

**MEGA-PROJECT DEVELOPMENT FUND  
AND  
RAPID RESPONSE FUND  
SEMI-ANNUAL PERFORMANCE REPORT  
APRIL 2015 TO SEPTEMBER 2015**

This report was prepared by Louisiana Economic Development to summarize the performance status of all active Mega-Project Development Fund and Rapid Response Fund incentive contracts. For each active contract, this report provides: project description; description of incentive funds provided; summary of performance requirements (minimum required payroll, capital investment, etc.); project status, including actual performance relative to requirements; and, where applicable, a summary of reimbursement obligations associated with any underperformance.

***IMPORTANT NOTE: This report includes only business development projects with active Mega-Project Development Fund and Rapid Response Fund contracts. Because most LED-supported projects do not involve Mega-Project Development Fund or Rapid Response Fund incentives, the job and capital investment numbers included in this report represent only a portion of the totals for business development projects secured by LED.***

# MEGA-PROJECT DEVELOPMENT FUND

# MEGA-PROJECT DEVELOPMENT FUND EXPENDITURE REPORT

## Reporting Period – 04/1/15 to 09/30/15

### Private Sector Mega-Fund Projects

Company	Total MPDF Funding Encumbered as of 09/30/15	Expenditures (Prior Cumulative and Current Reporting Period \$)			Job Commitments <sup>1</sup>			Average Salary <sup>2</sup> (\$ per year)	New indirect jobs <sup>3</sup>	Total new jobs (direct and indirect)	Capex (\$MM)	New annual state tax revenues (\$MM/year) <sup>4</sup>
		Prior Cumulative	Current Period 04/1/15-09/30/15	Total	Retained	New	Total					
Benteler	20,000,000	13,274,685	1,044,150	14,318,835	-	675	675	50,000	1,540	2,215	900.0	8.6
CenturyLink <sup>5</sup>	3,300,000	-	263,572	263,572	1,500	796	2,296	55,000	655	1,451	20.0	3.6
ConAgra Foods	32,400,000	32,400,000	-	32,400,000	-	500	500	35,000	1,420	1,920	211.0	4.2
Foster Farms	50,000,000	50,000,000	-	50,000,000	-	1,100	1,100	22,500	2,870	3,970	20.0	8.7
IBM–Baton Rouge	23,000,000	20,012,668	-	20,012,668	-	800	800	n/a	542	1,342	-	4.7
SNF Holding Company	26,550,000	26,550,000	-	26,550,000	-	512	512	57,400	900	1,412	350.0	6.7
The Schumacher Group	1,500,000	649,478	-	649,478	389	600	989	62,500	784	1,384	19.0	3.5
Act 15 of 2014 <sup>6</sup>	26,217,222	13,865,244	1,694,414	15,559,658	-	-	-	-	-	-	-	-
<b>Total</b>	<b>182,967,222</b>	<b>156,752,075</b>	<b>3,002,136</b>	<b>159,754,211</b>	<b>1,889</b>	<b>4,983</b>	<b>6,872</b>	<b>-</b>	<b>8,711</b>	<b>13,694</b>	<b>1,520</b>	<b>40.0</b>

<sup>1</sup> Includes full time and full time equivalent positions.

<sup>2</sup> Average salary for new positions only; excludes benefits.

<sup>3</sup> Estimates for indirect jobs based on standard RIMS multipliers from the U.S. Bureau of Labor Statistics (BLS).

<sup>4</sup> Includes direct and indirect taxes generated by each project after completion (full employment); includes only impact of new project/employment (i.e., impact of any existing operations not included).

<sup>5</sup> This Mega-Project Development Fund (MPDF) project represents a second headquarters expansion by CenturyLink.

<sup>6</sup> During the legislative process, a means of financing substitution from General Fund to MPDF was enacted to pay for existing project commitments. The current period expenditures reflect payments for various project commitments.

#### IMPORTANT NOTE:

1. Above list of projects includes only those for which the MPDF was utilized – LED has secured many other project wins for which the MPDF was not utilized.
2. Announced projects without a fully executed CEA are not included in this report.

### Federal Mega-Fund Projects

Project	Total MPDF Funding Encumbered as of 09/30/15	Expenditures (Prior Cumulative and Current Reporting Period \$)			Description
		Prior Cumulative	Current Period 04/1/15-09/30/15	Total	
Federal City	125,000,000	125,000,000	-	125,000,000	The project will retain 1,663 jobs, add at least 300 new jobs, and create an environment that likely will attract other significant federal tenants in the future.
NASA/ Michoud	55,500,000	15,072,506	-	15,072,506	Funding initially was encumbered to complete a multi-year commitment to assist NASA's Michoud Assembly Facility in its transition to the Constellation program; however, the Obama administration has since proposed cancelling Constellation. Accordingly, the future of this funding will be determined following clarification of the Obama administration's revised plan for space exploration.
<b>Total</b>	<b>180,500,000</b>	<b>140,072,506</b>	<b>-</b>	<b>140,072,506</b>	

# PRIVATE SECTOR MEGA-FUND PROJECTS

## **BENTELER STEEL/TUBE MANUFACTURING CORP.**

Seamless steel tube and steel production facility

Project announced in 2012

Caddo Parish

Benteler Steel/Tube Manufacturing Corporation (Benteler) committed to build a seamless steel tube mill and a steel mill in Caddo Parish, Louisiana creating 675 new direct jobs with average salaries of \$50,000, plus benefits, by 2022.

Benteler considered building this new project in a dozen other states, but chose Louisiana because the State is located in the heart of America's energy corridor, has one of the best business climates in the country, has a world-class transportation infrastructure, and possesses the best workers in the world.

To secure the project, LED offered Benteler a performance-based grant of up to \$33.5 million for infrastructure construction, site preparation, training center construction and workforce development. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$24.7 million in expenditures had been reimbursed by the State to Benteler Steel, Bossier Parish Community College, and Caddo-Bossier Port Commission.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Benteler commits the company to spend not less than \$892 million in capital expenditures by June 30, 2024.

The company has committed to produce 675 total new direct jobs according to the following schedule: 271 new direct jobs by December 31, 2016; an additional 134 new direct jobs by December 31, 2018; an additional 135 new direct jobs by December 31, 2020; and an additional 135 new direct jobs by December 31, 2022.

The CEA includes clawback provisions that require Benteler to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse the State a one-time amount equal to 1.5 percent of any shortfall relative to capital expenditures and 18.32 percent of any shortfall relative to required payroll obligations. Lastly, the company shall reimburse the State 100% of the State's investment in the Training Center if the company fails to timely commence operations.

As of the report date, Benteler's on-site construction of the steel tube facility was 94% complete. The first significant obligation of Benteler will be to produce \$13.6 million in payroll, excluding benefits, during 2016. Payroll obligations increase each year thereafter.

***As of the report date, Benteler was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***

## **CENTURYLINK, INC.**

Corporate headquarters

Projects announced in 2009 and 2011

Ouachita Parish

CenturyLink, Inc. (formerly CenturyTel) committed to expand its corporate headquarters in Monroe, Louisiana adding 1,146 new direct jobs with average salaries of \$55,000, plus benefits, by 2016.

The retention of CenturyLink keeps a third Fortune 500 Company and the nation's fourth-largest local exchange telephone company headquartered in Louisiana.

To secure the project, LED offered CenturyLink a revised performance-based grant comprised of up to \$23.8 million from the Mega-Project Development Fund and Rapid Response Fund for facility expansion, personnel relocation costs, and integration expenses, and for offsetting air transportation expenses. Grant funds are to be provided over several years on a reimbursement basis after expenditures are verified and approved by the State. Additionally, with funding support from the State of \$300,000 per year over seven years, Louisiana Tech University committed to establish the Clarke M. Williams Professorship in Telecommunications and to collaborate with CenturyLink to plan and design courses to serve the advanced education needs of the company's workforce. As of the report date, \$5.4 million in expenditures had been reimbursed by the State to CenturyLink and Louisiana Tech University.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED, Louisiana Tech University and CenturyLink commits CenturyLink to maintain its headquarters in Louisiana through December 31, 2020.

The company has committed to produce 1,146 total new direct jobs according to the following schedule under the CEA: 148 new direct jobs by December 31, 2010; an additional 178 new direct jobs by December 31, 2011; an additional 227 new direct jobs by December 31, 2012; an additional 157 new direct jobs by December 31, 2013; an additional 170 new direct jobs by December 31, 2014; an additional 155 new direct jobs by December 31, 2015; and an additional 111 new direct jobs by December 31, 2016.

The CEA includes clawback provisions that will require CenturyLink to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

CenturyLink continues to maintain its corporate headquarters in Monroe and the construction on the headquarters facility expansion is complete. Under the CEA, CenturyLink's performance is assessed annually relative to payroll obligations. The most recent obligation includes \$42.6 million in new payroll for the project year ending December 31, 2014. For the project year ending December 31, 2014, CenturyLink reported \$39.0 million in new payroll. CenturyLink did not meet the 2014 performance requirement. CenturyLink's next obligation includes \$55.3 million in new payroll during 2015.

***As of the report date, CenturyLink was meeting about 92 percent of the payroll obligation specified in the CEA. Subsequent to this reporting period, LED began the process of collecting clawback amounts resulting from the company's underperformance.***

## **CONAGRA FOODS LAMB WESTON**

Large-scale sweet potato processing facility  
Project announced in 2009  
Richland Parish

ConAgra Foods Lamb Weston committed to construct a large-scale sweet potato processing facility, including capital investment of \$211-256 million and employment ramping up to 500-600 with average salaries of about \$35,000, plus benefits, by 2015.

Upon completion, the ConAgra facility is expected to become the largest private-sector employer in Richland Parish, as well as one of the 10 largest private-sector employers in Northeast Louisiana. The new facility also will become one of Louisiana's top 100 economic-driver firms (out of roughly 120,000 total current employers) based on direct and indirect job impact.

To secure the project, LED offered a performance-based grant of up to \$37.4 million from the Mega-Project Development Fund to be utilized for land, buildings, structural improvements and land improvements, and then machinery and equipment (in that order). Grant funds are provided on a reimbursement basis after company expenditures are verified and approved by the State. As of the report date, \$32.4 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and ConAgra Foods, Inc. specifies a two-phase development plan for the project, starting with Phase I of construction (at least \$156 million) to be completed by June 30, 2011 and Phase II (an additional \$55 million) by January 1, 2014.

Phase I will result in 275 new direct jobs by December 31, 2011 while Phase II will result in an additional 225-325 new direct jobs by December 31, 2015; therefore, the company has committed to produce 500-600 total new direct jobs.

The CEA includes clawback provisions that will require ConAgra to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment and payroll obligations). Specifically, the company must reimburse 2.5 percent of any shortfall relative to capital investment commitments, and 16.5 percent of any shortfall relative to payroll obligations.

Phase I of the facility officially opened in mid-September of 2010 and construction on Phase I has been completed. The company's investment in Phase II of operations has been completed.

Phase I of operation is required to produce at least \$13.0 million of new payroll, excluding benefits, in 2014. ConAgra reported \$9.9 million in new payroll for the period ending December 31, 2014, and was not meeting the new payroll requirement of \$13.0 million. ConAgra's next obligation includes \$17.3 million in new payroll during 2015.

***As of the report date, ConAgra Foods Lamb Weston was meeting about 75 percent of the payroll obligation and about 87% of the capital expenditure obligation specified in the CEA. Subsequent to the reporting period, LED collected \$1.0 million in clawbacks from ConAgra to satisfy the capital expenditure shortfall.***

## **FOSTER POULTRY FARMS**

Poultry processing operation  
Project announced in 2009  
Farmerville (Union Parish)

Foster Poultry Farms committed to purchase, improve, and operate the closed Pilgrim's Pride poultry operation, with employment ramping up to 1,100 with average salaries of \$22,500, plus benefits, by 2011.

As part of this commitment, Foster Poultry Farms anticipated spending approximately \$100 million to purchase the facility, rebuild inventory levels, and make capital improvements.

Accounting for both direct and indirect economic effects, the Farmerville facility will lead to 3,970 total Louisiana jobs by 2011 and \$379 million in annual economic output.

To secure the project, LED offered a performance-based grant of up to \$50 million from the Mega-Project Development Fund to be utilized for facility purchase and inventory rebuild (total of approximately \$40 million) and capital improvements (approximately \$10 million). Grant funds were provided on a reimbursement basis after expenditures were verified and approved by the State. As of the report date, the full \$50.0 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Foster Poultry Farms specifies that a minimum of \$10 million in facility improvements, equipment refurbishment, and infrastructure expenditures be made within two years of the facility purchase (i.e., \$10 million by May 21, 2011). Additionally, the CEA calls for the creation of 650 direct jobs within two months of closing (i.e., 650 direct jobs by July 21, 2009) and the creation of 1,000 direct jobs within twelve months of closing (i.e., 1,000 direct jobs by May 21, 2010).

Facility purchase, inventory rebuild, and capital improvements at the Farmerville operation are complete, with over \$10 million in expenditures already made at the facility. As of the report date, Foster Poultry Farms had created over 1,200 jobs at the facility.

