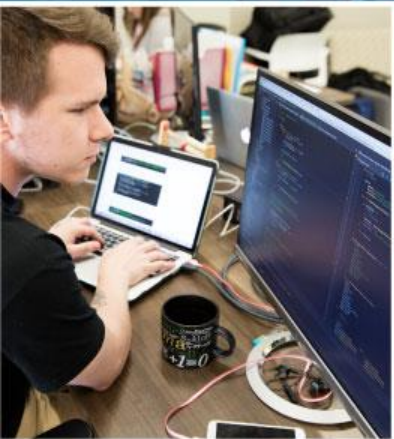


The Louisiana Advantage



LED LOUISIANA
ECONOMIC
DEVELOPMENT

June 2022

LED's Mission



Louisiana is Strategically Located in the Gulf South United States



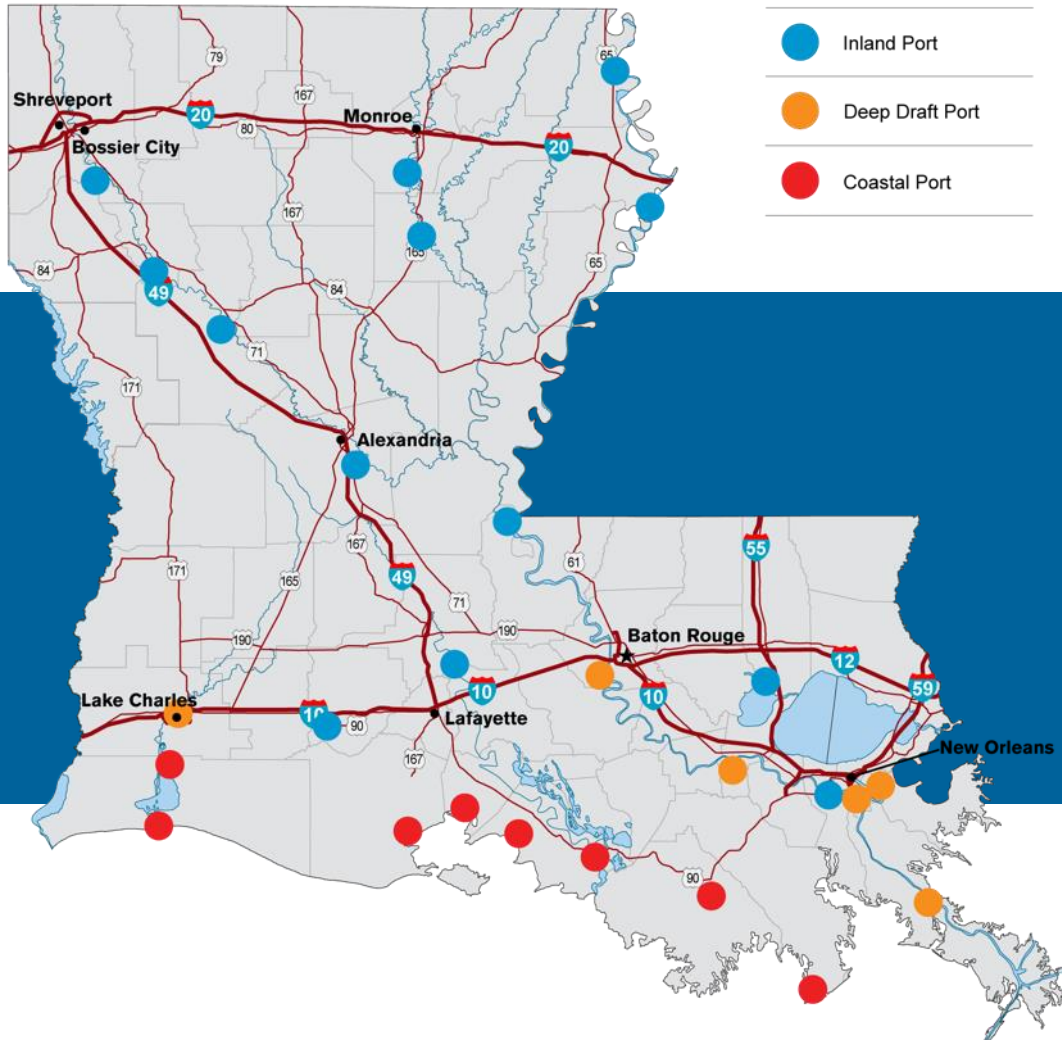
The inland waterways of the United States include over 25,000 miles (40,000 km) of navigable waters. The inland and intracoastal waterway system handles about 630 million tons of cargo annually.



