

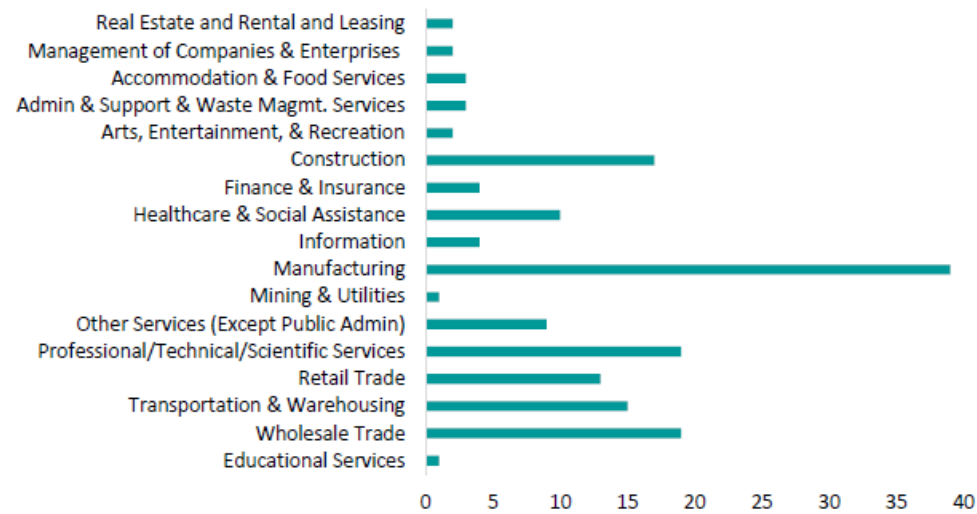
OUR COMPANIES

2020 marked the fifth year of implementation of The Jefferson EDGE 2020, the long-term economic development strategic plan to promote sustainability, job growth and investment in Jefferson Parish. The Economic Development Services (EDS) team targets specific cluster industries identified in the Jefferson EDGE 2020 report. The COVID-19 pandemic created unprecedented challenges for the world, and the Jefferson Parish business community, and the EDS team pivoted along with our partners to help them persevere.

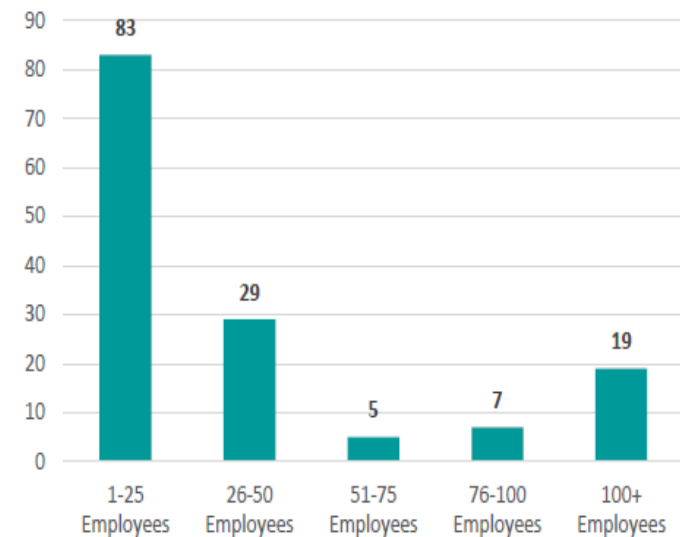
In 2020, JEDCO contacted 487 companies in Jefferson Parish, which resulted in 160 meetings/surveys.

NOTE: This brochure represents data provided by companies on a case by case basis. Companies are not required to answer every question.

INDUSTRY BREAKDOWN



EMPLOYMENT & LOCATIONS



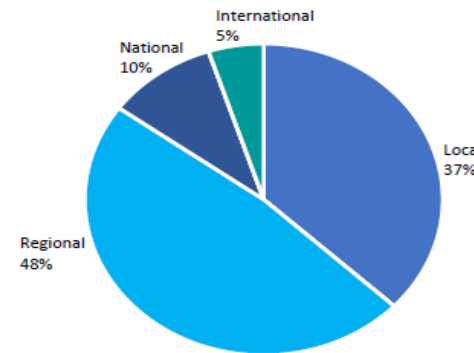
Avondale	1
Elmwood	6
Gretna	4
Harahan	22
Harvey	24
Jefferson	10
Kenner	22
Marrero	8
Metairie	44
Waggaman	2
Jean Lafitte	1
Lafitte	4
Westwego	3
Grand Isle	1
New Orleans*	11

*Companies headquartered in New Orleans but have a significant presence in Jefferson Parish.

CURRENT & FORECASTED BUSINESS

- Of responding companies:**
- 37% Report company sales increasing
 - 30% Report company sales stable
 - 33% Report company sales decreasing (largely due to COVID-19 pandemic)
 - 54% Predict sales to increase in the next 2 years
 - 2% Expect layoffs may be required in the next six months
 - 47% Recently introduced new products or services
 - 49% New products or services anticipated within the next 2 years

MARKETS OUR COMPANIES SERVE



COMMUNITY STRENGTHS & WEAKNESSES

Individual respondents expressed the following perceptions of Jefferson Parish:

Strengths:

- Proximity to the Mississippi River, major roadways, and railways allows ease of access to regional customers and national and international markets
- The positive business climate created by the ease of doing business in Jefferson Parish- Parish departments and officials are always willing to help!
- With a business-friendly climate in Jefferson Parish, cost of doing business is lower and crime is not an issue.

