



CONTACT INFORMATION

US State Name: Louisiana

State Abbreviation: LA

State Economic Development Web Address:
<https://www.opportunitylouisiana.com/>

State Economic Development Email Address:

State Economic Development Phone Number: 225-342-3000

Additional Relevant Links for Relocating Companies:

INCOME AND OUTPUT

This section highlights the state's productivity and income to provide an understanding of the amount of business conducted and the rate of growth for businesses and individuals.

Gross Domestic Product, in millions: \$251,058

Gross Domestic Product % Growth: 5.1% (Quarter 4, 2016 – Quarter 4, 2017)

Per Capita Personal Income (*GDP/Population) This is often used as a standard of living measurement:
\$44,015 (Quarter 1, 2018)

Per Capita Personal Income % Change: 1.9% (Quarter 1, 2017 – Quarter 1, 2018)

WORKFORCE

This section gives manufacturers an idea of the industry's environment in the state, including the makeup of the available workforce, the labor requirements, and recent trends.

Total Population: 4,685,333 as of July 1, 2017

Total Civilian Labor Force: 2,138,975 as of May 2018

Total Number of Persons Employed: 2,041,419 as of May 2018

Total Number of Persons Unemployed: 97,556 as of May 2018

Unemployment Rate %: 4.6%

Manufacturing Employment: 137,300 as of May 2018

Professional and Business Services Employment: 215,700 as of May 2018

State Right-to-Work Law Y/N: Yes

Large Factory Openings during Previous year:

Large Factory Closures during Previous year:

EDUCATION

This section provides further insight into the potential workforce education levels, advanced areas of education, and partnerships between higher education and industry for insight into quality of labor force and growth sustainability.

% High School Diploma or More: 83.8%

% Bachelor's Degree or Higher: 23.0%

Enrollment in Higher Education Institutions: 318,731

Science and Engineering Graduate Students: 43,202 (public institutions only)

List of High school, College, or University Manufacturing Partnership Programs *These are partnerships with manufacturers to help train future employees in certain skills:*

Louisiana's colleges and universities maintain a long-held commitment to cultivating industry partnerships, resulting in curricula aligned to the needs of employers, experiential learning opportunities for students, and effective technology transfer. Our campuses maintain close relationships with companies such as Boeing, Benteler, Raytheon, the U.S. Navy, John Deere, Huntington Ingalls, Bollinger Shipyards, Crest Industries, Chevron, ConocoPhillips, Gardner Denver Thomas, Sasol and many others.

From Louisiana's wide network of community and technical colleges to our excellent engineering programs, employers in Louisiana have access to a broad range of new entrants in to Louisiana's workforce.

Moreover, a number of the educational institutions in Louisiana offer specialized, nationally-recognized certificate and degree programs that will add tremendous value to your project. **LED FastStart[®], the nation's #1 state workforce program, partners with an extensive network of community and technical colleges throughout the state to provide flexible, responsive, employer-driven programs, pre-employment training, and other services.** These campuses offer specialized training customizable to the needs of local employers and offer certificates and degrees in many fields relevant to Project Spearhead.

In response to the specific needs of Louisiana industries, LED FastStart[®] created a certification program called C4M (Certification for Manufacturing). Offered at high schools and technical colleges throughout the state, C4M teaches students entry-level manufacturing skills that Louisiana industries have identified as essential to their operations. Examples of topics covered in the C4M curriculum include general safety, team skills, precision measurement, instrumentation, robotics, and fabrication. C4M serves as a prerequisite to

the state’s Certification for Machining, a program that trains students to fill entry-level machining positions. The program’s curriculum is driven by direct-industry input and emphasizes both manual and CNC machining. LED FastStart® has recently developed a new certification program focused on industrial maintenance, which is currently rolling out.

In 2014, Louisiana created Jump Start, a new program for school districts, colleges, and businesses to collaborate in providing career courses and workplace experiences to high school students. Jump Start relies on the cooperation of educators, businesses, and community leaders in forming elective paths for high school students that incorporate industry certificates and college credentials into high school Jump Start Career Diplomas. To date, the state has created numerous statewide Jump Start pathways related to manufacturing that are being implemented throughout the state, including Manufacturing Specialist, Certified Mechanical Drafter, and Welder. Many other pathways can be viewed at <https://www.louisianabelieves.com/resources/library/jump-start-graduation-pathways>. These pathways have been created with direct input from Louisiana manufacturing companies. High school students who earn Jump Start Career Diplomas benefit from certifications and college credit in career fields likely to lead to high-wage jobs. The cooperation and coordination of state colleges and university programs in Jump Start ensure that Jump Start students have opportunities to continue developing skills in career pathways beyond high school.

