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<th>Job #: JEDCO60056</th>
<th>Notes:</th>
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<th>Approve by</th>
<th>Proofed by</th>
<th>Traffic</th>
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<tbody>
<tr>
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<td></td>
<td>O.K. change</td>
<td>O.K. change</td>
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</tbody>
</table>

- Dates
- Times
- Dollar Amounts
- Lagos
In Jefferson Parish, the possibilities for success are endless.

A pro-business climate, diverse industry base, and unique culture set our community apart and provide infinite opportunities for growth, job creation, and creativity. Our community’s assets—the Mississippi River, the Louis Armstrong New Orleans International Airport, six class I rail lines, the Gulf of Mexico, the Churchill Technology & Business Park and major roadways—position Jefferson as a gateway to the rest of the world. Our community leaders and elected officials work with local businesses to address needs and enhance growth. So many moving parts come together to make Jefferson Parish what it is today: an economic powerhouse regionally, nationally, and internationally.

In 2016, homegrown companies expanded their reach, new businesses laid down roots, and startups created jobs and invested in the region. JEDCO realized the completion of projects that have been in the pipeline for years and started new conversations with interested prospects. We made significant progress on the Jefferson EDGE 2020, the Parish’s long-term economic development strategy. In fact, 98% of all action items are in progress! JEDCO completed the rollout of its rebrand, developing an updated website that merges the organization’s traditional values with its emphasis on business innovation, creativity, and advancement. We continued to move forward with ongoing projects and set our sights on new initiatives for the betterment of the entire region.

Excellent cooperation between state, regional, and local organizations, like JEDCO, move the community forward and allow Jefferson Parish to land major opportunities such as a direct flight to London from the Louis Armstrong New Orleans International Airport and $1 billion in Foreign Direct Investment from a global chemical company. JEDCO is an important piece of the Jefferson Parish puzzle. Through our work, we are able to create new possibilities for our workforce, our businesses, and our community. What an honor to play a role in our thriving economy! JEDCO strongly believes in Jefferson Parish and the businesses that unify it. We look forward to another year of economic success.
JEDCO’s employees are masters of possibility. It is a priority of the JEDCO staff to create opportunities for businesses through a variety of resources. Our team can identify available office space and then provide financing to purchase that space.

Tax incentive guidance will help businesses save money as they create new jobs in our community. For new and existing businesses, JEDCO continues to provide support, regularly checking in to assess business needs and challenges.

In 2016, JEDCO’s economic development team met with 154 businesses, performed 96 site searches, and helped 31 companies take advantage of tax incentive programs. Additionally, the finance department approved 12 loans with a project value of more than $18 million for an estimated economic impact of more than $96 million! JEDCO is a partner in progress from start to finish.

### ECONOMIC DEVELOPMENT SERVICES Summary

<table>
<thead>
<tr>
<th>Program</th>
<th>2016</th>
<th>Since Inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing Database Requests</td>
<td>82</td>
<td>8,885</td>
</tr>
<tr>
<td>Real Estate Database Requests</td>
<td>97</td>
<td>2,220</td>
</tr>
<tr>
<td>Demographic Reports</td>
<td>78</td>
<td>1,220</td>
</tr>
</tbody>
</table>

### ECONOMIC DEVELOPMENT SERVICES

- Tax incentive guidance
- Site selection
- Parish interface
- Demographic reports & information resources
- Access to a database of local businesses
- New business list
- Workforce development
- Small business seminars

### FINANCE SUMMARY

<table>
<thead>
<tr>
<th>Loans Approved</th>
<th>2016</th>
<th>Since Inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Loans</td>
<td>12</td>
<td>448</td>
</tr>
<tr>
<td>Project Value</td>
<td>$18,260,167</td>
<td>$265,238,270</td>
</tr>
<tr>
<td>Job Impact</td>
<td>177</td>
<td>6,807</td>
</tr>
<tr>
<td>Estimated Economic Impact</td>
<td>$96,355,600</td>
<td>$703,017,823</td>
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</tbody>
</table>

### FINANCE

- Financing of fixed assets, working capital & inventory
- Loans made in range of $10,000 - $5.5 million
- Utilize lending resources of various state and federal agencies
- Most loans made in conjunction with bank financing

