In our own BACKYARD
Cultivating Louisiana’s existing businesses
Louisiana finished Q1 2009 the same way it ended 2008 – enjoying higher job growth, lower unemployment and a stronger economy than the South and the nation. In this issue of EQ, Louisiana Economic Quarterly®, we describe how Louisiana’s economic momentum continues despite the national recession.

For example, our cover story offers an inside look at the state’s newly established Business Retention and Expansion team, which is providing enhanced support for Louisiana’s existing businesses. Supporting the growth and development of Louisiana’s existing businesses is our top priority.

We also highlight two regional assets – England Airpark and Chennault International Airport – that rebounded from the brink of closure and transformed themselves into regional economic-development engines.

Read about Nerjyzed Entertainment Inc. and The Receivables Exchange, two innovative companies that are redefining their respective industries. And one of Louisiana’s top economic-development professionals, Gregg Gothreaux, describes his accomplishments and philosophy in an interview that traces his successful career at the helm of the Lafayette Economic Development Authority.

In addition, this issue illustrates the prosperous history and promising future of Louisiana’s shipbuilding industry, highlights selected business development wins in Q1, demonstrates how our banking sector has remained healthy in the midst of a national banking crisis and much more.

Thank you for your interest in the great state of Louisiana – a new frontier for business opportunity.

Best regards,

Stephen Moret, Secretary
Louisiana Economic Development
After a record year for economic development in the midst of a national recession, Louisiana began 2009 on solid ground. During the first quarter of 2009, the state enjoyed low unemployment, a strong housing market, a healthy banking system and notable improvement in numerous national rankings. These trends and rankings reflected stability for the state during a period of national economic uncertainty.
LOUISIANA'S EMPLOYMENT LEVELS HAVE OUTPACED THE REST OF THE COUNTRY

LOUISIANA
OTHER SOUTHERN STATES
UNITED STATES

Housing

The outlook for Louisiana's real estate markets remains positive. PMI's U.S. Market Risk Index, which measures the likelihood of home price declines in the next two years, places all Louisiana Metro Statistical Areas in the minimal risk category with less than a 10 percent chance of experiencing price declines between the fourth quarter of 2008 and the end of 2010. Lafayette, with a less than 1 percent risk of price declines, ranks in the top 15 of all MSAs nationwide. RealtyTrac recognized Louisiana's good standing at 40th for number of foreclosure filings over the first quarter. Though Louisiana's foreclosure rate rose faster over the quarter than the nation's (16 percent versus 9 percent), the state rate remains much lower than the national rate (1 in 943 homes in foreclosure versus 1 in 159).

Total housing permits in Louisiana declined 33 percent over the year, but surged forward 34 percent over the quarter, from 750 permits to over 1,000 permits authorized. The state's activity surpassed the nation's 11 percent first-quarter growth. Louisiana authorized 944 single-unit and 80 multi-unit permits in March. Activity in the Central Region grew exponentially over the quarter from 9 single-unit permits to 55 single-unit permits authorized, an increase of 51 percent; this activity also represented a 53 percent increase over the year. Housing permits in the Northwest Region also shot up by 137 percent over the quarter, from 35 single-unit permits to 83 single-unit permits.

In contrast to a national decline in 2008, Louisiana's 160 banks and thrifts reported an increase of net loans and leases of over 11 percent in 2008, in contrast to a national decline. Louisiana banks' asset growth of 10.4 percent surpassed the nation's rate of 6.2 percent. Similarly, the state's deposit growth of 8.3 percent exceeded the nation's growth of 5.4 percent. The nation's banks saw an aggregate decline in equity capital while Louisiana banks enjoyed a growth rate of more than 13 percent. Lafayette, with a less than 1 percent risk of housing price declines, ranks in the top 15 of all MSAs nationwide.

Employment

Louisiana was the only state in the country where the unemployment rate decreased from December 2008 to January 2009, to 5.3 percent from 5.5 percent, and was one of only two states to gain jobs in February. At the end of the first quarter, Louisiana had the lowest unemployment rate in the South and the seventh lowest in the nation. The U.S. Bureau of Labor Statistics' survey of business payrolls shows Louisiana was also one of only four states to experience year-on-year employment growth, with an increase of 0.2 percent.

Employment levels in Louisiana over the past 12 months were relatively flat and did not change as much as in previous years. As a result, different data collection methods used in a smaller survey of households yielded a different result for Louisiana, a 1.3 percent year-on-year decrease in employment. All regions lost jobs over the quarter, with the smallest decline of 0.7 percent in the Northeast Region. However, Louisiana fared better than the nation and the rest of the South, which declined by over 1.5 percent.

The state unemployment rate grew more slowly over the quarter, with an unemployment rate at the end of the first quarter of 5.8 percent, far below the 8.5 percent rate for the rest of the South and the nation. Unemployment rose much more rapidly in the rest of the South and the nation over the year (by more than 3.4 percentage points) than in the Louisiana regions (by 1.1 percentage points to 2.7 percentage points). Three regions saw unemployment rates fall over the quarter, by 0.1 percentage point in the Capital and Bayou regions, and 0.2 percentage points in Greater New Orleans. Of all the regions, the Bayou Region had the lowest unemployment rate of 4.4 percent at the end of the quarter.

Despite the national housing slowdown, construction is still a healthy sector in Louisiana, experiencing the largest annual gain in employment (5.2 percent), as well as a quarterly gain of 0.1 percent. The information sector had the greatest growth (5.8 percent) over the quarter, while leisure and hospitality added the greatest number of jobs with an increase of 4,500. Leisure and hospitality employment consistently grew across multiple MSAs over the quarter: Shreveport, Monroe, Lake Charles, Lafayette and Houma.

In the face of a national financial crisis, Louisiana's banks remain sound for several reasons, including a solid economic performance in 2008, financial laws preventing "no look" mortgages, portfolios free of toxic mortgage securities and derivatives, and conservative policies stemming from the 1980s oil slump. According to the Federal Deposit Insurance Corp., Louisiana's 160 banks and thrifts reported an increase of net loans and leases of over 11 percent in 2008, with a vast majority of Louisiana banks fundamentally sound. According to the Federal Deposit Insurance Corp., Louisiana's 160 banks and thrifts reported an increase of net loans and leases of over 11 percent in 2008, with a vast majority of Louisiana banks fundamentally sound.
Population Growth

Recently released U.S. Census Bureau data show Louisiana’s population increased by more than 37,000 people between July 2007 and July 2008. Metropolitan parishes grew at a faster rate than non-metropolitan parishes: 1.5 percent versus -0.2 percent. The New Orleans metro area saw phenomenal growth, with St. Bernard Parish as the fastest-growing parish/county (12.8 percent) in the nation, and Orleans Parish was the third-fastest-growing parish/county (8.2 percent). Other growing metro areas include Baton Rouge (0.6 percent), Lafayette (1.1 percent), Lake Charles (0.5 percent) and Shreveport (0.5 percent). In addition, the Census Bureau placed both Ascension and Livingston parishes on the list of 100 Fastest-Growing U.S. Counties between 2000 and 2008.

