

The mission of St. Landry Parish Economic Development is to provide leadership in economic and community development that facilitates growth opportunities leading to enhanced prosperity for St. Landry Parish businesses, communities, its citizens and its youth.

Executive Directors Report

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I - Business Center/Small Business Update

The Business Center continues to be a growing resource for conducting training, planning, counseling and board sessions and various types of board and planning sessions designed to promote enhanced partnerships and collaboration for the parish.

The next session of the ULL SBDC offering free consultation regarding business startup will be on the second Tuesday, June 14, 2016. There were two (2) business support workshops promoted collectively by SLED and LSBDC which were held on April 28, 2016 and May 5th, 2016.

The April 2016 workshop focused on the importance of an effective marketing plan which drew over thirty in attendance. The latter workshop conducted was geared towards starting and financing a small business which received double digit attendance as well. Participant feedback was well received with extreme thanks by all for our commitment to helping small businesses. Our next upcoming seminar is tentatively scheduled for July 2016 on the subject of Cyber Attack Threats and how to successfully protect your business's intellectual property.

We are waiting the see whether or not there will be funding available for the FY2017 for this LBIA Grant. While it may seem unlikely with the current budget situation that the program would be funding, there is a renewed emphasis by the Governor and State LED on supporting small business so it is still not off the table. Construction and completion of previous break room area entrance way.

We are at approximately 90% completion with the compartmentalization of the air conditioning systems in the front half of the building. We anticipate this being competed over the next week; just in time for the hot weather.

We currently have the following tenant activity at the Business Center:

C&C Painting and Pressure Washing

Boone Speech and Learning Services

Miracle Far

Happy Housemaids

Magnolia Community Development Corporation

Victory Manufacturing

WIB 40

Double J Express, LLC

Charles G. Lawson Trucking, Inc.

United Transportation (effective June 1st)

II – Communications

The world continues to rely on their view of use through the web. Our online brand and image of SLED and St Landry Parish will always be a priority in giving them a positive and progressive message. We urge all of you to regularly review our primary website at www.opportunitystlandry.com and further all of the great things being written and posted at www.SLPforward.com. We would love to hear your ideas and experiences of best practices that we could consider incorporating into one or both of these online portals. `

To date <u>www.slpforward.com</u>, currently holds a total of thirty-eight (40) articles shining the light on positive things happening throughout St. Landry Parish. One (1) article per week is typically uploaded onto the site on a consistent basis providing fresh and updated article content. This initiative is now actively supporting NPR radio.

We are in the process of working with Parish Government to put together a whole rounded marketing strategy for the campaign as well as considerations for improvements as part of a phase II rollout for this initiative.

With the website's foundation now solid, a Google analytics test is conducted monthly to evaluate website traffic directly to the site. During the time period beginning April 16th through May 13th SLPForward's number of page views reached an all time high at 2,225 from that of 869, which begins to align with our 2016 goal of reaching 2000 views monthly.

We are currently working with Parish Government to collect data sets that will be used to upgrade our existing GIS platform. Phase 1 of mapping tool can now be found on the home page of www.opportunitystlandry.com. We are also working the Acadiana Planning Commission on the incorporating the existing GIS work into a regional GIS program that is value added to each of the communities of Acadiana in addition to site selectors, tourist, companies, etc.

III - Property Development (Large-scale)

We continue to promote active development at the major interchanges on the I-49 corridor by working with the Mayors, boards and community leaders in most of the impacted communities about planning and building capacity for development.

Our industrial site development efforts with the newly formed team of One Acadiana are steadily moving forward. Our goal is to work towards 2 shovel ready sites in SLP for 2016. We hope to begin an active recruiting campaign on a 500 acre heavy industrial site in partnership with LED and OA in the next 30 to 45 days.

IV Projects Update Summary: 20 Active, 3 New (Youth, Protect, Fresh) Pending Announcement, (Brace, Lot), 1 Parked, (Focus) 1 Pending Park (Project Neighbor) 15 Announced

Project Barrier – This is a large manufacturing project that is being worked through LED. We have submitted a proposed industrial site for the project through the site development team at One Acadiana. This project at full development will create up to 500 new direct full time positions. We anticipate an initial 90 to 120 review period before the next phase of the project moves forward with a narrowed site selection list.