The CEA includes clawback provisions that will require Foster Poultry Farms to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 30 percent of any shortfall relative to payroll obligations.

Under the CEA, Foster Poultry Farms' performance is assessed annually relative to payroll obligations. The most recent obligation included \$27.0 million in payroll for the 12-month period ending June 30, 2015. The company generated \$35.9 million in payroll for the 12-month period ending June 30, 2015, exceeding the performance requirement. Foster Poultry Farm's next obligation includes \$27.9 million in payroll for the 12-month period ending June 30, 2016.

***As of the report date, Foster Poultry Farms was meeting or exceeding all current performance requirements in the CEA.***



## **IBM**

Technology center

Project announced in 2013

East Baton Rouge Parish

IBM committed to establish a technology center in Baton Rouge, Louisiana creating 800 new jobs by 2017.

IBM's decision to locate in Baton Rouge will have a transformational impact on Baton Rouge and Louisiana. The technology center will employ a broad range of college graduates and experienced professionals with backgrounds in computer science and other quantitative-intense fields, such as engineering, mathematics, and science.

The IBM project includes innovative, public-private partnerships to expand higher-education programs related to computer science and to construct a major new riverfront development that will accelerate the revitalization of downtown Baton Rouge. For the IBM project, the State will provide \$14 million over 10 years to expand higher education programs designed primarily to increase the number of annual computer science graduates. At least 65 percent of those funds will be provided for expansion of the Computer Science Division of the School of Electrical Engineering and Computer Science at LSU. Another public-private partnership secured construction of the IBM center's permanent site, an approximately \$30.5 million office building that will be owned by the Wilbur Marvin Foundation, an affiliate of the Baton Rouge Area Foundation (BRAAF). The office building will be constructed with public funds and leased to IBM for a nominal rate for the life of the incentive contract, whereas BRAAF's real-estate development arm (Commercial Properties Realty Trust) will secure private financing for the residential building that will be completed in 2016. LED offered IBM a performance-based incentive package that includes grants totaling \$29.5 million over 12 years, including a \$1.5 million contribution from the City of Baton Rouge/Parish of East Baton Rouge, to reimburse costs related to personnel recruitment, relocation, and other workforce-related costs; internal training; and facility operating expenses. As of the report date, \$20.0 million in expenditures had been reimbursed by the State toward the project.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED, The Wilbur Marvin Foundation, City of Baton Rouge / Parish of East Baton Rouge and IBM commits the company to establish a temporary facility and commence operations by July 1, 2013.

The company has committed to produce 800 total jobs according to the following schedule: 100 by June 30, 2014; an additional 200 by June 30, 2015; an additional 200 by June 30, 2016; and an additional 300 by June 30, 2017.

The CEA includes clawback provisions that require IBM to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally jobs). Specifically, the company must reimburse \$6,495 multiplied by any shortfall in jobs each year.

As of the report date, IBM had commenced operations in its permanent facility. The most recent obligation of IBM was to produce 300 jobs during the project year ending June 30, 2015. For this project year, IBM reported 333 jobs, exceeding its performance requirement. IBM's next obligation is to produce 500 jobs during the project year ending June 30, 2016.

***As of the report date, IBM was meeting or exceeding all current performance requirements in the CEA.***

## **SNF HOLDING COMPANY**

Water-soluble polymer manufacturing facility  
Project announced in 2009  
Iberville Parish

SNF Holding Company (SNF) committed to construct a new water-soluble polymers manufacturing facility, including capital investment of \$350 million and employment ramping up to 512 with average salaries of \$57,400, plus benefits, by 2016.

An economic impact analysis by LSU indicates that the more than 500 direct, new on-site jobs will create approximately 900 indirect jobs for a total of 1,400 permanent new jobs in Louisiana and rank SNF as one of Louisiana's top 150 economic-driver firms (out of roughly 120,000 total current employers) based on direct and indirect job impact.

To secure the project, LED offered SNF a performance-based grant of up to \$39.4 million from the Mega-Project Development Fund, including performance-based financial assistance of \$26.55 million for rail spur and other site infrastructure, as well as performance-based incentive payments of \$1.28 million per year starting at the conclusion of project year 1 (June 30, 2012), for a ten year period for capital costs related to the project. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$26.55 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana /LED and SNF specifies a five-year development plan for the project, with SNF investing capital according to the following schedule: \$92.2 million by June 30, 2011; an additional \$69.1 million by June 30, 2012; an additional \$69.1 million by June 30, 2013; an additional \$46.1 million by June 30, 2014; and an additional \$46.1 million by June 30, 2015.

The company has committed to produce 512 total new direct jobs according to the following schedule: 118 new direct jobs by June 30, 2012; an additional 123 new direct jobs by June 30, 2013; an additional 94 new direct jobs by June 30, 2014; an additional 67 new direct jobs by June 30, 2015; and an additional 110 new direct jobs by June 30, 2016.

The CEA includes clawback provisions that will require SNF to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment, payroll, and taxable purchases obligations). Specifically, the company must reimburse 0.90 percent of any shortfall relative to capital investment commitments, 12.3 percent of any shortfall relative to payroll obligations, and 1.2 percent of any shortfall relative to taxable purchases commitments.

As of the report date, SNF had commenced commercial operations at the new facility, satisfied the initial capital investment obligation of \$92.2 million, and continues to invest in additional production facilities. SNF is required to produce \$23.1 million in payroll, excluding benefits, over the 12-month period ending June 30, 2015. SNF reported over \$13.7 million in new payroll for the period ending June 30, 2015, missing the performance requirement. SNF's next obligation includes \$29.4 million in payroll for the period ending June 30, 2016.

Due to SNF's performance to-date relative to capital investment, taxable purchases, and payroll, SNF's most recent performance-based grant was reduced by \$1.1 million. The company does not owe the State any reimbursement for payroll, taxable purchase, or capital investment underperformance for the period ending June 30, 2015.

***As of the report date, SNF Holding Company was meeting about 59 percent of the payroll obligation specified in the CEA. Accordingly, the Year 4 performance-based grant was reduced as required by the CEA.***

## THE SCHUMACHER GROUP

Corporate headquarters expansion  
Project announced in 2011  
Lafayette Parish

The Schumacher Group (Schumacher) committed to expand its existing Lafayette corporate headquarters, including capital investment of \$19.0 million and the addition of 600 new direct jobs with average salaries of \$62,500, plus benefits, by 2016.

The expansion will create nearly 1,400 new jobs in Acadiana (based on direct and indirect job impact) over a five-year period. Louisiana's recently enhanced Digital Media & Software Incentive will assist Schumacher with continuing to advance its integrated technology solutions that help improve healthcare outcomes and efficiency.

To secure the project, LED offered Schumacher a performance-based grant of up to \$9.0 million from the Mega-Project Development Fund to offset costs associated with the expansion of the existing headquarters facility or construction of a new headquarters facility. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.6 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Schumacher commits the company to retain 389 existing jobs and expand the existing headquarters facility or build a new headquarters facility by January 1, 2015.

The company has committed to produce 600 total new direct jobs according to the following schedule: 75 new direct jobs by December 31, 2012; an additional 125 new direct jobs by December 31, 2013; an additional 150 new direct jobs by December 31, 2014; an additional 175 new direct jobs by December 31, 2015; and an additional 75 new direct jobs by December 31, 2016.

The CEA includes clawback provisions that require Schumacher to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 5.0 percent of any shortfall relative to new payroll obligations.

As of the report date, Schumacher has not completed its expansion of the headquarters facility and will not meet CEA performance obligations. Schumacher and LED have agreed to terminate and settle the CEA. Under the CEA, Schumacher's performance is assessed annually relative to payroll obligations. The most recent obligation included \$22.5 million in new payroll, excluding benefits, in 2014. Schumacher reported over \$5.3 million in new payroll for 2014, missing the performance requirement. Schumacher's next obligation includes \$33.4 million in payroll for 2015.

***As of the report date, Schumacher was meeting about 46 percent of the payroll obligation specified in the CEA. The percentage includes reported new payroll and previously earned payroll credits. Subsequent to the reporting period, Schumacher reimbursed the State \$2.1 million (the full grant amount received by Schumacher, plus interest) for shortfalls in the CEA related to the expansion or construction of a facility of which \$0.6 million was from the Mega Fund.***

# FEDERAL MEGA-FUND PROJECTS

## **FEDERAL CITY**

Marine Forces Reserve Headquarters and related facilities

Project announced in 2008, Mega-Project Development Funds approved in 2009

Orleans Parish

The State commitment of \$150 million to the Naval Support Activity site (known as the Federal City Project) will help design and construct the Marine Forces Reserve Headquarters and provide improvements to numerous facilities throughout the site, resulting in an estimated 1,663 retained jobs in the New Orleans area and 300 additional positions from Kansas City, Missouri.

The Marine Forces Reserve presence in New Orleans has been a major economic driver for many years. The Federal City project will ensure this economic activity remains in place, and will position New Orleans for new investments by the United States Department of Defense (DoD) and other Federal agencies.

DoD recommended that the 2005 Defense Base Closure and Realignment Commission (BRAC Commission) approve the closure of Naval Support Activity New Orleans (NSA), including facilities located on both the East Bank and the West Bank of the Mississippi River. The State of Louisiana and community leaders petitioned the BRAC Commission on July 22, 2005 to retain the military commands in New Orleans and transfer them to the proposed Federal City. Based on the State presentation to the BRAC Commission, NSA was taken off the list of bases to be closed as long as the Federal City project was funded and initiated prior to September 30, 2008.

The State has committed \$150 million towards the Federal City project: \$25 million in bond proceeds and \$125 million from the Mega-Project Development Fund. The \$150 million includes approximately \$110 million for the Marine Forces Reserve Headquarters, \$7 million for amenity upgrades on the site, and \$33 million for other infrastructure improvements and other aspects of the project.

State funds are provided to the project on a reimbursement basis after expenditures are verified and approved. As of the report date, \$125 million in disbursements had been provided to the project.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and the Algiers Development District / New Orleans Federal Alliance specifies that the construction of the Marine Forces Reserve facilities be completed and that the facilities be placed in service by September 15, 2011.

Occupancy of the facilities will result in an estimated 1,663 retained jobs in the New Orleans area and 300 additional positions from Kansas City, Missouri.

As this project involves a Federal government entity (DoD), the CEA does not include clawback provisions.

Marine Forces Reserve has completed the move into their new headquarters facility. Work on ancillary structures and features associated with the new headquarters facility are complete. The modernization and transfer of on-site electric and water utilities have been completed. There remains \$0.6 million in the project budget. This amount will be expended for three major sub-projects, which will be completed between March and May of 2016.

***As of the report date, the Federal City project was meeting or exceeding all current performance requirements in the CEA.***

## **NASA MICHLOUD ASSEMBLY FACILITY**

Manufacturing Equipment and R&D Administration Building

Project announced in 2007; Mega-Project Development Funds approved in 2009

Orleans Parish

On February 15, 2007, the State executed a memorandum of understanding (MOU) with NASA Marshall Space Flight Center (MSFC) and Michoud Assembly Facility (MAF) to facilitate increased workflow into MAF, creating more jobs and investment in Louisiana. The State recognized that employment levels associated with the Space Shuttle Program (External Fuel Tank) would dramatically decrease as the overall shuttle program phased down and desired to counter this situation by making strategic investments at MAF.

The State commitment of \$102 million to manufacturing equipment and facilities at MAF was expected to help secure future MAF employment in the form of over 1,900 jobs associated with the NASA Orion Upper Stage and Avionics, the Orion Crew Exploration Vehicle, and Manufacturing Support and Facilities Operations. In addition, if the Ares V program performed as expected, MAF would be well positioned for significantly larger employment levels over the next four to six years.

Over the last several years, the State and NASA have been working against an overall State investment level of \$102 million for the acquisition of manufacturing equipment (Equipment) critical to building Ares I and Ares V hardware and for the design and construction of a new MAF Research & Development Administration Building (Building). The Legislature appropriated \$20 million towards these purposes in a 2007 supplemental bill. In 2008, Capital Outlay funds in the amount of \$20.0 million cash line of credit were approved. An additional \$6.5 million was appropriated in a supplemental bill.

To complete the \$102.0 million needed to fully fund the Equipment purchases and the design and construction of the Building, the State committed \$55.5 million from the Mega-Project Development Fund in 2009.

Funds are provided to the project for expenditures that are verified and approved by the State. As of the report date, \$15.1 million in expenditures from the Mega-Project Development Fund had been made towards the project.

Three cooperative endeavor agreements (CEAs) between the State of Louisiana / the Division of Administration (DOA) / LED (State) and NASA MSFC / UNO Research and Technology Foundation / LSU Board of Supervisors (MAF Partners) pertain to the \$55.5 million from the Mega-Project Development Fund. These CEAs specify that the State and MAF Partners work together to purchase and install the Equipment, including MAF facility modifications to accommodate the Equipment, by a target milestone of March 2010. The CEAs also specify a target milestone to complete construction of the Building by December 2010.

