)
Statutory Dedications	49,456,872	35,047,523	54,050,619	25,918,626	24,107,322	(29,943,297)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,570,131	0	447,155	0	0	(447,155)
Total Means of Financing	\$ 72,590,902	\$ 54,332,344	\$ 77,012,596	\$ 57,791,380	\$ 35,863,925	\$ (41,148,671)
Expenditures & Request:						
Personal Services	\$ 5,951,196	\$ 6,173,617	\$ 6,173,617	\$ 6,555,598	\$ 7,060,974	\$ 887,357
Total Operating Expenses	1,126,327	2,011,767	2,011,767	1,836,053	1,866,053	(145,714)
Total Professional Services	5,742,766	5,933,832	6,820,259	5,812,936	6,072,238	(748,021)
Total Other Charges	59,677,084	40,213,128	61,831,150	43,586,793	20,864,660	(40,966,490)
Total Acq & Major Repairs	93,529	0	175,803	0	0	(175,803)
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 72,590,902	\$ 54,332,344	\$ 77,012,596	\$ 57,791,380	\$ 35,863,925	\$ (41,148,671)
Authorized Full-Time Equivalents:						
Classified	45	35	35	35	34	(1)
Unclassified	29	36	36	36	38	2
Total FTEs	74	71	71	71	72	1

Source of Funding

This program is funded with State General Fund, Fees and Self-Generated Revenues, Statutory Dedications, and Interagency Transfers. The Fees and Self-Generated Revenues are derived from contributions from economic development allies for foreign representation in Europe and from certain specified fees collected from businesses applying for business incentives granted by the department. The Statutory Dedications are derived from the Overcollections Fund, the Small Business Surety Bonding Fund which was recreated by Act 9 of the 2001 Regular Session, the Marketing Fund based on Act 7 of the 2001 Regular Session, the Rapid Response



Fund created by Act 398 of the 2005 Regular Session, the Entertainment Promotion and Marketing Fund created by Act 456 of the 2005 Regular Session, The Louisiana Filmmakers Grant Fund based on Act 633 of the 2010 Regular Session and the Louisiana Economic Development (LED) Fund in accordance to Act 34 of the 1991 Regular Session. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. The Interagency Transfers are Temporary Assistance to Needy Families (TANF) funds from the Department of Social Services and Community Development Block Grant (CDBG) funds from the Office of Community Development (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund).

Business Development Program Statutory Dedications

Fund	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Mega-project Development Fund	\$ 7,862,195	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Louisiana Economic Development Fund	15,325,876	14,461,627	17,432,056	5,668,626	8,538,043	(8,894,013)
Small Business Surety Bonding Fund	2,664,334	3,000,000	3,000,000	3,000,000	3,000,000	0
Entertainment Promotion and Marketing Fund	179,210	150,000	185,000	150,000	300,000	115,000
Louisiana Filmmakers Grant Fund	0	100,000	100,000	100,000	100,000	0
Marketing Fund	2,631,175	2,060,896	2,060,896	2,000,000	2,099,302	38,406
Rapid Response Fund	20,342,661	15,000,000	30,680,027	15,000,000	9,850,000	(20,830,027)
Overcollections Fund	451,421	275,000	592,640	0	219,977	(372,663)

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 1,113,983	\$ 22,680,252	0	Mid-Year Adjustments (BA-7s):
\$ 15,356,068	\$ 77,012,596	71	Existing Oper Budget as of 12/1/10
Statewide Major Financial Changes:			
(86,011)	(86,011)	0	Annualization of FY11 Mid-Year Expenditure Reduction
174,584	174,584	0	State Employee Retirement Rate Adjustment
21,679	32,357	0	Group Insurance for Active Employees
(51,972)	(77,570)	0	Group Insurance Base Adjustment
848,348	604,590	0	Salary Base Adjustment
(120,812)	(120,812)	0	Attrition Adjustment
(159,368)	(159,368)	(1)	Personnel Reductions
(1,113,983)	(22,680,252)	0	Non-recurring Carryforwards
0	219,977	0	27th Pay Period
Non-Statewide Major Financial Changes:			



