More than 30 years ago, a forward-thinking group of leaders banded together to create an agency that would help to retain jobs and business in Jefferson Parish. During the regular session of the 1987 State legislature, House Bill 908 was put forth to expand the capacity and economic development scope of the Greater Jefferson Economic Development and Port Commission through the creation of a new entity. JEDCO was born.

In the last three decades, JEDCO has grown into one of the premier economic development agencies in the country. This organization played a vital role in bringing new businesses into the community and creating new jobs for our residents while also placing a premium on business retention and expansion in Jefferson Parish. In 30 years, we worked with thousands of businesses, launched important game-changing initiatives, and became accredited through the International Economic Development Council. JEDCO helped Jefferson Parish become a business destination.

We celebrated 30 years of successes in a number of ways, from blog posts and social media campaigns to an evening reception at the Jefferson Performing Arts Center with nearly 400 of our closest supporters. While we certainly took time to look back, our eyes were always on the future. 2017 was no different from many of the last 30 years; we worked with a variety of prospective businesses, supported growth from within the community, launched major initiatives, and elevated opportunities for our entrepreneurs. We hired a new Economic Development Finance Manager to oversee our lending operations and expand our offerings throughout the community. We also launched a new department focused on Strategic Initiatives, which supervises projects such as housing stock enhancement, advancement of targeted industry clusters, and the future of the Churchill Technology & Business Park. Our team hosted educational events, established Jefferson Parish’s first-ever Technology & IT Roundtable, and enhanced our marketing reach through new tools, including an updated, mobile-friendly website. Our impact was far-reaching.

Our work is possible with help from an engaged business community and a cooperative Parish government. We are grateful for the support of our partners and we look forward to working with you in 2018.
1987
A group of leaders team up with lawmakers and Parish officials to form JEDCO

1989
JEDCO opens its first incubator space for early-stage ventures

1990
JEDCO Development Corporation as a Certified Development Company

1998
JEDCO launches its Business Retention & Expansion (BRE) efforts, a strategy still in place today

2000
The Jefferson EDGE, the Parish’s first long-term economic development strategic plan, is born

2004
JEDCO’s BRE program receives international recognition by the International Economic Development Council

2005
JEDCO establishes the “Back to Business Recovery Centers” following Hurricane Katrina to support business owners in the area

2008
JEDCO becomes an Accredited Economic Development Organization, a prestigious honor bestowed by the International Economic Development Council

2009
JEDCO launches a quality of life campaign, which includes the development of the Jefferson Life Magazine

2013
JEDCO launches the JEDCO Challenge, a pitch competition for startup companies with ties to Jefferson Parish. It becomes a premier event for the community

2015
JEDCO updates the EDGE 2020, choosing to focus on five industry clusters and five cross-cutting issues to move the Parish forward

2016
JEDCO rebrands

2017
JEDCO celebrates 30 years of economic development successes

2017 Annual Report

30TH ANNIVERSARY TIMELINE

We are thrilled to celebrate 30 years of excellence and economic development wins. There have been many milestones along the way: moments in history that have helped shape who we are as an organization and as a Parish.
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

ECONOMIC DEVELOPMENT SERVICES SUMMARY

Program | 2017 | Since Inception
--- | --- | ---
Marketing Database Requests | 94 | 8,979
Real Estate Database Requests | 106 | 2,326
Demographic Reports | 48 | 1,268

In 2017, JEDCO’s economic development team met with 125 businesses, performed 106 site searches and helped 33 companies access tax incentive programs for projects valued at over $209.3 million in investment. The Finance Department approved 24 loans with a total project cost of over $59.2 million. JEDCO hosted 15 educational events for business leaders, including 12 Prosper Jefferson seminars held in conjunction with the Jefferson Chamber of Commerce. From start to finish, JEDCO is a partner in progress!

FUTURE

- JEDCO Growth Fund, or JED(grow): funds startups and retains businesses in Jefferson Parish by offering working capital
- SBA 504: offers statewide assistance to small business owners for the purchase of fixed assets
- Assists borrowers with the preparation and packaging of SBA loans
- Partners with local banks to reduce their small business lending risk
- Spearheads small business projects of all sizes: $25,000 to $20 million

FINANCE SUMMARY

Loans Approved | 2017 | Since Inception
--- | --- | ---
Number of Loans | 24 | 472
Project Value | $59,205,343 | $324,443,613
Job Impact | 236 | 7,043
Estimated Economic Impact | $52,432,906 | $755,450,729

BUSINESS RETENTION, EXPANSION & ATTRACTION SUMMARY

State Tax Incentive Program Enrollment*

<table>
<thead>
<tr>
<th>Program</th>
<th>Projects</th>
<th>New Jobs</th>
<th>Jobs Retained</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enterprise Zone</td>
<td>5</td>
<td>50</td>
<td>193</td>
<td>$8,105,456</td>
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<tr>
<td>Restoration Tax Abatement</td>
<td>2</td>
<td>33</td>
<td>0</td>
<td>$170,000</td>
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<tr>
<td>Quality Jobs</td>
<td>16</td>
<td>501</td>
<td>17,698</td>
<td>$165,031,152</td>
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<tr>
<td>Industrial Tax Exemption</td>
<td>10</td>
<td>79</td>
<td>2,507</td>
<td>$36,032,478</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td></td>
<td></td>
<td>$209,339,086</td>
</tr>
</tbody>
</table>

*Some projects enrolled in more than one incentive program.