Rankings

Louisiana continues to ascend in a variety of business climate and quality-of-life indices. MainStreet.com’s Happiness Index now ranks Louisiana as the fifth-happiest state, thanks to relatively low rates of non-mortgage debt, unemployment and foreclosures. Tech America’s 12th annual Cyberstates report named Louisiana the seventh-fastest-growing state for high-tech employment, with a growth rate of 11.3 percent. Louisiana improved three places in the Small Business & Entrepreneurship Council’s Business Tax Index, from 29th in 2008 to 26th in 2009. Also, NewGeography.com placed Lafayette (third), Baton Rouge (seventh) and Shreveport-Bossier City (eighth) at the top of the 2009 Best Medium-Sized Cities for Job Growth. These rankings indicate further positive momentum for the state, leading to greater economic opportunities in the future.

Louisiana’s population increased by more than 37,000 between July 2007 and July 2008.

The quarter ahead

Though Louisiana faces a budget shortfall and a decline in federal recovery dollars for 2009, the state’s economy should remain on solid ground during the second quarter of 2009. Currently there are several positive economic indicators, such as steadily rising employee compensation and continued capital investment, that point to another successful quarter for Louisiana’s economy.

During this upcoming quarter, LED will continue to help create a more vibrant economy by increasing the state’s economic competitiveness, cultivating Louisiana’s top regional economic development assets, enhancing the competitiveness of local communities, helping retain and expand existing businesses, developing national-caliber business recruitment capabilities, aggressively communicating Louisiana’s recent economic success and cultivating small business and entrepreneurship. EQ
Faced with the potential closing of England Air Force Base in 1991, Alexandria leaders devised two plans to prepare for the possible negative impact to the community’s economy. Under the first plan, a comprehensive public campaign would keep the Congressional Base Realignment and Closure Commission, or BRAC, from closing the base. Quietly, they also formed a backup plan to transform the base into an economic development asset if BRAC closed it.

Not only was the backup plan necessary, it has proven to be successful. Today, tenants at England Airpark employ over 2,000 area residents and account for more than 5,000 indirect, permanent and temporary jobs across eight parishes. It is self-sustaining, receiving no tax dollars for operational costs. In fact, between 1992 and 2007, according to an economic impact analysis by Louisiana economist Loren Scott, England-related entities generated nearly $37 million in new sales tax collections.

“The success is entirely credited to the strong community leadership,” said Jon Grafton, England Economic and Industrial Development District executive director. By simultaneously plotting two almost contradictory courses and convincing the federal government to turn over the facility and personal property assets, the England Authority was well prepared for the transition. In fact, this dual-track planning process is now national policy for communities on BRAC’s radar.

The early commissioners “made a conscious choice to employ smart growth concepts before smart growth was a buzz word,” said Grafton. “They intended a compact, mixed-use, sustainable development, and that is what we have today.”

The mixed-use development includes Alexandria International Airport, a fully active general aviation, commercial service and military-use airport. The airport serves as the air transport facility for Fort Polk, with personnel entering from and departing for deployments all over the globe. In addition, this logistical footprint enables the airport to effectively support disaster staging and relief efforts, given its distance from the immediate storm areas across South Louisiana.

Mixed-use also meant fully integrating anchor tenants, such as PepsiAmericas and Integrated Packaging Corp., which provide hundreds of local jobs. Other tenants include a senior living development, a golf course, a boutique hotel, an award-winning restaurant and a hospital.

“Early on, the state contributed financial resources that helped us get started,” said Grafton, “and this community learned to dream big and execute on those dreams by working together. As a result, many say we’re one of the best examples of rural military base reuse in the nation. It was the tipping point for this community to believe that Central Louisiana could have real economic development for a brighter future for our area. England Airpark has become a catalyst for growth in the region.”

<table>
<thead>
<tr>
<th>1992 - 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIRECT IMPACT</td>
</tr>
<tr>
<td>• Total direct private investment in England Airpark: $502.8 million</td>
</tr>
<tr>
<td>• Direct sales revenues: $2.8 billion</td>
</tr>
<tr>
<td>• Direct employment: more than 2,000</td>
</tr>
<tr>
<td>COMBINED IMPACT</td>
</tr>
<tr>
<td>• Total investment and operational revenues: $7.3 billion in business sales</td>
</tr>
<tr>
<td>• $1.8 billion in additional household earnings for region’s residents</td>
</tr>
<tr>
<td>• 7,437 temporary and permanent jobs per year</td>
</tr>
<tr>
<td>INDIRECT TAX EFFECTS</td>
</tr>
<tr>
<td>• From 1992 to 2007, parish sales tax collections were increased by a total of $36.94 million</td>
</tr>
</tbody>
</table>

Information provided by England Airpark
After Chennault Air Force Base was forced to close in 1963, the property languished for nearly 20 years. But in 1986, the combined forces of the city of Lake Charles, Calcasieu Parish and state officials resurrected the base as Chennault International Airport. Since then, Chennault’s presence has attracted high-skill, high-wage jobs to Southwest Louisiana.

Currently, Chennault accounts for 16 percent of non-petrochemical employment across five parishes, paying an average of $50,000 a year. Today, more than 1,000 people work at the airport, and spillover regional economic activity accounts for another 3,000 indirect jobs. The original 1,000 acres has grown to 1,600 acres, complemented by 1.5 million square feet of hangar and office space.

Strategic partnerships have made it happen. “When the city, parish and state gained combined control of the facility, there was very little left of the base assets other than the runway, taxiway and ramps,” explained Randy Robb, executive director of Chennault Airport Authority. State government invested $37.5 million, matched by $5 million from Calcasieu Parish, to reactivate the site and attract Boeing to a new hangar complex, which can accommodate wide-bodies, such as Boeing 747 and Airbus 340 aircraft.

In 1992, Northrop Grumman replaced Boeing and has since played an anchor role at Chennault. “We feel fairly confident that Northrop Grumman will be growing here,” said Robb. “When that happens, we’ll be investing in the facility to support that growth.”

Aeroframe Services operates an aircraft maintenance, repair and overhaul operation at Chennault. In 2008, the Chennault Airport Authority worked with the company to secure state Economic Development Award Program funding for infrastructure improvements. “Even in a down economy, the maintenance, repair and overhaul business is forecast to be a $115 billion industry worldwide,” said Robb. “It makes sense for us to help Aeroframe compete. They bring in planes from all over the world that wouldn’t otherwise come to Louisiana.”

The strong support for existing tenants has attracted others, such as Million Air, a fixed-base operator that supports corporate, general and military aviation. Chennault is constructing a 15,000-square-foot corporate hangar to support the Million Air expansion.