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
243,599	243,599	2	Transfer 2 positions from Office of the Secretary to the Office of Business Development along with associated travel and operating expenditures.
0	99,302	0	Adjustment to Marketing Statutory Dedication Fund (EDM) for expenditures associated with communication and marketing.
0	(1,640,000)	0	Non-recur one-time appropriation in FY 10/11 associated with the Deepwater Horizon in the gulf.
0	(60,896)	0	Reduce one-time funding for Marketing Statutory Dedication Fund (EDM) appropriated for communication and marketing activities.
757,685	757,685	0	Provide additional funding for the three Wet Labs (Baton Rouge, Shreveport and New Orleans).
0	(254,814)	0	Non-recur Interagency Transfer funding from the Office of Community Development for Business Recovery Services.
0	150,000	0	Funding for website enhancements and other promotional and marketing tools for the Entertainment Industry Development. (EDE Fund)
0	12,198	0	Provide funding for increased cost of debt service (LED Fund). Northrop Grumman-\$1,810; CG Railway-\$10,513; Union Tank Car-(\$125)
0	4,537,882	0	Provide funding for obligations to project commitments. Electronic Arts-\$1,351,000; Globalstar-\$352,782; Blade Dynamics-\$2,834,100 (LED Fund).
(577,989)	(577,989)	0	Eliminate 7 regional representatives.
0	(5,000,000)	0	Non-recur additional appropriation for Rapid Response Fund.
13,364,127	0	0	Means of Financing substitution to replace LA Economic Development Statutory Dedication funds with State General Funds for debt service and state commitments.
(340,000)	(340,000)	0	Reduce funding for the Tier 1 Regional Awards and Matching Grant Program (\$1,360,000 remaining).
(1,000,000)	(1,000,000)	0	Reduce funding for marketing activities associated with the Marketing Education Retail Alliance (\$675,563), Marketing Education - District 2 Enhancement Corp. (\$250,000), and LA Council for Economic Education (\$74,437).
0	(90,000)	0	Reduction of Interagency Transfer received from Department of Children & Family Services for TANF activities based on revenue projection.
(13,364,127)	(15,618,133)	0	Transfer FY12 Economic Development Debt Service and Project Commitments to the Other Requirements (20-931) appropriation.
(5,000,000)	0	0	Means of Financing substitution replacing State General Funds with Louisiana Economic Development Statutory Dedication Funds.
0	(275,000)	0	Non-recur one-time funding for Special Legislative Projects (SLP).
\$ 8,951,828	\$ 35,863,925	72	Recommended FY 2011-2012
\$ 0	\$ 219,977	0	Less Supplementary Recommendation
\$ 8,951,828	\$ 35,643,948	72	Base Executive Budget FY 2011-2012
			Supplementary - Enhanced revenues, upon the approval of the legislature, of fund transfers to the Overcollections Fund.
0	219,977	0	27th Pay Period



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 219,977	0	Total Supplementary - Enhanced revenues, upon the approval of the legislature, of fund transfers to the Overcollections Fund.
\$ 8,951,828	\$ 35,863,925	72	Grand Total Recommended