It is a priority of the JEDCO staff to create opportunities for business growth through a variety of resources. Our team can identify available office space and provide financing to purchase it. 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 2017, JEDCO’s economic development team met with 125 businesses, performed 106 site searches and helped 33 companies access tax incentive programs for projects valued at over $209.3 million in investment. The Finance Department approved 24 loans with a total project cost of over $59.2 million. JEDCO hosted 15 educational events for business leaders, including 12 Prosper Jefferson seminars held in conjunction with the Jefferson Chamber of Commerce. From start to finish, JEDCO is a partner in progress!
SLEEP NUMBER:
After a very competitive, multi-state selection process, Sleep Number chose to locate its new Customer Relationship Center in Elmwood, backfilling space previously occupied by Stewart Enterprises. JEDCO worked closely with the national brand to identify the perfect space to meet their needs and supported them with a three-day hiring event to attract qualified employees.

- $1.4 billion publicly-traded company
- Hired 200 employees to-date
- Will hire 225 by 2020

AVONDALE SHIPYARD SITE:
Bringing the former Avondale Shipyard site back into commerce has been a priority project for JEDCO for many years. Considered one of the greatest Jefferson Parish assets, the shipyard holds huge potential for job growth and investment. Huntington Ingalls Industries identified a prospective purchaser for the shipyard in 2017. While the purchaser is still going through due diligence, JEDCO is confident their plan for the site will provide the best possible outcome for the Jefferson Parish community and residents.

- 206 acres
- 7,900 linear feet of deep water access
- 16 major buildings
- Value-added manufacturing planned for site
Ochsner Expansion:
For several years, JEDCO has worked with Ochsner Health System to bring $360 million in capital investment into Jefferson Parish to improve the Jefferson Highway Healthcare Corridor. In early 2018, Ochsner unveiled its new West Campus on an 8-acre site formerly home to the Jefferson Plaza Shopping Center. West Campus is home to the Ochsner Rehabilitation Hospital and the new Chamberlain University College of Nursing.

About Ochsner’s $360 million expansion project:
• New Imaging Center offers faster, more accurate diagnoses for the best care possible
• The Ochsner Medical Center West Tower 7-story addition will feature the latest advancements in patient-centered technology
• Doubling the space at the Gayle & Tom Benson Cancer Center for more Phase I clinical trials and world-class cancer care closer to home
• Expansion is targeted for completion in 2019

District Donuts. Sliders. Brew:
JEDCO financed District’s first Jefferson Parish location in 2017. The local restaurant expanded rapidly over the last several years, largely through JEDCO’s assistance.

• 30 new Jefferson Parish jobs
• 45 jobs created during construction and design
• $195,000 estimated sales tax revenue
• 145 employees statewide
The Jefferson EDGE 2020:
The Jefferson EDGE 2020 is the long-term economic development strategic plan to promote sustainability, job growth, and investment in Jefferson Parish. The current EDGE targets and prioritizes industry clusters with the greatest opportunities for growth in Jefferson Parish while also focusing on cross-cutting issues, such as permitting, building stock, and workforce development.

Housing Stock Enhancement Strategic Plan:
Born out of the Jefferson EDGE 2020, the Housing Stock Enhancement Strategic Plan was developed to make the community’s housing stock more desirable for existing residents and attractive to those looking to move to our region. The multi-tier plan for success includes the creation of mixed-use, walkable neighborhoods with access to both commercial and residential amenities as well as a revitalization pilot program.

Façade Improvement Program:
The JEDCO staff established Jefferson Parish’s first-ever Façade Improvement Program to stimulate economic development in two key business districts, Fat City and a portion of the Jefferson Highway corridor. Forgivable loans were offered to property and business owners to improve the character and physical appearance of their storefronts. The program’s mission is to create a positive visual impact and stimulate private investment in these business districts.

Major Initiatives:

- 91% of action items are in progress
- 9% of action items are completed

- 40 interest surveys received at its launch
- Forgivable loans up to $50,000 to be granted for use
- All projects slated for completion in 2018

Orleans Coffee received a 2017 Louisiana Lantern Award for manufacturing excellence. It is one of the many companies in our Food & Beverage Targeted Industry Cluster.