Also, Louisiana Millwork leases a hangar and office space for its 100 employees, who make home building products. With the company’s space requirements and the proximity to SOWELA Technical Community College, Chennault was a perfect location. After Hurricane Rita, Chennault also partnered with SOWELA to construct space for the school’s Transportation Technology program.

Today, the facility is poised to continue generating the type of high-skill jobs and investment that support economic development.

“We just put our nose down, our tail up and go to it. That’s why we’re continuing to grow.”

“We just put our nose down, our tail up and go to it. That’s why we’re continuing to grow.”
12 companies say ‘YES’ to Louisiana

**3001 INTERNATIONAL INC.**

54 new jobs (18 retained), $47,000 avg., $4 million capital investment

In early 2009, 3001 International Inc., a Northrop Grumman company, announced it would expand its Slidell, La., operations to include a new 20,000-square-foot facility and combine its Slidell and Stennis Space Center operations. Together, Louisiana Economic Development and St. Tammany Economic Development Foundation worked to prove that Louisiana was optimal for 3001’s business expansion and continued investment as opposed to their existing operations in several other states. 3001 International Inc. is a leading provider of geospatial data production and analysis, including airborne imaging, surveying, mapping and Geographic Information Systems.

“We mark the beginning of our newest facility and the continuation of 3001’s strong presence in Louisiana. This new building will also provide for future growth through new jobs and allow us to better partner with customers we support here in the local area and other areas around the country.”

JOHN OLESAK
Vice President of Integrated Intelligence Systems for Northrop Grumman Information Technology

**ALBEMARLE CORP.**

8 retained jobs, $65,000 avg., $21 million capital investment

Albemarle Corp. (NYSE: ALB) recently expanded its Process Development Center in Baton Rouge, La. The expansion includes a new $15 million catalysts manufacturing unit and a $6 million laboratory. The catalysts manufacturing unit will support Albemarle’s production capability in the polyolefin catalyst product line, which is used to make highly engineered plastics. In addition, 10,000 square feet of new lab space will be used for expanded research and development of new flame retardant additives for use in plastics.

“We are focused on maximizing Albemarle’s global position to create long-term value and momentum, and expanding our presence in Louisiana is a significant element of this strategy. The new facilities at the PDC are a key component of our sustainable business model, and Baton Rouge is an integral part of our continuing growth plan.”

JOHN STEITZ
Executive Vice President and Chief Operating Officer of Albemarle Corp.

**BOBCAT GAS STORAGE**

14 new jobs, $300 million capital investment

In 2006, Bobcat Gas Storage received authorization from the Federal Energy Regulatory Commission to construct and operate a gas storage facility in St. Landry Parish. With the first natural gas cavern fully operational in November 2008, a second cavern is scheduled for completion in the third quarter of 2009. Bobcat Gas Storage, developed by Port Barre Investments LLC, will also include a compressor station, leaching plant, two fresh-water wells, three brine disposal wells and several pipeline corridors and interconnections. Louisiana Economic Development assisted with the permitting process, promoted the storage facility to potential users and provided additional guidance to support the project’s development.

“When you look to source natural gas storage, you look for a number of factors, including good geology, close interconnections to pipeline infrastructure and a business friendly environment. We found all of this in Port Barre, St. Landry Parish and the state of Louisiana.”

JAMIE CRADDOCK
Senior Vice President of Marketing and Public Relations for Bobcat Gas Storage

**COMPRESSOR ENGINEERING CORP.**

21 new jobs (13 retained), $53,000 avg., $5.4 million capital investment

Compressor Engineering Corp., or CECO, recently announced it is expanding its operations in Walker, La., to include a 44,000-square-foot facility that will house offices, a parts warehouse, a machine shop and an equipment staging area. CECO is the world’s largest independent manufacturer of engine and compressor replacement parts and serves gas pipelines, gathering and processing companies, and petrochemical, industrial and refrigeration plants worldwide. The new facilities will enhance CECO’s production and repair services, provide a highly developed thermal metal spray operation and operate one of the largest thread-rolling machines in Louisiana.

“These new facilities position CECO and CECO Pipeline Services to embrace and serve our Louisiana and Mississippi customers. We are willing, eager and able to serve our customers with our high-quality products and services and our great record of safety and competence.”

RICHARD HOTZE
President of Compressor Engineering Corp.
Computer Programs and Systems Inc.
100 new jobs, $1.9 million total payroll, plus benefits

Headquartered in Mobile, Ala., Computer Programs and Systems Inc. (NASDAQ: CPSI) recently announced its plans to expand its operations to Monroe, La. After considering locations in other states, CPSI selected Northeast Louisiana for several reasons, including state and local incentives and the region’s access to a strong medical services market. CPSI is a healthcare information technology company that designs, develops, markets, installs and supports computerized information technology systems to meet the demands of small and midsize hospitals in the United States.

“We are excited about our partnership with the state of Louisiana, the city of Monroe and OEDC Land Corp. We believe the resulting investments and opportunities will be of great benefit to both CPSI and the people of Louisiana. We also look forward to becoming a member of the community and appreciate the warm welcome we have received from Mayor Mayo and the city of Monroe.”

Boyd Douglas
President and CEO of Computer Programs and Systems Inc.

Schlumberger Ltd.
400 new jobs (120 retained), $48 million total capital investment

Schlumberger Ltd. (NYSE: SLB) plans to renovate its existing 250,000-square-foot warehouse operations in Shreveport, La., converting the space into maintenance shops, laboratory facilities and office space. The project will consolidate Schlumberger’s two business segments, Schlumberger Oilfield Services and WesternGeco, into one oil field services headquarters. Schlumberger is an oil field services company that supplies technology, information solutions and integrated project management for customers working in the oil and gas industry.

“We ultimately will convert this compound into a state-of-the-art facility that will enhance our regional operations and provide our clients with optimum service using high-tech equipment and highly skilled labor. We appreciate the area’s support ... to make this happen.”

Trent Lee
Operations Manager of Schlumberger Ltd.

Performance Energy Services
350 new jobs (800 retained), $55,000 avg. plus benefits, $26 million capital investment

Performance Energy Services recently announced its plans to develop five acres at the Port of Terrebonne, which will expand its operations to include a topside deck and marine repair yard. Construction of the facility is expected to begin the third quarter of 2009, with project completion scheduled for the second quarter of 2010. With headquarters and facilities in Houma, La., Performance Energy Services specializes in onshore spool piping, structural fabrication, sandblasting and painting, and offshore installations.

“We have worked on this project with many local and state officials and are very pleased to see all of the hard work result in a positive change in Louisiana. We could never imagine a time in which Performance Energy Services would not want to call Terrebonne Parish home.”