Professional Services

Amount	Description
\$5,268,406	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industries.
\$330,000	Foreign Representatives - To promote trade and investment opportunities for Louisiana through foreign representative consultants to coordinate meetings with appropriate corporate decision makers in foreign countries.
\$40,000	Funds provided for the entertainment industry for legal services, website services, location managers, promotion and marketing, and other services deemed necessary.
\$264,000	Participations with economic development organizations, local governments, etc. for joint economic related activities.
\$19,832	Funding is provided for mission specific foreign trade missions, etc. and for any other services deemed necessary.
\$150,000	Funds provided for promoting and marketing of Louisiana's entertainment industry, including but not limited to development of the Louisiana Entertainment website and other traditional marketing materials used to execute its marketing plan.
\$6,072,238	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$800,000	Small and Emerging Business Development - Technical assistance to provide funds for assisting certified small and emerging businesses by providing managerial and/or developmental assistance and technical assistance which includes entrepreneurial training and other specialized assistance to businesses. Funds will be provided for technical assistance through service providers.
\$3,000,000	Small Business Surety Bonding Program - Supports the Small and Emerging Business Development's effort to provide financial assistance to small businesses to mitigate gaps in the state surety bond market.
\$1,000,000	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$2,072,645	Funding provided for operating expenses of the Life Science Incubators in Baton Rouge - \$246,700, New Orleans - \$1,387,625, and Shreveport - \$438,320 (Wet Labs).
\$9,850,000	Funding provided for the Economic Development Rapid Response Program to provide for industrial or business development projects that promote cluster economic development and that require state assistance to create or retain jobs.
\$1,360,000	Louisiana Economic Development Regional Awards and Matching Grant Program - provides assistance to eligible economic development organizations in their comprehensive and strategic marketing and/or recruitment plans for towns, cities, parishes and regions as a site for new and/or expanded business development (Tier 1).
\$400,000	Louisiana Business Incubation Support - To support incubators in their mission of creating, developing and mentoring small businesses in the state.
\$510,000	Funding provided for the Microenterprise Initiative, funded with Temporary Assistance to Needy Families (TANF) from the Department of Social Services. This initiative's intent is to help prepare citizens of the state to become economically self-sufficient through self-employment by enhancing their access to business capital, technical assistance, and training.



Other Charges (Continued)

Amount	Description
\$450,000	Funding provided for Project Specific Site Preparation/Evaluation. Funding will be utilized for site selection consultant's request on site specific information and proposals such as title searches, wetland delineations, soil evaluation, archeological evaluations, transportation assessments, land surveys, environmental assessments and other.
\$601,912	Special Marketing - funds are used for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in LA as a business location.
\$175,411	Coordinating Organization Responsibility Authorities (CORA) - Renewal Communities - for economic development programs in distressed rural areas of the state through the Federal Renewal/Communities (RC) Initiative.
\$100,000	Louisiana Filmmakers Grant - funding to be used to award grants to filmmakers domiciled in Louisiana who make a film in Louisiana.
\$20,319,968	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$341,426	LSU A&M - Louisiana Business Technology Center - to match Louisiana businesses with resources of federal lab systems including NASA/Stennis and NASA/Michoud.
\$74,548	Governor's Office of Community Programs - administrative support for the Renewal Community Program/Coordinating Organization Responsibility Authorities (CORA)
\$97,350	Office of Telecommunications - State Telephone Services
\$31,368	Miscellaneous - Rental, printing, miscellaneous, etc.
\$544,692	SUB-TOTAL INTERAGENCY TRANSFERS
\$20,864,660	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2011-2012.

Performance Information

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K	Number of newly certified sites (LAPAS CODE - 22862)	10	1	15	15	15	15
<p>Funding for the program was not available until mid-year, FY 2009-2010. Staff conducted roadshows and developed program rules and guidelines. By the end of the fiscal year, one site had been fully certified. Since then, two more have been added and there are 21 applications in the pipeline that are expected to be certified by fiscal year-end.</p>							
S	Three-year default rate on small business bond guarantees (LAPAS CODE - 14400)	15%	5%	15%	15%	15%	15%
S	Private financing generated by Small Business Development Centers per state dollar invested (LAPAS CODE - 15580)	\$ 50.00	\$ 29.00	\$ 50.00	\$ 50.00	\$ 25.00	\$ 25.00
<p>The economy is heavily impacting the ability of many small businesses to secure loans. Preparation work was completed on many loan applications, but because credit is tighter it is now more difficult to get loans approved (versus two years ago). With the oil spill and then the moratorium, many potential applicants have decided to delay their applications.</p>							
S	Number of targeted improvements initiated for small businesses and entrepreneurs (LAPAS CODE - 22863)	4	4	4	4	4	4

