



JEDCO Executive Committee
June 30, 2022 @ 8:30 A.M.
JEDCO Administration Building - Boardroom
700 Churchill Parkway, Avondale, LA 70094
AGENDA

- I. Call to Order – Chairman Tom Gennaro**
 - Pledge of Allegiance and welcome guests
 - Approval of Board absences for **May 26, 2022**, and for today-**June 30, 2022**
 - Approval of minutes for May 26, 2022 - **Pg. 2**
- II. Public Comments on Agenda Items**
- III. Unfinished and New Business**
 - A resolution approving Amendment No. 1 to an Intergovernmental Agreement with the Parish of Jefferson for economic development and related services, and providing for related matters – **Lacey Bordelon Pg. 5**
 - A resolution approving Amendment No. 1 to a Cooperative Endeavor Agreement with Greater New Orleans, Inc. for economic development and related services, and providing for related matters – **Lacey Bordelon Pg. 18**
 - Approval of JEDCO 2022 1st Amended Budget – **Cynthia Grows Pg. 38**
- IV. Monthly Financial Report**
 - May 2022 – **Cynthia Grows**
- V. President and CEO Report – Jerry Bologna**
- VI. Other Updates or Comments from the JEDCO Board of Commissioners**
- VII. Adjournment**

In accordance with provisions of the Americans with Disabilities Act of 1990 (ADA), JEDCO and Jefferson Parish will not discriminate against qualified individuals with disabilities on the basis of disability in its services, programs or activities. If you require auxiliary aids or devices or other reasonable accommodation under the ADA, submit your request to the ADA Coordinator at least 48 hours in advance of this meeting or as soon as possible. Advanced notice is required for ASI Certified Interpreters. Should you have any concerns, please contact: ADA Coordinator, Scott Rojas, 700 Churchill Parkway, Avondale, LA 70094 (504) 875-3908 or email: srojas@jedco.org Any person, who believes he or she has been subject to unlawful discrimination by JEDCO, the Parish, any Parish officer or employee based on past or current disability, or his or her association with a person with a disability, may submit the grievance, in writing, to JEDCO's designated Americans with Disabilities Act (ADA) Coordinator, contact information above.



JEDCO Board of Commissioners
May 26, 2022 @ 8:30 A.M.
700 Churchill Parkway, Avondale, LA 70094

MINUTES

Call to Order: 8:30 a.m.

Attendance: Vice Chairman Tom Gennaro, Jimmy Baum, Kenny Bertucci, Barry Breaux, Lloyd Clark, Anthony DiGerolamo, Joe Ewell, Michael Fahrenholt, Brian Heiden, Jim Hudson, Larry Katz, Michael Kraft, Jim Martin, Stephen Robinson

Staff: Jerry Bologna, Lacey Bordelon, Janet Galati, Cynthia Grows, Annalisa Kelly, Jennifer Lapeyrouse, Scott Rojas, Kelsey Scram, Penny Weeks, Kate Wendel

Absences: Mickal Adler, Josline Frank, Lesha Freeland, Teresa Lawrence, Mayra Pineda, Gene Sausse, Floyd Simeon,

Attorney: None

Guests: Todd Tournillon – Richard CPAs
Dr. Sarintha Stricklin and Paula Polito – Jefferson Ready Start Network

I. Call to Order – Chairman Tom Gennaro

- At the request of JEDCO staff, Chairman Gennaro asked for a motion to remove the following item from the agenda: *Resolution in support of a grant application to the Delta Regional Authority (DRA) States' Economic Development Assistance Program (SEDAP) and Community Infrastructure Fund (CIF) grant programs to fund roadway infrastructure in Churchill Park.* Joe Ewell motioned, seconded by Jim Hudson to remove the item from the agenda. The motion passed unanimously.
- **Approval of Board absences for April 28, 2022 and for today, May 26, 2022**
Lloyd Clark motioned, seconded by Jim Hudson to excuse Gene Sausse from the April 28th meeting, and to excuse the following absences for today: Mickal Adler, Lesha Freeland, Teresa Lawrence, Mayra Pineda, and Gene Sausse. The motion passed unanimously.

- **Approval of minutes for April 28, 2022**

Stephen Robinson motioned, seconded by Barry Breaux to approve the minutes. The motion passed unanimously.

- **Presentation by Jefferson Ready Start Network – Dr. Sarintha Stricklin and Paula Polito**

Dr. Stricklin and Ms. Polito provided an overview of the Jefferson Ready Start Network, stating the JRSN is directed by a coalition of thought partners who are committed to creating and implementing a bold local vision in which all children from birth to age five in Jefferson Parish have access to early childhood experiences that will prepare them to succeed. Dr. Stricklin stated that 90% of brain development occurs before age 5 and it is critical for children to have high-quality early care and education to help ensure the youngest children are ready for success in school and life.

II. Public Comments on Agenda Items

There were no public comments.

III. Unfinished and New Business

- **Approval of the JEDCO 2021 Financial Audit Report – Todd Tournillon**

Todd Tournillon, with Richard CPAs, presented the JEDCO 2021 Financial Audit Report as of and for the year ending December 31, 2021. The presentation included component units for Forward Jefferson Corporation (FORJ) and JEDCO Development Corporation. At the conclusion of the presentation, Jim Martin motioned, seconded by Larry Katz to approve the report as presented. The motion passed unanimously.

IV. Monthly Financial Report

- **April 2022 – Cynthia Grows**

Joe Ewell motioned, seconded by Jimmy Baum to approve the report as presented. The motion passed unanimously.

V. President and CEO Report – Jerry Bologna

- Regarding the item removed from today's agenda, Ms. Annalisa Kelly explained that JEDCO no longer needs to have a board resolution to authorize JEDCO to apply for a grant because Jefferson Parish agreed to be the applicant rather than JEDCO. Ms. Kelly will forward to the Parish the mostly completed grant application documents and grant program guidelines for their review and submission to the Delta Regional Authority.
- Mr. Bologna met with the transition team for City of Kenner's Mayor-elect, Mike Glaser, and provided the history of the last Cooperative Endeavor Agreement between JEDCO and the City of Kenner. The transition team will discuss and make a recommendation back to the Mayor-elect to negotiate.
- Avondale Marine/T. Parker Host recently announced they currently have 250 employees at the Avondale site and have plans to hire 50 more this year.

VI. Other Updates or Comments from the JEDCO Board of Commissioners

There were no other comments or updates.

VII. Adjournment – Jim Hudson motioned, seconded by Stephen Robinson to adjourn the meeting.

Josline Gosserand Frank
JEDCO Secretary
Minutes for May 26, 2022



MEMORANDUM

DATE: June 23, 2022

TO: JEDCO Executive Committee of the Board of Commissioners

FROM: Jerry Bologna, President & CEO
via Lacey Bordelon, Vice President & COO

SUBJECT: A resolution approving Amendment No. 1 to an Intergovernmental Agreement with Jefferson Parish for economic development and related services

Background:

For many years, GNO, Inc. has provided vital and valuable economic development assistance and has advanced initiatives in collaboration with JEDCO for the betterment of the Jefferson Parish economy, including business development assistance, regional marketing and the improvement of the regional business climate through policy, workforce development and research initiatives. For several of those years, GNO, Inc. operated under a Cooperative Endeavor Agreement with Jefferson Parish whereby the Parish provided funding directly to GNO, Inc. for the delivery of a range of economic development services. However, in an effort to maximize and streamline the delivery of economic development services for the benefit of Jefferson Parish, Jefferson Parish, JEDCO and GNO, Inc. established a formal arrangement in March of 2019 whereby the Parish continues to fund GNO, Inc.'s execution of a specified list of economic development and related deliverables, but with oversight by JEDCO. That arrangement consisted of an Intergovernmental Agreement (IGA) between Jefferson Parish and JEDCO that authorized a payment of \$90,000 to JEDCO for GNO, Inc.'s efforts, and a Cooperative Endeavor Agreement (CEA) between JEDCO and GNO, Inc. that authorized payment of the \$90,000 to GNO, Inc. in two installments over a one-year term in exchange for the delivery of a number of economic development assistance and deliverables. Jefferson Parish, JEDCO and GNO, Inc. have been operating under this arrangement since.

In 2021, the IGA and CEA lapsed before they were amended to extend their terms for another year. Therefore, the three entities established a new one-year IGA and related CEA. The terms of those agreements expire on July 13, 2022 and July 21, 2022, respectively. Due to the success of the arrangement, all parties desire to extend the agreements for an additional one-year term and provide for an additional \$90,000.