Resources

- Rich agriculture and energy resources
- Strong logistics (highways, rail, pipeline)
- Ports with global reach
- Water capacity (transportation and management)
- Gulf of Mexico

Louisiana has Unsurpassed Access to Global Markets



Home to an extensive port system, Louisiana is the gateway to 38 interior states through the Mississippi River System and to worldwide markets through the Gulf of Mexico.

Louisiana Offers Robust Transportation Options

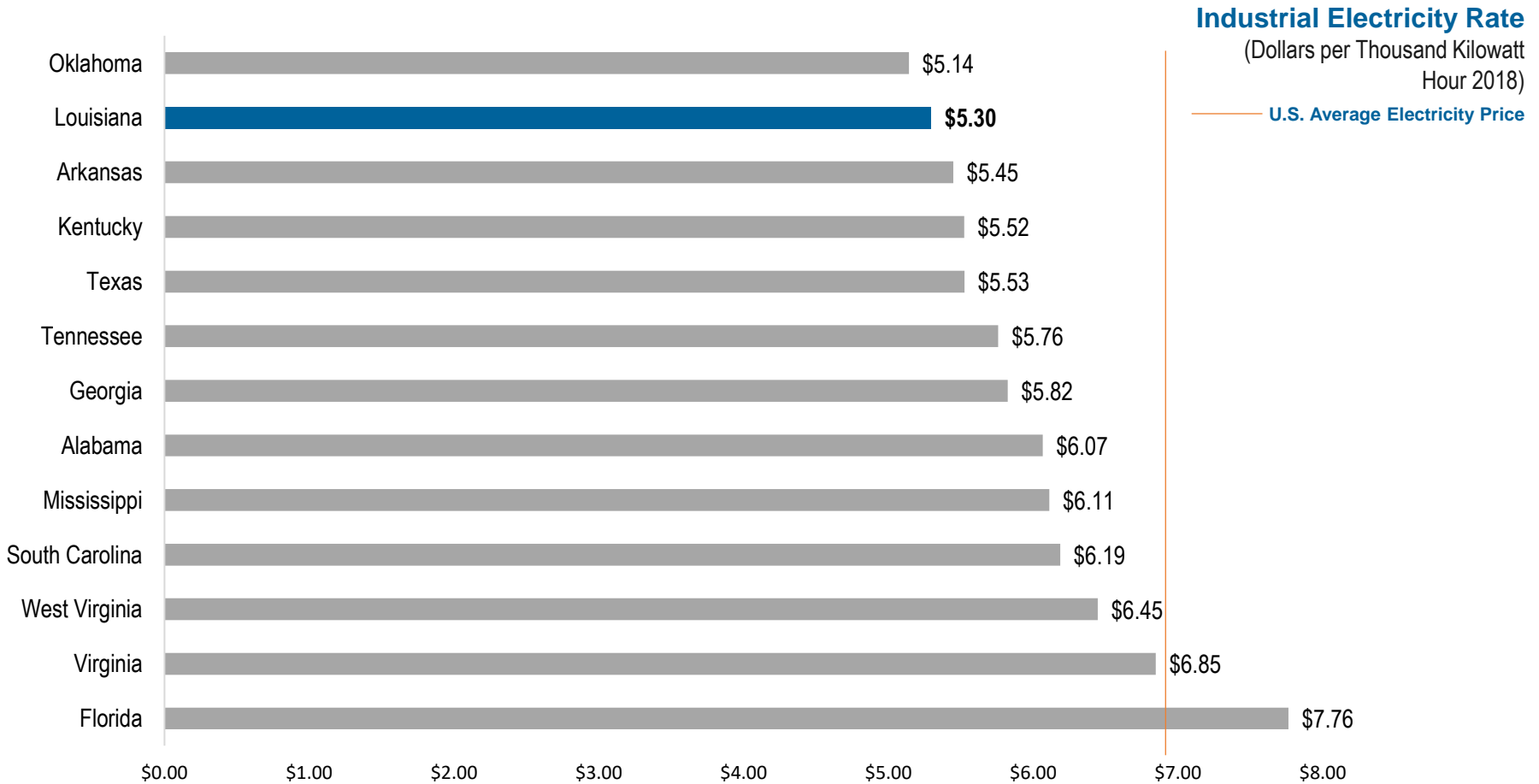


Louisiana's robust transportation options include six interstate highways and seven primary airports offering direct flights to international destinations including London & Frankfurt.



Louisiana is one of only two states in the nation where all six of North America's class one railroads converge.

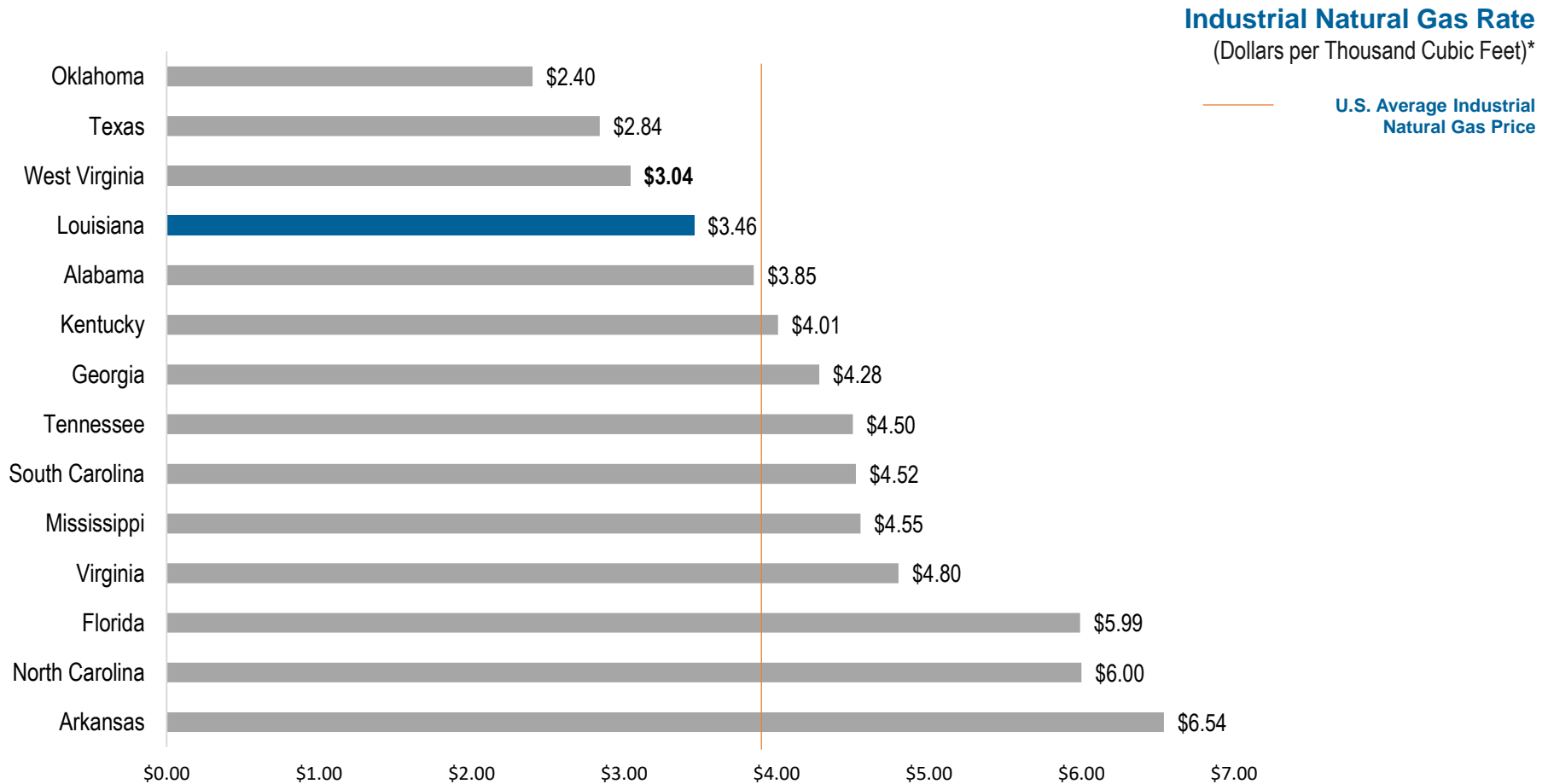
Louisiana has the 2nd Lowest Industrial Electricity Rates in the South