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010
Percentage by which assisted certified companies 2-year survival rate exceeds similar companies (LAPAS CODE - 14399)	24.5%	24.5%	14.8%	10.6%	9.0%
<p>The national standard for 2-year survival rate for all companies is 66% according to the Small Business Administration, Office of Advocacy.</p>					
Number of bond guarantees provided (LAPAS CODE - 6984)	7	6	2	19	22
Amount of bond guarantees provided (LAPAS CODE - 1009)	\$ 380,083	\$ 502,288	\$ 90,817	\$ 1,748,000	\$ 2,635,820
Total value of projects guaranteed with small business bonds (LAPAS CODE - 20307)	\$ 2,133,708	\$ 2,173,313	\$ 363,287	\$ 7,383,000	\$ 12,717,542
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 20,836,479	\$ 21,092,954	\$ 39,307,477	\$ 37,951,454	\$ 29,424,768



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	3,619	3,651	4,316	4,413	5,008
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	7,982	7,641	7,256	7,902	6,874
Number of consultations with local development officials by Regional Representatives (LAPAS CODE - 12550)	990	452	831	1,104	1,243
Number of business collaborations/interactions by Regional Representatives (LAPAS CODE - 12551)	696	226	333	648	516

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l Performance Indicator Name	Performance Indicator Values					
	Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K Number of proactive business retention and expansion visits with economic-driver firms in the state (LAPAS CODE - 22864)	500	594	500	500	500	500

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

Children's Budget Link: Not Applicable

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

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



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	75.00%	85.70%	85.00%	85.00%	85.00%	85.00%

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K	Number of major economic development prospects added (LAPAS CODE - 21051)	190	205	200	200	200	185

The loss of one Business Development Officer is expected to result in the loss of approximately 15 new prospects added to the pipeline in FY 2011-2012.



Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010
Number of recruitment prospects -pipeline (LAPAS CODE - 22867)	Not Applicable	194	122	148	138
Capital investment associated (recruitment) - pipeline (In billions) (LAPAS CODE - 22868)	\$ Not Applicable	\$ 28	\$ 12	\$ 9	\$ 21
Jobs associated (new recruitment) -pipeline (LAPAS CODE - 22869)	Not Applicable	40,026	22,507	30,272	25,443
Number of expansion and retention prospects - pipeline (LAPAS CODE - 22870)	Not Applicable	87	39	64	67
Capital investment associated (expansion and retention) - pipeline (in billions) (LAPAS CODE - 22871)	\$ Not Applicable	\$ 7	\$ 3	\$ 7	\$ 4
Jobs associated (new expansion and retention) - pipeline (LAPAS CODE - 22872)	Not Applicable	18,217	7,516	4,403	5,600
Jobs associated (expansion and retention - retained) -pipeline (LAPAS CODE - 22873)	Not Applicable	21,265	3,895	15,146	12,734
Statewide capital investment - pipeline (in billions) (LAPAS CODE - 22874)	\$ Not Applicable	\$ 35	\$ 15	\$ 16	\$ 24
Statewide jobs (new and retained) - pipeline (LAPAS CODE - 23433)	Not Applicable	79,508	33,918	49,821	43,777
Agriculture/Food/Forestry - pipeline (LAPAS CODE - 22876)	53	76	45	28	42
Durable Goods - pipeline (LAPAS CODE - 22877)	84	66	48	60	47
Energy/Petrochemical - pipeline (LAPAS CODE - 22878)	52	32	23	43	38
Logistics/Transportation - pipeline (LAPAS CODE - 22879)	28	14	8	9	6
Federal - pipeline (LAPAS CODE - 22880)	Not Applicable	3	0	1	1
Technology (Including Digital Media) - pipeline (LAPAS CODE - 22881)	27	24	11	17	50
Other - pipeline (LAPAS CODE - 22882)	Not Applicable	66	26	54	21
Now includes historical data for Advanced Materials.					
Number of recruitment projects - announced. (LAPAS CODE - 22883)	Not Applicable	30	25	11	22
Capital investment associated (recruitment) - announced (in billions) (LAPAS CODE - 22884)	\$ Not Applicable	\$ 4	\$ 3	\$ 1	\$ 1
Jobs associated (new recruitment) - announced (LAPAS CODE - 22885)	Not Applicable	4,932	2,752	3,830	1,128
Number of expansion and retention projects - announced (LAPAS CODE - 22886)	Not Applicable	40	14	24	13
Capital investment associated (expansion and retention)- announced (in billions) (LAPAS CODE - 22887)	\$ Not Applicable	\$ 6	\$ 2	\$ 2	\$ 1
Jobs associated (expansion and retention - new)-announced (LAPAS CODE - 22888)	Not Applicable	3,375	1,232	6,919	2,258