Discussion:

The Jefferson Parish Council desires to renew the IGA with JEDCO to fund the delivery of economic development services by GNO, Inc. for a term of one year. The Council is set to consider a resolution approving Amendment No. 1 to the IGA with JEDCO on June 29, 2022. As JEDCO and GNO, Inc. have fostered a robust working relationship to further economic development in Jefferson Parish, both entities wish to continue advancing these and other efforts and new activities seamlessly through the renewal of the CEA for a one-year term.

Amendment No. 1 to the IGA between Jefferson Parish and JEDCO includes an updated list of economic development deliverables focused on business development, enhancing the business environment, marketing and other activities. The deliverables, which will be carried out by GNO, Inc., incorporate many of JEDCO's priorities for the calendar year, many of which are EDGE 2025 initiatives, such as working closely with JEDCO and Louisiana Economic Development to certify business sites within Churchill Park, attracting new business to Jefferson Parish that are within the EDGE's targeted sectors, vetting and prioritizing catalytic projects for funding by federal stimulus dollars, supporting regional public transit, advancing the New Orleans to Baton Rouge passenger rail initiative, undertaking strategies that lead to the designation of the Jefferson Hwy corridor as a medical innovation district centered on Ochsner Health System's assets, and more. The amendment extends the agreement term for one year and includes a maximum payment of \$90,000 to fund JEDCO's related extended CEA with GNO, Inc. A resolution approving the corresponding Amendment No. 1 to the CEA with GNO, Inc. will be presented to the Executive Committee of JEDCO's Board for its consideration at its June 30, 2022 meeting.

Recommendation:

To seamlessly continue the beneficial arrangement between Jefferson Parish, JEDCO and GNO, Inc. that furthers economic development in Jefferson Parish and advances EDGE 2025 strategies, JEDCO staff recommends approval of the attached resolution which approves and authorizes the execution of Amendment No. 1 to the IGA with Jefferson Parish.

- Attachments (3):
1. JEDCO Board Resolution
 2. Exhibit A: Amendment No. 1 to the IGA
 3. Exhibit B: IGA between Jefferson Parish and JEDCO executed 7/13/21

**JEFFERSON PARISH ECONOMIC DEVELOPMENT
AND PORT DISTRICT
June 30, 2022**

On motion of _____, seconded by _____,
the following resolution was offered:

RESOLUTION

A resolution approving Amendment No. 1 to an
Intergovernmental Agreement with the Parish of Jefferson for
economic development and related services, and providing for
related matters

WHEREAS, pursuant to La. R.S. 34:2022(J), JEDCO serves as the principal parish organization for furthering economic development of the parish and for promoting and assisting the growth and development of parish industrial and business concerns; and

WHEREAS, Art. VII, Sec. 14(C) of the Louisiana Constitution of 1974 provides that for a public purpose, the State and its political subdivisions may engage in cooperative endeavors with each other, with the United States or its agencies, or with any public or private organization, corporation or individuals; and

WHEREAS, Art. VII, Sec. 14(B) of the Louisiana Constitution of 1974 provides that public funds may be used for programs of social welfare for the aid and support of the citizens of Jefferson Parish; and

WHEREAS, Greater New Orleans, Inc. ("GNO, Inc.") is a regional economic development alliance serving the ten-parish region of Southeast Louisiana, including Jefferson Parish; and

WHEREAS, Jefferson Parish and JEDCO entered into an Intergovernmental Agreement ("IGA") on July 13, 2021 regarding the provision of funding for a cooperative agreement between JEDCO and GNO, Inc. to provide economic development and related services; and

WHEREAS, the IGA will expire on the year anniversary of the effective date of the agreement, unless renewed prior to the year anniversary; and

WHEREAS, the Parties mutually desire to amend the IGA to extend the term by one (1) year, modify the deliverables/scope of services, and provide for additional funding.

WHEREAS, the transfer or expenditure of public funds or property is not a gratuitous donation; and

WHEREAS, the citizens of Jefferson Parish will benefit from the efforts of these parties working together; and

NOW, THEREFORE, BE IT RESOLVED by the Executive Committee of the Board of Commissioners of the Jefferson Parish Economic Development and Port District that:

JEDCO hereby approves Amendment No. 1 to the Intergovernmental Agreement between JEDCO and the Parish of Jefferson regarding the provision of funding for economic development, substantially in the form attached to this resolution as Exhibit A and JEDCO's President & CEO or JEDCO Chair or Vice-Chair are authorized to execute Amendment No. 1 to the Intergovernmental Agreement and any and all documents required to carry out the provisions of this resolution.

The foregoing resolution having been submitted to a vote, the vote hereon was as follows:

YEAS:

NAYS:

ABSENT:

The resolution was declared to be adopted on this the 30th day of June, 2022.

Attested by:

Josline Gosserand Frank
JEDCO Secretary

EXHIBIT A

**AMENDMENT NO. 1 TO THE INTERGOVERNMENTAL AGREEMENT
BETWEEN
PARISH OF JEFFERSON
AND
JEFFERSON PARISH ECONOMIC DEVELOPMENT
AND PORT DISTRICT**

This Amendment No. 1 to the Intergovernmental Agreement is made and entered into on this ____ day of _____, 2022, by and between **Parish of Jefferson** (hereinafter “Parish”), acting herein by and through Ricky J. Templet, Chairperson of the Jefferson Parish Council, duly authorized to act pursuant to Resolution No. _____ adopted on the ____ day of June, 2022, and **Jefferson Parish Economic Development and Port District** (hereinafter “JEDCO”) represented herein by Jerry Bologna, its President and Chief Executive Officer.

Parish and JEDCO may be referred to herein as “Party,” individually, and “Parties,” collectively.

WITNESSETH

WHEREAS, in accordance with Resolution No. 137804, adopted on June 9, 2021, Parish and JEDCO entered into an agreement regarding the provision of funding for economic development and related services and providing for related matters (hereinafter “Agreement”); and

WHEREAS, Section II (“Payment”) of the Agreement provides that Parish shall provide JEDCO with funding in the amount of NINETY THOUSAND AND 00/100 DOLLARS (\$90,000.00) for services and deliverables provided; and

WHEREAS, Section III (“Term”) of the Agreement provides that the term of the Agreement shall commence on the date of execution and shall terminate on the first anniversary thereof; and,

WHEREAS, the Parties mutually desire to amend the Agreement to extend the term by one (1) year, modify the deliverables/scope of services, and provide for additional funding for the one (1) year extension period.

NOW THEREFORE, the Agreement is hereby amended as follows:

SECTION 1. The foregoing preambles are accepted as true and correct by the parties and are incorporated herein as if stated in their entirety herein.

SECTION 2. That Section I. (“Deliverables/Services”) of the Agreement is hereby deleted and amended to read as follows:

In consideration for the funding provided herein, JEDCO shall cooperate with GNO, Inc. for the delivery of the economic development services set forth below and for other related services that JEDCO may deem appropriate. JEDCO shall direct and supervise the delivery all such services.

Business Development:

- 1) Proactively market Jefferson Parish to national site selectors, corporate location advisors, and to companies seeking to locate operations in the Greater New Orleans region. Attraction efforts will focus on the target sectors and actions identified in the Jefferson EDGE 2025 plan, as well as on major Jefferson Parish assets such as Avondale Marine, Churchill Technology & Business Park, Louis Armstrong New Orleans International Airport, Fat City, Gretna, and other strategic assets as determined by JEDCO.
 - a. Proactively with lead development strategies identifying prospective companies that are a fit for Jefferson Parish. On a quarterly basis, JEDCO’ Director of Industry Recruitment and GNO, Inc. will meet to share all relevant business development leads, and GNO, Inc. will work closely with JEDCO to market Jefferson opportunities to prospects.