Project Base – This is a project looking at the utilization of one of core parish transportation facility assets for international business investment. We are still working through due diligence on feasibility. Bruce Gaudin has taken the lead on this project as we work with the parish in requesting specific requirements for the investment consortium that will allow this effort to move forward.

Project Brace – This is a retention project involving the purchase of an existing facility here in the parish. We are working closely with LED, as well as One Acadiana on this effort which could protect as many as 65 existing positions, as well as offer the potential to expand additional positions at this location. A follow up site visit by the company's executive team went very well last month. We anticipate an initial announcement on this project over the next two weeks.

Project Boost – This is a very large potential expansion project in terms of capital expenditure. This area company is planning to submit final plans to their board of directors at their May board meeting for final approval. Assuming that all goes as planned this project could commence groundbreaking at early as August 1st of this this. The project would produce less than 15 new employees at very high wage scales and well up to 170 temporary construction jobs for a year or more.

Project Clean – This is a manufacturing infill development project located in the center of the parish. We are continuing solid progress with their leadership in multiple areas with this project. A serious illness with the owner of one of the principal contractor bids has slowed down the ability to finalize the project, but we should still have a solid view of whether the project will come to build/rebuild stage over the next 60 days. If successful this project could create 50 new direct positions.

Project Code – This is an expansion project focused on light manufacturing looking to locate on the main transportation corridor in the center of the Parish. The company is conducting interim operations at their present location, but needs extra capacity to reach full potential. The challenge with this expansion continues to be site location along the I-49 Corridor. We are continuing to facilitate discussions and plans with land

owners along the corridor on suitable sites for this effort. This project could add up to 20 additional full time positions.

Project Expo – There a multiple options that are being explored with this project at this time. We plan to have a draft contract on what is emerging on one of the primary options on this project by our June Board Meeting.

Project Fountain – This is a large scale commercial development project that discussions have been ongoing for some time national tenants are committed to this project and negotiations with landowners and real estate development partner are continuing on a regular basis. The development consortium for this project collectively met to move options forward with the project last week. We will be exploring the potential this over the next month to combine these negotiations with an interest in Project Expo. In either event, this is still a large project that would be developed over time in phases.

Project Fresh – This is an in state expansion for the company, but a recruitment project for our parish. Initial job creation numbers are less than 6 with room for expansion. The project hinges to some degree on project vertical with land acquisition. The company is will to move quickly and the project could be a reality in as early as August of this year.

Project HIPPO – This is a heavy industrial project that is in its early stages, but that continues to make good progress. The project is very large in scope on its investment and job creation potential. Currently, we are working with regional and state partners on identifying and meeting engineering requirements on the footprint site. We hope to have the initial site work requirement completed by the end of the 2nd quarter of 2016, which is happening in unison with industrial layout discussions. There are not accurate job projection figures available on this project, but it has the potential to be very high with both job creation and capital expenditures.

Project League – This is a new recruitment project with major impact potential that would expand across the region and even the state. Meetings with company execs have been very positive and we anticipate a final answer on a short list by early July of this year. If successful this project would create up to 100 white collar high paying positions, collectively averaging close to 100k annually.

Project Lot – This project is the expansion of an existing parish company into construction at new location and the further modification and refit of their existing facility within the parish. The property for this site has been closed on and although there have been some delays; we now anticipate a groundbreaking on this project in the June timeframe. Assuming the existing facility backfills the same number of positions in its new use this project would create 45 new direct full time positions. The existing location now has approximately 25 full time positions.

Project Neighbor – This is a medium size retail location project on the western side of the parish. The project continues to work through, contracting and due diligence and now additional challenges with land acquisition. We hope to have some resolution on

the land contract with this project one way, or another soon. If successful, this project could create up to 100 direct full time positions. Due to new locations requirements for this facility based on population that cannot be meet in the site location area we are pending this project to park status pending any changes for next month.

Project Protect - This is an in parish expansion project that has already made the land acquisition for their new site. The project could expand to up to 12 new manufacturing positions once the new location is operational. Construction on the new facility is tentatively slated for the 3rd quarter of this year.

Project Rest – This project deals with the redevelopment and reuse of land surrounding one of our interstate intersections. There continues to be positive meetings with pivotal state agencies to move the project forward. Detailed job creations figures are still not available on the project. This will continue to monitor and update progress on a monthly basis.