Ricky Lagrange
CEO of Performance Energy Services

Southland Steel Fabricators Inc.
35 new jobs (141 retained), $36,000 avg., $1.5 million capital investment

With headquarters and fabrication facilities located in Greensburg, La., Southland Steel Fabricators Inc. plans to expand its existing facility by 50,400 square feet, as well as construct a new 32,000-square-foot building. The addition includes the installation of $400,000 worth of equipment for a new paint shop. Construction is expected to begin immediately, with completion scheduled for early 2010. Southland’s services include structural and miscellaneous steel fabrication for the industrial and heavy commercial markets. Southland also has a secondary production line for telecommunication and utility monopoles.

“As a family-owned business, we are heavily invested in the community. We are very appreciative of LED’s help in positioning our company to compete in an always expanding market.”

Joey Lombardo
Vice President of Southland Steel Fabricators Inc.
In January 2009, Taminco Higher Amines Inc. announced plans to expand its facility in St. Gabriel, La. The company is expected to begin operating three new production units by early 2010, with two of the units relocating from the Taminco Riverview site in Detroit, and one unit serving as a new, grassroots facility. All three new units will produce a variety of products used in water treatments, pharmaceuticals and chemicals for paints and coatings.

“This expansion is a good fit for St. Gabriel because we already produce most of the raw materials needed for the new process units, and we are close to our customer base. In addition, the St. Gabriel location is supported by a number of local technical schools, which provide a qualified pool of operators and technicians for continued growth.”

MITCH CORONA
Site Manager of St. Gabriel Facility, Taminco Higher Amines Inc.

TAMINCO HIGHER AMINES INC.
20 new jobs (68 retained), $29 million capital investment

In January 2009, Taminco Higher Amines Inc. announced plans to expand its facility in St. Gabriel, La. The company is expected to begin operating three new production units by early 2010, with two of the units relocating from the Taminco Riverview site in Detroit, and one unit serving as a new, grassroots facility. All three new units will produce a variety of products used in water treatments, pharmaceuticals and chemicals for paints and coatings.

“This expansion is a good fit for St. Gabriel because we already produce most of the raw materials needed for the new process units, and we are close to our customer base. In addition, the St. Gabriel location is supported by a number of local technical schools, which provide a qualified pool of operators and technicians for continued growth.”

MITCH CORONA
Site Manager of St. Gabriel Facility, Taminco Higher Amines Inc.

SPAWAR
176 new jobs (443 retained)

Over the next two years, Space and Naval Warfare Systems Center Atlantic’s New Orleans office, a key branch of the Navy engineering organization supporting national defense, expects to add over 150 new engineering and IT specialists’ jobs, as well as 26 new civilian positions. Louisiana Economic Development advocated for this project with recruitment trips that helped solidify confidence in the region. The New Orleans office, located at the University of New Orleans’ Research and Technology Park, provides support to multiple federal agencies and is a leader in business IT development and support services. In addition, the New Orleans office operates the largest help desk/call center in the Navy.

“We are involved in numerous projects for the Navy, other military and national agencies, such as Veterans Affairs. We are fortunate to have outstanding facilities, technical talent and the capacity to meet these current and emerging demands.”

JACQUELINE L. GOFF
Deputy Technical Director of Space and Naval Warfare Systems Center Atlantic’s New Orleans Office

“Over the next two years, Space and Naval Warfare Systems Center Atlantic’s New Orleans office, a key branch of the Navy engineering organization supporting national defense, expects to add over 150 new engineering and IT specialists’ jobs, as well as 26 new civilian positions. Louisiana Economic Development advocated for this project with recruitment trips that helped solidify confidence in the region. The New Orleans office, located at the University of New Orleans’ Research and Technology Park, provides support to multiple federal agencies and is a leader in business IT development and support services. In addition, the New Orleans office operates the largest help desk/call center in the Navy.

“We are involved in numerous projects for the Navy, other military and national agencies, such as Veterans Affairs. We are fortunate to have outstanding facilities, technical talent and the capacity to meet these current and emerging demands.”

JACQUELINE L. GOFF
Deputy Technical Director of Space and Naval Warfare Systems Center Atlantic’s New Orleans Office

“Over the next two years, Space and Naval Warfare Systems Center Atlantic’s New Orleans office, a key branch of the Navy engineering organization supporting national defense, expects to add over 150 new engineering and IT specialists’ jobs, as well as 26 new civilian positions. Louisiana Economic Development advocated for this project with recruitment trips that helped solidify confidence in the region. The New Orleans office, located at the University of New Orleans’ Research and Technology Park, provides support to multiple federal agencies and is a leader in business IT development and support services. In addition, the New Orleans office operates the largest help desk/call center in the Navy.

“We are involved in numerous projects for the Navy, other military and national agencies, such as Veterans Affairs. We are fortunate to have outstanding facilities, technical talent and the capacity to meet these current and emerging demands.”

JACQUELINE L. GOFF
Deputy Technical Director of Space and Naval Warfare Systems Center Atlantic’s New Orleans Office

“Over the next two years, Space and Naval Warfare Systems Center Atlantic’s New Orleans office, a key branch of the Navy engineering organization supporting national defense, expects to add over 150 new engineering and IT specialists’ jobs, as well as 26 new civilian positions. Louisiana Economic Development advocated for this project with recruitment trips that helped solidify confidence in the region. The New Orleans office, located at the University of New Orleans’ Research and Technology Park, provides support to multiple federal agencies and is a leader in business IT development and support services. In addition, the New Orleans office operates the largest help desk/call center in the Navy.

“We are involved in numerous projects for the Navy, other military and national agencies, such as Veterans Affairs. We are fortunate to have outstanding facilities, technical talent and the capacity to meet these current and emerging demands.”

JACQUELINE L. GOFF
Deputy Technical Director of Space and Naval Warfare Systems Center Atlantic’s New Orleans Office

“Over the next two years, Space and Naval Warfare Systems Center Atlantic’s New Orleans office, a key branch of the Navy engineering organization supporting national defense, expects to add over 150 new engineering and IT specialists’ jobs, as well as 26 new civilian positions. Louisiana Economic Development advocated for this project with recruitment trips that helped solidify confidence in the region. The New Orleans office, located at the University of New Orleans’ Research and Technology Park, provides support to multiple federal agencies and is a leader in business IT development and support services. In addition, the New Orleans office operates the largest help desk/call center in the Navy.

“We are involved in numerous projects for the Navy, other military and national agencies, such as Veterans Affairs. We are fortunate to have outstanding facilities, technical talent and the capacity to meet these current and emerging demands.”

JACQUELINE L. GOFF
Deputy Technical Director of Space and Naval Warfare Systems Center Atlantic’s New Orleans Office

“Over the next two years, Space and Naval Warfare Systems Center Atlantic’s New Orleans office, a key branch of the Navy engineering organization supporting national defense, expects to add over 150 new engineering and IT specialists’ jobs, as well as 26 new civilian positions. Louisiana Economic Development advocated for this project with recruitment trips that helped solidify confidence in the region. The New Orleans office, located at the University of New Orleans’ Research and Technology Park, provides support to multiple federal agencies and is a leader in business IT development and support services. In addition, the New Orleans office operates the largest help desk/call center in the Navy.