Resolution No. _____
Jefferson Parish Economic Development and Port District
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EXHIBIT A

- b. Cooperate to include JEDCO and Jefferson Parish assets on the itinerary where GNO, Inc. holds a regional site familiarization tour for site selectors. Where GNO, Inc. holds other site selector events, such as roundtables and other networking events, cooperate to provide JEDCO with an outreach opportunity to participating site selector(s).
- 2) Cooperate to ensure JEDCO is notified of all business retention and expansion endeavors in Jefferson Parish, and that every effort is made to include JEDCO in these meetings.
- 3) Once JEDCO obtains approval from FEMA of a LOMR-F on JEDCO's filled property within Churchill Park, work closely with LED site certification team to obtain funding for certification of business sites within the Churchill Park and assist JEDCO with the certification process.
- 4) Incorporate information and attributes of key development sites and districts in Jefferson Parish, including Fat City and other sites, on the StartupNola website in the form of videos, aerials, maps and/or other content.
- 5) In support of wind power supply chain development and other renewable energy and decarbonization efforts within our region, work to identify Jefferson Parish companies to interview and partner with JEDCO to host an informational workshop for companies in Jefferson Parish with transferable capabilities.
- 6) Support JEDCO's efforts in identifying the costs, building and equipment specs and funding source(s) to construct and operate a food incubator in Jefferson Parish and to advance the project.

Business Environment:

- 7) Provide legislative lobbying, research, and advocacy activities on mutually defined projects and initiatives that benefit economic development in Jefferson Parish and the Greater New Orleans region, including but not limited to advocacy regarding the National Flood Insurance Program and tax incentive programs.
- 8) Support JEDCO and Jefferson Parish with vetting and prioritizing catalytic projects for funding by federal stimulus dollars, including enhancing broadband access and other infrastructure measures that drive business continuity and resiliency.
- 9) As requested by JEDCO and Jefferson Parish Transit, provide assistance with promoting and ensuring improved regional transit. Possible assistance could include the implementation of the Regional Planning Commission's Comprehensive Operations Analysis ("New Links"), promoting improved communications between parishes, and overseeing a study that identifies best practices and creative approaches for securing revenue streams to support the continued operations of Jefferson Parish Transit service.
- 10) Play a lead role in advancing the New Orleans to Baton Rouge passenger rail project for the region and will advocate for a rail station in Jefferson Parish. Seek regular updates from the Southern Rail Commission and DOTD regarding the feasibility study and next steps and share the updates with JEDCO.
- 11) Provide data and research through EMSI and other sources, and economic impact analyses through IMPLAN upon request from JEDCO and Jefferson Parish.
- 12) Work with Jefferson Parish companies to drive curriculum change at regional universities and technical colleges through its GNOu initiative.
- 13) Undertake strategies contained in the EDGE 2025 toward the designation of the Jefferson Highway corridor as a "medical innovation district" such as limited research, assisting with the identification of a firm to study innovation districts throughout the country, coordination of study missions, and strategy development.

Marketing:

- 14) Continue to develop new marketing campaigns highlighting the Greater New Orleans region and Jefferson Parish through print, radio, television, and social media. Means to achieve these earned media goals will include press releases for major wins, press events, when appropriate and impactful; editorials and op-ed pieces; regular scheduled appearances on local TV and radio; media tours to major external markets.
- 15) Support efforts to promote JEDCO events, initiatives, projects and economic development wins through social media, press releases and other platforms as necessary.
- 16) Participate in quarterly meetings of the Jefferson Parish Communications Coalition to ensure alignment of public messaging.

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- 17) Offer quality of life tours, job placement and other talent needs to existing and prospective Jefferson Parish companies.
- 18) Maintain Destination GNO’s Jefferson Parish features and community information with input from JEDCO.
- 19) Develop and implement strategies to attract and retain remote workers to Jefferson Parish and the Greater New Orleans region utilizing JEDCO-produced collateral, digital media and/or input where possible.

Other:

- 20) Support JEDCO and Jefferson Parish in all other areas as needed in order to create jobs and wealth in Jefferson Parish and promote Jefferson in general.
- 21) Provide quarterly activity reports to JEDCO on the 13th day (or next business day) of the month following the completed quarter, the Jefferson Parish Council and Jefferson Parish President reporting on progress made under these deliverables. Additionally, GNO, Inc. will provide an annual presentation reporting on progress to the JEDCO Board of Commissioners (date of presentation to be coordinated with JEDCO).

SECTION 3. That Section II. (“Payment”) of the Agreement is hereby deleted and amended to read as follows:

Parish shall provide JEDCO with funding in the amount of NINETY THOUSAND AND 00/100 DOLLARS (\$90,000.00) annually for services and deliverables provided hereunder.

SECTION 4. That Section III. (“Term”) of the Agreement is hereby deleted and amended to read as follows:

Except in the case of earlier termination, as hereafter specifically provided, the term of this Agreement shall commence on July 13, 2021 and shall terminate at midnight on July 12, 2023.

SECTION 5. Miscellaneous: Except where specifically modified herein, the remainder of the Agreement is intact, valid, and fully enforceable. The Agreement, as amended, by the First Amendment represents the full agreement by the PARTIES thereto and supersedes any written or oral representations concerning the subject matter therein, except in written form signed by both PARTIES. For conflicts between the Agreement and the First Amendment the First Amendment shall control.

This First Amendment to the Agreement is executed on the latest date indicated below.

PARISH OF JEFFERSON

Date: _____

By: _____
RICKY J. TEMPLET, Chairperson
Jefferson Parish Council

JEFFERSON PARISH ECONOMIC
DEVELOPMENT AND PORT DISTRICT

Date: _____

By: _____
JERRY BOLOGNA, President and C.E.O.

EXHIBIT B

**INTERGOVERNMENTAL AGREEMENT
BETWEEN
PARISH OF JEFFERSON
AND
JEFFERSON PARISH ECONOMIC DEVELOPMENT
AND PORT DISTRICT**

This Agreement is made and entered into as of the date of full execution by the parties, as evidenced by the electronic signatures, by and between **Parish of Jefferson** (hereinafter "Parish") represented herein by Scott A. Walker, Chairperson of the Jefferson Parish Council, PARISH's governing authority, duly authorized to act pursuant to Resolution No. 137804 adopted on the 9th day of June, 2021, and **Jefferson Parish Economic Development and Port District** (hereinafter "JEDCO") represented by Jerry Bologna, its President and Chief Executive Officer. Parish and JEDCO may be referred to herein as "Party," individually, and "Parties," collectively. Parish and JEDCO may be referred to herein as "Party," individually, and "Parties," collectively.

WHEREAS, Parish is political subdivision of the State of Louisiana that operates under a home rule charter and plan of government adopted in accordance with Article XIV, Section 3(c) of the Louisiana Constitution of 1921; and

WHEREAS, pursuant to Section 1.01 of Parish's home rule charter, Parish is vested with all of the powers, rights, and authority now or hereafter vested in parishes, parish governments, and parish officers and in the Parish of Jefferson in particular by the Constitution and laws of the State of Louisiana; and

WHEREAS, JEDCO is a political subdivision of the State of Louisiana and a special district of Parish, which has the power to acquire, construct, improve, maintain, and operate projects as provided in Chapter 20 of Title 34 of the Louisiana Revised Statutes of 1950, and to provide such additional parish services within the district as may be required by the Jefferson Parish Council; and

WHEREAS, pursuant to La. R.S. 34:2022(J), JEDCO serves as the principal parish organization for furthering economic development of the parish and for promoting and assisting the growth and development of parish industrial and business concerns; and

WHEREAS, Art. VII, Sec. 14(C) of the Louisiana Constitution of 1974 provides that for a public purpose, the State and its political subdivisions may engage in cooperative endeavors with each other, with the United States or its agencies, or with any public or private organization, corporation or individuals; and

WHEREAS, Greater New Orleans, Inc. (hereinafter "GNO, Inc.") is a regional economic development alliance serving the ten parish region of Southeast Louisiana; and

WHEREAS, in effort to promote greater synergy between JEDCO and GNO, Inc. and to maximize the delivery of economic development services, Parish desires for JEDCO to cooperate with GNO, Inc. on the supplementary economic development and related services set forth herein; and

WHEREAS, Parish will provide JEDCO with funding in the amount of \$90,000.00 for the services/deliverables set forth in this Agreement; and

WHEREAS, the transfer expenditure of public funds pursuant to this Agreement is for a public purpose and is not a gratuitous donation; and

WHEREAS, the citizens of Jefferson Parish will benefit from the cooperative efforts of the Parties.

NOW, THEREFORE, Parish and JEDCO hereby agree as follows:

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I. SERVICES/DELIVERABLES

In consideration for the funding provided herein, JEDCO shall cooperate with GNO, Inc. for the delivery of the economic development services set forth below and for other related services that JEDCO may deem appropriate. JEDCO shall direct and supervise the delivery of all such services.