As this project involves a Federal government entity (NASA), the CEAs do not include clawback provisions.

Several major Equipment items, including a universal weld and machine turntable, a robotic weld tool, and a machining center, have been purchased and are either fully installed or projected to be fully installed in the near future and this special equipment will be available for use on other projects. Initial planning and design work for the Building has been completed.

The Obama Administration ended Constellation Program development work after signature of the NASA Authorization Act of 2010. Work on the launch vehicle to replace the retiring Space Shuttle and cancelled Constellation Program, known as the Space Launch System, has commenced. Work

has also commenced on the Orion crew capsule, which will sit atop the Space Launch System. Two early Orion capsules have completed Michoud assembly and departed Louisiana for additional outfitting.

NASA has also introduced a component of the Commercial Crew program at MAF, which is new work at the facility. The Commercial Crew program is designed to delegate low-earth orbit and vehicle recovery capabilities to the private sector.

Due to the tremendous uncertainty created through the budget proposal, the State notified NASA that expenditures of State funds will be suspended until NASA more clearly articulates its plans for MAF. As of the report date, expenditures were only being made to cover invoices supporting already ordered and/or delivered equipment.

***As of the report date, the NASA Michoud Assembly Facility project is not expected to meet its target milestones for Equipment installation or Building construction. Once additional clarity regarding NASA's programs is available, the State will propose a revised approach.***



# **RAPID RESPONSE FUND PROJECTS**

**RAPID RESPONSE FUND EXPENDITURE REPORT<sup>A</sup>**  
**Reporting Period – 04/1/15 to 09/30/15**

**Private Sector Rapid Response Fund Projects**

Company	Total RRF Funding Encumbered as of 09/30/15	Expenditures (Prior Cumulative and Current Reporting Period \$)			Job Commitments <sup>1</sup>			Average Salary <sup>2</sup> (\$ per year)	New indirect jobs <sup>3</sup>	Total new jobs (direct and indirect)	Capex (\$MM)	New annual state tax revenues (\$MM/year) <sup>4</sup>
		Prior Cumulative	Current Period 04/1/15-09/30/15	Total	Retained	New	Total					
Albemarle	3,200,000	3,200,000	-	3,200,000	600	30	630	230,000	86	116	5.0	1.1
Bell Helicopter (Textron)	1,680,457	1,074,990	220,861	1,295,851	-	115	115	55,000	136	251	37.7	1.0
Benteler Steel	15,375,000	7,958,570	2,480,370	10,438,940	-	675	675	50,000	1,540	2,215	900.0	8.6
Bercen <sup>5</sup>	450,000	450,000	-	450,000	36	20	56	90,000	92	112	6.0	0.4
Blade Dynamics LLLP	1,250,000	1,250,000	-	1,250,000	-	600	600	48,000	972	1,572	13.0	4.3
Cameron International Corporation	2,000,000	2,000,000	-	2,000,000	475	110	585	49,000	171	281	49.0	0.7
Centric Pipe	2,000,000	-	-	-	52	82	134	50,000	209	291	32.5	0.8
CenturyLink, Inc. <sup>6</sup>	6,774,900	5,159,705	-	5,159,705	1,873	350	2,223	45,000	520	870	117.9	2.0
CGI Federal	3,050,000	1,400,000	750,000	2,150,000	-	400	400	52,000	405	805	13.1	-
Chiquita	4,200,000	-	-	-	-	140	140	n/a	170	310	4.2	1.3
Cyberspace Innovation Center	4,030,120	2,572,176	1,668,035	4,240,211	-	800	800	48,750	805	1,605	34.0	4.3
DG Foods, LLC <sup>7</sup>	1,000,000	1,000,000	-	1,000,000	-	317	317	18,600	936	1,253	9.7	1.9
Dr. Reddy's Laboratories, LLC	2,100,000	2,100,000	-	2,100,000	161	73	234	37,000	184	257	16.5	0.6
Electronic Arts <sup>8</sup>	50,000	-	-	-	-	220	220	25,300	502	722	1.0	1.4
Gameloft	1,900,000	1,900,000	-	1,900,000	-	146	146	57,700	147	293	32.0	-
Gardner Denver Thomas	8,700,000	8,700,000	-	8,700,000	69	202	271	37,000	505	707	-	2.1
General Electric Capital Corp.	7,380,067	4,267,141	-	4,267,141	-	300	300	60,000	301	601	-	3.0
Globalstar, Inc.	5,897,393	5,717,314	180,078	5,897,392	30	564	594	72,000	842	1,406	2.5	2.8
Halliburton	2,000,000	2,000,000	-	2,000,000	-	150	150	58,600	357	507	63.0	1.6
HVS NOLA, LLC	150,000	-	-	-	-	80	80	50,000	116	196	-	-
IBM-Monroe	4,500,000	-	-	-	-	400	400	46,000	406	806	-	2.1
KPAQ	8,750,000	7,442,824	-	7,442,824	-	233	233	44,512	919	1,152	15.0	3.7
MECO	450,000	234,995	-	234,995	81	127	208	47,000	168	295	11.0	1.0

Company	Total RRF Funding Encumbered as of 09/30/15	Expenditures (Prior Cumulative and Current Reporting Period \$)			Job Commitments <sup>1</sup>			Average Salary <sup>2</sup> (\$ per year)	New indirect jobs <sup>3</sup>	Total new jobs (direct and indirect)	Capex (\$MM)	New annual state tax revenues (\$MM/year) <sup>4</sup>
		Prior Cumulative	Current Period 04/1/15-09/30/15	Total	Retained	New	Total					
Methanex USA, LLC	1,500,000	1,500,000	-	1,500,000	-	130	130	56,250	996	1,126	550.0	2.8
Module X Solutions LLC	1,800,000	-	1,405,306	1,405,306	109	357	466	49,800	578	935	7.4	2.7
Procter & Gamble Manufacturing Co.	3,400,000	3,400,000	-	3,400,000	461	50	511	61,000	270	320	28.0	0.8
Rain CII	1,600,000	-	1,600,000	1,600,000	156	71	227	102,700	70	141	65.0	1.0
Saint Gobain Containers <sup>9</sup>	1,200,000	1,200,000	-	1,200,000	350	-	350	51,400	-	-	24.0	-
SAPA Extrusions, LLC.	325,000	325,000	-	325,000	237	37	274	31,200	65	102	0.4	0.2
Shaw Group	1,500,000	1,500,000	-	1,500,000	1,968	1,420	3,388	50,000	634	2,054	100.0	11.0
Smoothie King	960,000	-	480,000	480,000	45	60	105	75,000	78	138	0.5	0.4
Sutherland Global Services	700,000	400,000	53,121	453,121	-	600	600	27,000	421	1,021	2.9	2.2
The Folger Coffee Company	3,000,000	3,000,000	-	3,000,000	450	120	570	42,000	381	501	69.0	1.7
The Lighthouse for the Blind <sup>10</sup>	150,000	150,000	-	150,000	-	75	75	22,539	104	179	5.7	0.4
USA Agencies, LLC	97,000	97,000	-	97,000	200	56	256	26,400	74	130	1.2	0.3
<b>Total</b>	<b>103,119,937</b>	<b>69,999,715</b>	<b>8,837,771</b>	<b>78,837,486</b>	<b>7,353</b>	<b>9,110</b>	<b>16,463</b>	<b>-</b>	<b>14,160</b>	<b>23,270</b>	<b>2,217.2</b>	<b>68.2</b>

<sup>A</sup> A total of \$12,347,072 was targeted to be paid from the General Fund, but in accordance with Executive Order BJ 2012-24 Expenditure Reduction and BJ 2012-25 Expenditure Freeze, a means of financing change was authorized to use funds available in the Statutory Dedicated-Rapid Response Fund in lieu of the General Fund. Amounts encumbered and spent as a result of the Executive Orders 2012-24 and 2012-25:

- Nucor \$4,012,725 encumbered and spent
- Ronpak \$459,941 encumbered and spent
- SNF \$1,280,000 encumbered and spent
- CG Rail \$1,632,731 encumbered and spent
- Union Tank \$3,296,625 encumbered and \$3,295,125 spent
- Saint Gobain \$1,200,000 encumbered and spent
- LSU/EA Sports \$465,000 encumbered and \$260,250 spent

<sup>1</sup> Includes full time and full time equivalent positions.

<sup>2</sup> Average salary for new positions only; excludes benefits.

<sup>3</sup> Estimates for indirect jobs based on standard RIMS multipliers from the U.S. Bureau of Labor Statistics (BLS).

<sup>4</sup> Includes direct and indirect taxes generated by each project after completion (full employment); includes only impact of new project / employment (i.e., impact of any existing operations not included).

<sup>5</sup> Company received both MPDF dollars and Rapid Response Fund dollars. The semiannual contract performance will be reported in the Private Sector Mega Project section.

<sup>6</sup> CEA reduced to \$450,000 from \$500,000.

<sup>7</sup> The CenturyLink Rapid Response Fund (RRF) CEA was amended to provide MPDF dollars to support a significant enlargement of a previously announced corporate headquarters expansion project. RRF expenditures will continue to be reported on the RRF Expenditure Report until Rapid Response Fund dollars are exhausted but semiannual contract performance and the expenditure of MPDF dollars will be reported in the Private Mega Project section.

<sup>8</sup> Company returned \$300,000 of the \$1,000,000 disbursement.

<sup>9</sup> First year of Saint Gobain funded with Rapid Response, future years are funded from other appropriations.

<sup>10</sup> Expenses paid with General Fund dollars.

**IMPORTANT NOTE**

1. List of projects on this page and the prior page includes only those for which the Rapid Response Fund (RRF) was utilized – LED has secured many other project wins for which the RRF was not utilized.

## Public Sector Rapid Response Fund Projects

Company	Total RRF Funding Encumbered as of 09/30/15	Expenditures (Prior Cumulative and Current Reporting Period \$)			Job Commitments <sup>1</sup>			Average Salary <sup>2</sup> (\$ per year)	New indirect jobs <sup>3</sup>	Total new jobs (direct and indirect)	Capex (\$MM)	New annual state tax revenues (\$MM/year) <sup>4</sup>
		Prior Cumulative	Current Period 04/1/15-09/30/15	Total	Retained	New	Total					
Chennault International Airport Authority (Northrop Grumman)	6,500,000	6,500,000	-	6,500,000	217	200	417	50,000	352	552	8	2.4
Evangeline Parish Police Jury <sup>5</sup>	2,500,000	2,500,000	-	2,500,000	-	-	-	-	-	-	-	-
Louisiana State University for EA <sup>6</sup>	618,000	618,000	-	618,000	-	-	-	-	-	-	-	-
LSU Transform, Technology and Cyber Research Center	2,000,000	350,000	-	350,000	-	-	-	-	-	-	-	-
Terrebonne Port Commission for LaShip (Edison Chouest)	4,000,000	3,970,582	-	3,970,582	500	1,000	1,500	54,000	1,282	2,282	100	6.8
Act 16 of 2015 <sup>7</sup>	168,227	-	42,057	42,057	-	-	-	-	-	-	-	-
<b>Total</b>	<b>15,786,227</b>	<b>13,938,582</b>	<b>42,057</b>	<b>13,980,639</b>	<b>717</b>	<b>1,200</b>	<b>1,917</b>	<b>-</b>	<b>1,634</b>	<b>2,834</b>	<b>108</b>	<b>9.2</b>

<sup>1</sup> Includes full time and full time equivalent positions.

<sup>2</sup> Average salary for new positions only; excludes benefits.

<sup>3</sup> Estimates for indirect jobs based on standard RIMS multipliers from the U.S. Bureau of Labor Statistics (BLS).

<sup>4</sup> Includes direct and indirect taxes generated by each project after completion (full employment); includes only impact of new project / employment (i.e., impact of any existing operations not included).

<sup>5</sup> The Evangeline Parish Police Jury award is the public sector component of the Cameron International project. Information detailing Job Commitments, Average Salary, New Indirect Jobs, Total Jobs, Capex, and New annual state tax revenues is found under Cameron International on the Private Sector Rapid Response Fund Projects table.

<sup>6</sup> The Louisiana State University award is the public sector component of the EA project. The first two years of LSU for EA are funded with RRF dollars while future years are funded from other appropriations. Information detailing Job Commitments, Average Salary, New Indirect Jobs, Total Jobs, Capex and New annual state tax revenues is found under EA on the Private Sector Rapid Response Fund Projects table.

<sup>7</sup> During the legislative process, a means of financing substitution from General Fund to RRF was enacted to pay for existing project commitments. The current period expenditures reflect payments for a project commitment.

# **PRIVATE SECTOR RAPID RESPONSE FUND PROJECTS**

## **ALBEMARLE CORPORATION**

Corporate executive headquarters relocation  
Project announced in 2008  
East Baton Rouge Parish

Albemarle Corporation (Albemarle) committed to relocate its corporate headquarters from Virginia to Baton Rouge adding 30 new direct jobs with an annual payroll of \$7.0 million, plus benefits, by 2008.