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010
Jobs associated (expansion and retention - retained) - announced (LAPAS CODE - 22889)	Not Applicable	5,487	2,182	10,662	8,122
Statewide capital investment - announced (in billions) (LAPAS CODE - 22890)	\$ Not Applicable	\$ 9.74	\$ 4.89	\$ 3.15	\$ 2.06
Statewide jobs (new and retained) - announced (LAPAS CODE - 22891)	Not Applicable	13,794	6,166	21,411	11,508
Agriculture/Food/Forestry - announced (LAPAS CODE - 22893)	Not Applicable	16	10	2	9
Durable Goods - announced (LAPAS CODE - 22894)	Not Applicable	18	13	9	5
Energy/Petrochemical -announced (LAPAS CODE - 22895)	Not Applicable	10	7	7	9
Logistics/Transportation - announced (LAPAS CODE - 22896)	Not Applicable	4	2	0	1
Federal -announced (LAPAS CODE - 22897)	Not Applicable	1	0	3	0
Technology (including Digital Media) - announced (LAPAS CODE - 22898)	Not Applicable	5	3	7	9
Other - announced (LAPAS CODE - 22899)	Not Applicable	16	4	7	2
Now includes historical data for Advanced Materials.					
Number of Rapid Response projects approved and funded (LAPAS CODE - 22902)	5	1	5	7	7
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in FY 08-09 leveraging the Mega Fund vs. Rapid Response fund.					
Dollars approved for Rapid Response projects (LAPAS CODE - 22903)	\$ 3,723,000	\$ 1,000,000	\$ 13,524,080	\$ 21,518,000	\$ 21,871,900
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in FY 08-09 leveraging the Mega Fund vs. Rapid Response Fund.					
Anticipated number of jobs created by Rapid Response applicants (LAPAS CODE - 22904)	2,450	1,000	2,174	823	792
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in FY 08-09 leveraging the Mega Fund vs. Rapid Response Fund.					
Anticipated number of jobs retained by Rapid Response applicants (LAPAS CODE - 22905)	1,223	0	700	105	3,631
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in FY 08-09 leveraging the Mega Fund vs. Rapid Response fund.					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010
Anticipated amount of capital invested by Rapid Response applicants (in millions) (LAPAS CODE - 22906)	\$ 88.50	\$ 1.50	\$ 254.36	\$ 53.00	\$ 247.60
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in FY 08-09 leveraging the Mega Fund vs. Rapid Response fund.					
Anticipated payroll associated with Rapid response applicants (in millions) (LAPAS CODE - 22907)	\$ 84.20	\$ 14.06	\$ 101.96	\$ 43.29	\$ 52.58
The year-over-year comparisons of the above data are complicated due to: 1) projects in prior years receiving a portion of the incentive from Rapid Response, but the majority of the incentive from the other funding source, 2) projects in some years involving significant levels of jobs and payroll associated with existing operations, whereas other years involving primarily new operations, and 3) larger projects in FY 08-09 leveraging the Mega Fund vs. Rapid Response Fund. This figure represents a sum of the average annual payroll for each project.					