“We are involved in numerous projects for the Navy, other military and national agencies, such as Veterans Affairs. We are fortunate to have outstanding facilities, technical talent and the capacity to meet these current and emerging demands.”

JACQUI
In the three years since CEO Jacqueline Beauchamp moved her video game development company from Dallas to Baton Rouge, La., the industry in Louisiana has grown dramatically.

Beauchamp’s company, Nerjyzed (pronounced “energized”) Entertainment Inc. exemplifies that growth. The company, which moved to Louisiana with 18 employees, used LED’s $950,000 workforce development program award to train 31 Louisiana residents who were ultimately hired. Nerjyzed currently has 45 employees and expects to add 10 more this year.

“We are growing and doing very well,” said Beauchamp. “I’m extremely excited about where we are and about our future.” The company’s first product, “BCFx© Black College Football Xperience,” was released last fall for PC. Nerjyzed launched a new version, “BCFx© The Doug Williams Edition,” at the 2008 Bayou Classic and announced an agreement with Aspyr Media earlier this year to publish this version for PC and consoles.

“We are the first African-American development studio to ship on the Xbox 360 console,” said Beauchamp. “Demand around this product has already been phenomenal.”

Much of the company’s success is based on knowing the competition and how it operates. “When you look at small companies, and how they become successful, you see that they find a niche that larger competitors are not going to explore, and then push that niche wide open. We are in a perfect position to offer exciting, innovative products that no one else has.”

“We’ve integrated the two most popular genres of video gaming — rhythm-based interaction and sports — into one game.”

BCFx offers gamers both football and marching band drumline challenges from the nation’s prominent Historically Black Colleges and Universities, or HBCUs, a combination and product setting unique to Nerjyzed.

The historic role of HBCU graduates, both on and off the playing field, led Nerjyzed to produce a documentary short called “Historically Black,” which Beauchamp expects to air on television this year.

“Right after Hurricane Katrina, I read a newspaper column that asked if the HBCUs were still relevant, since Xavier, Dillard and SUNO were all under water in New Orleans,” said Beauchamp. “These institutions have produced a surgeon general, a Supreme Court justice, an Ivy League president and so many others who have contributed to our history, and I felt that story needed to be told.”

Nerjyzed also has additional products in the works and plans to announce its entrance into another video game genre in June.

As for the state’s digital media industry at large, Beauchamp is optimistic and applauds the work of early entrepreneurs in attracting Electronic Arts to locate a testing facility in Baton Rouge.

“I think it’s fantastic. Had it not been for what we all did to start things with local companies, the EA project likely would not have happened. Now we have one of the largest developers and publishers of video games here in Louisiana. I think it’s going to be great for the state and the industry, and I hope it will help drive key educational programs to train the next generation of workforce.”

“We are the first African-American development studio to ship on the Xbox 360 console.”
—Jacqueline Beauchamp, CEO, Nerjyzed Entertainment
Constructing the U.S. Navy’s LPD-17 amphibious assault vessel is no small affair. It takes three years to complete just one of the massive, 800-foot ships which includes equipment and cargo wings, ammunition and fuel bays, a hospital, two operating rooms, bunks for 1,100 crew members and decks large enough to accommodate helicopters, landing craft and combat vehicles. The LPD-17 represents the future of amphibious warfare designed for maximum efficiency in high-stress situations, boasting sophisticated radar, fiber optics and cutting edge technology.

“Plus, it’s got to float,” said Woody Oge, site director of Northrop Grumman Shipbuilding in Avondale, La., whose company was contracted to build 12 LPD-17s for the U.S. Navy. Defense building is a large component of the facility’s business. In fact, it’s one way Louisiana shipbuilders have stayed nimble over their 70-year history.

Louisiana’s shipbuilding stems back to the pre-WWII period, when companies began supplying and repairing barges and smaller craft. Today, Louisiana’s shipbuilding industry employs nearly 14,600 workers.

“It was a natural fit,” said Donald “Boysie” Bollinger, president and CEO of Bollinger Shipyards Inc. in Lockport, La. “Three things made it that way. The Mississippi River, the seafood industry and the oil fields,” Bollinger added. “Having both the river and the Gulf gave us the geographic advantage.”

Following WWII, a consumer class with spending power emerged, and Louisiana shipbuilders responded with transport vessels to move goods up and down the Mississippi River. But the industry’s biggest boom came from the rise in offshore oil exploration. To meet this demand, shipbuilders in Louisiana responded by producing diverse marine support vessels to help locate and move crude oil. And as the industry continued to diversify, Louisiana manufacturers also successfully found stable ground in defense production, midsized commercial vessels like tugs and barges, craft repair and maintenance, and oil and gas support.

“Still, the industry has always had to be nimble,” said Oge. “It has ebbed with downturns in oil prices when exploration slowed. Shipbuilders also carved out new markets when the manufacturing of large international vessels went to cheaper producers overseas.”

Over the years, Louisiana’s shipbuilding industry has produced a workforce that meets its demands through incentives and apprenticeship programs. Moreover, Louisiana is home to the top shipbuilding school in the nation, the University of New Orleans’ School of Naval Architecture and Marine Engineering, which provides the state with a highly skilled, well-trained workforce that is needed to compete in today’s marketplace.

“Shipbuilding has been a big part of where we have come from,” said Bollinger. “And it’s got a strong future.”

Louisiana’s shipbuilding industry employs nearly 14,600 workers.
IN OUR OWN BACKYARD

CULTIVATING LOUISIANA’S EXISTING BUSINESSES

Few economic development wins are more impressive to the public than the lure of a large company, replete with new jobs, media exposure, beaming elected officials and dejected competitor communities in other states. But while winning a site-selection war for a new company is one of the most visible expressions of economic development, experts say it is only part of a strategy that should also focus on retaining resident companies and facilitating their expansion.
According to Chicago-based international consulting firm Blane, Canada Ltd., 76 percent of new jobs and capital investment in a given region comes from existing companies. Another 9 percent stems from entrepreneurs, while the balance, 15 percent, results from the attraction of new businesses.

“Business attraction will always be a priority, but Louisiana historically has tended to spend a disproportionate amount of time on recruitment when the strongest avenue to job creation is through companies already here,” said Louisiana Economic Development Secretary Stephen Moret. “In a given year, most job creation – and 100 percent of job losses – will come from existing companies.”

In 2008, 71 percent of LED’s business development wins were expansions of Louisiana companies, and nearly 95 percent of discretionary incentives went to existing businesses, such as Cameron Valves and Measurement, Gulf Island Marine Fabrication LLC, Albemarle Corp., Coca-Cola Bottling Co., Northrop Grumman and The Shaw Group Inc.