The successful attraction of Albemarle's corporate headquarters to Baton Rouge has the potential to help keep existing Albemarle operations in Louisiana and may help attract other corporate headquarters operations to Louisiana.

To secure the project, LED offered Albemarle a performance-based grant of up to \$4.2 million (including \$1.0 million from EBR Parish) for relocation costs associated with moving its corporate executive headquarters from Virginia to Baton Rouge. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$4.2 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Albemarle commits Albemarle to relocate its corporate executive headquarters by July 31, 2008 and maintain executive level employment and normal and ancillary headquarters positions in Baton Rouge through December 31, 2017. Corporate headquarters relocation to Baton Rouge entails creation or relocation of 30 direct corporate full-time jobs to Baton Rouge. Additionally, Albemarle also commits to maintain an annual payroll of \$50.0 million through December 31, 2017.

The CEA includes clawback provisions that will require Albemarle to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically the company must reimburse 10 percent of the \$4.2 million additional State investment for each calendar year in which baseline payroll is not met.

As of the report date, Albemarle had completed relocation of its executive headquarters to Baton Rouge and continues to maintain executive headquarters and normal and ancillary headquarters functions in Baton Rouge. Under the CEA, Albemarle's performance is assessed annually relative to payroll obligations. The most recent obligation included \$50.0 million in baseline payroll during 2014. Albemarle generated \$92.5 million in payroll in 2014, exceeding the payroll requirement of \$50.0 million. The next obligation includes \$50.0 million in baseline payroll during 2015.

***As of the report date, Albemarle was meeting or exceeding all current performance requirements in the CEA. In August 2015, Albemarle announced its intent to move its corporate headquarters from Baton Rouge to Charlotte, North Carolina. The company has agreed to honor the obligations of its performance-based incentives contract with the State of Louisiana. Based upon the company's stated intent of moving in mid-2016, Albemarle would owe the state two payments of \$420,000, one each for 2016 and 2017, as a result of not maintaining its headquarters in Louisiana through 2017.***

## **BELL HELICOPTER TEXTRON INC.**

New rotorcraft final assembly facility  
Project announced in 2013  
Lafayette Parish

Bell Helicopter Textron Inc. (Bell) committed to build a new helicopter final assembly facility in Lafayette, Louisiana creating 115 new direct jobs with average salaries of \$55,000, plus benefits, by 2018. Bell will lease space for its assembly operation in a new 82,300-square-foot, \$26.3 million hangar facility at the Lafayette Regional Airport, which is funded by the State.

Bell considered several sites for this new facility, but chose Louisiana because the State's commitment to economic development, an established aerospace industry, and exceptional workforce training programs.

To secure the project, LED offered Bell a competitive incentive package that includes performance-based grants of \$4.0 million for lease support, \$3.8 million for infrastructure and equipment, and \$0.2 million to reimburse relocation expenses. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.3 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Bell commits the company to spend not less than \$.9 million in capital expenditures by December 31, 2016, and an additional \$6.8 million in capital expenditures by December 31, 2029.

The company has committed to produce 115 total new direct jobs according to the following schedule: 38 new direct jobs by December 31, 2015; an additional 37 new direct jobs by December 31, 2016; an additional 36 new direct jobs by December 31, 2017; and an additional 4 new direct jobs by December 31, 2018.

The CEA includes clawback provisions that require Bell to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 3 percent of any shortfall relative to capital expenditures and 30.5 percent of any shortfall relative to required payroll obligations. However, upon meeting at least \$5.5 Million in New Payroll in two consecutive Project Years, the reimbursement percentage shall be reduced to 13.1 percent thereafter for the remainder of the term.

As of the report date, facility construction is mostly complete with minor equipment modifications and punch list items remaining. The first significant obligation of Bell will be to produce \$1.4 million in new payroll, excluding benefits, during 2015. New payroll obligations increase each year thereafter.

***As of the report date, Bell was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years. The Bell Helicopter facility was dedicated in August 2015.***



**BERCEN INC.**

Corporate headquarters and research-and-development and technical-services laboratories  
Project announced in 2009  
Livingston Parish

Bercen Inc. (Bercen) committed to relocate corporate headquarters and research-and-development and technical-services laboratories, including capital investment of \$5.0 million and the addition of 18 new direct jobs with average salaries of \$90,000, plus benefits, by 2010.

The recruitment of Bercen's executive team to Louisiana from Rhode Island expands the economy while securing Bercen's existing operation in Denham Springs.

To secure the project, LED offered Bercen a performance-based grant of up to \$0.45 million for relocation expenses and site infrastructure, including expansion of a rail spur to increase rail shipment capacity and services to paper mills. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.45 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Bercen commits Bercen to make \$5.0 million in capital investment by June 30, 2010.

The company has committed to produce 18 total new direct jobs with a payroll of \$1.6 million by December 31, 2010 with new payroll maintained through December 31, 2020.

The CEA includes clawback provisions that will require Bercen to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll and taxable purchases obligations). Specifically, the company must reimburse 6.0 percent of any shortfall relative to payroll obligations.

As of the report date, Bercen had completed \$5.2 million in capital investment, exceeding the required \$5.0 million in capital investment.

As of the report date, Bercen had completed construction of their corporate headquarters, research-and-development laboratory, and technical-services laboratory. The facility is operational. Under the CEA, Bercen's performance is assessed annually relative to payroll obligations. The most recent obligation included \$1.6 million in new payroll in 2014. Bercen generated \$1.9 million in payroll in 2014 exceeding the payroll requirement of \$1.6 million. The next obligation includes \$1.6 million in new payroll during 2015.

***As of the report date, Bercen was meeting or exceeding all current performance requirements in the CEA.***

## **BLADE DYNAMICS, LLLP**

Wind turbine blade and component manufacturing facility  
Project announced in 2010  
Orleans Parish

Blade Dynamics, LLLP (Blade Dynamics) committed to open a wind turbine blade and wind turbine component manufacturing facility at the Michoud Assembly Facility including capital investment of \$13.0 million and the addition of 600 new direct jobs with average salaries of \$48,000, plus benefits, by 2015.

The decision of Blade Dynamics to locate at the Michoud Facility represents an important win in the Blue Ocean target sector of green manufacturing.

To secure the project, LED offered Blade Dynamics performance-based financial assistance of up to \$11.9 million to offset lease costs, equipment purchases and relocations costs. Grant funds are to be provided over a five-year schedule on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.3 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Blade Dynamics commits the company to make necessary facility modifications and improvements and commence operations by June 1, 2011.

The company has committed to produce 600 total new direct jobs according to the following schedule: 50 new direct jobs by December 31, 2011; an additional 150 new direct jobs by December 31, 2012; an additional 100 new direct jobs by December 31, 2013; an additional 150 new direct jobs by December 31, 2014; and an additional 150 new direct jobs by December 31, 2015.

The CEA includes clawback provisions that require Blade Dynamics to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment and payroll obligations). Specifically, the company must reimburse 4.0 percent of any shortfall relative to capital investment commitments. Payroll shortfalls through 2015 result in a reduction of the State's annual lease support proportionate to the payroll shortfall. From 2016 through the end of the CEA, the company must reimburse 13.7 percent of any shortfall relative to payroll obligations.

As of the report date, Blade Dynamics has experienced a lack of demand for its wind turbine products and will not meet CEA performance obligations. Blade Dynamics and LED have agreed to terminate and settle the CEA. Under the CEA, Blade Dynamics' performance is assessed annually relative to payroll obligations. The most recent obligation included \$21.4 million in payroll in 2014. Blade Dynamics generated \$1.4 million in payroll in 2014, missing the payroll requirement of \$21.4 million. Since this CEA has been terminated, Blade Dynamics will not have future payroll obligations.

Blade Dynamics and LED have entered into a repayment schedule whereby LED will recoup paid expenditures from Blade Dynamics. The company has paid the State the full amount of the recoupment totaling over \$1.6 million.

***As of the report date, Blade Dynamics completed payment of all outstanding amounts to the State in satisfaction of contract underperformance obligations. LED and the company have agreed to terminate the contract. Consequently, this CEA will not appear in future Mega-Project Development Fund And Rapid Response Fund Semi-Annual Performance Reports.***

## **CAMERON INTERNATIONAL CORPORATION and EVANGELINE PARISH POLICE JURY**

Valve manufacturing and assembly facility

Project announced in 2010

Evangeline Parish

Cameron International Corporation (Cameron) committed to expand its Ville Platte valve manufacturing facility, including capital investment of \$49 million and employment ramping up to 585 (110 new direct jobs with average salaries of \$49,000, plus benefits) by 2011.

The Cameron announcement represents a manufacturing win for Louisiana that allows the company to increase manufacturing processes while improving efficiency.

To secure the project, LED offered Cameron a performance-based grant of up to \$2.0 million for the relocation of equipment and personnel, moving expenses, and employee training associated with the expansion of the Ville Platte facility and \$2.5 million to the Evangeline Parish Police Jury to support the acquisition of a building and infrastructure for lease to Cameron. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$4.5 million in Cameron and Evangeline Parish Police Jury expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Cameron commits the company to complete \$49 million in capital expenditures by December 31, 2011. The company has committed to retain 475 jobs through June 30, 2021 and produce 110 total new direct jobs by June 30, 2011.

The CEA includes clawback provisions that will require Cameron to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 3.0 percent of any shortfall relative to capital expenditure commitments and a proportionate percentage of any shortfall relative to payroll obligations.

As of the report date, building construction, acquisition and leasing had been completed and Cameron continued to hire and train new employees. The company satisfied the capital investment obligation of \$49 million. Cameron is required to produce \$29.1 million in payroll for the 12 months ending June 30, 2015. For the project year ending June 30, 2015, Cameron generated over \$31.9 million in payroll, exceeding the performance requirement. Cameron's next obligation includes \$29.8 million in payroll for the 12-month period ending June 30, 2016.

***As of the report date, Cameron was meeting or exceeding all current performance requirements in the CEA.***

## **CENTRIC PIPE, LLC**

Welded-steel pipe and tubular products manufacturing facility

Project announced in 2014

Bossier Parish

Centric Pipe, LLC (Centric Pipe), an SB International affiliate, committed to renovate, expand, and operate a former northwest pipe facility in Bossier City, including capital expenditures of \$32.5 million and the addition of 82 new direct jobs with average salaries of \$50,000, plus benefits, by 2020.

Centric Pipe will manufacture and supply welded-steel pipe and tubular products for domestic clients in the oil and gas industry. The company's decision to invest in Louisiana was based on the State's strong business climate, transportation infrastructure, and regional economic significance within the energy sector.

To secure the project, LED offered Centric Pipe a performance-based grant of \$2.0 million for infrastructure improvements at the site. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Centric Pipe commits the company to retain 52 direct jobs and expend \$32.5 million for capital expenditures by December 31, 2023.

Centric Pipe has committed to produce 82 total new direct jobs according to the following schedule: 14 new direct jobs by December 31, 2015; an additional 18 new direct jobs by December 31, 2016; an additional 15 new direct jobs by December 31, 2018; an additional 15 new direct jobs by December 31, 2019; and an additional 20 new direct jobs by December 31, 2020. Under the CEA, Centric Pipe's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Centric Pipe to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 2.0 percent of any shortfall relative to capital expenditures and 8.0 percent of any shortfall relative to new payroll obligations.

As of the report date, Centric Pipe is on track to be operational by December 2015. The company's facility renovation and expansion is in the planning stage. The first significant obligation of Centric Pipe will be to produce \$0.7 million in new payroll, excluding benefits, during 2015. The payroll obligations increase each year thereafter.

***As of the report date, Centric Pipe was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***

**CGI FEDERAL, INC.**

Technology center

Project announced in 2014

Lafayette Parish

CGI Federal Inc. (CGI) committed to establish a technology center in Lafayette, Louisiana creating 400 new direct jobs by 2018. CGI will lease space for its technology center in a 50,000 square-foot space at the University of Louisiana at Lafayette Research Park. CGI will become an anchor tenant of the 143-acre research park.

To secure the project, LED offered CGI a competitive incentive package that includes a performance-based grant of \$5.3 million to reimburse personnel relocation, recruitment, training, and building operating costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$2.2 million in expenditures had been reimbursed by the State.

The company has committed to produce 400 total new direct jobs according to the following schedule: 100 new direct jobs by December 31, 2015; an additional 100 new direct jobs by December 31, 2016; an additional 100 new direct jobs by December 31, 2017; and an additional 100 new direct jobs by December 31, 2018.

The CEA includes clawback provisions that require CGI to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 9 percent of any shortfall relative to required payroll obligations.

As of the report date, construction of CGI's permanent facility at the research park has begun. The facility is on track to be completed by January 2016. The first significant obligation of CGI will be to produce \$11.5 million in payroll, excluding benefits, during 2015. The payroll obligations increase each year thereafter.