Business Development:

- 1) Proactively market Jefferson Parish to national site selectors, corporate location advisors, and to companies seeking to locate operations in the Greater New Orleans region. Attraction efforts will focus on target sectors and actions identified in the Jefferson EDGE 2025 plan, as well as on major Jefferson Parish assets such as Avondale Marine, Churchill Technology & Business Park, Louis Armstrong New Orleans International Airport, Fat City, Gretna, and other strategic assets as determined by JEDCO.
 - a. Proactively engage with lead development strategies identifying prospective companies that are a fit for Jefferson Parish. JEDCO and GNO, Inc. will meet on a quarterly basis to share all relevant business development leads, and work closely to market Jefferson opportunities to prospects.
- 2) Cooperate to ensure that JEDCO is notified of all business retention and expansion endeavors in Jefferson Parish, and that every effort is made to include JEDCO in these meetings.
- 3) Work closely with LED site certification team to identify potential sites in Jefferson Parish for certification and assist with the certification process.
- 4) Promotion of Jefferson Parish's Opportunity Zones in order to capture investment and increase redevelopment opportunities, including but not limited to organizing at least one tour of a Jefferson Parish Opportunity Zone project for investors and brokers.
- 5) Provide support with revitalization and development efforts in Fat City in association with a Fat City Center, Pocket Park and Library Community Space.
- 6) Assist with facilitating discussions with local and regional higher education institutions, business and industry leaders, real estate professionals, and economic development partners to explore the potential to create a center of excellence in Churchill Tech Park.

Business Environment:

- 7) Provide legislative lobbying, research, and advocacy activities on mutually defined projects and initiatives that benefit economic development in Jefferson Parish and the Greater New Orleans region, including but not limited to advocacy regarding the National Flood Insurance Program and assistance with vetting and prioritizing catalytic projects for funding by federal stimulus dollars.
- 8) Work with Jefferson Transit ("JeT") on promoting and ensuring improved regional transit, including the implementation of the Regional Planning Commission's Comprehensive Operations Analysis ("New Links") and overseeing a study that identifies best practices and creative approaches for securing revenue streams to support the continued operations of JeT transit service.
- 9) Provide research through EMSI and economic impact analyses through IMPLAN upon request.
- 10) Participate on Jefferson Parish's Broadband Task Force to study and identify ways to provide high-speed internet access to underserved areas, residents, and businesses in Jefferson Parish.
- 11) Work with Jefferson Parish companies to drive curriculum change at regional universities and technical colleges through the GNOu initiative.

Marketing:

- 12) Continue to develop new marketing campaigns highlighting the Greater New Orleans region and Jefferson Parish through print, radio, television, and social media. Means to achieve these earned media goals will include press releases for major wins, press events,

EXHIBIT B

when appropriate and impactful; editorials and op-ed pieces; regular scheduled appearances on local TV and radio; media tours to major external markets.

- 13) Support efforts to promote JEDCO events, initiatives, projects and economic development wins through social media, press releases and other platforms as necessary.
- 14) Participate in quarterly meetings of the Jefferson Parish Communications Coalition to ensure alignment of public messaging.
- 15) Develop alignment around a coordinated brand for the region's medical infrastructure, as specified in the Jefferson EDGE 2020 economic development strategic plan. Align strategies around marketing efforts to ensure clear and integrated messaging around promoting Jefferson Parish to the business community at large and within other key growth industry clusters.
- 16) Offer quality of life tours, job placement and other talent needs to existing and prospective Jefferson Parish companies.
- 17) Maintain Destination GNO's Jefferson Parish features and community information with input from JEDCO.
- 18) Development of a remote worker attraction and retention initiative to pitch Jefferson Parish and Greater New Orleans as an attractive location for remote workers to live and work.

Other:

- 19) Provide support in all other areas as needed in order to create jobs and wealth in Jefferson Parish and promote Jefferson in general.
- 20) Provide quarterly activity reports to the Jefferson Parish Council and Jefferson Parish President regarding progress made under these deliverables, and an annual presentation reporting on progress to the JEDCO Board of Commissioners.

II. PAYMENT

Parish shall provide JEDCO with funding in the amount of NINETY THOUSAND AND 00/100 DOLLARS (\$90,000.00) for services and deliverables provided hereunder.

III. TERM

Except in the case of earlier termination, as hereafter specifically provided, the term of this Agreement shall commence on the date of execution and shall terminate on the first anniversary thereof.

IV. TERMINATION

The terms of this Agreement shall be binding upon the Parties hereto until the services/deliverables have been completed, but this Agreement may be terminated under any or all of the following conditions:

- a. By mutual agreement and consent of the Parties hereto.
- b. By Parish as a consequence of the failure of JEDCO to comply with the terms or quality of work in a satisfactory manner, proper allowance being made for circumstances beyond the control of JEDCO, provided Parish will give JEDCO written notice of any such failure and ten (10) days to cure any such failure.
- c. By either Party upon failure of the other Party to fulfill its obligation as set forth in the Agreement.
- d. By Parish for cause by issuing JEDCO thirty (30) days written notice.
- e. By Parish for convenience by issuing JEDCO thirty (30) days written notice.

JEDCO shall be entitled to payment for deliverables in progress to the extent work has been performed satisfactorily.

EXHIBIT B

V. FORCE MAJEURE

Neither Party to this Agreement shall be responsible to the other Party hereto for any delays or failure to perform caused by any circumstances reasonably beyond the immediate control of the party prevented from performing, including, but not limited to, acts of God.

VI. INDEMNIFICATION

JEDCO shall indemnify and hold harmless Parish against any and all claims, demands, suits, costs, liabilities or judgments for sums of money, and fines or penalties asserted by any person, firm or organization for loss of life or injury or damages to person or property, to the extent caused by the negligent acts, errors, and/or omissions by JEDCO, its agents, servants or employees, while engaged upon or in connection with the services required to be performed by JEDCO under this Agreement.

Further, JEDCO hereby agrees to indemnify Parish for all reasonable expenses and attorney's fees incurred by or imposed upon Parish in connection therewith for any loss, damage, injury or other casualty pursuant to this section. JEDCO further agrees to pay all reasonable expenses and attorney's fees incurred by Parish in establishing the right to indemnity pursuant to the provisions of this Section.

VII. REPORTS

JEDCO shall furnish narrative reports to the Jefferson Parish Internal Auditor on the amounts and reasons for all expenditures of funds allocated under this Agreement. Agreements for amounts that are less than \$100,000.00 require annual narrative reporting and such reports shall be furnished by the end of the calendar year in which the Agreement is executed. Agreements for amounts of \$100,000.00 or greater require quarterly narrative reporting. Narrative reports for Agreements of less than 1 year in duration must be furnished within 30 days of the event taking place.

VIII. COST AND COLLECTION RECORDS

Parish shall be entitled to audit the books, documents, papers and records of JEDCO and any subcontractors which are reasonably related to this Agreement. JEDCO and its subcontractors shall maintain all books, documents, papers, accounting records and other evidence pertaining to funds collected and shall make such materials available at their respective offices at all reasonable times during the Agreement period and for three years from date of final payment under this Agreement, for inspection by Parish, and copies thereof shall be furnished if requested.

IX. NOTICE

All notices and correspondence required to be sent shall be by U.S. Certified Mail – Return Receipt Requested, or via nationally recognized overnight courier service addressed as follows:

PARISH:	Scott A. Walker Council Chairperson Jefferson Parish Council 200 Derbigny Street, Suite 6200 Gretna, Louisiana 70053
JEDCO:	Jerry Bologna President & CEO Jefferson Parish Economic Development and Port District 700 Churchill Parkway Avondale, Louisiana 70094

EXHIBIT B

X. ASSIGNMENT

This Agreement shall be binding upon the successors and assigns for the Parties hereto. This Agreement shall not be assigned or subcontracted in whole or in part by JEDCO as to the services to be performed hereunder without the written consent of PARISH.

XI. LEGAL COMPLIANCE

Parish and JEDCO shall comply with all federal, state, and local laws and regulations, including, specifically, the Louisiana Code of Governmental Ethics (R.S. 42:1101, *et seq.*) in carrying out the provisions of this Agreement and Legislative Auditor's authority to audit (R.S. 24:513) in order to monitor and evaluate the use of the funds to ensure effective achievement of project goals and objectives.