### INNOVATION CENTER

- 10 fully furnished office spaces
- Below market rent
- Access to conference room space with Smart Board technology
- Fiber-ready facility

### BUSINESS RETENTION, EXPANSION & ATTRACTION SUMMARY

<table>
<thead>
<tr>
<th>State Tax Incentive Program Enrollment*</th>
<th>Projects</th>
<th>New Jobs</th>
<th>Jobs Retained</th>
<th>Investment</th>
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</thead>
<tbody>
<tr>
<td>Enterprise Zone</td>
<td>14</td>
<td>447</td>
<td>364</td>
<td>$49,056,616</td>
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<tr>
<td>Restoration Tax Abatement</td>
<td>4</td>
<td>14</td>
<td>4</td>
<td>$2,068,000</td>
</tr>
<tr>
<td>Quality Jobs</td>
<td>4</td>
<td>3,302</td>
<td>16,022</td>
<td>$13,900,000</td>
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<tr>
<td>Industrial Tax Exemption</td>
<td>10</td>
<td>125</td>
<td>2,226</td>
<td>$216,697,382</td>
</tr>
</tbody>
</table>

**TOTAL**

$281,721,998

* Some projects are enrolled in more than one incentive program
ECONOMIC WINS

OCHSNER EXPANSION:

Ochsner Health System announced a $360 million expansion by 2019, which will include the addition of seven new floors to the Ochsner Medical Center West Tower, creation of a large outpatient Imaging Center, and a doubling of space at the Gayle and Tom Benson Cancer Center. The state’s largest private employer will also establish a West Campus on an 8-acre site formerly home to the Jefferson Plaza Shopping Center, a historically under-utilized site along the Jefferson Highway corridor.

Sponsored by Ochsner and JEDCO, a Technical Assistance Panel conceived strategies to redevelop a portion of the Jefferson Highway corridor into a walkable, town center concept with world-class destination healthcare at its core. The West Campus will become home to the Ochsner Rehabilitation Hospital and an Ochsner Outpatient Physical and Occupational Therapy Clinic. Construction and operation of these new facilities are expected to create more than 3,500 additional jobs in Jefferson Parish.
HOUSING STOCK ENHANCEMENT STRATEGIC PLAN:

Through the development of The Jefferson EDGE 2020, the parish’s long-term economic development strategy, community and business leaders identified a need to address weaknesses in the Parish’s current housing options. A team of professionals with diverse backgrounds put their heads together over a six-month period in 2016 to develop the Housing Stock Enhancement Strategic Plan, a multi-faceted approach to meet the housing needs of existing and future residents in Jefferson Parish. The plan confronts the Parish’s challenges and establishes a strategy to revitalize its existing housing stock, foster development of needed housing choices, and improve the quality of life in Jefferson Parish neighborhoods. Recommendations outlined in the plan will be initiated over a three-year period.

DYNO NOBEL:

This multi-year project came to fruition in September with the commissioning of a world-class, state-of-the-art ammonia production facility at Cornerstone Chemical Complex. Dyno Nobel is a global leader in the chemical industry.

- $1 billion foreign direct investment
- 71 new jobs
- 1,200 construction jobs
- Largest investment in JEDCO history

LOUIS ARMSTRONG NEW ORLEANS INTERNATIONAL AIRPORT:

The airport is one of the region’s most impressive and vital assets. It comes as no surprise that the Louis Armstrong New Orleans International Airport is growing at a rapid pace, having served an all-time high of 11.1 million passengers in 2016. Two international flights to Europe were among the list of new non-stop destinations announced last year. The new routes to London and Frankfurt return service to the region for the first time in more than three decades.

- 57 non-stop destinations
- 11.1 million passengers served in 2016, an all-time record
- 35 gates and three connected concourses planned for the North Terminal
- Set to open early 2019

Construction continues on the airport’s new 35-gate North Terminal, scheduled to open in 2019. JEDCO facilitated airport construction meetings to inform local business owners and residents of construction schedules. The organization also played an important role in informing the community about and marketing the Airport Buyout Property auction.
A local tech company with a national and international reach moved its headquarters to the top floor of Three Lakeway Center in Metairie. 365 Connect develops software and leasing portals for multi-family apartment complexes across the country.