***As of the report date, CGI was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***

## **CHIQUITA BRANDS INTERNATIONAL, INC.**

Shipping operations

Project announced in 2014

Orleans Parish

Chiquita Brands International, Inc. (Chiquita) committed to relocating its shipping operations to the Port of New Orleans (Port) by 2015. Chiquita plans to ship 60,000 to 78,000 twenty-foot-equivalent units (TEUs) per year, representing a 15 percent increase in current container volumes at the Port.

Chiquita chose the Port because the location allows the company to enhance customer service levels and expand its vessel capacity. An LSU economic impact study suggests the project will result in approximately 270 to 350 new permanent jobs in New Orleans based upon the range of TEUs shipped, as well as, an increase in total economic output of \$373 million to \$485 million over the next 10 years.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Chiquita commits the company to begin operations no later than April 1, 2015.

To secure the project, LED offered Chiquita a performance-based incentive grant of up to \$13.0 million to offset the company's increased shipping and handling costs at the Port, payable annually at a rate of \$16.70 per TEU of cargo shipped (TEUs-In and TEUs-Out). Grant funds are to be provided on reimbursement bases after cargo volume is verified and approved by the State. As of the report date, no expenditures had been reimbursed by the State.

Chiquita plans to ship 30,000 to 39,000 TEUs of bananas and other fresh fruit into the Port, and 30,000 to 39,000 TEUs of various outbound cargos. If the company fails to maintain at least 15,000 TEUs-In and 15,000 TEUs-Out, then the annual grant payment shall be reduced to \$0.

As of the report date, Chiquita had commenced shipping operations at the Port. Under the CEA, Chiquita's performance is assessed annually relative to TEUs-In and TEUs-Out. The most recent obligation included 15,000 TEUs-In and 15,000 TEUs-Out for the annual period ending September 30, 2015. Chiquita generated 27,157 TEUs-In and 23,462 TEUs-Out for the year ending September 30, 2015. The next obligation includes 15,000 TEUs-In and 15,000 TEUs-Out for the period ending September 30, 2016.

***As of the report date, the Chiquita was meeting or exceeding all current performance requirements in the CEA.***

## **CYBERSPACE INNOVATION CENTER/COMPUTER SCIENCE CORP.**

Technology center

Project announced in 2014

Bossier Parish

Computer Science Corporation (CSC) committed to establish a technology center in Bossier City, Louisiana creating 800 new direct jobs by 2018. CSC will lease space for its technology center in an 116,000 square-foot space at the National Cyber Research Park. The park is being developed by Cyberspace Innovation Center, a not-for-profit research corporation. CSC will become an anchor tenant of the 3,000-acre research park.

CSC chose this site because of the willingness of the state, city, and local educational community to fully partner on developing a next-generation information technology workforce.

To secure the project, LED offered CSC a competitive incentive package that includes a performance-based grant of \$9.6 million to reimburse personnel relocation and recruitment expenses. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$4.2 million in expenditures had been reimbursed by the State.

The company has committed to produce 800 total new direct jobs according to the following schedule: 192 new direct jobs by June 30, 2015; an additional 192 new direct jobs by June 30, 2016; an additional 192 new direct jobs by June 30, 2017; and an additional 224 new direct jobs by June 30, 2018.

The CEA includes clawback provisions that require CSC to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 12.48 percent of any shortfall relative to required payroll obligations.

As of the report date, CSC's permanent facility at the research park was under construction. The facility is on track to be completed by March 2016. CSC is required to produce \$8.8 million in new payroll, excluding benefits, for the 12 months ending June 30, 2015. For the project year ending June 30, 2015, CSC generated over \$9.4 million in payroll, exceeding the performance requirement. CSC's next obligation includes \$17.9 million in new payroll for the 12-month period ending June 30, 2016.

***As of the report date, CSC was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***

**DG FOODS, LLC**

Poultry processing facility  
Project announced in 2010  
Morehouse Parish

DG Foods LLC (DG Foods) committed to open a poultry and meat processing facility including capital investment of \$9.7 million and employment ramping up to 317 with average salaries of \$18,600, plus benefits, by 2012.

The recruitment of DG Foods is part of a long-term economic recovery and diversification strategy embarked upon after the 2008 closure of International Paper's Bastrop paper operation.

To secure the project, LED offered DG Foods a performance-based loan of up to \$1.0 million to support the acquisition of a building. As of the report date, LED had provided DG Foods with \$1.0 million in loan funds to support the building acquisition.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and DG Foods commits the company to purchase the building by January 1, 2011 and proceed with due diligence to make improvements by June 30, 2011 with operations commencing July 1, 2011.

The company has committed to produce 317 total new direct jobs according to the following schedule under the CEA: 158 new direct jobs by December 31, 2011 and an additional 159 new direct jobs by December 31, 2012.

The CEA includes provisions that may allow for acceleration of remaining loan payments in the case of nonperformance against critical commitments in the CEA (principally commencement or cessation of operations and material failure to satisfy contractual obligations).

As of the report date, DG Foods had completed upgrades to its Bastrop facility and the facility was fully operational. As of March 31, 2015, the outstanding loan balance due and payable was \$0.41 million. The company is required to produce at least \$6.4 million of new payroll, excluding benefits, in 2014. DG Foods reported \$7.0 million in payroll in 2014, exceeding the payroll obligation of \$6.4 million. The next obligation includes \$6.6 million in payroll during 2015.

***As of the report date, DG Foods was meeting or exceeding all current performance requirements in the CEA.***



## **DR. REDDY'S LABORATORIES LOUISIANA, LLC**

Pharmaceutical manufacturing facility

Project announced in 2009

Caddo Parish

Dr. Reddy's Laboratories Louisiana, LLC (Dr. Reddy's) committed to expand an existing pharmaceutical manufacturing facility, including capital investment of \$16.5 million with employment ramping up to 243 (73 new direct jobs with average salaries of \$37,000, plus benefits) by 2015.

The Dr. Reddy's expansion helps strengthen Northwest Louisiana's growing healthcare, biotech and pharmaceutical industries.

To secure the project, LED offered Dr. Reddy's a performance-based grant of up to \$2.1 million to offset capital expenditures. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$2.1 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Dr. Reddy's specifies that the company complete its expansion by December 31, 2010 and continuously maintain operation of the facility through June 30, 2020.

The company has committed to produce 73 total new direct jobs according to the following schedule under the CEA: 44 new direct jobs by June 30, 2011 and an additional 29 new direct jobs by June 30, 2012. Under the CEA, Dr. Reddy's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that will require Dr. Reddy's to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, Dr. Reddy's will reimburse the State 1.6 percent of any shortfall relative to capital expenditure commitments and 9.3 percent of any shortfall relative to payroll obligations.

As of the report date, Dr. Reddy's had completed construction and equipment purchases in support of the Shreveport expansion commitment. Dr. Reddy's is required to produce \$12.5 million in payroll, excluding benefits, for the 12-month period ending June 30, 2015. Dr. Reddy's reported over \$17.0 million in payroll for the 12-month period ending June 30, 2015, exceeding the payroll obligation of \$12.5 million. The next obligation includes \$12.8 million in payroll for the year ending June 30, 2016.

***As of the report date, Dr. Reddy's was meeting or exceeding all current performance requirements in the CEA.***

**ELECTRONIC ARTS, INC.**

Quality assurance facility  
Project announced in 2008  
East Baton Rouge Parish

Electronic Arts, Inc. (EA) committed to construct a quality assurance facility, including capital investment of \$0.8 million and employment ramping up to at least 20 full-time and 200 part-time positions.

The economic and academic impact of this project is far reaching with EA actively assisting LSU with the hiring of faculty and curriculum development for its Arts, Visualization, Advanced Technologies and Research (AVATAR) program and serving as a catalyst in the development of the digital media industry in Louisiana.

To secure the project, LED offered EA a performance-based grant of up to \$750,000. The grant is payable over five consecutive years, in the amount of \$150,000 per year, starting June 30, 2014 upon confirmation that EA has met performance targets. As of the report date, EA had not submitted requests for reimbursement, and no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and EA specifies completion of the capital investment requirement by December 31, 2010.

The company is required to produce annual total payroll of \$5.7 million by December 31, 2011, to be maintained through December 31, 2018.

The CEA includes clawback provisions that will require EA to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

As of the report date, construction of the Louisiana Digital Media Facility located on LSU's campus is complete. EA has moved to their permanent facility in the center and is engaged in product testing. EA recently reported that its current facility employs 83 full-time employees, 358 full-time contract workers, and 45 part-time contract workers.

Under the CEA, EA's performance is assessed annually relative to payroll obligations. The most recent obligation included \$5.7 million in payroll during 2014. EA reported \$10.5 million in payroll in 2014, exceeding the payroll requirement of \$5.7 million. The next obligation includes \$5.7 million in payroll during 2015.

***As of the report date, no State funds have been provided to EA under this CEA and the company was meeting or exceeding all current performance requirements in the CEA.***

**GAMELOFT, INC.**

Mobile games development facility  
Project announced in 2011  
Orleans Parish

Gameloft, Inc. (Gameloft) committed to open and operate a mobile games development facility in New Orleans creating 146 new direct jobs with average salaries of \$57,700, plus benefits, by 2021.

The company examined a number of metro markets in the U.S. as possible sites for its next game studio but New Orleans emerged as the front-runner and the final choice on the strength of Louisiana's digital-media incentives, which provide tax credits of up to 35 percent on Louisiana-based payroll, and on the ease with which the company has been able to interest high-quality talent to work in New Orleans.

To secure the project, LED offered Gameloft a performance-based grant of up to \$3.7 million to offset facility establishment costs, lease expenses, and relocation expenses. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.9 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Gameloft commits the company to begin operations in the new facility by October 1, 2011.

The company has committed to produce 146 total new direct jobs according to the following schedule: 19 new direct jobs by September 30, 2012; an additional 34 new direct jobs by September 30, 2013; an additional 31 new direct jobs by September 30, 2014; an additional 19 new direct jobs by September 30, 2015; an additional 18 new direct jobs by September 30, 2016; an additional 6 new direct jobs by September 30, 2018; an additional 6 new direct jobs by September 30, 2019; an additional 5 new direct jobs by September 30, 2020 and an additional 8 new direct jobs by September 30, 2021. Under the CEA, Gameloft's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Gameloft to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll). Specifically, the company must reimburse 2.5 percent of any shortfall relative to payroll obligations.

As of the report date, Gameloft had commenced operations in Louisiana. Gameloft is required to produce at least \$6.1 million in payroll, excluding benefits, for the 12-month period ending September 30, 2015. Gameloft reported \$2.3 million in payroll for the period ending September 30, 2015, missing the payroll requirement of \$6.1 million. The next obligation includes \$7.3 million in payroll for the 12-month period ending September 30, 2016.

***As of the report date, Gameloft was meeting about 38 percent of the payroll obligation specified in the CEA. Accordingly, the company's performance-based lease support payments have been proportionally reduced.***

**GARDNER DENVER THOMAS, INC.**

Manufacturing facility

Project announced in 2009

Ouachita Parish

Gardner Denver Thomas (GDT) committed to consolidate Wisconsin manufacturing operations to Monroe, Louisiana with employment ramping up to 271 (202 new direct jobs with average salaries of \$37,000, plus benefits) by 2011.

After the consolidation, GDT will become one of Louisiana's top 200 economic-driver firms (out of roughly 120,000 total employers statewide) as measured by direct and indirect job impact.

To secure the project, LED offered GDT a performance-based grant of up to \$8.7 million for relocation costs and permitting costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$8.7 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and GDT commits GDT to relocate equipment and begin expanded operations by June 30, 2010.

The company has committed to retain existing jobs and produce 202 total new direct jobs according to the following schedule under the CEA: 106 new direct jobs by December 31, 2010 and an additional 96 new direct jobs by December 31, 2011. Under the CEA, GDT's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that will require GDT to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

As of the report date, GDT had commenced operations in the expanded facility and all major equipment and assembly moves were complete. Under the CEA, GDT's performance is assessed annually relative to payroll obligations. The most recent obligation included \$10.9 million in payroll during 2014. GDT reported \$10.7 million in payroll in 2014. GDT met the 2014 performance requirements by coupling \$10.7 million in new payroll with previously earned payroll credits. GDT earned these payroll credits by exceeding performance requirements in previous years. The next obligation includes \$11.3 million in payroll during 2015.

***As of the report date, Gardner Denver Thomas was meeting or exceeding all current performance requirements in the CEA.***

## **GENERAL ELECTRIC CAPITAL CORPORATION**

Information Technology Center of Excellence

Project announced in 2012

Orleans Parish

General Electric Capital Corporation (GE Capital) committed to build and operate an information technology center in New Orleans creating 300 new direct jobs with average salaries of \$60,000, plus benefits, by 2015.

GE Capital's new facility will perform software development and information technology infrastructure support for GE Capital's financial services business. GE Capital's selection of New Orleans was based on the city's rapidly growing technology sector and attractive quality of life, the state's strong business climate and customized recruitment services offered by LED FastStart.

To secure the project, LED offered GE Capital a performance-based grant of up to \$12.7 million to offset relocation, recruitment, office refurbishment, lease expenses, and office equipment costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. Additionally, the State is providing funding of \$500,000 per year for ten years to support the creation and or expansion of specialized software development-intensive degree programs. As of the report date, \$4.3 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and GE Capital commits the company to establish and commence operations in the new facility by January 1, 2013.