“But while incentives play an important role,” said Moret, “we need to ensure that existing companies are planting deep roots in our business environment, keeping them here for the long term.”

In January 2009, LED announced the creation of the state’s first-ever Business Retention and Expansion program, a $400,000 initiative shaped out of months of research on leading strategies and existing programs nationwide.

“LED’s aim is not to replicate other models, but to surpass company, how it allocates resources, its product, its industry and its market,” said Canada, a 25-year economic development practitioner and consultant.

Canada added that what keeps most retention and expansion programs from succeeding is the tendency to take shortcuts. He credits LED for establishing a thorough model that involves on-the-ground partners and interfaces with other key economic development initiatives.

“Louisiana has taken a full, proactive approach,” he said. “The reality is, this is hard work when done properly. Louisiana has accepted that it’s going to be hard work, and that the state and individual communities are going to have to work together to get it done.”

**Strengthening Relationships**
According to LED’s Business Retention and Expansion Program Director Tommy J. Kurtz, the core focus of the program is to vastly improve the communication between economic development officials and the state’s top 1,000 economic-driver firms, a group responsible for nearly 60 percent of the Louisiana economy. This group includes top employers, companies in high-growth sectors, the largest employers in each parish and companies currently at risk of downsizing.

“In the past, the department did not have the relationship it should have had with its major economic drivers. We needed more ears to the ground,” Kur tz said. “Our purpose is to meet with businesses, check in regularly and practice preventive medicine to a certain degree. It’s about ensuring companies have what they need before they make the decision to fold up their tent and leave.”

“One of the most important aspects of BRE’s work,” said Kurtz, “is its coordination with local partners like regional economic development organizations and chambers of commerce.”

**EXAMPLES OF RETENTION AND EXPANSION EFFORTS**

<table>
<thead>
<tr>
<th>Company</th>
<th>Number of Jobs</th>
<th>Capital Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Southland Steel Fabricators Inc.</td>
<td>35/141</td>
<td>$1.5 million</td>
</tr>
<tr>
<td>Cameron Valves and Measurement</td>
<td>110/500</td>
<td>$49 million</td>
</tr>
<tr>
<td>Gulf Island Marine Fabrication LLC</td>
<td>200/1,300</td>
<td>$29 million</td>
</tr>
<tr>
<td>Coca-Cola Bottling Co.</td>
<td>113/475</td>
<td>$93 million</td>
</tr>
<tr>
<td>Northrop Grumman/Chenault</td>
<td>80/217</td>
<td>$3 million</td>
</tr>
<tr>
<td>The Shaw Group Inc.</td>
<td>1,400</td>
<td>$100 million</td>
</tr>
</tbody>
</table>

“We need to ensure that existing companies are planting deep roots in our business environment, keeping them here for the long term.”
commerce. Jointly, teams will meet with company officials to survey their needs and remove obstacles to their success. Impediments may include anything from local infrastructure or transportation issues to long-term concerns, like workforce development. Whatever the case, the company’s perspective is carefully documented by a set of like-minded partners.

“The cooperative approach between the state, regions and municipalities could set Louisiana apart,” added Canada. “Collaboration is a big piece of retention and expansion. Nobody can do it all themselves.”

Kurtz agrees. As the former president and CEO of the Ascension Economic Development Corp., as well as the former business development leader for Greater New Orleans Inc., a regional economic development group, he understands the importance of having multiple partners who are committed to a company’s long-term success.

“Some issues impacting businesses are in the hands of the state, but others are played out locally. It’s really important that everyone is on the same page,” he said.

BRE’s interview process allows company officials to share information about their markets, products and services, expansion plans, management, workforce, technology, utilities, infrastructure and local public services. The confidential information is entered into a sophisticated business information system called Synchronist, which manages data, plots trends and records follow-ups. Louisiana was the first state in the country to integrate the latest version of Synchronist, a Web-based economic development tool with a variety of applications. LED officials will use it to reveal issues that support or hinder progress.

“Collaboration is a big piece of retention and expansion. Nobody can do it all themselves.”

“This amount of data has never before been collected,” said Kurtz. “It will be a very powerful tool.”

The short-term result of each interview is that the BRE team is made aware of current or potential obstacles, and can remove them expeditiously. In the long term, the surveys will be used to shape public policy. Emerging trends are fed to another new LED program, the State Economic Competitiveness Group, charged with identifying what Louisiana should do to improve its competitive advantages. This innovative, distinct program examines where Louisiana should adjust policies to create a competitive, diversified and growing economy.

“Through the Business Retention and Expansion team’s interaction with Louisiana’s most significant economic-driver firms, we have a much-needed window into what the challenges and opportunities are in the business community, and what we can do about it,” said State Economic Competitiveness Group Director Jason El Koubi. “In many cases, it’s reinforcing the steps we’ve already taken.”

Significant Reach
Kurtz said retention and expansion is a lynchpin issue with the potential to impact other key areas of economic development, including business attraction.

He and his team expect that the improved communication between the state and its top firms will reveal opportunities to draw new sites to Louisiana, particularly through consolidation. Especially during the current economic downturn, Kurtz hopes companies facing the need to downsize will take a hard look at Louisiana. He and his team are actively working on an analysis to identify the highest-potential firms to target. The state’s pro-business climate, which now features improved ethics laws, the removal of unconventional business taxes, powerful new workforce development programs and competitive incentives, will make a healthy case for relocating to Louisiana, he says.

“We’re spending a lot of time gathering information and creating a complete picture of the possibilities,” he said. “In the past, we were the hunted. Now, we’re hunting.”

Similarly, Moret believes LED’s Business Retention and Expansion team will inspire a vote of confidence for large companies considering the state for the first time.

“A strong retention and expansion record will automatically send a signal to businesses considering the state for site selection,” said Moret. “It says to companies, ‘once you’re here we want to keep you here.’”
It was early 2007, and Nic Perkin was looking for a home for his latest venture, an Internet-based exchange that allows companies to sell their receivables to the highest bidder. Perkin had previously started media and technology firms in New York and Los Angeles, and those cities briefly made his list of potential launching points for The Receivables Exchange.

But New Orleans quickly moved to the top as Perkin focused on what the startup really needed: a globally recognized city to call home, a state with a positive business environment and a tech-savvy talent pool to run the world’s first online exchange for firms to buy and sell invoices.

New Orleans also had a special allure for Perkin, a native New Yorker who spent four years as an undergraduate at Tulane University.

“New Orleans came together as a no-brainer quickly,” said Perkin, president and co-founder of The Receivables Exchange.

Because it is the first of its kind, The Receivables Exchange has drawn international media attention since it first went into business at its Camp Street headquarters in November 2008. Forbes magazine calls it a “company to watch,” and The New York Times, Inc. magazine and the BBC have likewise covered its early months of operation.