- 57 international, national, and regional awards
- 1 million+ residents utilize the company’s platform
- Named one of the NOLA 100, a list of the city’s top entrepreneurs

365 CONNECT:

RETAIL:

Trader Joe’s opened its second Louisiana location in Metairie in 2016. The popular grocery store chain filled a 12,500-square-foot space off of Veterans Memorial Blvd. Pacific Retail purchased The Esplanade Mall in September, jumpstarting plans to revitalize the more than 1 million-square-foot space. Pacific Retail manages more than $1.2 billion in retail assets and ten properties nationwide.

- $25 million CarMax deal approved
- 200+ new employees
- Dealership will include a 17-acre, 523-car lot to open in 2018

CarMax, a Fortune 500 company, is the largest used-car retailer in the US and it is coming to Jefferson Parish. It will be the second and largest CarMax to open in the state.

BOSCOLI FOODS:

This company, known for its Italian Olive Salad and other gourmet foods, won a 2016 Louisiana Lantern Award, a prestigious recognition bestowed upon top manufacturers across the state every year. JEDCO nominated Boscoli because of its exceptional growth and involvement with the community.

- 17 different products
- Products carried in all 50 states
- 8,500 square foot expansion planned
### JEDCO 2016 Financials

#### Revenues (Unaudited)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupational License</td>
<td>$2,000,000</td>
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<tr>
<td>Financing</td>
<td>$209,825</td>
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<tr>
<td>Economic Development</td>
<td>$149,968</td>
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<tr>
<td>Marketing</td>
<td>$44,160</td>
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<tr>
<td>Interest</td>
<td>$16,025</td>
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<tr>
<td>Kenner</td>
<td>$75,000</td>
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<tr>
<td>Business Innovation Center</td>
<td>$40,019</td>
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<td>Forward Jefferson</td>
<td>$2,167</td>
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<tr>
<td>Tech Park</td>
<td>$15,804</td>
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<tr>
<td>Conference Center</td>
<td>$26,265</td>
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<tr>
<td>Transfer from EDGE</td>
<td>$30,000</td>
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<tr>
<td>Transfer from FORJ</td>
<td>$237,742</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$2,353,483</strong></td>
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#### Expenditures (Unaudited)

<table>
<thead>
<tr>
<th>Description</th>
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<tbody>
<tr>
<td>Financing</td>
<td>$238,156</td>
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<tr>
<td>Economic Development</td>
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<tr>
<td>Marketing</td>
<td>$184,718</td>
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<tr>
<td>Administrative</td>
<td>$827,989</td>
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<tr>
<td>Kenner</td>
<td>$68,721</td>
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<tr>
<td>Business Innovation Center</td>
<td>$64,720</td>
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<tr>
<td>JEDCO Building Expenses</td>
<td>$511,721</td>
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<td>Tech Park Expenses</td>
<td>$198,452</td>
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<tr>
<td>Conference Center</td>
<td>$35,595</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$2,353,483</strong></td>
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### Jefferson Edge 2016 Financials

#### Revenues (Unaudited)

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<td><strong>$250,449</strong></td>
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#### Expenditures (Unaudited)

<table>
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<tr>
<th>Description</th>
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<tbody>
<tr>
<td>Site Selection Initiative</td>
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<tr>
<td>Tech Park Marketing</td>
<td>$45,190</td>
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<tr>
<td>Fundraising</td>
<td>$16,618</td>
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<tr>
<td>Miscellaneous Projects</td>
<td>$22,962</td>
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<tr>
<td>Investor Support</td>
<td>$2,513</td>
</tr>
<tr>
<td>Tech Park Site Prep (Transfer to JEDCO)</td>
<td>$30,000</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$121,814</strong></td>
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## Demographic & Economic Performance Indicators