The company has committed to produce 300 total new direct jobs according to the following schedule: 100 new direct jobs by December 31, 2013; an additional 100 new direct jobs by December 31, 2014; and an additional 100 new direct jobs by December 31, 2015. Under the CEA, GE Capital's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require GE Capital to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 5.09 percent of any shortfall relative to payroll obligations.

As of the report date, GE Capital was operational in its renovated office space. Under the CEA, GE Capital's performance is assessed annually relative to payroll obligations. The most recent obligation included \$18.5 million in payroll during 2014. GE Capital reported \$18.5 million in payroll in 2014, meeting the payroll requirement of \$18.5 million. The next obligation includes \$28.6 million in payroll during 2015.

***As of the report date, GE Capital was meeting or exceeding all current performance requirements in the CEA.***

## **GLOBALSTAR, INC.**

Corporate headquarters  
Project announced in 2010  
St. Tammany Parish

Globalstar, Inc. (Globalstar) committed to relocate its corporate headquarters and other global business functions to Covington, Louisiana with employment ramping up to 593 jobs with average salaries of \$72,000, plus benefits, by 2019.

The relocation of Globalstar to Louisiana represents a win in one of the top new target growth industries for Louisiana - digital media. At maturity, the relocation is expected to support roughly 1,300 new direct and indirect jobs in Louisiana.

To secure the project, LED offered Globalstar a performance-based grant of up to \$8.1 million for relocation and facility costs. Grant funds are to be provided over a multi-year schedule on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$5.9 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Globalstar commits Globalstar to commence corporate headquarters relocation by August 1, 2010, and maintain the corporate headquarters in Louisiana through December 31, 2019.

The company has committed to produce 593 total direct jobs according to the following schedule under the CEA: 98 direct jobs by December 31, 2010; an additional 87 direct jobs by December 31, 2011; an additional 39 direct jobs by December 31, 2012; an additional 7 direct jobs by December 31, 2013; an additional 7 direct jobs by December 31, 2014; an additional 48 direct jobs by December 31, 2015; an additional 57 direct jobs by December 31, 2016; an additional 68 direct jobs by December 31, 2017; an additional 82 direct jobs by December 31, 2018; and an additional 100 direct jobs by December 31, 2019.

The CEA includes clawback provisions that will require Globalstar to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 8.27 percent of any shortfall relative to payroll obligations.

As of the report date, Globalstar had commenced operations in Covington and its relocation is complete. Under the CEA, Globalstar's performance is assessed annually relative to payroll obligations. The most recent obligation includes \$9.3 million in required payroll, excluding benefits during 2014. Globalstar generated \$7.2 million in payroll during 2014, missing the payroll requirement of \$9.3 million. The next obligation includes \$11.0 million in payroll during 2015.

***As of the report date, Globalstar was meeting about 77 percent of the payroll obligation specified in the CEA. LED has reduced reimbursement to the company commensurate with payroll underperformance as required by the CEA.***

## **HALLIBURTON ENERGY SERVICES, INC.**

Manufacturing facility

Project announced in 2011

Lafayette Parish

Halliburton Energy Services, Inc. (Halliburton) committed to build and operate a manufacturing facility in Lafayette including capital expenditures of \$63.0 million and the addition of 150 new direct jobs with average salaries of \$58,600, plus benefits, by 2015.

Halliburton's new facility will manufacture complex machined components for oilfield service operations with state-of-the-art manufacturing equipment, including numeric-controlled turning and milling equipment and additional value-added services such as heat treatment, coating and other specialty operations. Halliburton's investment will strengthen the manufacturing capabilities of the Acadiana area.

To secure the project, LED offered Halliburton a performance-based grant of up to \$2.0 million to offset site acquisition and infrastructure costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$2.0 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Halliburton commits the company to begin operations in the new facility by December 31, 2012 and complete capital expenditures by December 31, 2013.

The company has committed to produce 150 total new direct jobs according to the following schedule: 122 new direct jobs by December 31, 2012; an additional 11 new direct jobs by December 31, 2013; an additional 10 new direct jobs by December 31, 2014; and an additional 7 new direct jobs by December 31, 2015. Under the CEA, Halliburton's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Halliburton to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 3.3 percent of any shortfall relative to capital expenditure commitments and 3.1 percent of any shortfall relative to payroll obligations.

As of the report date, Halliburton's facility is operational in Lafayette with the majority of hiring complete. Halliburton is required to produce at least \$8.2 million of new payroll, excluding benefits, in 2014. Halliburton reported \$12.1 million in payroll in 2014, exceeding the payroll requirement of \$8.2 million. The next obligation includes \$8.8 million in payroll during 2015.

***As of the report date, Halliburton was meeting or exceeding all current performance requirements in the CEA.***

## **HVS NOLA, LLC**

Game development studio  
Project announced in 2014  
Orleans Parish

High Voltage Software (HVS) committed to establish a new video game development studio in New Orleans creating 80 new direct jobs with average salaries ranging from \$50,000 to \$120,000, plus benefits, by 2020. The company will develop original digital intellectual property for console and mobile platforms while expanding its research and development efforts.

HVS considered a number of metro markets in the U.S. as possible sites for its studio, but chose New Orleans because of the area's emerging technology community and potential of developing meaningful, long-term relationships with Louisiana's higher education institutions.

To secure the project, LED offered HVS a performance-based grant of \$150,000 for relocation expenses. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and HVS commits the company to begin operations no later than December 31, 2015.

The company has committed to produce 80 total new direct jobs according to the following schedule: 10 new direct jobs by June 30, 2016; an additional 15 new direct jobs by June 30, 2017; an additional 15 new direct jobs by June 30, 2018; an additional 20 new direct jobs by June 30, 2019; and an additional 20 new direct jobs by June 30, 2020. Under the CEA, HVS's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require HVS to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 0.72 percent of any shortfall relative to required payroll obligations. In addition, the company's percentage of out-of-state sales obligations can affect payroll obligation shortfalls.

As of the report date, HVS began its operations in New Orleans. The first significant obligation of HVS will be to produce \$0.9 million in payroll, excluding benefits, for the period ending June 30, 2016. The payroll obligations increase each year thereafter.

***As of the report date, HVS was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***



## **IBM**

Application development and innovation center  
Project announced in 2015  
Ouachita Parish

IBM committed to establish an application development and innovation center in Monroe, Louisiana creating 400 new direct jobs by 2021. The company will be an anchor tenant at an 88-acre CenturyLink affiliated technology park.

The IBM center in Monroe represents a multifaceted, transformational partnership that will include expanded higher education programs related to computer science, as well as a major new technology park and mixed-use, real estate development that will catalyze new economic growth opportunities in Monroe. The IBM center will employ a broad range of college graduates and experienced professionals with backgrounds in computer science and other quantitative intense fields, such as engineering, mathematics and science. For the IBM project, the State will provide \$4.5 million in funding over 10 years for expanded higher education programs designed primarily to increase the number of annual computer science graduates in Northeast Louisiana. The University of Louisiana at Monroe will expand its computer science and computer information systems programs, while Louisiana Tech and Grambling State University will expand their technology programs in related areas, such as cyber engineering and data analytics. The State will provide \$12 million for construction of new office space for use by IBM, which will become an anchor tenant of the privately developed mixed-use complex. A University of Louisiana at Monroe foundation will own the IBM space and lease the space to the company. LED offered IBM a performance-based incentive package of up to \$7.7 million for the relocation, recruitment, training, and operating costs associated with the Monroe center. As of the report date, no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and IBM commits the company to begin operations no later than December 31, 2015.

The company has committed to produce 400 total new direct jobs according to the following schedule: 50 new direct jobs by March 31, 2016; an additional 50 new direct jobs by March 31, 2017; an additional 50 new direct jobs by March 31, 2018; an additional 50 new direct jobs by March 31, 2019; an additional 100 new direct jobs by March 31, 2020; and an additional 100 new direct jobs by March 31, 2021. Under the CEA, IBM's performance is assessed annually relative to its jobs obligations.

The CEA includes clawback provisions that require IBM to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally jobs). Specifically, the company must reimburse \$5,000 multiplied by any shortfall in jobs each year.

As of the report date, IBM was preparing its temporary facility for operations. The company was on track to establish operations by December 31, 2015. The first significant obligation of IBM will be to produce 50 jobs for the period ending March 31, 2016. The jobs obligations increase each year thereafter.

***As of the report date, IBM was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***

## **KPAQ INDUSTRIES, LLC**

Paper mill

Project announced in 2011

West Feliciana Parish

KPAQ Industries, LLC (KPAQ) committed to reopen a paper mill including capital investment of \$15.0 million and employment ramping up to 233 with average salaries of \$44,512, plus benefits, by 2013.

The recruitment of KPAQ to reopen the closed paper mill is an important win for Louisiana's struggling pulp and paper industry, which has seen several paper mills close over the last few years.

To secure the project, LED offered KPAQ a performance-based package of up to \$16.3 million to support operations of the mill. As of the report date, \$7.4 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and KPAQ commits the company to continuously maintain operations for an eight-year employment period beginning January 1, 2011.

The company has committed to produce 233 total new direct jobs according to the following schedule under the CEA: 200 new direct jobs by December 31, 2011; an additional 15 new direct jobs by December 31, 2012 and an additional 18 new direct jobs by December 31, 2013.

The CEA includes clawback provisions that will require KPAQ to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 11.34 percent of any shortfall relative to payroll obligations.

As of the report date, KPAQ had completed upgrades to its St. Francisville facility and paper production had commenced. KPAQ is required to produce at least \$18.2 million of new payroll, excluding benefits, in 2014. KPAQ reported \$15.9 million in payroll in 2014, missing the payroll obligation of \$18.2 million. The next obligation includes \$18.7 million in payroll during 2015.

***As of the report date, KPAQ was meeting about 87 percent of the payroll obligation specified in the CEA. Accordingly, the company's annual performance based incentive payments have been proportionally reduced.***

**MECHANICAL EQUIPMENT COMPANY, INC.**

Manufacturing and office facility  
Project announced in 2012  
St. Tammany Parish

Mechanical Equipment Company, Inc. (MECO) committed to build a new manufacturing and office facility in Mandeville, with employment ramping up to 208 (127 new direct jobs with average salaries of \$47,000, plus benefits) by 2018.

MECO will expand production of technologically advanced water treatment equipment. The decision to invest in Louisiana was based on MECO's strong ties to Louisiana and evidence of Louisiana's strong business climate and world-class workforce.

To secure the project, LED offered MECO a performance-based grant of up to \$450,000 to offset relocation costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.2 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and MECO commits the company to retain 81 direct jobs and expend \$8 million for capital expenditures by December 31, 2013.

MECO has committed to produce 127 total new direct jobs according to the following schedule: 21 new direct jobs by December 31, 2013; an additional 19 new direct jobs by December 31, 2014; an additional 24 new direct jobs by December 31, 2015; and an additional 13 new direct jobs by December 31, 2016; an additional 32 new direct jobs by December 31, 2017 and an additional 18 new direct jobs by December 31, 2018. Under the CEA, MECO's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require MECO to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 2.25 percent of any shortfall relative to capital expenditures and 2.39 percent of any shortfall relative to new payroll obligations.

As of the report date, MECO's site construction has been completed and the facility is operational. MECO is required to produce at least \$1.9 million of new payroll, excluding benefits, in 2014. MECO reported \$2.1 million in payroll in 2014 exceeding the payroll requirement of \$1.9 million. The next obligation includes \$3.2 million in payroll during 2015.

***As of the report date, MECO was meeting or exceeding all current performance requirements in the CEA.***

## **METHANEX USA, LLC**

Methanol manufacturing plant  
Project announced in 2012  
Ascension Parish

Methanex will relocate a methanol production plant from Chile to a 225-acre site in Geismar, Louisiana. The company will invest \$550 million on this project, which will give the company its first U.S. based methanol production facility in more than a decade. The new plant will create 130 new jobs, with an average salary of \$56,250, plus benefits, by 2015.

Methanex's new facility will produce methanol. Methanex's selection of Geismar was based on the area's abundance of natural resources, a skilled workforce, easy access to barge, rail, and interstate transportation.

To secure the project, LED offered Methanex performance-based grants of \$3.8 million to offset infrastructure costs related to the project and \$1.5 million to reimburse relocation expenses. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.5 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Methanex commits the company to spend not less than \$400 million in capital expenditures by December 31, 2014.

The company has committed to produce 130 total new direct jobs by December 31, 2015.

The CEA includes clawback provisions that require Methanex to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 1.4 percent of any shortfall relative to capital expenditures and 10.8 percent of any shortfall relative to required payroll obligations.

As of the report date, Methanex had completed construction of the methanol plant. The plant is operational. As of December 31, 2014, the company's capital investment in the plant was \$558 million, exceeding required the capital expenditure requirement. The first significant obligation of Methanex will be to produce \$6.8 million in payroll, excluding benefits, during 2015. Payroll obligations increase each year thereafter.