“‘We looked at those things that made access to capital more work-intensive and slower, and we took those things out,’” Perkin said.

The Receivables Exchange works much like the online auction site eBay. After a vetting process, firms pay a fee to become trading members. Firms then put their receivables on the real-time auction block, either individually or as a bundle.

Hedge funds, commercial banks and factors (companies that buy other firms’ invoices) then bid on the receivables, with the sale subject to a minimum bid set by the seller. The Receivables Exchange’s auctions run three days to 10 days, and bidding takes place around the clock. Winning bidders, like sellers, pay a fee of less than 1 percent of the value of the receivable to the company.

“We’ve accelerated access to cash flow through the speed and efficiency of the Internet,” Perkin said.

Perkin also added that there was no single moment when he and co-founder Justin Brownhill, the firm’s British-born CEO, conceived the idea for the company. The bottom line: the exchange fills a need that will persist even after the U.S. economy rebounds from the current slowdown. The speed of business around the globe has accelerated, and businesses need cash faster than ever.

“Faster Cash Flow for a FASTER WORLD.”

Forbes magazine calls The Receivables Exchange a “company to watch.”
In 2008, amid swirling news stories of a national credit crunch, Louisiana banks grew their portfolios and avoided the problems impacting the nation’s largest institutions.

According to Federal Deposit Insurance Corp. data, the assets of Louisiana-domiciled banks and thrifts grew by 12.7 percent in 2008. Loan portfolios grew by 13.9 percent. And Louisiana’s Tier 1 capital, a measure of banks’ health, rose by 15.6 percent, while deposits grew by 10.7 percent.

Louisiana-based banks hired more workers last year, with a 3.1 percent expansion that brought the industry’s labor force to 15,371 employees. In addition, banks across the state recorded solid gains across a range of sectors.

“You see what’s going on across much of the country, the difficulty of getting loans, but that’s not happening here,” said Gary Littlefield, Baton Rouge market president for New Orleans-based Gulf Coast Bank & Trust Co. “Banks across the state are finding opportunities.”

Fortunately, Louisiana has been spared the bubble-then-bust pain of such states as California and Florida, where the steep increase in home prices was followed by a painful decline.

“We had tremendous growth in 2008,” said Lance Hall, regional president for Community Trust Bank of Ruston, which made $273 million in new commercial and consumer loans in 2008. “That was 28.5 percent above 2007, and loans covered the gamut, from big-box retail to home refinance driven by falling interest rates.”

“In our $1.1 billion organization we do not have a single home foreclosed,” added Hall.

Don Ayres, chairman, president and CEO of American Gateway Bank, says in-state banks’ strong 2008 performance reflects the fact that Louisiana continued to gain jobs, even after the start of the national recession in late 2007.

“Banks benefit from what’s going on in the local economy,” said Ayres. Louisiana’s unemployment rate of 5.1 percent in January 2009, for instance, was the lowest in the South — and roughly half of California’s rate of more than 10 percent, according to the U.S. Bureau of Labor Statistics.

Moreover, Louisiana’s banking numbers represent a positive story in a tough year for banks around the country. Earnings at nearly 84 percent of institutions insured by the FDIC declined in 2008 from 2007 levels — the biggest drop since 1990.

The year’s vigorous performance by Louisiana’s 160 banks does not surprise Robert Taylor, CEO of the Louisiana Bankers Association. According to Taylor, much of the credit goes to the savvy decision-making of the men and women who comprise the industry, including those who worked through the tough years of the late ‘80s and early ‘90s.

“They are very good at understanding their customers and their markets,” said Taylor. “They are simply very good at what they do.”
What are your biggest successes?

That’s like asking which of your children is your favorite, because big and small projects alike are so important in different ways. Stuller Inc. is LEDA’s biggest retention project, at 800 new jobs. AT&T is our largest recruitment success, at more than 1,000 jobs. And the Louisiana Immersive Technologies Enterprise, or LITE, represents the economy-changing potential of investment in technology.

What are the strategic advantages of doing business in Lafayette?

Our entrepreneurial spirit and forward thinking make us unique. We see technology as vital, whether in oil field services or an emerging industry like video game development. Initiatives, such as LITE, Fiber-to-the-Premise and the Digital Media Coalition reflect our commitment to a cutting-edge future. In 2007, the Milken Institute ranked Lafayette’s high-tech GDP growth 15th out of 200 metropolitan regions. We’re thrilled to be recognized as a community that is multicultural and multi-industry.

Can you recall a turning point when you sensed the local economy gaining momentum in new sectors?

The 1990s was a decade of change. Lafayette became a regional health center at the same time it emerged as a global leader in new energy technology, such as 3-D seismic. The entertainment sector was gaining in popularity. LEDA and the Acadiana Arts Council won the first-ever Cultural Economy Award in 2005 in recognition of our efforts to promote and develop the business aspects of culture and entertainment.

How important is quality of life as an economic development tool?

We make sure people understand that we are a dynamic, creative community with a small-town feeling and all the amenities of a big city. Our culture is so important that in 2001 we formed a partnership with the Acadiana Arts Council – the first of its kind in the country. And Foreign Direct Investment magazine recently named us one of the top five cities in North America for quality of life.

Going forward, how do you see the region’s economy changing?

We are targeting the creative industries, technology and energy for recruitment and development. In the creative sector, such industries as film and video game development are taking advantage of Lafayette’s fiber-optic network. We’re also building a reputation as a major player in digital media. And Lafayette will continue to grow as a hub for energy development, especially as we transition from traditional to renewable energy sources, such as biofuels, wind and solar power.
State Program Provides the calm AFTER the storm

Dwayne Suire understands firsthand the challenge of rebuilding a small business after a devastating storm. Hurricane Rita flooded his Vermilion Parish farm supply store with two feet of water. Three years later, Hurricane Ike delivered another six inches of water to Erath Farm Supply.

But Suire also understands how an innovative public-private partnership offered by Louisiana Economic Development helped small business owners rebuild and expand businesses after hurricanes Katrina and Rita.

LED’s Business Recovery Grant and Loan Program was designed to assist businesses in hurricane-impacted regions with storm repair. Financing packages were comprised of 20 percent grant funds and 80 percent loan funds with zero percent interest for the first two years.

“Before, I would have run to the bank for a high-interest loan,” he said.

Suire used the money to repair and restore the building built by his grandfather in 1953. He also expanded payroll by hiring a third worker, with plans for a fourth over the next two years.

“What made the process go so smoothly was the help the development district provided,” he said. “It’s been great.”