### Demographics

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</thead>
<tbody>
<tr>
<td>Population</td>
<td>431,426</td>
<td>431,732</td>
<td>430,982</td>
<td>432,098</td>
<td>433,406</td>
<td>433,634</td>
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<tr>
<td>Per Capita Income</td>
<td>$44,821</td>
<td>$43,187</td>
<td>$45,049</td>
<td>$44,984</td>
<td>$47,077</td>
<td>$48,270</td>
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<tr>
<td>Total Personal Income (00’s)</td>
<td>$19,026,420</td>
<td>$19,536,629</td>
<td>$19,415,308</td>
<td>$19,437,496</td>
<td>$20,403,454</td>
<td>$20,931,513</td>
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<tr>
<td>Median Household Income</td>
<td>$47,611</td>
<td>$46,398</td>
<td>$49,633</td>
<td>$47,145</td>
<td>$46,302</td>
<td>$48,959</td>
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<tr>
<td>Civilian Labor Force</td>
<td>213,030</td>
<td>211,672</td>
<td>210,293</td>
<td>216,503</td>
<td>220,772</td>
<td>218,699</td>
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<tr>
<td>Employment</td>
<td>198,179</td>
<td>197,956</td>
<td>193,657</td>
<td>205,288</td>
<td>207,956</td>
<td>206,848</td>
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<tr>
<td>Unemployment Rate</td>
<td>7%</td>
<td>6.5%</td>
<td>6%</td>
<td>5.17%</td>
<td>5.8%</td>
<td>5.42%</td>
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<tr>
<td>Average Annual Wage</td>
<td>$44,564</td>
<td>$44,135</td>
<td>$43,840</td>
<td>$48,148</td>
<td>$47,758</td>
<td>$46,826</td>
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### Tax Revenues

#### Occupational License (00’s)

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<tr>
<td></td>
<td>$6,431</td>
<td>$7,580</td>
<td>$6,642</td>
<td>$8,788</td>
<td>$8,965</td>
<td>$7,756</td>
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#### Ad Valorem (00’s)

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<tbody>
<tr>
<td></td>
<td>$177,382</td>
<td>$188,899</td>
<td>$203,918</td>
<td>$208,537</td>
<td>$212,071</td>
<td>$218,070</td>
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#### Sales (00’s)

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<tr>
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<tbody>
<tr>
<td></td>
<td>$393,556</td>
<td>$396,293</td>
<td>$416,456</td>
<td>$422,303</td>
<td>$426,485</td>
<td>$428,715</td>
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</table>

### Assessed Value of Property

#### Real Property (00’s)

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$2,407,292</td>
<td>$2,486,281</td>
<td>$2,518,798</td>
<td>$2,565,247</td>
<td>$2,587,496</td>
<td>$2,710,586</td>
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</tbody>
</table>

#### Personal Property (00’s)

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td></td>
<td>$840,268</td>
<td>$851,742</td>
<td>$870,668</td>
<td>$902,872</td>
<td>$898,954</td>
<td>$880,597</td>
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### Construction Permits

#### Residential

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</thead>
<tbody>
<tr>
<td>Number</td>
<td>1,605</td>
<td>1,523</td>
<td>2,418</td>
<td>2,016</td>
<td>2,158</td>
<td>1,697</td>
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<tr>
<td>Value (00’s)</td>
<td>$65,123</td>
<td>$72,208</td>
<td>$80,572</td>
<td>$82,159</td>
<td>$105,266</td>
<td>$122,087</td>
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#### Commercial

<table>
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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Number</td>
<td>948</td>
<td>783</td>
<td>591</td>
<td>1,000</td>
<td>926</td>
<td>762</td>
</tr>
<tr>
<td>Value (00’s)</td>
<td>$212,719</td>
<td>$130,469</td>
<td>$72,116</td>
<td>$145,796</td>
<td>$145,816</td>
<td>$272,838</td>
</tr>
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</table>