List of Additional Manufacturing Training Programs:

Manufacturing Extension Partnership of Louisiana

<http://mepol.org/workforce-development>

List of Future Planned Manufacturing Training Programs *If known please include expected implementation date:*

Nunez Community College, Aerospace Manufacturing Technology, SpaceTech (Fall 2018)

<https://www.nunez.edu/academics/aerospace-manufacturing-technology>

COST OF DOING BUSINESS

This section highlights the costs associated with doing business in the state including taxes, wages, insurance, and energy expenses.

State Corporate Income Tax %: (as of June 2018)

Rate of tax	Net income
4%	On the first \$25,000
5%	On the next \$25,000
6%	On the next \$50,000
7%	On the next \$100,000
8%	On the excess over \$200,000

State Individual Income Tax %: (as of June 2018)

Rate of tax	
Single, married filing separately, or head of household:	
2%	On the first \$12,500
4%	On the next \$37,500
6%	Over \$50,000
Married filing jointly or qualified surviving spouse:	
2%	On the first \$25,000
4%	On the next \$75,000
6%	Over \$100,000

State Level Sales Tax %: 4.45%

State Use Tax:

Unemployment Insurance Tax % (estimate):

Additional Relevant Taxes:

Workers' Compensation Employer Insurance Costs per \$100 of Payroll: \$2.11

Average Industrial Electric Rate: \$.0535 (per kilowatthour)

Average Price of Natural Gas Delivered to Industrial Consumers: \$3.08 (per thousand cubic feet) as of April 2018

Average Hourly Earnings of Production Workers in Manufacturing: \$21.86 as of May 2018

Minimum Wage (current): \$7.25/hour

Pending Legislation Regarding Minimum Wage:

If you answered YES to the above question, What is the proposed minimum wage?:

If you answered YES to the above question, What is the legislative bill number?:

ENTREPRENEURSHIP AND INNOVATION

This section underscores the successes of the state in terms of business innovation through awards, venture capital, and intellectual property attainment.

Total Small Business Innovation Research (SBIR) Awards Found at: https://www.sbir.gov/reports/state-summary?year=2016&program_tid=105791: \$87,875,034.32

Total Small Business Technology Transfer (STTR) Awards Found at: https://www.sbir.gov/reports/state-summary?year=2016&program_tid=105792: \$6,638,510.00

Venture Capital Deals, in millions: \$145 million

% of State with Internet Accessibility: 85%

Newly Registered Businesses:

Newly Registered Patents:

FOREIGN DIRECT INVESTMENT

This section provides insight into the amount of current investment overseas and the potential state market for manufacturers to reshore.

Foreign Direct Announcements: 9

Foreign Direct Employment: 239

Foreign Direct Investment, in millions: \$338.30

TRANSPORTATION AND INFRASTRUCTURE

This section sheds light on the basic infrastructure of the state and what a company can expect in terms of the logistics of shipping their product.

Number of major 2 or 4-Lane Highways running through state: Louisiana is home to six interstate highways, all with access to water and rail connections. The interstates - I-10, I-12, I-20, I-49, I-55 and I-59 - total 903 miles and connect the state's major urban areas.

- 61,300 miles of public roads
- 16,660 miles (39,200 lane miles) maintained by DOTD

Number of major railways going through state: The Louisiana freight rail system is operated by six large Class I railroads and 14 smaller local, switching, and terminal railroads. The system consists of 2,730 route miles, excluding leases and trackage rights.

Number of major ports connected to state:

- 13 inland ports
- 6 deep draft ports
- 8 coastal ports

Number of airports throughout state:

- 61 general aviation airports
- 3 military airports
- 7 commercial service airports

Number of International airports throughout state: One international airport – Louis Armstrong New Orleans

Number of distribution centers: The state has 3,004 warehousing firms

Number of foreign trade zones:

- 7 foreign trade zones
- multiple sub-zones

INCENTIVES

Different states offer different incentives to entice companies to move to their state. This section will allow you to highlight these incentives.