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l Performance Indicator Name	Performance Indicator Values					
	Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K Estimated amount of dollars generated in Louisiana from entertainment industry projects (in millions) (LAPAS CODE - 23434)	Not Applicable	\$ 295	\$ 375	\$ 375	\$ 375	\$ 375



Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010
Number of incentive applications received (LAPAS CODE - 22900)	157	55	92	79	243
A high number of applications were filed in December 2005, prior to the effectiveness of the new law on January 1, 2006. Program rules were in place for Digital Interactive Media and Live Performance programs in FY 2009-2010.					
Number of full-length productions shot in the state (LAPAS CODE - 1314)	29	33	40	60	105
Estimated amount of tax credits (in millions) (LAPAS CODE - 22901)	\$ 42	\$ 104	\$ 106	\$ 91	\$ 150
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 209.00	\$ 415.00	\$ 499.00	\$ 342.00	\$ 287.00



252_2000 — Business Incentives Program

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

Program Description

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

The goal of the Business Incentives Program is:

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

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

For additional information, see:

Business Incentives Program

Business Incentives Program Budget Summary

	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Means of Financing:						
State General Fund (Direct)	\$ 463,524	\$ 1,000,000	\$ 1,536,477	\$ 1,037,228	\$ 25,575	\$ (1,510,902)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	687,560	756,757	756,757	790,526	746,979	(9,778)
Statutory Dedications	1,515,168	1,541,973	2,891,917	1,566,388	1,509,722	(1,382,195)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 2,666,252	\$ 3,298,730	\$ 5,185,151	\$ 3,394,142	\$ 2,282,276	\$ (2,902,875)
Expenditures & Request:						
Personal Services	\$ 1,014,098	\$ 1,119,324	\$ 1,119,324	\$ 1,214,736	\$ 1,102,870	\$ (16,454)



Business Incentives Program Budget Summary

	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Total Operating Expenses	52,164	119,508	116,508	116,508	116,508	0
Total Professional Services	7,686	5,000	8,000	8,000	8,000	0
Total Other Charges	1,592,304	2,054,898	3,941,319	2,054,898	1,054,898	(2,886,421)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 2,666,252	\$ 3,298,730	\$ 5,185,151	\$ 3,394,142	\$ 2,282,276	\$ (2,902,875)
Authorized Full-Time Equivalents:						
Classified	15	15	15	15	14	(1)
Unclassified	0	0	0	0	0	0
Total FTEs	15	15	15	15	14	(1)

Source of Funding

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

Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2009-2010	Enacted FY 2010-2011	Existing Oper Budget as of 12/1/10	Continuation FY 2011-2012	Recommended FY 2011-2012	Total Recommended Over/(Under) EOB
Louisiana Economic Development Fund	\$ 1,515,168	\$ 1,541,973	\$ 2,891,917	\$ 1,566,388	\$ 1,509,722	\$ (1,382,195)

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 536,477	\$ 1,886,421	0	Mid-Year Adjustments (BA-7s):
\$ 1,536,477	\$ 5,185,151	15	Existing Oper Budget as of 12/1/10
Statewide Major Financial Changes:			
\$ (1,000,000)	\$ (1,000,000)	0	Annualization of FY11 Mid-Year Expenditure Reduction



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
\$ 25,575	\$ 25,575	0	State Employee Retirement Rate Adjustment
\$ 0	\$ 6,644	0	Group Insurance for Active Employees
\$ 0	\$ 3,755	0	Group Insurance for Retirees
\$ 0	\$ (10,631)	0	Group Insurance Base Adjustment
\$ 0	\$ (39,093)	0	Salary Base Adjustment
\$ 0	\$ (31,312)	0	Attrition Adjustment
\$ 0	\$ 0	(1)	Personnel Reductions
\$ (536,477)	\$ (1,886,421)	0	Non-recurring Carryforwards
\$ 0	\$ 28,608	0	27th Pay Period
Non-Statewide Major Financial Changes:			
\$ 25,575	\$ 2,282,276	14	Recommended FY 2011-2012
\$ 0	\$ 0	0	Less Supplementary Recommendation
\$ 25,575	\$ 2,282,276	14	Base Executive Budget FY 2011-2012
\$ 25,575	\$ 2,282,276	14	Grand Total Recommended