* 2018 average

Source: U.S. Energy Information Administration

Louisiana has the 4th Lowest Industrial Natural Gas Rates in the South



* Jan-Dec 2019 data, monthly average; some states' monthly data unavailable

Source: U.S. Energy Information Administration



LED *FastStart*

Louisiana's Custom Workforce Solution

#1 Workforce Training Program for 12 Consecutive Years

Business Facilities Rankings Report

Energy and Climate Leadership

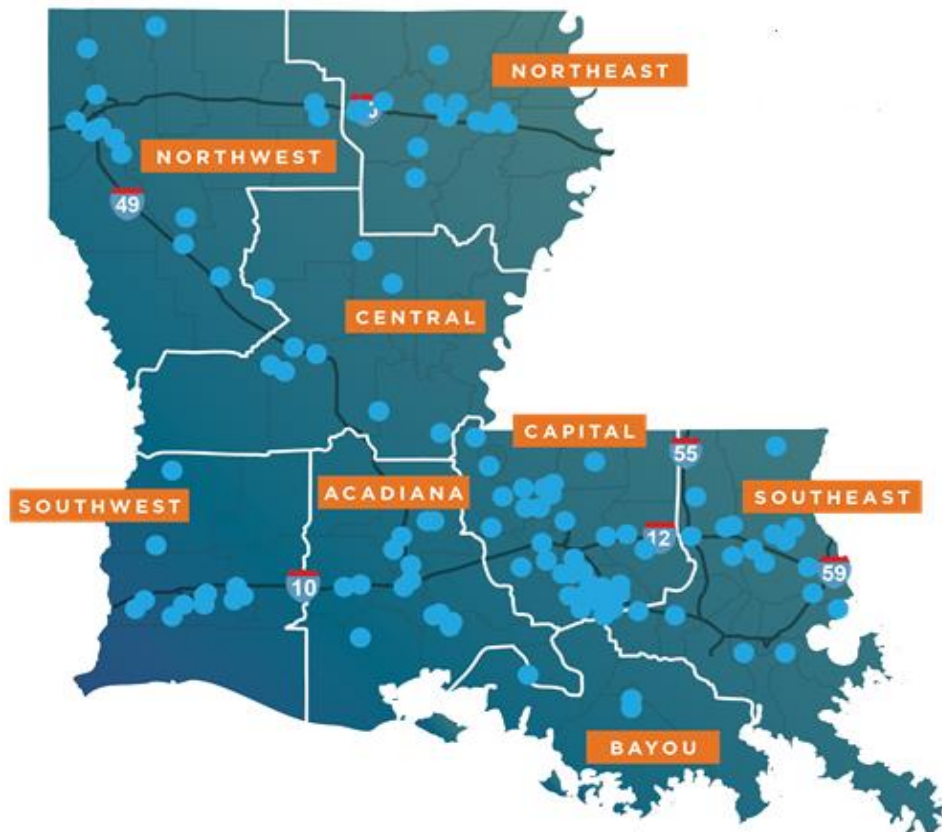
Leveraging Energy Strengths into Climate Leadership

Louisiana's advantages in the energy and advanced manufacturing sectors are positioning the state to become a leader in various climate initiatives, including:

- Wind and solar power
- Renewable fuels
- Carbon capture, utilization and sequestration
- Water management
- Coastal protection and restoration



Preparing Communities for Additional Investment



LED Certified Sites Program

- LED Certified Sites are development-ready industrial sites
- Certification acknowledges a site's readiness and improves competitiveness in the site selection process
- Louisiana has **more than 130** certified sites
- For more information, visit the LED website or contact LED Program Manager of Site Development Daniel Michel at Daniel.Michel@la.gov