Pending Legislation

Proposed Incentives Currently Pending Approval (Y/N):

If you answered YES above, please describe the pending incentives including the bill number if applicable:

Cash Incentives

Does the state provide any CASH incentives? (Y/N): Yes

If you answered YES above, please provide details of this incentive including the contact information and website if applicable:

Name	Description
Quality Jobs	<ul style="list-style-type: none">• The program provides up to a 6% cash rebate on 80% of gross payroll for new direct jobs for up to 10 years.• Provides a state sales/use rebate on capital expenditures or a 1.5% project facility expense rebate on the total capital investment, excluding tax exempted items.

State Tax Credits

Does the state provide any Tax Credit incentives? (Y/N): Yes

If you answered YES above, please describe the available tax credits:

Name	Description
Angel Investor Tax Credit	<ul style="list-style-type: none">• Provides a 25.2% tax credit on investments by accredited investors who invest in businesses certified by Louisiana Economic Development as Louisiana Entrepreneurial Businesses (LEB).• \$3.6 million annual program cap.• Investors can invest \$720,000 per business per year and \$1.44 million per business over the life of the program.
Digital Interactive Media and Software Development Incentive	<ul style="list-style-type: none">• Provides a 25% tax credit on qualified payroll for in-state labor and 18% for qualified production expenditures.• No cap and no minimum requirement.• Tax credit can be applied to state income tax liability and the state will refund any

	<p>overages OR applicants can opt for 85% of the value earned as a rebate any time during the year.</p>
<p>Enterprise Zone</p>	<ul style="list-style-type: none"> • Either a one-time \$3,500 or \$1,000 tax credit for each net new job created. • A rebate of state sales and use taxes paid on qualifying materials, machinery, furniture, and/or equipment purchased or a 1.5% refundable investment tax credit on the total capital investment, excluding tax exempted items. The rebate shall not exceed \$100,000 per net new job.
<p>Motion Picture Production Tax Credit</p>	<ul style="list-style-type: none"> • Provides up to a 40% tax credit (25% base credit; 10% increase for Louisiana screenplay productions, 5% increase if outside of the New Orleans Metro Statistical Area). • \$50,000 minimum in-state expenditure requirement for Louisiana screenplay productions. • \$300,000 minimum in-state expenditure requirement on all other eligible productions. • The maximum amount of credits that can be issued is \$150 million per fiscal year. • The maximum amount of credits that can be claimed is \$180 million per fiscal year. • Tax credits may be used to offset personal or corporate income tax liability in Louisiana. • Tax credits may be transferred back to the State for 90% of face value (requires a 2% transfer fee which results in an 88% net).
<p>Musical and Theatrical Production Tax Incentive</p>	<ul style="list-style-type: none"> • Provides a 7% tax credit for certified Louisiana expenditures between \$100,000 and \$300,000. • Provides a 14% tax credit for certified Louisiana expenditures between \$300,000 and \$1,000,000. • Provides an 18% tax credit for certified Louisiana expenditures over \$1,000,000. • Provides an additional 7% tax credit for payroll expenditures to Louisiana residents. • Program is subject to a \$10 million cap per year (with 50% or \$5 million being reserved for not-for-profit organizations).

	<p>Projects are subject to a \$1 million cap, per year.</p> <ul style="list-style-type: none"> The tax credit is refundable or transferable on a one time basis.
Qualified Entertainment Company	<ul style="list-style-type: none"> The program provides a 15% credit for each new job whose QEC payroll is equal to or greater than \$45,000 per year, up to \$66,000 per year Provides a 20% credit for each new job whose QEC payroll is equal to or greater than \$66,000 per year, but no greater than \$200,000 per year
Qualified Music Company	<ul style="list-style-type: none"> The program provides a 10% credit for each new job whose QMC payroll is equal to or greater than \$35,000 per year, up to \$66,000 per year; and Provides a 15% credit for each new job whose QMC payroll is equal to or greater than \$66,000 per year, but no greater than \$200,000 per year
Research and Development Tax Credit	<ul style="list-style-type: none"> Provides up to a 30% tax credit on qualified research expenditures incurred in Louisiana — with no cap and no minimum requirement.
Sound Recording Investor Tax Credit	<ul style="list-style-type: none"> A project based production credit of 18% for eligible production expenditures. Program is subject to a cap of \$2.16 million per year. Projects are subject to a \$100,000 cap, per year.