XII. EMPLOYMENT OF PARISH PERSONNEL

JEDCO certifies that it has not employed and will not employ any person to engage in the performance of this Agreement who is, presently, or at the time of such employment, an employee of Parish.

XIII. DISCRIMINATION CLAUSE

JEDCO agrees to abide by the requirements of the following as applicable: Title VI and VII of the Civil Rights Act of 1964, as amended by the Equal Opportunity Act of 1972, Federal Executive Order 11246, the Federal Rehabilitation Act of 1973, as amended, the Vietnam Era Veteran's Readjustment Assistance Act of 1974, Title IX of the Education Amendments of 1972, the Age Discrimination Act of 1975, and JEDCO agrees to abide by the requirements of the Americans with Disabilities Act of 1990. JEDCO agrees not to discriminate in its employment practices, and will render services under this contract without regard to race, color, religion, sex, sexual orientation, national origin, veteran status, political affiliation, or disabilities. Any act of discrimination committed by JEDCO, or failure to comply with these statutory obligations when applicable shall be grounds for termination of this Agreement.

XIV. ANNUAL APPROPRIATION

This Agreement is contingent upon the appropriation of funds by Parish. If the Jefferson Parish Council fails to appropriate sufficient monies to provide for the continuation of this Agreement, the Agreement shall terminate on the last day of the fiscal year for which funds were appropriated. Such termination shall be without penalty or expense to Parish except for payments which have been earned prior to the termination date. Termination of this Agreement by Parish under the provision of this section shall not constitute an event of default. The decision to fund or not to fund this Agreement for the next fiscal year will be made by the Jefferson Parish Council in its unfettered discretion based upon what the Jefferson Parish Council believes to be in the best interests of Parish. The Jefferson Parish Council may in its discretion opt not to fund this Agreement for a subsequent fiscal year or years for any reason.

XV. JURISDICTION

This Agreement shall be deemed to be made under the laws of the State of Louisiana, and for all purposes shall be interpreted in its entirety in accordance with the laws of the State of Louisiana. JEDCO hereby agrees and consents to the jurisdiction of the courts of the State of Louisiana over its person. The Parties hereto agree that the sole and exclusive jurisdiction and venue for any suit or proceeding brought pursuant to this contract shall be the Twenty-Fourth Judicial District Court for the Parish of Jefferson, State of Louisiana.

XVI. SEVERABILITY

If any provision of this Agreement is held invalid by a Court of competent jurisdiction, such provision will be deemed amended in a manner which renders it valid, or if it cannot be so amended, it will be deemed to be deleted. Such amendment or deletion will not affect the validity of any other provisions of this Agreement.

EXHIBIT B**XVII. DUTY TO COOPERATE WITH INSPECTOR GENERAL**

It shall be the duty of every parish officer, employee, department, agency, special district, board, and commission and the duty of every contractor, subcontractor, and licensee of the parish, and the duty of every applicant for certification of eligibility for a parish contract or program, to cooperate with the inspector general in any investigation, audit, inspection, performance review, or hearing pursuant to JPCO 2-155.10(19). By signing this document, every corporation, partnership, or person contracting with Parish, whether by cooperative endeavor, intergovernmental agreement, bid, proposal, application or solicitation for a parish contract, and every application for certification of eligibility for a parish contract or program, attests that it understands and will abide by all provisions of JPCO 2-155.10.

XVIII. ENTIRE AGREEMENT

This Agreement constitutes the entire Agreement between Parish and JEDCO, and supersedes all prior negotiations, representations or Agreements, either written or oral. This Agreement may be amended only by written instrument signed by both Parish, through its Council Chairman and JEDCO by its authorized representative.

This Agreement is fully executed on the latest date indicated below.

DATE:**PARISH OF JEFFERSON**

7/12/2021

By: SCOTT A. WALKERSCOTT A. WALKER, Chairperson
Jefferson Parish Council**DATE:****JEFFERSON PARISH ECONOMIC
DEVELOPMENT AND PORT DISTRICT**

7/13/2021

By: Jerry Bologna

JERRY BOLOGNA, President & CEO



MEMORANDUM

DATE: June 23, 2022

TO: JEDCO Executive Committee of the Board of Commissioners

FROM: Jerry Bologna, President & CEO
via Lacey Bordelon, Vice President & COO

SUBJECT: A resolution approving Amendment No. 1 to the Cooperative Endeavor Agreement with Greater New Orleans, Inc. for economic development and related services

***This is a companion item to the previous JEDCO Executive Committee Meeting agenda item regarding the approval of Amendment No. 1 to the Intergovernmental Agreement with Jefferson Parish.**

Background:

Under an existing Cooperative Endeavor Agreement (CEA) with JEDCO, GNO, Inc. provides economic development assistance and deliverables to further economic development in Jefferson Parish. The CEA term is for one-year and JEDCO remits \$90,000 to GNO, Inc. in exchange for the services and assistance that GNO, Inc. provides. That agreement is funded by Jefferson Parish under a related Intergovernmental Agreement (IGA) between the parish and JEDCO. The one-year terms of the IGA and CEA will expire on July 13, 2022 and July 21, 2022, respectively. Due to the success of the arrangement, all parties desire to extend the agreements for an additional one-year term and provide \$90,000 for the additional year of services.

Discussion:

JEDCO and GNO, Inc. have fostered a robust working relationship to further economic development in Jefferson Parish and wish to continue advancing these and other efforts including new activities seamlessly through an extension to the CEA. The Jefferson Parish Council desires to fund the delivery of economic development services for an additional year through an extension to the related IGA. The Council is set to consider a resolution approving Amendment No. 1 to the IGA with JEDCO on June 29, 2022.

The proposed Amendment No. 1 to the CEA between JEDCO and GNO, Inc. includes an updated list of economic development deliverables focused on business development, enhancing the business environment, marketing and other activities. The deliverables incorporate many of JEDCO's priorities for the calendar year which include EDGE 2025 initiatives. Amendment No. 1 to the CEA is for a term of one year, and payment to GNO, Inc. under this CEA (maximum \$90,000) is contingent upon JEDCO receiving funding for this endeavor from Jefferson Parish via the related amendment to the IGA.

Recommendation:

To seamlessly continue the robust working relationship to further economic development in Jefferson Parish and advance EDGE 2025 strategies, JEDCO staff recommends approval of the resolution which approves and authorizes the execution of Amendment No. 1 to the CEA with GNO, Inc.

Attachments (3):

1. JEDCO Board Resolution
2. Exhibit A: Amendment No. 1 to Cooperative Endeavor Agreement
3. Exhibit B: CEA between JEDCO and GNO, Inc. executed 7/21/21

**JEFFERSON PARISH ECONOMIC DEVELOPMENT
AND PORT DISTRICT
June 30, 2022**

On motion of _____, seconded by _____,
the following resolution was offered:

RESOLUTION

A resolution approving Amendment No. 1 to a Cooperative
Endeavor Agreement with Greater New Orleans, Inc. for
economic development and related services, and providing for
related matters

WHEREAS, pursuant to La. R.S. 34:2022(J), JEDCO serves as the principal parish organization for furthering economic development of the parish and for promoting and assisting the growth and development of parish industrial and business concerns; and

WHEREAS, Greater New Orleans, Inc. ("GNO, Inc.") is a regional economic development alliance serving the ten-parish region of Southeast Louisiana; and

WHEREAS, Art. VII, Sec. 14(C) of the Louisiana Constitution of 1974 provides that for a public purpose, the State and its political subdivisions may engage in cooperative endeavors with each other, with the United States or its agencies, or with any public or private organization, corporation or individuals; and

WHEREAS, Art. VII, Sec. 14(B) of the Louisiana Constitution of 1974 provides that public funds may be used for programs of social welfare for the aid and support of the citizens of Jefferson Parish; and

WHEREAS, JEDCO and ORGANIZATION entered into a Cooperative Endeavor Agreement ("CEA") on July 21, 2021, attached hereto as Exhibit "B", through which JEDCO oversees the delivery of several economic development and related deliverables by the ORGANIZATION for the benefit of the Parish of Jefferson; and

WHEREAS, the CEA was supported and funded through an Intergovernmental Agreement ("IGA") between JEDCO and the Parish of Jefferson, originally executed on July 13, 2021; and

WHEREAS, both the CEA and the IGA expire on the year anniversary of the effective date of the agreements, unless renewed prior to the year anniversary; and

WHEREAS, JEDCO has received guidance from the Jefferson Parish Council that the Council intends to extend the related IGA for an additional one-year term and provide funding for the additional one-year term; and

WHEREAS, JEDCO and ORGANIZATION have fostered a robust working relationship to further economic development in Jefferson Parish and wish to continue to advance these and other efforts and new activities for an additional year through Amendment No. 1 to the Cooperative Endeavor Agreement; and

WHEREAS, the transfer or expenditure of public funds or property is not a gratuitous donation; and

WHEREAS, the citizens of Jefferson Parish will benefit from the efforts of these parties working together; and

WHEREAS, the deliverables and funding provided for in this Amendment are contingent

upon the allocation of funds for such purposes to JEDCO by the Parish of Jefferson through an approved Amendment No. 1 to the Intergovernmental Agreement.