Orleans Coffee received a 2017 Louisiana Lantern Award for manufacturing excellence. It is one of the many companies in our Food & Beverage Targeted Industry Cluster.
CHURCHILL TECHNOLOGY & BUSINESS PARK MASTER PLAN:

Churchill Park, one of the first initiatives born out of the Jefferson EDGE, remains an important focus for the future of Jefferson Parish. Following an action item outlined in the Jefferson EDGE 2020, JEDCO issued a Request for Proposals (RFP) to identify a firm that could help create a master plan for the park. After a rigorous review process, JEDCO entered into a contract with Perkins+Will, an award-winning global multi-disciplinary, research-based architecture and design firm.

- 10 strong proposals submitted in response to the RFP
- 480-acre park in the Fairfield area of Avondale
- Master plan to be completed in 2018
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<thead>
<tr>
<th>Revenues (Unaudited)</th>
<th>Occupational License</th>
<th>$2,020,000</th>
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<tr>
<td>Private Funds</td>
<td>Financing</td>
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<td>Interest</td>
<td>Economic Development</td>
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<td>Marketing</td>
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<td>Interest</td>
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<td>Kenner</td>
<td>$25,000</td>
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<td>Business Innovation Center</td>
<td>$519</td>
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<td>Tech Park</td>
<td>$15,642</td>
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<td></td>
<td>Conference Center</td>
<td>$8,539</td>
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<td></td>
<td>Strategic Initiatives</td>
<td>$25,000</td>
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<td>Admin. Fees*</td>
<td>$158,330</td>
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<td><strong>TOTAL</strong></td>
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<td><strong>$2,708,722</strong></td>
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<thead>
<tr>
<th>Expenditures (Unaudited)</th>
<th>Financing</th>
<th>$231,784</th>
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<tbody>
<tr>
<td>Economic Development</td>
<td>$255,471</td>
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<tr>
<td>Marketing</td>
<td>$234,106</td>
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<tr>
<td>Administrative</td>
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<tr>
<td>Kenner</td>
<td>$24,183</td>
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<tr>
<td>Business Innovation Center</td>
<td>$69,906</td>
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<tr>
<td>JEDCO Building Expenses</td>
<td>$455,824</td>
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<tr>
<td>Tech Park Expenses</td>
<td>$87,764</td>
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<tr>
<td>Conference Center</td>
<td>$45,334</td>
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<tr>
<td>Strategic Initiatives</td>
<td>$53,496</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td><strong>$2,290,826</strong></td>
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*Restricted funds received from J.P. in 2017 for Select Comfort Project. Funds are expected to be expensed in 2018, 2019, and 2020 (per CEA).
<table>
<thead>
<tr>
<th>Demographics</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>430,982</td>
<td>432,098</td>
<td>433,406</td>
<td>433,634</td>
<td>436,044</td>
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<tr>
<td>Per Capita Personal Income</td>
<td>$45,049</td>
<td>$44,984</td>
<td>$47,077</td>
<td>$48,270</td>
<td>$48,945</td>
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<tr>
<td>Total Personal Income (000s)</td>
<td>$19,415,308</td>
<td>$19,437,496</td>
<td>$20,403,454</td>
<td>$20,931,513</td>
<td>$21,373,749</td>
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<tr>
<td>Median Household Income</td>
<td>$49,633</td>
<td>$47,145</td>
<td>$46,302</td>
<td>$48,959</td>
<td>$50,943</td>
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<tr>
<td>Civilian Labor Force</td>
<td>210,293</td>
<td>216,503</td>
<td>220,772</td>
<td>218,699</td>
<td>216,143</td>
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<tr>
<td>Employment</td>
<td>193,657</td>
<td>205,288</td>
<td>207,956</td>
<td>206,848</td>
<td>206,156</td>
</tr>
<tr>
<td>Unemployment Rate</td>
<td>6%</td>
<td>5.17%</td>
<td>5.8%</td>
<td>5.42%</td>
<td>4.63%</td>
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<tr>
<td>Average Annual Wage</td>
<td>$43,840</td>
<td>$48,148</td>
<td>$47,758</td>
<td>$46,826</td>
<td>$46,965</td>
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</tbody>
</table>

<table>
<thead>
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<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupational License (000s)</td>
<td>$6,642</td>
<td>$8,788</td>
<td>$8,965</td>
<td>$7,756</td>
<td>$8,607</td>
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<tr>
<td>Ad Valorem (000s)</td>
<td>$203,918</td>
<td>$208,537</td>
<td>$212,071</td>
<td>$218,070</td>
<td>$218,136</td>
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<tr>
<td>Sales (000s)</td>
<td>$416,456</td>
<td>$422,303</td>
<td>$426,485</td>
<td>$428,715</td>
<td>$434,442</td>
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</table>