Project Ride – This project represent an expansion of a large area retail site in the center of the parish. Property has been acquired and some initial site clearing work has been completed. There are currently some items being working out in a corporate structure that may move this project forward to a late 3rd, or even a 4th quarter 2016 start date. If successful this project could create up to 40 new positions.

Project Shell – This was a previously parked project that now has been brought back into play in St Landry Parish. The project has a facility secured currently and is looking to refocus their feasibility back at this site. We anticipate a determination on the refocus of this project on the site over the next 45 days. If successful this project could create up to 20 new positions.

Project Vertical – This project is dealing with a light industrial manufacturer looking to put a new production facility in the Parish. We are still waiting on the bank letter saying the project is fully financed and is ready to move forward. If successful this project would create up to 30 direct full time positions.

Project Youth – This is a very large recruitment project that we are currently in completion on a site in Houston. This project could be a very large capital expenditure project with projections as high as 400m. The site consultant is currently working on a specific site location in the central parish, with an important meeting coming on the 26th of this month at SLED.

Project Zeus - This is a heavy industrial recruitment related project we are working on in coordination with LED and One Acadiana. It relates in part to the overall efforts associated with Project Hippo. We submitted our final detailed request for proposal (RFP) response on February 15th and anticipate a 60 day review period to determine eligibility for the next round of review. This project is expected to have \$1.3 billion in capital expenditures, and create 300 direct new positions at an average annual wage of \$45,000.

Announced Projects

Project Lid – Announced Regional Retention - This project will relocate up to 100 immediate jobs and has potential to add an extra 75 full time direct positions to the parish for a total of 175 positions. The ground breaking ceremony for this project, C&G Container Scientific, was held on April 11th on site and was very well attended.

Project Outpost (A) – Announced Recruitment - This is a one of a kind Loves Travel Center that broke ground early in January 2016 in Port Barre. This will be the first center for Loves not located on an interstate highway. The location will serve as a full service 24 Hour travel center with a Subway Restaurant on location. This project will create at up to 35 direct full time positions.

Project Bayou – Announced Recruitment - This Wal-Mart Neighbor Center projected was announced earlier this month as being an example of highlighting the retail development potential here in the center of the Parish. This project is well into its construction process now and is projecting a formal opening on January 20th. This project will create between 90 and 100 direct full time positions.

Project Slip – Announced Expansion - This project was a major turnaround project with the Alon Refinery in Krotz Springs. The company made major investments in this effort, which brings significantly enhanced capacity to the Alon facility. For industry concerns the company would prefer that this project not be included in a major press announcement. This does not diminish the positive impact on our parish from this project. SLP Tourism continues to recognize record breaking lodging numbers for the later portion of 2015 as temporary workers made their place in area hotels, campgrounds, and RV Facilities. Over 2000 temporary construction jobs were brought into the parish with this effort. We are working now to confirm the number of permanent jobs that will ultimately be created with this expansion. We do not anticipate this number exceeding 15 in total.

Project Outpost – Announced Recruitment - This is the original Project Outpost. This project, the Go Bear Travel Center is going to be opening its doors within the next 2 weeks. The company is Gaubert Oil, which is base out of the Houma Thibodaux area and will be the 13th retail travel facility for the company. We along with Acadiana Works has been providing various levels of hiring assistance, including the use of the Business Center to interview management candidates for the new facility. This project is projected to create up to 45 new full time positions.

Project Lynx – **Announced Recruitment** -This project, The Hazelwood Energy Project, was formally announced on Sept 30th. This project is projected to create 123 direct full time positions, 135 indirect positions and 200 temporary construction related positions. Initial capital investment projections on this project are 400 million. This project also has the potential to lay the framework for significant future development.

Project Spin – Announced Recruitment This project is a small project that we are piloting as an incubation for oil field support services in C&C machining with Victory

Manufacturing. We had hoped throughout the later part of 2015 to make a large announcement, but the company principal had some health challenges that slowed their work to a temporary stop. We are hopeful that in supporting this area of high demand labor force that we will be able to keep some of our machinist workforce in the parish with career opportunities.