State Tax Exemptions

Does the state provide any Tax Exemptions? (Y/N): Yes

If you answered YES above, please describe the available tax exemptions:

Name	Description
Industrial Tax Exemption Program	<ul style="list-style-type: none"> With local approval, the program provides up to a 100% property tax abatement for an initial term of up to five years and the option to renew for up to three additional years at up to 80% property tax abatement on a manufacturer's qualifying capital investment related to the manufacturing process.
Restoration Tax Abatement	<ul style="list-style-type: none"> Provides an up to ten-year abatement of ad valorem property taxes on the renovations and improvements of

	<p>existing commercial structures and owner-occupied residences.</p> <ul style="list-style-type: none"> • Five-year contract; option for a five-year renewal with local governing authority approval.
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State Grants

Does the state provide any Grant incentives? (Y/N): Yes

If you answered YES above, please describe the available grants:

STEP is an SBA Program which provides financial awards to state and territory governments to assist small businesses with export development. This program's mission is to increase the number of U.S. small business exporters and increase their export sales.

For the 2017-2018 Grant Cycle SBA has awarded Louisiana Economic Development with a grant in the amount of \$183,333 for the purpose of helping eligible small businesses increase export related sales. The program will offer expenses reimbursements of up to 75 percent for new to export companies and up to 50 percent for market expansion companies for total assistance of up to \$5,555 per company on eligible expenses associated with participation in a trade mission or trade show, or U.S. Department of Commerce fee services.

State Loans

Does the state provide any Low-Interest Financing incentives? (Y/N): Yes

If you answered YES above, please describe the available financing opportunities:

The Small Business Loan and Guaranty Program facilitates capital accessibility for small businesses by providing loan guarantees to banks and other small business lenders in association with the federal State Small Business Credit Initiative (SSBCI). The program's purpose is to provide financial assistance, which will help with the development, expansion and retention of Louisiana's small businesses. The program is administered by Louisiana Economic Development through Louisiana Economic Development Corporation (LEDC).

- Guarantees may range up to 75% of the loan amount, not to exceed \$1.5 million.
- Guarantee fee may be waived (determined by risk).

Loan Amount: \$5,000 to \$1.5 million

Maximum Guarantee: 75%

Minimum Equity Requirement: 15% to 20%

Application Fee: \$0

Quick Turnaround for Loans: \$500,000 or less

Training Programs

Does the state provide any Specialized Training Program incentives? (Y/N): Yes

If you answered YES above, please describe the available training programs:

FASTSTART®

Recognized for its innovation, effectiveness, flexibility and efficiency, LED FastStart® is the nation's best state workforce training program, according to *Business Facilities* magazine.

Louisiana FastStart® provides customized employee recruitment, screening, training development and training delivery for eligible, new or expanding companies — all at no cost.

Based on a company's immediate and long-term workforce needs, the Louisiana FastStart® team crafts unique programs that ensure high-quality, flexible workers are prepared on day one and beyond. The FastStart® team includes dozens of experienced professionals from a range of businesses — manufacturing to corporate headquarters, digital media to customer support centers and R&D. FastStart® has designed and delivered comprehensive workforce solutions for a wide variety of Fortune 500 companies, as well as high-tech companies funded by leading venture capital firms.

LOUISIANA FASTSTART® EXPERIENCE INCLUDES:

- 2D/3D Graphics Development
- Curriculum Design
- Instructional Design
- Leadership Instruction
- Organization Development
- Photography
- Project Management
- Recruitment and Selection Tactics
- Social Media Campaign Implementation
- Technical Instruction
- Videography
- Web Design

ECONOMIC GARDENING INITIATIVE

Louisiana Economic Development's Economic Gardening Initiative provides Louisiana-based small businesses with the information they need to grow and succeed. Through accelerated technical assistance and research, an experienced economic gardening team will provide customized services tailored to your business needs, including:

- Review of core strategies, including threats and opportunities, business strategy and niche markets.
- Business development opportunities through market research and qualified sales leads.
- Improved internet presence by increasing your company's visibility and credibility within the market, and advice on how to best use technology to connect with customers.