---

**EDGE INVESTORS**

Acme Truck Line, Inc.
Ad vantous Consulting, LLC
ATMOS Energy LA
Barriere Construction Company
Bryan Imports, Inc.
Churchill Farms
365 Connect, LLC
Cox Communications
Daul Insurance Agency
East Jefferson General Hospital*
Entergy Louisiana*
Favrot & Shane*
Gibbs Construction
Gulf Coast Bank & Trust Company
Hollis Companies
Home Bank
Avondale/Huntington-Ingalls, Inc.
Iberia Bank*
Jack Stumpf & Associates
J.B. Levert Land Company, LLC
Jefferson Business Council
Laitram, LLC
Lakeside Shopping Center
LaPorte, APAC
Lauricella Land Company
Metairie Bank & Trust
New Orleans Publishing Group/CityBusiness
Ochsner Health System*
Port of New Orleans
Postlethwaite & Netterville
Renaissance Publishing/Biz New Orleans
Salathe Oil Company
Select Properties
Waldemar S. Nelson & Company
West Jefferson Medical Center
Whitney Bank
* Lead EDGE Investors
As part of New Orleans Entrepreneur Week, the JEDCO Challenge has become a premier event for Jefferson Parish. In 2016, the fourth annual pitch competition featured five innovative startup companies with ties to Jefferson Parish. They spanned a diverse range of industries, from bioscience and technology to food manufacturing and outdoor game development. Bhoomi Cane Water (formerly Fresh Cane) took home the top prize of $20,000 in cash and additional in-kind professional services. The company manufactures sugar cane water with locally-sourced product and recently released its first round of bottled product to consumers.
ECONOMIC ACCOLADES

Louisiana and the Greater New Orleans region have experienced tremendous success and recognition over the last five years, thanks to efforts of state, regional, and local collaboration.

Jefferson Parish
➡️ Harahan #1 Safest City in Louisiana

- National Council for Home Safety & Security
➡️ Kenner #2 Safest City in Louisiana

- Backgroundchecks.org
➡️ Gretna received a 2016 Community Economic Development Award

- Southern Economic Development Council

Greater New Orleans
➡️ #2 Lowest Cost of Business

- Business Facilities
➡️ #2 for Entrepreneurship Leaders

- Business Facilities
➡️ #2 Most Cost-Friendly City in the US

- KPMG
➡️ #2 in the US for Total Corporate Facility Wins

- Site Selection Magazine
➡️ #7 Destination in the USA for Millennials

- Realtor.com
➡️ #10 in USA for Hispanic Entrepreneurs

- GoodCall

Louisiana
➡️ #1 for Construction in the USA

- Association of Builders and Contractors
➡️ #5 in the USA for Business

- Area Development
➡️ #6 Most Tax Friendly in the USA

- Yahoo Finance
➡️ #7 for Women Entrepreneurs

- Thumbtack

JEDCO
➡️ Jerry Bologna (President & CEO) received 2016 Merit Award for Excellence in Government

- Bureau of Governmental Research
➡️ Jerry Bologna (President & CEO) received 2016 Excellencia Award

- Hispanic Chamber of Commerce of Louisiana
➡️ Kate Moreano (Economic Development Manager) received 2016 Outstanding Economic Developer Award

- Millennial Awards
➡️ Kelsey Scram (Marketing & PR Manager) recognized on list of 30 & Under Rising PR Stars

- PR News

JEDCO STAFF

Jerry Bologna, CEcD
President & CEO
Lacey Bordelon
Vice President & COO
Cynthia Grows
Controller
Judy Horner
Operations Administrator

Annalisa Kelly
Strategic Initiatives Manager
Jennifer Lapeyrouse
Economic Development Finance Manager
Jessica Lobue
Finance Operations Manager

Kate Moreano
Economic Development Manager
Corinne Pritchett
Financing Programs Coordinator
Debbie Ritter
Office/IT Manager
Scott Rojas
Director of Facilities & Information Technology

Margo Ruiz
Economic Information & Incentives Coordinator
Kelsey Scram
Marketing & PR Manager
Penny Weeks
Executive Assistant
Kate Wendel
Economic Development Specialist

Mark Madderra
Chairman
Nominating Entity
Apartment Association of Greater N.O.