Project Lift – Announced Recruitment - This project was formally announced over the weekend. The company Air Evac Life team will be basing rotary wing operations out of the St Landry Parish Airport. They are completing significant upgrades to one of the existing facilities and now have aircraft on the ground to assume operations. This successful project further highlights the huge upside for the SLP Airport, which tends to get overlooked as a key transportation asset of St Landry Parish. This project is anticipated to create 16 direct full time positions.

Project Strip – Announced Expansion - This is a large commercial project on a large multi-tenant commercial facility located on the I-49 Service road corridor, St Landry Plaza. The company, Rock Step Capital, made a formal announcement earlier this month through their President, My Andy Wiener. He pledged to bring as many as 8 new national tenants to the facility over the next 2 years. This project could allow for up to 75 direct full time and a greater number of part time employees.

Project Essen - **Announced Expansion** Crest Industries, based in Pineville, Louisiana, will invest \$5 million to develop a new cutting, machining and fabrication facility in Eunice and add new machining centers to existing PCS equipment. Crest will retain 18 PCS jobs, and the expansion project will create 20 new jobs averaging \$50,000 per year, plus benefits. LED estimates the investment will result in an additional 24 indirect jobs, for a total of 44 new jobs in the Acadiana Region.

Project Rip – **Announced Recruitment** - This Company, Top Timber, and deals with the timber hardwood related processing. It is located to the rear of S&B Sawmill in the proximity of the Wal-Mart Distribution Center. The company had indicated that it could initially employ up to 12 full time positions with the potential to grow very quickly if certain international agreements can be established.

Project Roto – Announced Expansion - This is an existing company within the Parish, Noble Plastics that has acquired the Yahoo building to begin production of additional plastics components through a process call roto mold plastics production. There is a good potential that this project would bring in a partner supplier, Project Mat. This project will initially create 15 or less direct full time positions, but has a great potential for future expansion.

Project Alon – Announced Expansion - The Alon Refinery has recently completed an expansion at their facility to include the building of a rail transfer facility that will allow them more efficiently loading on and off load bulk rail materials to be utilized both in and out of their production facility. The project will create as many as 12 full time positions.

Project Runway – Announced Recruitment: A formal announcement was made for this project Thursday, February 20th at 1:30 PM at their new construction site just past Beau Chene High School. We conducted a follow-up site visit last week. There is solid progress on the foundation structure, which is the most time consuming portion of their building process. The company expects operations to commence in a matter of weeks. This project will create as many as 25 direct full time positions.

Project Martin – Announced Expansion: Bayou State Lumber Company, LLC, formerly known as Acadiana Hardwood, LLC. This company will create 29 permanent new jobs and retain 21. This mill is the only viable employment opportunity for most individuals in the area.

V – Area and Regional Development Items:

OA (One Acadiana)

We continue quality interaction on multiple levels with the staff at OA and LED as we look to enhance the economic development capacity for region. These levels include:

- Regional Marketing
- Regional Labor Study
- Parish Site Development
- Business Retention Efforts
- Business Recruitment Efforts

As a follow-up; the results of a Targeted Industry Study (TIS) conducted by the team from Jay Garner and associates identified five core industry groups that could be good fits Acadiana to target in its business recruitment activities. It by no means indicates that the efforts in economic development are geared exclusively towards these industries, but eludes to a synergy in the region that makes it more attractive to these industries. These industries include:

- Aviation and avionics Includes a broad scope of services from air cargo, to rotary wing services, to repair and expanded charter services.
- Informatics and engineering Including 3-D printing, data centers, engineering services, industrial design, and even video game design
- High value business services Includes activities such as accounting and corporate administration
- Marine and heavy industry Incudes port and related cargo operations
- Food and beverage processing Includes things such as spice and seasoning, sausage and boudin, vegetable oil, crawfish, and craft beers.
- Heritage tourism Includes things that have very strong cultural identity and level
 of cultural activity

Collaboration efforts continue the St. Landry Chamber of Commerce board are moving forward at multiple levels. Most recently we have been working with their team on the Annual Awards Banquet, principally through our two annual business awards that we provide to SLP businesses at that event.

We continue to regularly collaborate with SLP Tourism on regional and state priorities that are important to the cultural economy of SLP, such as the Parish GIS Project, slpforward.com, the St Luke's Hospital Project, and the Highway 93 Business Alliance. We continue to receive good feedback from our collaboration with Tourism for the economic development day in the French Week, which was held last month.