Preparing Communities for Additional Investment



Louisiana Development Ready Communities Program

- Guides selected communities through the creation and implementation of a strategic plan
- Makes communities more competitive in supporting and attracting businesses
- The past year, four Louisiana communities completed the program, totaling **50 Louisiana communities** that are development-ready
- For more information, visit the LED website or contact LED Director of Community Competitiveness Stacey Neal at Stacey.Neal@la.gov

LED's Most Commonly Used Incentive Programs

Industrial Tax Exemption Program

- Up to an 80 percent property tax abatement for up to 10 years on a manufacturer's new qualifying capitalized investment

Quality Jobs

- Up to a 6 percent rebate on annual payroll expenses for up to 10 years and either a state sales/use tax rebate on capital expenses or a 1.5 percent project facility expense rebate for qualifying expenses

Digital Interactive Media and Software Program

- A 25 percent tax credit for in-state labor, and an 18 percent credit for eligible production expenditures

LED's Most Commonly Used Incentive Programs (cont.)

LED FastStart

- The nation's No.1 workforce training program for 12 consecutive years, FastStart creates customized employee recruiting, screening and training solutions — at no cost to eligible companies

Angel Investor Tax Credit

- Up to a 25 percent tax credit for individual investors who invest in early stage, wealth-creating businesses that seek start-up and expansion capital

Enterprise Zone

- Either a \$3,500 or \$1,000 tax credit for each certified net-new job created and either a state sales/use tax rebate on capital expenses or 1.5 percent investment tax credit for qualifying expenses

LED's Most Commonly Used Incentive Programs (cont.)

Research and Development Tax Credit

- A tax credit up to 30 percent to existing businesses with operating facilities in Louisiana to establish or continue research and development within the state

Restoration Tax Abatement

- A 100 percent property tax abatement for up to 10 years for the rehabilitation of an existing structure

Entertainment Job Creation Program

- A 15 percent or 20 percent tax credit on annual wages to qualified entertainment companies that create a minimum of five well-paid net new jobs for Louisiana residents

LED's Most Commonly Used Incentive Programs (cont.)

Motion Picture Production Program

- Up to a 40 percent tax credit on eligible in-state production expenditures, including resident and non-resident labor

Live Performance Production Program

- Up to 25 percent tax credit for musical and theatrical productions, refundable or transferable on a one-time basis

Music Job Creation Program

- A 10 percent or 15 percent credit on annual wages to qualified music industry-related companies that create a minimum of three well-paid net new jobs for Louisiana residents

Sound Recording Program

- A production credit of 18 percent for eligible production expenditures



Securing Opportunity Statewide

Project Wins Since 2016

- 330+ Project Wins
- In 55 Different Parishes
- \$75 Billion in New Capital Investment
- 25,000+ New Direct Jobs
- 44,000+ New Indirect Jobs
- 62,000+ Retained Jobs



Third-Party Recognition

Independent experts in our field have affirmed LED's efforts and success



Third-Party Recognition

Awards and Rankings

- #1 **Workforce training program** for 12 straight years — LED FastStart® | *Business Facilities*
- #1 **Economic development results in the South** — *Southern Business & Development, 2020*
- #1 Only statewide **Accredited Economic Development Organization (AEDO)** — *International Economic Development Council*
- #1 **Small Market of the Year | Lake Charles** a record 10 straight years — *Southern Business & Development, 2020*
- #1 **Major Market of the Year | Baton Rouge** — *Southern Business & Development, 2020*
- #2 **Largest inventory of actively marketed sites** — LED Certified Sites



Third-Party Recognition

Awards and Rankings (cont.)

- #2 **Infrastructure investment supporting economic development** — *Site Selection, 2020*
- #2 **Silver Shovel Award** for project performance — *Area Development, 2021*
- #2 **Top Mid-Sized Metro, Baton Rouge** — *Site Selection, 2020*
- #5 **Top Mississippi River Metro, New Orleans** — *Site Selection, 2020*
- #6 **Speed of Project Permitting** — *Area Development, 2020*
- #8 **Energy Availability and Costs** — *Area Development, 2020*