Bruce Layburn
Vice Chairman
Nominating Entity
Home Builders Association

Mario Bazile
Treasurer
Nominating Entity
Councilwoman-at-Large, Division B – Cynthia Lee-Sheng

Jimmy Baum
Secretary
Nominating Entity
J.P. Marine Fisheries Advisory Board

Mickal P. Adler
Nominating Entity
Jefferson Business Council

Brian Heiden
Nominating Entity
Jefferson Chamber of Commerce – West Bank

Greg Jordan
Nominating Entity
Elmwood Business Association

Lynda Nugent-Smith
Nominating Entity
N.O. Metropolitan Association of Realtors

Mayra Pineda
Nominating Entity
Hispanic Chamber of Commerce

Dr. Larissa Littleton-Steib
Nominating Entity
Greater New Orleans Black Chamber of Commerce

Paul Rivera
Nominating Entity
J.P. Marine Fisheries Advisory Board

Stan Salathe
Nominating Entity
Westbank Business & Industry Association

Lloyd Clark
Nominating Entity
Councilman-at-Large, Division A – Chris Roberts

Joe Ewell
Nominating Entity
Parish President – Michael Yenni

Bill Peperone
Nominating Entity
Council District 4 – Jack Rizzuto

Teresa Lawrence
Nominating Entity
Women’s Business Enterprise Council South

Roy Gattuso
Nominating Entity
Council District 1 – Ricky Templet

Mickal P. Adler
Nominating Entity
Jefferson Business Council

Margo Ruiz
Economic Information & Incentives Coordinator

Kelsey Scram
Marketing & PR Manager

Penny Weeks
Executive Assistant

Kate Wendel
Economic Development Specialist

Stephan Robinson
Nominating Entity
Council District 5 – Jennifer Van Vrancken

Tom Gennaro
Nominating Entity
Parish President – Michael Yenni

Jerry Bologna, CEcD
President & CEO
Lacey Bordelon
Vice President & COO
Cynthia Grows
Controller
Judy Horner
Operations Administrator

Annalisa Kelly
Strategic Initiatives Manager
Jennifer Lapeyrouse
Economic Development Finance Manager
Jessica Lobue
Finance Operations Manager

Kate Moreano
Economic Development Manager
Corinne Pritchett
Financing Programs Coordinator
Debbie Ritter
Office/IT Manager
Scott Rojas
Director of Facilities & Information Technology

Margo Ruiz
Economic Information & Incentives Coordinator
Kelsey Scram
Marketing & PR Manager
Penny Weeks
Executive Assistant
Kate Wendel
Economic Development Specialist

Mark Madderra
Chairman
Nominating Entity
Apartment Association of Greater N.O.

Bruce Layburn
Vice Chairman
Nominating Entity
Home Builders Association

Mario Bazile
Treasurer
Nominating Entity
Councilwoman-at-Large, Division B – Cynthia Lee-Sheng

Jimmy Baum
Secretary
Nominating Entity
J.P. Marine Fisheries Advisory Board

Mickal P. Adler
Nominating Entity
Jefferson Business Council

Brian Heiden
Nominating Entity
Jefferson Chamber of Commerce – West Bank

Greg Jordan
Nominating Entity
Elmwood Business Association

Lynda Nugent-Smith
Nominating Entity
N.O. Metropolitan Association of Realtors

Mayra Pineda
Nominating Entity
Hispanic Chamber of Commerce

Dr. Larissa Littleton-Steib
Nominating Entity
Greater New Orleans Black Chamber of Commerce

Paul Rivera
Nominating Entity
J.P. Marine Fisheries Advisory Board

Stan Salathe
Nominating Entity
Westbank Business & Industry Association

Lloyd Clark
Nominating Entity
Councilman-at-Large, Division A – Chris Roberts

Joe Ewell
Nominating Entity
Parish President – Michael Yenni

Bill Peperone
Nominating Entity
Council District 4 – Jack Rizzuto

Teresa Lawrence
Nominating Entity
Women’s Business Enterprise Council South

Mickal P. Adler
Nominating Entity
Jefferson Business Council

Margo Ruiz
Economic Information & Incentives Coordinator

Kelsey Scram
Marketing & PR Manager

Penny Weeks
Executive Assistant

Kate Wendel
Economic Development Specialist

Stephan Robinson
Nominating Entity
Council District 5 – Jennifer Van Vrancken

Tom Gennaro
Nominating Entity
Parish President – Michael Yenni