With many of the challenges facing the regional economy it is important that we do everything we can to take care of our core employers. We are well into the process of BERG collaboration meetings with SLP companies. Throughout 2015 we tracked the progress of roughly 25 companies we met with throughout the year. In 2016 we look to expand that visitation base to 30 of the top sector employers we have in the Parish. To date this year we have sat down with twelve of these employers, which includes:

- Gaienne Lumber
- Giles Automotive Group
- Opelousas General
- Wal Mart Distribution Center
- Alon Refinery
- Evangeline Downs
- Targil
- Sterling Automotive Group
- Noble Plastics
- Dixie Storage
- Crest Industries
- Service Machine Specialties

We are continuing efforts with Cornerstone Governmental Affairs on funding requests for the 2016 session. Along with the Parish President we have been involved with meetings set up by Cornerstone with all of our elected state delegation to further align our parish priorities and current request in HB-2 for this session.

We have now sat down and had introductory meetings will all of the new SLP Council Members to keep them informed about the continuing progress in economic development, explain more about what we do, and to hear their thoughts on priorities for the parish.

We are directly involved with numerous initiatives with the Acadiana Planning Commission, APC and its newly incorporated Metropolitan Planning Organization. We are looking at furthering resources to support a robust regional GIS model that would be a resource to all communities; conducting multiple phase zero studies for various

challenged traffic points in the south part of the parish; the development of the CEDS Regional Economic Plan for Acadiana, as well as a regional transportation plan.

We are continuing our active efforts with a board seat on the ARA (Acadiana Regional Alliance). Some of the key items of consideration at the last board meeting were:

- Updates on the I-49 Extension
- Updates on the Acadiana Food Alliance
- Best practice discussion for the parish entities

We spent a good part of one day this month with Shawn Wilson, who is the new Secretary of DOTD. Along with parish leadership, some of our elected delegation, and local officials, we looked at some key transportation and infrastructure projects that are being considered in Grand Coteau. Sunset, Opelousas and Washington.

We have had very productive discussion over the past month with Dr. Natalie Harder, Chancellor for SLCC, and some of her key team members in order to discuss strategies to effectively utilize the two TH Harris campuses in Opelousas, which includes efforts to maintain and grow dual enrollment in the parish. There will also be a presentation as part of our regular board agenda on an exciting additional program be considered for establishment in January 2017. We have also agreed to once again support a SLED scholarship for a St Landry Parish resident attending SLCC next year through proceeds provided through GOEIDC.

We continue to efforts to support Dr. Kimberly Russell and her team at LSU-E in multiple areas. This includes leadership and community engagement efforts with the students and with some exciting K-12 connection opportunities that will identify LSU-E as one of only 44 colleges in the United States for this dynamic pilot opportunity. We are also working to assist when possible with helping Dr. Russell and her team align the program offerings of the campus to the highest demand of the business community. We have also agreed to once again support a SLED scholarship for a St Landry Parish resident attending LSU-E next year through proceeds provided through GOEIDC.

AEDC (Acadiana Economic Development Council)

We are counting down towards getting a final EDA approval to fund an exciting regional business accelerator program that would be cooperative initiative with InnoV8 Acadiana, seven parish economic development organizations, and Winrock International.

Other items being considered, or that have already been funded by AEDC this state fiscal year include:

- A detailed economic impact analysis of the of the I-49 extension.
- High grade photography of key employers in the region
- Drone flyovers of key Acadiana Assets
- Promoting high profile recruiting trips, such as the Site Selectors Guild and IAMC

VI – Community Development in St Landry Parish

With a business plan that focuses on the Cultural Economy of Arnaudville with an emphasis on the alternative usage of St Luke's Hospital we are now facilitating efforts between Parish Presidents on legal options for valuation and transfer of ownership with the facility. The process currently sits in getting the final results from a private appraisal on the building, which is now in the hands of St Landry Parish.

We are further exploring the potential to establish an economic development district if the facility were to transfer to the control of St Landry Parish. On a parallel front; we are also providing technical assistance in the structure of a 501c3 dealing with the cultural economy in that area that could potentially operate such a facility under the right structure and contractual agreement.