Economic Incentives for Businesses of All Sizes

<table>
<thead>
<tr>
<th>Program Name</th>
<th>Benefit</th>
<th>Eligibility (not comprehensive)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enterprise Zone</td>
<td>Tax credit program: provides $2,500 credit per new job, and rebates 4% sales/use tax on materials, machinery or equipment</td>
<td>• Must employ 50 within the first two years</td>
</tr>
<tr>
<td>Quality Jobs</td>
<td>Cash rebate: provides 5% or 6% rebate of annual gross payroll for new direct jobs for up to 10 years</td>
<td>• Must fall within one of the state’s six target industries: Biotechnology and Biomedical, Micromanufacturing, Software, Internet and Telecommunications, Environmental Technology, Food Technology, or Advanced Materials</td>
</tr>
<tr>
<td>Restoration Tax Abatement</td>
<td>Property tax abatement: provides five-year abatement for the rehabilitation of an existing structure</td>
<td>• Must be located in a qualifying district and approved by local governing authority</td>
</tr>
<tr>
<td>Industrial Tax Exemption</td>
<td>Property tax abatement: provides abatement for materials used in new manufacturing, for up to 10 years</td>
<td>• Taxes based on assessed valuation of property prior to beginning of improvements</td>
</tr>
<tr>
<td>Research &amp; Development Tax Credit</td>
<td>Tax credit program: provides credit for up to 9% of the state’s apportioned share of increased R&amp;D expenses or 15% of its apportioned share of federal research and development activities in Louisiana</td>
<td>• Must have received SBIR/STTR or claimed credit under 26 USC section 41</td>
</tr>
<tr>
<td>Sound Recording Investor Tax Credit</td>
<td>Tax credit program: provides credit for up to 60% of production or infrastructure development</td>
<td>• Must spend at least $5,000 in Louisiana</td>
</tr>
<tr>
<td>Digital Interactive Tax Credit</td>
<td>Tax credit program: provides credit for up to 60% of qualified production expenditures</td>
<td>• Must be a digital interactive production in Louisiana</td>
</tr>
<tr>
<td>Motion Picture Industry Development Tax Credit</td>
<td>Tax credit program: provides credit for up to 60% of production with a potential bonus credit of up to 10% on local labor</td>
<td>• Must spend at least $50,000 on motion picture production in Louisiana</td>
</tr>
<tr>
<td>Live Performance Tax Credit</td>
<td>Tax credit program: provides credit for up to 60% of production and infrastructure development, with additional credits available for payroll and transportation costs</td>
<td>• Must spend at least $100,000 on production or infrastructure projects in Louisiana</td>
</tr>
<tr>
<td>Workforce Development and Training Program</td>
<td>Workforce development: provides pre-employment and on-the-job training</td>
<td>• Must be new Louisiana company or existing company operating three years or less</td>
</tr>
<tr>
<td>Economic Development Award Program</td>
<td>Loan/grant program: provides funding for publicly owned infrastructure for industrial or business development projects</td>
<td>• Must be a public or quasi-public state entity requesting a minimum of $10,000</td>
</tr>
<tr>
<td>Technology Commercialization Credit and Jobs Program</td>
<td>Tax credit program: provides credit for companies that invest in commercialization of Louisiana technology and create new jobs</td>
<td>• Must create or retain at least 10 permanent jobs in Louisiana</td>
</tr>
</tbody>
</table>

Special Incentives for Small Businesses

<table>
<thead>
<tr>
<th>Program Name</th>
<th>Benefit</th>
<th>Eligibility (not comprehensive)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business Loan Program</td>
<td>Loan guarantee program: provides up to 75% guarantee and state participations up to 40% for banks that facilitate capital accessibility</td>
<td>• Must be a Louisiana small business (as defined by SBA)</td>
</tr>
<tr>
<td>Micro Loan Program</td>
<td>Loan guarantee program: provides up to 50% guarantee and state participations up to 50% for banks that fund loans from $5,000 to $50,000</td>
<td>• Must be a Louisiana small business (as defined by SBA)</td>
</tr>
<tr>
<td>Contract Loan Program</td>
<td>Loan guarantee program: provides participations with banks that fund government contract loans from $5,000 to $1 million for terms of one year or less</td>
<td>• Must be a Louisiana small business (as defined by SBA)</td>
</tr>
<tr>
<td>Bonding Assistance Program</td>
<td>Bonding assistance: provides up to 75% guarantee for companies bidding on private or public jobs</td>
<td>• Must be a business plan and a bank willing to fund the loan</td>
</tr>
<tr>
<td>Angel Investor Tax Credit</td>
<td>Tax credit program: provides credit up to 50% for individual investors when they invest in certain early stages of wealth-creating businesses</td>
<td>• Must be certified in Small and Emerging Business Development Program (SEBDO)</td>
</tr>
<tr>
<td>Mentor-Protégé Tax Credit</td>
<td>Tax credit program: provides up to $50,000 per year for participating firms that provide technical assistance to a protégé firm</td>
<td>• Must be certified active in SEBDO program or registered in the state’s Hudson Initiative Program (protégé firm)</td>
</tr>
</tbody>
</table>

FOR MORE INFORMATION ON LOUISIANA’S INCENTIVES, CALL 225.342.5675.
Louisiana has an extensive network of economic development organizations and allies dedicated to helping our communities attract, grow and maintain business in our state.


5. Southwest Region - Cameron International Airport Authority - City of Lake Charles Planning and Economic Development Department - DeSoto Parish Economic Development - DeSoto Economic Development District - Greater Beauregard Chamber of Commerce - Greater DeSoto Area Chamber of Commerce - Greater Jennings Chamber of Commerce - Jeff Davis Parish Office of Economic Development - Jennings Main Street - Kinder Louisiana Chamber of Commerce - Lake Charles Downtown Development Authority - Lake Charles Regional Airport - Ouachita Area Chamber of Commerce - Sulphur Industrial Development Board - The Chamber / SWLA - The Port of Lake Charles - West Calcasieu Port, Harbor and Terminal District


In addition to working with these organizations, LED regularly works with municipalities, parishes, police parries and utilities on economic development initiatives.

Statewide partners include:
- American Electric Power - Southwestern Electric Power Company
- Association of Louisiana Electric Cooperatives
- Center for Lean Excellence
- Cleco Corp.
- Entergy Louisiana Economic Development
- Louisiana Industrial Development Executives Association
- Louisiana Municipal Association
- Louisiana Small Business Development Centers
- Manufacturing Extension Partnership of Louisiana
- Police Jury Association of Louisiana
- Ports Association of Louisiana
- Procurement Technical Assistance Center

LED regularly works with municipalities, parishes, police parries and utilities on economic development initiatives.
Pinpoint the perfect Louisiana location.

Find everything you need to choose your Louisiana business address at one convenient, easy-to-use address on the Web: OpportunityLouisiana.com/Sites. Access hundreds of available sites, interactive maps, community profiles, demographic information, GIS data and more. Success is at your fingertips 24/7 at OpportunityLouisiana.com/Sites.