LOUISIANA CONTRACTORS ACCREDITATION INSTITUTE BUSINESS AND LAW SEMINAR

The Louisiana Contractors Accreditation Institute, a partnership between Louisiana Economic Development, Louisiana Community & Technical College System and the Louisiana State Licensing Board for Contractors offers seminars and courses to small and emerging construction businesses that assists in building a solid foundation of knowledge within the construction industry.

The Louisiana Contractors Accreditation Institute (LCAI) Business and Law Seminar provides small and emerging construction businesses critical information about construction management and operating a construction related business.

Six week course, with two hour sessions twice a week

Taught by industry leaders

Offered via interactive distance learning to multiple locations throughout the State

Topics covered include but are not limited to:

- Bid Process
- Contract Management
- Estimating
- Equipment Management
- Scheduling
- Occupational Safety
- Risk Management
- Financial & Business Management
- Bonding/Access to Capital
- Certifications and Available Resources
- Entrepreneurship Training

Zoning

Does the state provide any Special Zoning incentives? (Y/N): Yes

If you answered YES above, please describe the available special zoning opportunities:

Enterprise Zones (see above, under State Tax Credit Programs)

Opportunity Zones (for a list of zones by census tract and parish visit <https://www.opportunitylouisiana.com/business-incentives/opportunity-zones>)

State Marketing and Promotions

Does the state provide any Marketing and Promotional incentives? (Y/N):

If you answered YES above, please describe the available special marketing or promotional opportunities:

Innovation Centers

Does the state have Innovation Centers or Additional Resource available for companies? (Y/N): Yes

If you answered YES above, please describe the available innovation centers or additional resources:

Name	Website	Location
LSU Innovation Park	http://www.lsu.edu/innovationpark/index.php	Baton Rouge, LA
Cyber Innovation Center	https://cyberinnovationcenter.org/	Bossier City, LA

REGIONAL INFORMATION

Northwest Region

Name: North Louisiana Economic Development Partnership
Contact Person: Liz Pierre
Email: lpierre@nlep.org

Northeast Region

Name: Northeast Louisiana Economic Alliance
Contact Person: Michelle Boothe
Email: mboothe@nelea.us

Central Region

Name: Central Louisiana Economic Development Alliance
Contact Person: Larkin Simpson
Email: lsimpson@cenla.org

Southwest Region

Name: Southwest Louisiana Economic Development Alliance
Contact Person: Liz Deville
Email: ldeville@allianceswla.org

Acadian Region

Name: One Acadiana
Contact Person: Rebecca Shirley
Email: rebecca@oneacadiana.org

Capital Region

Name: Baton Rouge Area Chamber
Contact Person: Russell Richardson
Email: russell@brac.org

Southeast Region

Name: Greater New Orleans, Inc.
Contact Person: Robin Barnes
Email: rbarnes@gnoinc.org

Bayou Region

Name: South Louisiana Economic Council
Contact Person: Linda Tabor
Email: lindaftabor@gmail.com

AMERICAN MADE LABEL REQUIREMENTS

Federal Trade Commission oversees “Truth in Advertising” regulations including promotion or disclosure of products displaying “Made in USA” labeling. FTC requires products advertised as “Made in USA” be “all or virtually all” made in the U.S. “all or virtually all” means the product should contain no – or negligible – foreign content.

Made In USA Requirements

Does the state have any specific requirements for labeling products "Made in USA"? (Y/N): No

If you answered YES to the question above, what are the requirements for labeling products "Made in USA":

Is there pending legislation regarding these requirements? (Y/N):

If you answered YES to the question above, please describe the proposed legislation including the bill number:

Made In YOUR STATE Requirements

Does your state have any specific requirements for labeling products "Made in YOUR STATE"? (Y/N): No

If you answered YES to the question above, what are the requirements for labeling products "Made in YOUR STATE":

Is there pending legislation regarding these requirements? (Y/N):

If you answered YES to the question above, please describe the proposed legislation including the bill number:

Is there an organization or entity that monitors state labeling? (Y/N):

If you answered YES to the question above, please provide the name and contact information for the the organization or entity:

Date of Submission _____

Thank you for your time. Please email your responses to alevy@reshoringinstitute.org and your responses will be recorded and available online for review at www.reshoringinstitute.org.