***As of the report date, Methanex was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***

## **MODULE X SOLUTIONS**

Modular building manufacturing facility  
Project announced in 2014  
Caddo Parish

Module X Solutions committed to a \$7.4 million capital investment at a facility owned by the City of Shreveport, Louisiana creating 357 new direct jobs with average salaries of \$49,800, plus benefits, by 2019.

Module X will renovate the Shreveport facility to manufacture modular buildings for industries including telecommunications, solar energy, utilities, and refineries, as well as, governmental entities. Module X's decision to reinvest in Louisiana is evident of the support and commitments received by the State, the North Louisiana Economic Partnership, and the City of Shreveport for economic expansion in the region.

To secure the project, LED offered Module X a performance-based grant of \$1.8 million to offset the company's facility renovation costs of the publically owned manufacturing site. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.4 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Module X commits the company to spend not less than \$7.4 million in capital expenditures by December 31, 2016.

The company has committed to produce 357 new direct jobs according to the following schedule: 274 new direct jobs by December 31, 2015; an additional 34 new direct jobs by December 31, 2016; an additional 35 new direct jobs by December 31, 2017; an additional 8 new direct jobs by December 31, 2018; and an additional 6 new direct jobs by December 31, 2019. Under the CEA, Module X's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Module X to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 3.25 percent of any shortfall relative to capital expenditures and 1.5 percent of any shortfall relative to required payroll obligations.

As of the report date, Module X's renovation of the modular building manufacturing facility was in progress. The company has made capital investments of \$2.9 million exceeding the required amount for the period ending December 31, 2014. Under the CEA, Module X's performance is assessed annually relative to payroll obligations. The first significant obligation of Module X will be to produce \$17.4 million in payroll, excluding benefits, for the 12-month period ending December 31, 2015. The payroll obligations increase each year thereafter.

***As of the report date, Module X was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***

## **PROCTER & GAMBLE MANUFACTURING COMPANY**

Expand fabric care product manufacturing facility

Project announced in 2012

Rapides Parish

The Procter & Gamble Manufacturing Company (P&G) committed to a \$28 million expansion at the company's fabric care facility in Pineville, Louisiana creating 50 new direct jobs with average salaries of \$61,000, plus benefits, by 2014.

In an effort to better align its fabric care divisions, P&G will consolidate some operations from Augusta, Georgia to its Pineville facility. P&G decided to reinvest in Louisiana because of the State's strong business climate, unparalleled quality of life, and outstanding workforce.

To secure the project, LED offered P&G a performance-based grant of \$3.4 million to offset a portion of the costs for new training facilities, infrastructure, and equipment. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$3.4 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and P&G commits the company to spend not less than \$28 million in capital expenditures by December 31, 2014.

The company has committed to produce 50 new direct jobs according to the following schedule: 25 new direct jobs by December 31, 2013; and an additional 25 new direct jobs by December 31, 2014. Under the CEA, P&G's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require P&G to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 1 percent of any shortfall relative to capital expenditures and 13.49 percent of any shortfall relative to required payroll obligations.

As of the report date, P&G's expansion of the fabric care product manufacturing facility was completed. The company has met its capital investment obligation of \$28.0 million required by the CEA. Under the CEA, P&G's performance is assessed annually relative to payroll obligations. The most recent obligation includes \$38.0 million in payroll over the 12-month period ending December 31, 2014. P&G generated over \$40.5 million in payroll during this period, exceeding the performance requirement. The next obligation includes \$39.2 million in payroll for the 12-month period ending December 31, 2015.

***As of the report date, P&G was meeting or exceeding all current performance requirements in the CEA.***

## **RAIN CII CARBON, LLC**

Corporate headquarters  
Project announced in 2013  
St. Tammany Parish

Rain CII Carbon, LLC (Rain CII) committed to relocating its corporate headquarters to Covington, Louisiana creating 71 new direct jobs with average salaries of \$102,700, plus benefits, by 2019. Rain CII will construct its approximately 40,000 square-foot headquarters building in the Northpark Business Park.

Rain CII chose this site because of Louisiana's successful business climate and the quick recovery and revitalization of the Greater New Orleans area.

To secure the project, LED offered Rain CII a competitive incentive package that includes a performance-based grant of \$3.6 million to offset headquarters relocation costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.6 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Rain CII commits the company to spend not less than \$65.0 million in capital expenditures by December 31, 2019.

The company has committed to produce 71 total new direct jobs according to the following schedule: 62 new direct jobs by December 31, 2015; an additional 2 new direct jobs by December 31, 2016; an additional 2 new direct jobs by December 31, 2017; an additional 2 new direct jobs by December 31, 2018; and an additional 3 new direct jobs by December 31, 2019.

The CEA includes clawback provisions that require Rain CII to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 2.49 percent of any shortfall relative to capital expenditures and 3.69 percent of any shortfall relative to required payroll obligations.

As of the report date, the company has completed construction of its new corporate headquarters and has completed the relocation to the new building. The first significant obligation of Rain CII will be to produce \$18.6 million in payroll, excluding benefits, during 2015. The payroll obligations increase each year thereafter.

***As of the report date, Rain CII was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***

## **SAINT-GOBAIN CONTAINERS**

Glass container manufacturing facility

Project announced in 2010

Lincoln Parish

Saint-Gobain Containers (SGC) committed to rebuild a furnace used in its glass container manufacturing process including capital investment of \$24.0 million and maintaining employment at 350 with average salaries of \$51,000, plus benefits through 2019.

The retention of SGC secures the continued presence in Louisiana of the second largest glass container manufacturer in the United States and retains well paying manufacturing jobs for North Louisiana.

To secure the project, LED is administering a performance-based grant of up to \$12.0 million, including performance-based financial assistance of \$1.2 million annually for 10 years to reimburse substantiated capital expenditures associated with acquisition, construction, improvement or equipping of the facility incurred from the inception of the project. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.2 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and SGC specifies an 18-month development plan for the project, with SGC investing capital according to the following schedule: \$20.0 million by June 30, 2010 and an additional \$4.0 million by December 31, 2010.

The company has committed to maintain 350 total direct jobs through June 30, 2019.

The CEA includes clawback provisions that will require SGC to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

As of the report date, SGC had completed the rebuild of the #1 furnace. The company's capital investment of \$27.5 million through June 30, 2010 exceeded the CEA requirement of \$24 million. Under the CEA, SGC's performance is assessed annually relative to payroll obligations. The most recent obligation includes \$20.8 million in payroll over the 12-month period ending June 30, 2015. SGC generated over \$26.4 million in payroll during this period, exceeding the performance requirement. The next obligation includes \$21.3 million in payroll for the 12-month period ending June 30, 2016.

***As of the report date, Saint Gobain Containers was meeting or exceeding all current performance requirements in the CEA.***



## **SAPA EXTRUSIONS, LLC**

Manufacturing facility

Project announced in 2012

Richland Parish

SAPA Extrusions, LLC (SAPA) committed to consolidate certain manufacturing operations from Magnolia, Arkansas to Delhi, Louisiana with employment ramping up to 274 (37 new direct jobs with average salaries of \$31,200, plus benefits) by 2015.

SAPA will produce steps, platforms, walkways, bridges, ramps, and other products. The expansion positions SAPA and northeast Louisiana to produce aluminum products to compete for market opportunities in the petroleum and chemical industries.

To secure the project, LED offered SAPA a performance-based grant of up to \$325,000 to offset site relocation and facility improvement costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$325,000 in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and SAPA commits the company to retain 237 direct jobs and begin relocation operations and expend \$100,000 for capital expenditures by December 31, 2012.

The company has committed to produce 37 total new direct jobs according to the following schedule: 20 new direct jobs by December 31, 2012; an additional 5 new direct jobs by December 31, 2013; an additional 5 new direct jobs by December 31, 2014; and an additional 5 new direct jobs by December 31, 2015 and an additional 2 new direct jobs by December 31, 2016. Under the CEA, SAPA's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require SAPA to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 7.91 percent of any shortfall relative to new payroll obligations.

As of the report date, SAPA had completed equipment relocation and commenced new production at the Delhi facility. Under the CEA, SAPA's performance is assessed annually relative to payroll obligations. The most recent obligation included \$0.9 million in new payroll during 2014. SAPA generated \$0.9 million in new payroll in 2014, meeting the payroll requirement of \$0.9 million. The next obligation includes \$1.1 million in new payroll during 2015.

***As of the report date, SAPA was meeting or exceeding all current performance requirements in the CEA.***

## THE SHAW GROUP

Manufacturing facility

Project announced in 2008

Calcasieu Parish

The Shaw Group (Shaw) committed to construct modular nuclear component facility in Lake Charles, Louisiana creating 1,420 new direct jobs with average salaries of \$50,000 by 2016.

The new facility is a first of its kind facility that will support construction of a new class of nuclear power plants as well as provide Shaw with the capability to manufacture modules for chemical sites and petrochemical plants.

To secure the project, LED offered Shaw and other parties a performance-based grant of up to \$32.5 million to offset building and infrastructure costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.5 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED, the Calcasieu Parish Police Jury, the City of Lake Charles, the Lake Charles Harbor and Terminal District, Global Modular Solutions and Shaw commits Shaw to begin operations in the new facility by July 1, 2009 or as soon thereafter as practical.

The company has committed to produce 1,420 total new direct jobs according to the following schedule: 80 new direct jobs by December 31, 2009; an additional 280 new direct jobs by December 31, 2010; an additional 440 new direct jobs by December 31, 2011; an additional 400 new direct jobs by December 31, 2012; an additional 180 new direct jobs by December 31, 2013; an additional 20 new direct jobs by December 31, 2014 and an additional 20 new direct jobs by December 31, 2016. Under the CEA, Shaw's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Shaw to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

As of the report date, Shaw had commenced operations in the new facility and employment and payroll continue to increase as the company has overcome production challenges.

Under the CEA, Shaw's performance is assessed annually relative to payroll obligations. The most recent obligation included \$70.0 million in payroll during 2014. Shaw generated \$71.5 million in payroll in 2014, exceeding the payroll requirement of \$70.0 million. The next obligation includes \$70.0 million in payroll during 2015.

***As of the report date, Shaw was meeting or exceeding all current performance requirements in the CEA. LED has requested that the company reimburse the State (in accordance to the clawback provisions) due to the company's underperformance in previous years.***

## **SMOOTHIE KING**

Corporate Headquarters  
Project announced in 2012  
Jefferson Parish

Smoothie King committed to expand its Louisiana corporate headquarters retaining 45 jobs and adding 60 new direct jobs with average salaries of \$75,000, plus benefits, by 2016.

Smoothie King's decision to remain in Louisiana and expand instead of moving to Texas shows that recent improvements in Louisiana's business climate are paying dividends.

To secure the project, LED offered Smoothie King a performance-based grant of up to \$2.4 million. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$480,000 in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Smoothie King commits the company to begin adding new direct jobs in 2013.

The company has committed to produce 60 total new direct jobs according to the following schedule: 15 new direct jobs by December 31, 2013; an additional 15 new direct jobs by December 31, 2014; an additional 15 new direct jobs by December 31, 2015; and an additional 15 new direct jobs by December 31, 2016. Under the CEA, Smoothie King's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Smoothie King to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 8.16 percent of any shortfall relative to payroll obligations.

As of the report date, Smoothie King had honored the commitment to retain its corporate headquarters in Louisiana. Under the CEA, Smoothie King's performance is assessed annually relative to payroll obligations. The most recent obligation included \$2.3 million in new payroll during 2014. Smoothie King generated \$3.3 million in new payroll in 2014, exceeding the performance requirement of \$2.3 million. The next obligation includes \$3.6 million in new payroll during 2015.

***As of the report date, Smoothie King was meeting or exceeding all current performance requirements in the CEA.***

## **SUTHERLAND GLOBAL SERVICES**

Business Process Outsourcing Center

Project announced in 2012

Rapides Parish

Sutherland Global Services (Sutherland) committed to open and operate a Business Process Outsourcing Center (BPOC) in Alexandria with 600 new direct jobs with average salaries of \$27,000, plus benefits, by 2016.

Sutherland's BPOC will occupy a site vacated when a previous large employer ceased operations.

To secure the project, LED offered Sutherland a annual performance-based grant of up to \$0.7 million. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.5 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Sutherland commits the company to begin operations in the BPOC by December 31, 2012.

The company has committed to produce 600 total new direct jobs according to the following schedule: 290 new direct jobs by December 31, 2013; an additional 199 new direct jobs by December 31, 2014; an additional 31 new direct jobs by December 31, 2015; and an additional 80 new direct jobs by December 31, 2016. Under the CEA, Sutherland's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Sutherland to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 1.12 percent of any shortfall relative to payroll obligations.

As of the report date, Sutherland had commenced operation of the BPOC in Alexandria. Under the CEA, Sutherland's performance is assessed annually relative to payroll obligations. The most recent obligation included \$13.5 million in payroll during 2014. Sutherland generated \$7.9 million in payroll in 2014, missing the payroll requirement of \$13.5 million. The next obligation includes \$14.7 million in payroll during 2015.