NOW, THEREFORE, BE IT RESOLVED by the Executive Committee of the Board of Commissioners of the Jefferson Parish Economic Development and Port District that:

JEDCO hereby approves Amendment No. 1 to the Cooperative Endeavor Agreement between JEDCO and Greater New Orleans, Inc. for economic development and related services in substantially the form attached to this resolution as Exhibit A and JEDCO's President & CEO or JEDCO Chair or Vice-Chair are authorized to execute Amendment No. 1 to the Cooperative Endeavor Agreement between JEDCO and Greater New Orleans, Inc. and any and all documents required to carry out the provisions of this resolution.

The foregoing resolution having been submitted to a vote, the vote hereon was as follows:

YEAS:

NAYS:

ABSENT:

The resolution was declared to be adopted on this the 30th day of June, 2022.

Attested by:

Josline Gosserand Frank
JEDCO Secretary

EXHIBIT A

**AMENDMENT NO. 1 TO COOPERATIVE ENDEAVOR AGREEMENT
BETWEEN
JEFFERSON PARISH ECONOMIC DEVELOPMENT AND PORT DISTRICT
AND
GREATER NEW ORLEANS, INC.**

THIS AMENDMENT NO. 1 TO COOPERATIVE ENDEAVOR AGREEMENT (hereinafter “Amendment”) is made and entered into on this ____ day of _____, 2022, by and between Jefferson Parish Economic Development and Port District (hereinafter “JEDCO”), represented by its President and Chief Executive Officer Jerry Bologna and duly authorized to act by JEDCO’s Executive Committee of the Board of Commissioners pursuant to JEDCO Resolution adopted on [Insert DATE], and Greater New Orleans, Inc., Federal ID No. 720272090 (hereinafter “ORGANIZATION”), represented by Michael Hecht, its President and Chief Executive Officer, to-wit:

WHEREAS, JEDCO and ORGANIZATION entered into a Cooperative Endeavor Agreement (hereinafter “Agreement”) on July 21, 2021, attached hereto as Exhibit “B”, through which JEDCO oversees the delivery of several economic development and related deliverables by the ORGANIZATION for the benefit of the Parish of Jefferson; and

WHEREAS, the Agreement was supported and funded through an Intergovernmental Agreement (“IGA”) between JEDCO and the Parish of Jefferson, originally executed on July 13, 2021; and

WHEREAS, both the Agreement and the IGA expire on the year anniversary of the effective date of the agreements, unless renewed prior to the year anniversary; and

WHEREAS, JEDCO has received guidance from the Jefferson Parish Council that the Council intends to extend the IGA for an additional one-year term and provide an additional \$90,000; and

WHEREAS, JEDCO and the ORGANIZATION desire to cooperate in the implementation of the Agreement and this Amendment No. 1 to the Agreement as hereinafter provided;

WHEREAS, the transfer or expenditure of public funds or property is not a gratuitous donation; and

WHEREAS, the citizens of Jefferson Parish will benefit from the efforts of these parties working together; and

EXHIBIT A

WHEREAS, the deliverables and funding provided for in this Amendment are contingent upon the allocation of funds for such purposes to JEDCO by the Parish of Jefferson through an approved Intergovernmental Agreement.

NOW, THEREFORE, JEDCO and ORGANIZATION hereby agree as follows:

SECTION 1. That Paragraph 3.0 (“Payment”) is hereby deleted and amended to read as follows:

3.0 - In consideration of the services described above, JEDCO hereby agrees to pay the ORGANIZATION a maximum fee of Ninety Thousand Dollars (\$90,000.00) annually, to be made in two equal installments of Forty-Five Thousand Dollars (\$45,000.00) each year. ORGANIZATION will submit accurate invoices for completed work to JEDCO in the sixth and twelfth months of the term of this Agreement prior to payments being processed. Payment is contingent on the allocation of funds by the Jefferson Parish Council to JEDCO as authorized via an intergovernmental agreement approved by Council Resolution No. 137804, adopted on June 9, 2021, and Council Resolution No. _____, adopted on _____.

SECTION 2. That Paragraph 4.0 (“Term of Agreement”) of the Agreement is hereby deleted and amended to read as follows:

4.0 - The term for this Agreement shall commence on July 21, 2021 and shall terminate at midnight on July 20, 2023, unless sooner terminated as provided in Paragraphs 5 and 6. This agreement may be extended for an additional year upon the consent of both parties and with the allocation of funds to JEDCO by Jefferson Parish through an approved intergovernmental agreement.

SECTION 3. That “Exhibit A: Deliverables” of the Agreement is hereby amended by deleting the text in its entirety and replacing it with the document entitled “Exhibit A: Deliverables,” which is attached to this Amendment as Exhibit A.

SECTION 4. That notwithstanding any provision of this Amendment or of the Agreement to the contrary, the provision of funding for the deliverables specified in this Amendment is contingent upon the allocation of funds for such purposes to JEDCO from the Parish of Jefferson through an approved Intergovernmental Agreement. ORGANIZATION shall not commence work on the services/deliverables specified in Exhibit A of this Amendment prior to receiving a written notice to proceed from JEDCO.

SECTION 5. That all other terms and conditions of the Agreement will remain unchanged and in full force and effect except as amended herein.

SECTION 6. That this Amendment may be executed in two or more counterparts, each of which shall be deemed an original but all of which taken together shall constitute one and the

EXHIBIT A

same instrument. Signatures to this Amendment transmitted by facsimile, email, portable document format (.pdf) or by any other electronic means intended to preserve the original graphic and pictorial appearance of this Amendment shall have the same effect as the physical delivery of the paper document bearing original signature.

[REMAINDER OF PAGE INTENTIONALLY BLANK]

EXHIBIT A

SIGNATURE PAGE FOR AMENDMENT NO. 1 TO COOPERATIVE ENDEAVOR AGREEMENT BETWEEN JEFFERSON PARISH ECONOMIC DEVELOPMENT AND PORT DISTRICT AND GREATER NEW ORLEANS, INC.

WITNESSES:

JEDCO

Signature: _____

Print Name:

By: _____

Jerry Bologna

President and Chief Executive Officer

Signature: _____

Print Name:

WITNESSES:

Greater New Orleans, Inc.

Signature: _____

Print Name:

By: _____

Michael Hecht

President and Chief Executive Officer

Signature: _____

Print Name:

EXHIBIT A

EXHIBIT A: Deliverables

Business Development:

- 1) GNO, Inc. will proactively market Jefferson Parish to national site selectors, corporate location advisors, and to companies seeking to locate operations in the Greater New Orleans region. Attraction efforts will focus on the target sectors and actions identified in the Jefferson EDGE 2025 plan, as well as on major Jefferson Parish assets such as Avondale Marine, Churchill Technology & Business Park, Louis Armstrong New Orleans International Airport, Fat City, Gretna, and other strategic assets as determined by JEDCO.
 - a. GNO, Inc. will be proactively engaged with lead development strategies identifying prospective companies that are a fit for Jefferson Parish. On a quarterly basis, GNO, Inc. will meet with JEDCO's Director of Industry Recruitment to share all relevant business development leads, and GNO, Inc. will work closely with JEDCO to market Jefferson opportunities to prospects.
 - b. Where GNO, Inc. holds a regional site familiarization tour for site selectors, GNO, Inc. will include JEDCO and Jefferson Parish assets in the tour's itinerary. Where GNO, Inc. holds other site selector events, such as roundtables and other networking events, GNO, Inc. will provide JEDCO with an outreach opportunity to participating site selector(s).
- 2) GNO, Inc. will notify JEDCO of all business retention and expansion endeavors in Jefferson Parish, and will make every effort to include JEDCO in these meetings.
- 3) Once JEDCO obtains approval from FEMA of a LOMR-F on JEDCO's filled property within Churchill Park, GNO, Inc. will work closely with LED site certification team to obtain funding for certification of business sites within the Churchill Park and assist JEDCO with the certification process.
- 4) GNO, Inc. will incorporate information and attributes of key development sites and districts in Jefferson Parish, including Fat City and other sites, on the StartupNola website in the form of videos, aerials, maps and/or other content.
- 5) In support of wind power supply chain development and other renewable energy and decarbonization efforts within our region, GNO, Inc. will work with JEDCO to identify Jefferson Parish companies to interview and will partner with JEDCO to host an informational workshop for companies in Jefferson Parish with transferable capabilities.
- 6) GNO, Inc. will support JEDCO's efforts in identifying the costs, building and equipment specs and funding source(s) to construct and operate a food incubator in Jefferson Parish and to advance the project.