We continue efforts with Opelousas leadership to explore options important to their leadership structure. One of the areas we are continuing to put structure towards is the formalization of a Downtown Development District Board and a formal funding mechanism that would support the efforts of this board in redevelopment efforts in a define downtown boundary area. There will be an additional and perhaps one of the final planning meetings on this being held tomorrow in our board room.

We are working with the leadership of Port Barre on Project Bulletproof, as well as continuing support their intent to formally move forward as one of only five communities in Acadiana that will participating in a pilot planning program offered through the Acadiana Planning Commission, APC. This initiative has been approved by their council and is now in the contractual process. We also continue to gauge the interest of their town leadership on the potential for establishing an economic development district on their primary business corridor.

We continue discussions with the leadership of Eunice on how we can best help them to identify and progress priorities for their community and on the potential of keeping their economic development committee intact.

We continue work with the community of Grand Coteau on planning and infrastructure efforts along their business corridor, which will ultimately provide a better retail environment for the community along I-49.

In Sunset, we are working to help broaden the scope of business group, or alliance to extend across the 93 corridor. We will initially be bringing in 3 core business from Sunset, Grand Coteau and Arnaudville as part of a feasibility discussion on the 21st of this month. We have also had initial conversations with St Martin Parish about extending the alliance across the corridor through Cecelia and down to Breaux Bridge as potential for a phase II of the effort. We also plan to provide input as needed on the potential for economic development districts.

We are also working to facilitate discussions with the leadership in Sunset and Grand Coteau on expanding broadband artery capacities in their communities.

We continue to work towards a solution with the Wal-Mart DC executive team and community leaders from Washington on the potential for using the Wal-Mart Mentor Program for the small communities in the proximity of the DC. We hope to have some progress in moving this effort forward over the next 60 to 90 days.

On Wednesday, April 27th the St. Landry Professionals held its bi-monthly Membership Recruitment Social located at Fast and Lucy's Pub within Evangeline Downs Racetrack and Casino. This event was well attended with over twenty individuals in attendance comprised of primarily new faces, all who have since committed to become SLP members.

On May 18th our third installment of LEAD St. Landry will be held on the campus of LHC Group. Missy Roger, President, of Noble Plastics will serve as our guest presenter. Missy Rogers is an LSU-educated Mechanical Engineer. Noble Plastics has been recognized as Small Business of the Year and has won the state's Lantern Award for success and community involvement. Rogers also holds several patents, serves on local advisory boards, national industry boards, and speaks to various career and community groups. We are anticipating a strong attendance for the upcoming event based off current registration numbers. This shows that the momentum and interest towards the SLP is gaining momentum from professionals throughout and even outside the parish.

Grants Update:

All task items as outlined within the FY2016 LBIA \$25,000 grant proposal are now complete and all required reimbursement paperwork has been submitted to LED. We have received our first of two reimbursement payments and expect the final prior to the end of our budget year.

As part of our 2016 goal structure we will be continue to explore the potential for two successful grant applications that will make a meaningful impact on our mission and efforts to build capacity in the parish. One of the efforts we are looking hard at is how we can identify funding. Last week we sat down with some USDA staff to look at how we can more effectively utilize their resources for ST Landry Parish Businesses and Communities.

VII – Training Opportunities

Mid-South Basic Economic Development Course

True South Basic Economic Development Course

September 19 - 22, 2016

Location: Hattiesburg, MS

Course Overview: The Basic Economic Development Course is an introductory look at economic development in North America, with an emphasis on the state of Louisiana. Students are given an overview of the tools and techniques of modern economic development, including the professional specialties that have formed in the last 20 years.

VIII - Conclusion

This year continues to be packed with challenges for our region and for our state, but as our parish branding campaign shows, there is lot to be proud of in SLP and a lot more coming. It will be tempting for us to fall into a mode of allowing the circumstances that are happening around us to dictate the future outcomes for the progress in our parish. As leaders we all have to guard against falling into that trap. We have always said it is in the challenges where the opportunities lay in disguise for the right kinds of proactive thinking. I truly believe that this case here now! We once again we want to thank all of you for continued incredible support. Despite what is happening around us we are continuing to significantly move the needle to make good things happen for the people and businesses of St Landry Parish and Acadiana!