***As of the report date, Sutherland was meeting about 69 percent of the payroll obligation specified in the CEA. The percentage includes reported payroll and previously earned payroll credits. Accordingly, the company's annual performance-based incentive payments have been proportionally reduced.***

## **THE FOLGER COFFEE COMPANY**

Coffee roasting and distribution facility

Project announced in 2010

Orleans and St. Tammany Parishes

The Folger Coffee Company (Folgers) committed to expand its New Orleans coffee roasting facilities and St. Tammany Parish distribution center, including capital investment of \$69 million and employment ramping up to 570 (120 new direct jobs with average salaries of \$42,000, plus benefits) by 2012.

The Folgers announcement represents a consolidation of the company's operations into Louisiana and secures the company's long-term presence in Louisiana.

To secure the project, LED offered Folgers a performance-based grant of up to \$3.0 million, for the relocation of equipment and personnel from other Folgers facilities and installation of new equipment at three Folgers Louisiana facilities. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$3.0 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Folgers commits the company to complete \$69 million in capital investment by December 31, 2012.

The company has committed to retain 450 jobs through 2020 and produce 120 total new direct jobs according to the following schedule: 60 new direct jobs by December 31, 2011 and an additional 60 new direct jobs by December 31, 2012.

The CEA includes clawback provisions that will require Folgers to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment and payroll obligations). Specifically, the company must reimburse 3.5 percent of any shortfall relative to capital investment commitments and 6.7 percent of any shortfall relative to payroll obligations.

As of the report date, Folgers had completed equipment and facility upgrades and consolidated all contemplated operations into Louisiana. Under the CEA, Folgers' performance is assessed annually relative to payroll obligations. The most recent obligation includes \$32.9 million in payroll for 2014. Folgers generated over \$47.3 million in payroll during this period, exceeding the performance requirement. The next obligation includes \$33.6 million in payroll for 2015.

***As of the report date, Folgers was meeting or exceeding all current performance requirements in the CEA.***

## **THE LIGHTHOUSE FOR THE BLIND**

Paper cup manufacturing facility  
Project announced in 2010  
East Baton Rouge Parish

The Lighthouse for the Blind (Lighthouse for the Blind) committed to open a paper cup manufacturing facility including capital investment of \$5.7 million and employment ramping up to 75 with average salaries of \$22,539, plus benefits, by 2013.

Lighthouse for the Blind is a nonprofit organization that serves the blind and visually impaired. The successful negotiation of this incentive award returns paper cup manufacturing operations to Louisiana after they were displaced because of the effects of Hurricane Katrina. At least 50 percent of the committed jobs are scheduled to go to legally blind individuals

To secure the project, LED offered Lighthouse for the Blind a performance-based grant of \$1.5 million payable in equal installments to offset facility acquisition costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.15 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Lighthouse for the Blind commits the organization to complete \$5.7 million in capital investment by November 15, 2012. The organization committed to produce 75 new direct jobs according to the following schedule: 8 new direct jobs by December 31, 2011; an additional 40 new direct jobs by December 31, 2012; and an additional 27 new direct jobs by December 31, 2013.

The CEA includes clawback provisions that will require Lighthouse for the Blind to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally required capital investment and payroll obligations). Specifically, Lighthouse for the Blind will reimburse the State 0.72 percent of any shortfall relative to required capital investment commitments and 10.4 percent of any shortfall relative to payroll obligations.

As of the report date, Lighthouse for the Blind had purchased a building in East Baton Rouge Parish and has completed renovations and electrical upgrades. The relocation of equipment to the building is complete and six paper cup machines were operational. Under the CEA, The Lighthouse for the Blind's performance is assessed annually relative to payroll obligations. The most recent obligation includes \$1.7 million in payroll for 2014. Lighthouse for the Blind generated over \$0.8 million in payroll during this period, missing the performance requirement. The next obligation includes \$1.7 million in payroll for 2015.

***As of the report date, Lighthouse for the Blind was meeting about 47 percent of the payroll obligation specified in the CEA. Accordingly, the company's annual performance-based incentive payment was proportionally reduced.***

## **USAGENCIES, LLC**

Corporate operations center  
Project announced in 2009  
East Baton Rouge Parish

USAgencies, LLC (USAgencies) committed to consolidate its corporate operations center activity to Baton Rouge including capital investment of \$1.2 million with employment ramping up to 256 (56 new direct jobs with average salaries of \$26,400, plus benefits) by 2010.

To secure the project, LED offered USAgencies a performance-based grant of up to \$97,000 towards the cost of a backup generator. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$97,000 in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and USAgencies commits the company to commence operations at the corporate operations center by December 1, 2009.

The company has committed to retain 200 jobs through September 30, 2014 and produce 56 total new direct jobs by September 30, 2010. New jobs will also be maintained through September 30, 2014.

The CEA includes clawback provisions that will require USAgencies to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally required taxable purchases and payroll obligations). Specifically, USAgencies will reimburse the State 2.2 percent of any shortfall relative to required taxable purchase commitments and 3.9 percent of any shortfall relative to new job payroll obligations.

As of the report date, USAgencies was operational in its corporate operations center. Under the CEA, USAgencies' performance was assessed annually relative to payroll obligations. The most recent obligation includes \$9.5 million in payroll for the 12-month period ending September 30, 2014. USAgencies reported over \$5.7 million in payroll for this period, missing the performance requirement. This CEA has concluded as of September 30, 2014.

***As of the report date, USAgencies did not meet all performance requirements in the CEA. LED had requested the company reimburse the State (in accordance to clawback provisions) due to the company's underperformance. The company has filed for bankruptcy and LED expects to recover some of the owed reimbursement from the bankruptcy proceedings.***

**PUBLIC SECTOR RAPID RESPONSE FUND PROJECTS**



**CHENNAULT INTERNATIONAL AIRPORT AUTHORITY AND NORTHROP GRUMMAN  
TECHNICAL SERVICES, INC.**

Public infrastructure improvements and equipment purchases  
Project announced in 2009  
Calcasieu Parish

The State commitment of \$6.5 million to Chennault International Airport Authority (Chennault), as the sponsoring entity, and Northrop Grumman Technical Services, Inc. (NGTS) will procure aviation maintenance facility upgrades and related equipment for Chennault International Airport to support the creation of 200 new direct jobs with average salaries of \$50,000, plus benefits, by 2011.

The United States Air Force selected NGTS as the winner in a \$3.8 billion project to provide logistics support for the KC-10 aerial refueling tanker.

To secure the project, LED offered a performance-based grant of \$6.5 million in Rapid Response funds to be utilized for improvements to publicly owned aviation repair facilities and to purchase necessary equipment. Grant funds are provided on a reimbursement basis after expenditures are verified and approved. As of the report date, \$6.5 million in expenditures had been reimbursed by the State.

The company has committed to add 200 new direct jobs by January 31, 2011, to be retained through January 31, 2019.

The cooperative endeavor agreement (CEA) includes clawback provisions that will require NGTS to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll). Specifically, the company must reimburse 10 percent of any shortfall relative to payroll obligations.

As of the report date, aviation facility improvements and equipment purchases were complete and the facility continues to perform maintenance on KC-10 aircraft. Under the CEA, NGTS' performance is assessed annually relative to payroll obligations. The company is required to produce \$10.6 million of new payroll, excluding benefits, over the period beginning February 1, 2014 and ending January 31, 2015. NGTS reported \$11.7 million in new payroll for the period, exceeding the performance requirement. The next obligation includes \$10.8 million in payroll for the 12-month period ending January 31, 2016.

***As of the report date, the Chennault International Airport Authority and Northrop Grumman Technical Services were meeting or exceeding all current performance requirements in the CEA.***

## **LOUISIANA STATE UNIVERSITY**

Electronic Arts (EA) occupancy support/Louisiana Digital Media Facility  
Project announced in 2008  
East Baton Rouge Parish

The State commitment of \$5.1 million to Louisiana State University (LSU) provides build out, limited construction funding and rent support to LSU for the Louisiana Digital Media Facility (LDMF).

EA is actively assisting LSU with the hiring of faculty and curriculum development for its Arts, Visualization, Advanced Technologies and Research (AVATAR) program and serving as a catalyst in the development of the digital media industry in Louisiana. EA will also serve as the anchor tenant of the LDMF. It is estimated that the economic benefit of the LDMF and related companies will exceed \$55.0 million.

The cooperative endeavor agreement (CEA) commits the State to pay LSU \$0.5 million towards build out costs for EA's initial location, \$1.0 million towards the construction costs of permanent space for EA in the LDMF to be approved by the LSU Board of Supervisors, and \$3.6 million over a 10 year period as lease support for EA's space in these locations.

State funds are provided to the project on a reimbursement basis after expenditures are verified and approved. As of the report date, \$0.6 million in expenditures had been reimbursed by the State.

The (CEA) between the State of Louisiana / LED and LSU commits LSU to provide EA, as the anchor tenant, with 30,000 square feet of space in the LDMF by Fiscal Year 2012. As of the report date, construction on the LMDF is complete and EA has occupied the second floor and commenced operations in the new space.

As this project involves a State entity, the CEA does not include clawback provisions.

***As of the report date, the LSU project was meeting or exceeding all of its performance requirements in the CEA.***

## **LOUISIANA STATE UNIVERSITY**

Transformational Technology and Cyber Research Center

Project announced in 2014

East Baton Rouge Parish

The State commitment of \$3.0 million to Louisiana State University (LSU) provides for the creation and operation of the LSU Transformational Technology and Cyber Research Center (TTCRC).

The TTCRC project represents a higher education investment by the State to cultivate an accomplished workforce with in-demand technology skills and a robust private sector with rapid growth in jobs that will engage graduates who possess skills in computer science, software engineering, digital media applications, mathematics, and other quantitative-intense fields.

TTCRC will pursue major federal and commercial research projects in applied technology fields. The goals of the research partnership between the State and LSU are for TTCRC to reach at least \$10 million in research contracts by January 1, 2016, and \$30 million in research contracts by July 1, 2017.

The cooperative endeavor agreement (CEA) commits the State to pay LSU up to \$3.0 million towards TTCRC's salary and administrative expenses over a 3-year period. The State will make an initial payment of \$350,000 to LSU. State funds are provided to LSU on a reimbursement basis after TTCRC revenues and expenditures are verified and approved. As of the report date, \$0.35 million in expenditures had been reimbursed by the State.

The State will not make additional payments until LSU has established the TTCRC and has executed contracts with a total value of \$3.5 million to satisfy the advance payment. Thereafter, LED will pay LSU \$1 for every \$10 of contracts executed by TTCRC. If revenue received by TTCRC, used to match LED grant payments, is less than the value asserted in the requests for grant payment, LSU will reimburse the State 10 percent of the amount of any shortfall within one year of termination of the agreement.

As of the report date, LSU has established the TTCRC. The center is engaged across multiple disciplines and fronts to secure research contracts. TTCRC has secured more than \$200,000 in U.S. Department of Defense (DoD) related grants and was awarded an additional \$10.0 million DoD grant as established in the 2016 DoD appropriations bill.

***As of the report date, TTCRC was meeting or exceeding all of its performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.***

## **TERREBONNE PORT COMMISSION AND LASHIP, LLC**

Public infrastructure improvements

Project announced in 2008

Terrebonne Parish

The State commitment of \$4.0 million to the Terrebonne Port Commission, as the sponsoring entity, and LaShip L.L.C. (LaShip) will help design and construct bulkhead and dredging improvements to support establishment of a new shipyard at the Port of Terrebonne that will create 1,000 new direct jobs with a projected annual payroll of \$54.0 million by 2012.

Upon completion of the project LaShip, will have the capacity to build vessels to support the growing deep-water offshore oil and gas industry's need for vessels with hull lengths greater than 350 feet.

To secure the project, LED offered a performance-based grant of \$4.0 million in Rapid Response funds to be utilized for design and construction of bulkhead and dredging improvements. Grant funds are provided on a reimbursement basis after expenditures are verified and approved. As of the report date, \$3.97 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and the Terrebonne Port Commission / LaShip requires LaShip to undertake \$72.2 million in capital investment.

The company has committed to produce 1,000 new direct jobs at an annual payroll of \$54.0 million by March 31, 2014. Furthermore, the company commits to retain the created jobs and payroll through June 30, 2017.

The CEA includes clawback provisions that will require LaShip to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally jobs and payroll).

The Terrebonne Port Commission reports bulkhead construction and dredging are both complete. LaShip reports completion of over \$72.3 million in private investment. Vessel construction and outfitting activity had commenced at the shipyard.

LaShip is required to produce at least \$54.0 million in payroll, excluding benefits, for the 12-month period ending June 30, 2015. During this period, LaShip generated \$56.7 million in payroll, exceeding the performance requirement. LaShip's next obligation includes \$54.0 million in payroll for the 12-month period ending June 30, 2016.

***As of the report date, LaShip was meeting or exceeding all of its performance requirements in the CEA.***