Business Environment:

- 7) GNO, Inc. will provide legislative lobbying, research, and advocacy activities on mutually defined projects and initiatives that benefit economic development in Jefferson Parish and the Greater New Orleans region, including but not limited to advocacy regarding the National Flood Insurance Program and tax incentive programs.
- 8) GNO, Inc. will support JEDCO and Jefferson Parish with vetting and prioritizing catalytic projects for funding by federal stimulus dollars, including enhancing broadband access and other infrastructure measures that drive business continuity and resiliency.

EXHIBIT A

- 9) As requested by JEDCO and Jefferson Parish Transit, GNO, Inc. will provide assistance with promoting and ensuring improved regional transit. Possible assistance could include the implementation of the Regional Planning Commission's Comprehensive Operations Analysis ("New Links"), promoting improved communications between parishes, and overseeing a study that identifies best practices and creative approaches for securing revenue streams to support the continued operations of Jefferson Parish Transit service.
- 10) GNO, Inc. will play a lead role in advancing the New Orleans to Baton Rouge passenger rail project for the region and will advocate for a rail station in Jefferson Parish. GNO, Inc. will seek regular updates from the Southern Rail Commission and DOTD regarding the feasibility study and next steps and will share the updates with JEDCO.
- 11) GNO, Inc. will provide data and research through EMSI and other sources, and economic impact analyses through IMPLAN upon request from JEDCO and Jefferson Parish.
- 12) GNO, Inc. will, in collaboration with JEDCO, work with Jefferson Parish companies to drive curriculum change at regional universities and technical colleges through its GNOu initiative.
- 13) GNO, Inc. will work with JEDCO to undertake strategies contained in the EDGE 2025 toward the designation of the Jefferson Highway corridor as a "medical innovation district" such as limited research, assisting with the identification of a firm to study innovation districts throughout the country, coordination of study missions, and strategy development.

Marketing:

- 14) GNO, Inc. will continue to develop new marketing campaigns highlighting the Greater New Orleans region and Jefferson Parish through print, radio, television, and social media. Means to achieve these earned media goals will include press releases for major wins, press events, when appropriate and impactful; editorials and op-ed pieces; regular scheduled appearances on local TV and radio; media tours to major external markets.
- 15) GNO, Inc. will support JEDCO's efforts to promote JEDCO events, initiatives, projects and economic development wins through social media, press releases and other platforms as necessary.
- 16) GNO, Inc. will participate in quarterly meetings of the Jefferson Parish Communications Coalition to ensure alignment of public messaging.
- 17) GNO, Inc. Talent Solutions Manager will offer quality of life tours, job placement and other talent needs to existing and prospective Jefferson Parish companies.
- 18) GNO, Inc. will maintain Destination GNO's Jefferson Parish features and community information with input from JEDCO.
- 19) GNO, Inc. will develop and implement strategies to attract and retain remote workers to Jefferson Parish and the Greater New Orleans region utilizing JEDCO-produced collateral, digital media and/or input where possible.

Other:

- 20) GNO, Inc. will support JEDCO and Jefferson Parish in all other areas as needed in order to create jobs and wealth in Jefferson Parish and promote Jefferson in general.
- 21) GNO, Inc. will provide quarterly activity reports to JEDCO on the 13th day (or next business day) of the month following the completed quarter, the Jefferson Parish Council and Jefferson Parish President reporting on progress made under these deliverables. Additionally, GNO, Inc. will

EXHIBIT A

provide an annual presentation reporting on progress to the JEDCO Board of Commissioners
(date of presentation to be coordinated with JEDCO).

EXHIBIT B

Cooperative Endeavor Agreement

Between

Jefferson Parish Economic Development and Port District

And

Greater New Orleans, Inc.

This Agreement is made and entered into on this 21st day of July, 2021, by and between Jefferson Parish Economic Development and Port District, hereinafter called JEDCO, represented by its President and Chief Executive Officer Jerry Bologna and duly authorized by JEDCO's Executive Committee of the Board of Commissioners to act pursuant to JEDCO Resolution adopted on June 24, 2021 and Greater New Orleans, Inc., Federal ID No. 720272090, hereinafter called ORGANIZATION, represented by Michael Hecht, its President and Chief Executive Officer; and

WHEREAS, Art. VII, Sec. 14(C) of the Louisiana Constitution of 1974 provides that for a public purpose, the State and its political subdivisions may engage in cooperative endeavors with each other, with the United States or its agencies, or with any public or private ORGANIZATION, corporation or individuals; and

WHEREAS, Art. VII, Sec. 14(B) of the Louisiana Constitution of 1974 provides that public funds may be used for programs of social welfare for the aid and support of the citizens of Jefferson Parish; and

WHEREAS, on March 20, 2019, JEDCO and ORGANIZATION entered into a Cooperative Endeavor Agreement (CEA) for the valuable and public purpose of economic development of Jefferson Parish, through the provision of regional marketing, business development, public policy initiatives, workforce development and other strategic economic development support provided by the ORGANIZATION; and

WHEREAS, the CEA was funded in the amount of Ninety Thousand Dollars (\$90,000) by Jefferson Parish through an Intergovernmental Agreement (IGA) between JEDCO and Jefferson Parish; and

WHEREAS, the term of both the CEA and the IGA was for one year, however, due to the ORGANIZATION's successful delivery of economic development assistance and initiatives, the agreement was extended for one additional year through Amendment No. 1 to the Cooperative Endeavor Agreement executed on May 15, 2020 and funded via Amendment No. 1 to the Intergovernmental Agreement between JEDCO and Jefferson Parish authorized on March 11, 2020 by the Jefferson Parish Council Resolution No. 135507, which extended said agreement for one additional year and provided an additional \$90,000; and

WHEREAS, both the Cooperative Endeavor Agreement and the Intergovernmental Agreement have since expired; and

WHEREAS, JEDCO and ORGANIZATION have fostered a robust working relationship to further economic development in Jefferson Parish and the Greater New Orleans region and wish to continue to advance these and other efforts and new activities through a new Agreement; and

WHEREAS, the Jefferson Parish Council desires to fund the delivery of economic development services under a new Intergovernmental Agreement with JEDCO as evidenced by the Council's adoption of Resolution No. 137804 on June 9, 2021; and

the transfer or expenditure of public funds or property is not a gratuitous donation; and

WHEREAS, the citizens of Jefferson Parish will benefit from the efforts of these parties working together; and

WHEREAS, JEDCO desires to cooperate with the ORGANIZATION in the implementation of this Agreement as hereinafter provided;

NOW, THEREFORE, JEDCO and ORGANIZATION hereby agree as follows:

1.0 - Services - For many years, ORGANIZATION has provided vital and valuable economic development services and advanced initiatives for the betterment of the Jefferson Parish economy, including business development assistance, regional marketing and the improvement of regional business climate through policy, workforce development and research initiatives. Through this Agreement, JEDCO and ORGANIZATION will formalize a contractual relationship in which these beneficial services to Jefferson Parish will continue and in which JEDCO's economic development efforts will be greatly enhanced by the expertise, resources, and regional partnerships provided by ORGANIZATION.

EXHIBIT B

2.0 - Deliverables - The economic development services to be provided by ORGANIZATION are set forth in detail in “Exhibit A.” Reporting shall be provided on a quarterly basis detailing services rendered by ORGANIZATION to JEDCO. The quarterly reports detailing services rendered shall be provided to JEDCO, the Jefferson Parish Council and Jefferson Parish President’s Office.