<table>
<thead>
<tr>
<th>Assessed Value of Property</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Property (000s)</td>
<td>$2,518,798</td>
<td>$2,565,247</td>
<td>$2,587,496</td>
<td>$2,710,586</td>
<td>$3,639,502</td>
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<tr>
<td>Personal Property (000s)</td>
<td>$870,668</td>
<td>$902,872</td>
<td>$898,954</td>
<td>$880,597</td>
<td>$878,850</td>
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<table>
<thead>
<tr>
<th>Construction Permits</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>Number</td>
<td>2,418</td>
<td>2,016</td>
<td>2,158</td>
<td>1,697</td>
</tr>
<tr>
<td></td>
<td>Value (000s)</td>
<td>$80,572</td>
<td>$82,159</td>
<td>$105,266</td>
<td>$122,087</td>
</tr>
<tr>
<td>Commercial</td>
<td>Number</td>
<td>591</td>
<td>1,000</td>
<td>926</td>
<td>762</td>
</tr>
<tr>
<td></td>
<td>Value (000s)</td>
<td>$72,116</td>
<td>$145,796</td>
<td>$145,816</td>
<td>$272,838</td>
</tr>
</tbody>
</table>
The JEDCO Challenge is a pitch competition for startups with ties to Jefferson Parish. It has become a premier event for the region. The 2017 JEDCO Challenge featured five innovative startups spanning a diverse range of industries, from bioscience and technology to food manufacturing and workforce development. Chosen Diagnostics took home the top prize of $20,000 and additional in-kind professional services. The innovative biotechnology company developed a test that can identify a deadly gastrointestinal disease threatening the lives of premature babies.
Economic Accolades

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

Jefferson Parish
- Metairie #20 on list of Cities Where Millennials Are Buying Homes
- Metairie #27 on list of Best Places to Live in the US - 24/7 Wall St.
- Kerner-backed company, Orleans Coffee, won 2017 Lantern Award for Manufacturing Excellence

Greater New Orleans
- #1 Healthcare Job Growth in USA - U.S. Census Bureau and Bureau of Labor Statistics
- #2 for Women’s Share of Tech Jobs - The Brookings Institution
- #1 Healthcare Job Growth in USA - Association of Builders and Contractors
- #2 Fastest Growing Airport in America - Time Magazine
- #5 in the USA for Millennials In-Migration Time Magazine
- #7 in America for Connectivity - Business Facilities

Economic Development

Bruce Layhun Frank
Manager, Economic Development

Marie Bazile Vieux Chairman
Manager, Business Development

Joseph Ewell Jr.
Manager, Business Development

James Baum Jr. Treasurer
Manager, Business Development

Lindal Clark Secretary
Manager, Business Development

Michael P. Adler
Manager, Business Development

Bruce Dantle
Manager, Business Development

2017 Commissioners

Louisiana
- #1 for Construction in the USA
- #1 for Business in USA
- #5 in the USA for Software Growth
- #5 in the USA for Software Growth - Software.com

JEDCO

JEDCO listed on the inaugural UNOS, a list of top performing businesses and organizations led by UNO alumni
- Jerry Bologna (President & CEO) achieved his Certified Economic Development recertification
- Annalisa Kelly (Strategic Initiatives Manager) honored as 2017 Women of the Year Honorees - New Orleans CityBusiness
- Annalisa Kelly (Strategic Initiatives Manager) awarded scholarship to further professional development - R. Cary Investors Scholarship

Jefferson Edge Investors

• Lead EDGE Investors
- Acme Truck Line, Inc.
- Advantage Consulting, LLC
- Atmos Energy
- Aviance/ Healthcare Ingalls, Inc.
- Barriere Construction Company
- Bryan Imports, Inc.
- Churchill Farms
- 365 Connect, LLC
- Cox Communications
- Daul Insurance Agency
- East Jefferson General Hospital
- Entergy Louisiana
- Fromm & Shores
- Fidelity Bank
- Gibbs Construction
- Gulf Coast Bank & Trust Company
- Marrinac Whitney
- McKenna College
- Miettinen Companies
- Home Bank
- IBERIABANK*
- Jack Slump & Associates
- J.B. Levert Land Company, LLC
- Jefferson Business Council
- Jefferson Convention
- & Visitors Bureau
- Jefferson Financial Federal Credit Union
- Lakefront, LLC
- Lakeside Shopping Center
- LaPointe, HMC
- Laurinburg Land Company
- Lift
- Metairie Bank & Trust
- New Orleans Publishing Group
- City/Business
- Ochsner Health System*
- Port of New Orleans
- Renaissance Publishing
- Biz New Orleans
- Richard CPAs
- Renaissance Publishing
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