Professional Services

Amount	Description
Professional Services:	
\$8,000	Board Meeting transcription services and any other services deemed necessary
\$8,000	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
Other Charges:	
\$25,000	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$1,000,000	Financial Assistance - Louisiana Economic Development Corporation (LEDC) - To provide funding for: Louisiana Small Business Loan Program, Venture Capital Programs, Business and Industrial Development Corporation Programs (BIDCO), Micro Loan Program, and the Contract Loan Program and any other programs as approved by the Board of the LEDC. Also included is funding provided for miscellaneous loan related charges.
\$1,025,000	SUB-TOTAL OTHER CHARGES
Interagency Transfers:	
\$12,500	Office of State Mail - Postage
\$11,500	Office of Telecommunications - State Telephone Services
\$5,898	Miscellaneous - LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc.



Other Charges (Continued)

Amount	Description
\$29,898	SUB-TOTAL INTERAGENCY TRANSFERS
\$1,054,898	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2011-2012.

Performance Information

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K	Percentage of incentive applicants to the C&I Board satisfied with LED assistance. (LAPAS CODE - 20341)	90%	96%	90%	90%	90%	85%

The loss of one Business Development Officer from the Commerce & Industry Board staff may result in slowdowns in application processing or the creation of a bottleneck, which could impact applicant satisfaction levels in FY 2011-2012.



Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010
Number of Business Incentive projects approved (LAPAS CODE - 12582)	1,135	912	989	1,041	1,103
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	21,142	22,689	12,976	11,056	10,145
Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584)	31,834	41,019	37,489	51,004	56,099
Anticipated amount of capital invested by Business Incentive applicants (in millions). (LAPAS CODE - 21432)	\$ 6.60	\$ 14.70	\$ 7.80	\$ 9.50	\$ 10.30

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

Children's Budget Link: Not Applicable

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

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

Performance Indicators

L e v e l Performance Indicator Name	Performance Indicator Values					
	Yearend Performance Standard FY 2009-2010	Actual Yearend Performance FY 2009-2010	Performance Standard as Initially Appropriated FY 2010-2011	Existing Performance Standard FY 2010-2011	Performance At Continuation Budget Level FY 2011-2012	Performance At Executive Budget Level FY 2011-2012
K Percentage of incentive applicants to the LEDC Board satisfied with LED assistance. (LAPAS CODE - 21077)	75%	100%	75%	75%	85%	85%



Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007	Prior Year Actual FY 2007-2008	Prior Year Actual FY 2008-2009	Prior Year Actual FY 2009-2010
Number of EDAP / EDLOP projects approved and funded (LAPAS CODE - 12570)	6	6	19	3	5
Dollars approved for EDAP/EDLOP projects (LAPAS CODE - 21428)	\$ 4,010,651	\$ 6,604,902	\$ 12,564,098	\$ 4,637,805	\$ 7,700,000
Anticipated number of jobs created by EDAP/EDLOP applicants (LAPAS CODE - 12571)	1,653	619	1,495	250	990
Anticipated number of jobs retained by EDAP/EDLOP applicants (LAPAS CODE - 21429)	962	115	1,016	559	1,580
Anticipated amount of capital invested by EDAP/EDLOP applicants (LAPAS CODE - 21430)	\$ 42,736,284	\$ 93,666,163	\$ 630,047,804	\$ 185,661,000	\$ 97,209,075
Anticipated payroll associated with EDAP/EDLOP applicants (LAPAS CODE - 22908)	\$ 2,589,824	\$ 15,740,280	\$ 69,121,115	\$ 9,941,410	\$ 61,372,205
Number of projects approved and funded in other LEDC programs (excluding workforce development). (LAPAS CODE - 12579)	30	14	10	9	7