Weaknesses:

- Infrastructure is aging and roadwork (such as for the new MSY) does not seem to be preplanned or planned with businesses in the area in mind.
- Quality of life issues such as education, housing, and crime
- Sales tax rates seem too high.

32% OF JEFFERSON PARISH COMPANIES SURVEYED HAVE BEEN IN BUSINESS AT LEAST 40 YEARS, WITH 9% BEING IN BUSINESS AT LEAST 75 YEARS

WORKFORCE

Of Responding Companies:



Of Responding Companies:

- 45% Have no difficulty recruiting new employees
- 55% Do have difficulty recruiting new employees

44% OF COMPANIES ARE CONSIDERING EXPANDING OR HAVE ALREADY BEGUN EXPANSION

BUSINESS OPPORTUNITIES & THREATS

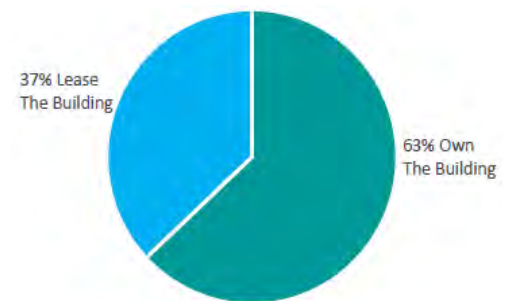
Of Responding Companies:

- 27% State that the national economy is not affecting their business in any way
- 73% State that the national economy is affecting their business in some way
- 9% Are in jeopardy of closing or are considering relocating out of Jefferson Parish

84% OF COMPANIES HAVE TURNOVER OF 10% OR LESS

TYPES OF BUSINESSES

- 43% Headquarters for multiple locations
- 21% Branch office
- 1% Regional headquarters
- 35% Single location headquarters



SITE SEARCHES

62 site searches were performed in 2020. Below is a breakdown of property types businesses were looking to acquire.

Property Type	No. of Searches
Industrial	25
Office	7
Vacant Land	11
Retail/Commercial	16
Hospitality	2

INCENTIVES

Through JEDCO’s Business Retention, Expansion & Attraction program, the Economic Development Services Department provides guidance to businesses enrolling in incentive programs.

In 2020, 10 businesses took advantage of tax incentive programs for various expansion projects. The chart below summarizes the yearly estimated project goals for each incentive program. Please note projects can be enrolled in more than one incentive program at a time.

Program	Estimated New Jobs	Estimated Jobs Retained	Estimated Investment
Enterprise Zone	249	21,761	\$57,300,000
Restoration Tax Abatement	2	6	\$275,000
Quality Jobs	167	1,837	\$27,621,500
Industrial Tax Exemption	7	95	\$6,405,000
Total:	425	23,654	\$91,601,500

JEDCO proactively influences the economy through the retention and creation of quality jobs, entrepreneurship, and investment in Jefferson Parish, Louisiana.

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 Phone: (504) 875-3908 • Fax: (504) 875-3923
www.jedco.org

2020 HIGHLIGHTS

2020 was certainly not the year everyone expected, but JEDCO and the Economic Development Services (EDS) team, were able to provide consistent support and productivity, as we worked to attract, retain, and create jobs in Jefferson Parish. Below are some highlights from the year.

COVID-19 PANDEMIC RESPONSE

Most of 2020 was inevitably focused on the impact and recovery from the novel coronavirus, COVID-19. From the end of the first quarter through the end of the year, the Economic Development Services (EDS) team was deeply involved with JEDCO efforts to address and respond to this pandemic and its unprecedented impact on the Jefferson Parish business community. From initial outreach to hundreds of local businesses with offers of assistance, to helping small businesses navigate the PPP and funding programs, to culling information from countless webinars to share via the JEDCO COVID-19 resource website, to assisting businesses that were pivoting to address the market needs presented by this pandemic, and to helping connect PPE manufacturers and businesses with extra PPE with those that desperately needed the lifesaving items, like our local hospitals and medical communities, the EDS team was focused and committed to provide any assistance necessary. This focus will continue into 2021 as we help Jefferson Parish businesses recover and grow.

BUSINESS RETENTION AND EXPANSION (BRE)

Meeting with local businesses is at the very heart of the work done by the EDS team, and just as businesses of all sizes found themselves pivoting, the EDS team pivoted as well to move forward in this new environment. The team quickly shifted to phone calls and virtual meetings to stay connected to the Jefferson Parish business community. Virtual workshops and seminars supplemented EDS efforts to stay apprised of education, news and networking. Amidst all of the challenges, we were able to assist several businesses in growth mode, either in spite of or directly related to COVID, in the areas of manufacturing, food and beverage, service industries and housing. The EDS team will continue to utilize the efficiencies of these virtual meetings throughout the pandemic and beyond, maximizing productivity for the benefit of all Jefferson Parish businesses and partners, as we launch the EDGE 2025 initiatives.

2020 Business Retention & Expansion Program