3.0 - Payment - In consideration of the services described above, JEDCO hereby agrees to pay the ORGANIZATION a maximum fee of Ninety Thousand Dollars (\$90,000.00), to be made in two equal installments of Forty-Five Thousand Dollars (\$45,000.00). ORGANIZATION will submit accurate invoices for completed work to JEDCO in the sixth and twelfth months of the term of this Agreement prior to payments being processed. Payment is contingent on the allocation of funds by the Jefferson Parish Council to JEDCO as authorized via an intergovernmental agreement approved by Council Resolution No. 137804, adopted on June 9, 2021.

4.0 - Term of Agreement - The term for this Agreement shall commence on the date first above written and shall continue in effect until the first anniversary thereof, unless sooner terminated as provided in Paragraphs 5 and 6. This agreement may be extended for an additional year upon the consent of both parties and with the allocation of funds to JEDCO by Jefferson Parish through an approved intergovernmental agreement.

5.0 - Termination for Cause - JEDCO may terminate this Agreement for cause based upon the failure of ORGANIZATION to comply with the terms and/or conditions of the Agreement; provided that JEDCO shall give ORGANIZATION written notice specifying ORGANIZATION’s failure. If within thirty (30) days after receipt of such notice, ORGANIZATION shall not have either corrected such failure or, in the case which cannot be corrected in thirty (30) days, begun in good faith to correct said failure and thereafter proceeded diligently to complete such correction, then JEDCO may, at its option, place ORGANIZATION in default and the Agreement shall terminate on the date specified in such notice. JEDCO may exercise any rights available to it under Louisiana law to terminate for cause upon the failure of the ORGANIZATION to comply with the terms and conditions of this Agreement; provided that JEDCO shall give the ORGANIZATION written notice specifying the ORGANIZATION’s failure and a reasonable opportunity for the ORGANIZATION to cure the defect.

6.0 - Termination for Convenience - JEDCO may terminate the Agreement at any time by giving thirty (30) days written notice to ORGANIZATION. Upon receipt of notice, ORGANIZATION shall, unless the notice directs otherwise, immediately discontinue the work and placing of orders for materials, facilities, services and supplies in connection with the performance of this Agreement.

6.1 - The ORGANIZATION shall be entitled to payment for deliverables in progress to the extent work has been performed satisfactorily.

7.0 - Force Majeure - Neither party to this Agreement shall be responsible to the other party hereto for any delays or failure to perform caused by any circumstances reasonably beyond the immediate control of the party prevented from performing and which were not caused by the fault, neglect, or negligence of the declaring party, including, but not limited to, acts of God, delays in performance resulting from and occasioned by government or the military, acts of war, hostilities, interferences of public enemies, riots, strikes, labor disputes or disturbances; epidemics; or any other cause whatsoever beyond the control of the respective parties, whether the kind enumerated or otherwise. When it becomes known to either party that any one of the aforementioned conditions exists, the party shall notify the other party at once and in writing of the nature and cause of the force majeure event (to the extent known) and its estimated duration. The parties shall resume performance at the earliest possible date. If a delay or failure of performance caused by force majeure continues for more than thirty (30) consecutive days, the non-declaring party shall have the right to terminate this Agreement in whole or in part upon written notice. A party declaring force majeure shall make commercially reasonable efforts to eliminate or resolve the condition.

8.0 - Independent Contractor - ORGANIZATION hereby agrees and accepts that it shall be acting as an independent contractor in providing services under this Agreement. It is understood

EXHIBIT B

and agreed by the parties that ORGANIZATION is entering into this Agreement in the capacity of an independent contractor and that nothing contained in this Agreement is intended to be construed as creating any other relationship between JEDCO and ORGANIZATION. The parties hereto acknowledge and agree that JEDCO shall not:

- a) withhold federal or state income taxes;
- b) withhold federal social security tax (FICA);
- c) pay federal or state unemployment taxes for the account of ORGANIZATION; or
- d) pay workman's compensation insurance premiums for coverage for ORGANIZATION.
- e) ORGANIZATION agrees to be responsible for and to pay all applicable federal income taxes, federal social security tax (or self-employment tax in lieu thereof) and any other applicable federal or state unemployment taxes.

8.1 - ORGANIZATION agrees to defend, indemnify and hold JEDCO harmless from any and all federal and/or state income tax liability, including taxes, interest and penalties, resulting from PARISH's treatment of ORGANIZATION as an independent contractor. ORGANIZATION further agrees to reimburse PARISH for any and all costs it incurs, including, but not limited to, accounting fees and legal fees, in defending itself against any such liability.

9.0 - Indemnification - ORGANIZATION shall defend, indemnify and hold harmless JEDCO, its commissioners, directors and employees against any and all claims, demands, suits, costs, liabilities or judgments for sums of money, and fines or penalties asserted by any person, firm or organization for loss of life or injury or damages to person or property in connection with the services required to be performed by ORGANIZATION or its subcontractors under this Agreement.

Further, ORGANIZATION hereby agrees to indemnify JEDCO for all reasonable expenses and attorney's fees incurred by or imposed upon JEDCO in connection therewith for any loss, damage, injury or other casualty pursuant to this section. ORGANIZATION further agrees to pay all reasonable expenses and attorney's fees incurred by JEDCO in establishing the right to indemnity pursuant to the provisions of this Section.

10 - Insurance - ORGANIZATION shall secure and maintain at its expense such insurance that will protect it and JEDCO from claims under the Workmen's Compensation Acts and from claims for bodily injury, death or property damage which may arise from the performance of services under this Agreement. All certificates of insurance shall be furnished to JEDCO and shall provide that insurance shall not be cancelled without thirty (30) days prior notice of cancellation given to JEDCO, in writing, on all of the required coverage provided to PARISH. All notices will name ORGANIZATION, and identify the Council Resolution approving the terms of the contract. JEDCO may examine the policies at any time and without notice.

10.1 - All Policies and Certificates of Insurance of the Organization Shall Contain the Following Clauses:

- a) ORGANIZATION insurers will have no right of recovery or subrogation against JEDCO, it being the intention of the parties that the insurance policy so affected shall protect both parties and be the primary coverage for any and all losses covered by the below described insurance.
- b) JEDCO shall be named as additional insured as regards to general liability with respect to negligence by ORGANIZATION.
- c) The insurance company(ies) issuing the policy or policies shall have no recourse against JEDCO for payment of any premiums or for assessments under any form of policy.
- d) Any and all deductibles in the below described insurance policies shall be assumed by and be at the sole risk of ORGANIZATION.
- e) ORGANIZATION shall include all subcontractors as additional insureds under its policies or shall furnish specific certificates of insurance for each subcontractor. All coverage for subcontractors shall be subject to all the requirements stated herein for the ORGANIZATION.

10.2 - Prior to the execution of this Agreement, ORGANIZATION shall provide at its own expense proof of the following insurance coverage required by the contract to JEDCO by insurance

EXHIBIT B

companies authorized to do business in the State of Louisiana. Insurance is to be placed with insurers with an A.M. Best Rating of no less than A:VI.

- a. In the event ORGANIZATION hires workers within the State of Louisiana it shall obtain Worker’s Compensation Insurance. As required by State Statute exception; employer’s liability, Section B, shall be at least \$1,000,000 per occurrence when work is to be over water and involves maritime exposures, otherwise this limit shall be no less than \$500,000 per occurrence.
- b. Commercial General Liability Insurance with a Combined Single Limit of at least \$1,000,000.00 per occurrence for bodily injury and property damage.
- c. This insurance coverage shall include coverage for bodily injury and property damage
- d. In the event ORGANIZATION owns or leases automobiles it shall obtain Comprehensive Automobile Liability insurance with a Combined Single Limit of \$1,000,000.00 per occurrence for bodily injury and property damage.
- e. No insurance required herein shall include a deductible greater than \$10,000.00. The cost of the deductible shall be borne by the ORGANIZATION.
- f. Umbrella Liability coverage or excess liability coverage may be used to meet the minimum requirements.

10.3 - All policies of insurance shall meet the requirements of JEDCO prior to the commencing of any work. JEDCO has the right but not the duty to approve all insurance policies prior to commencing of any work. If at any time any of the said policies shall be or becomes unsatisfactory to JEDCO as to form or substance; or if a company issuing any such policy shall be or become unsatisfactory to JEDCO, ORGANIZATION shall promptly obtain a new policy, submit the same to JEDCO for approval and submit a certificate thereof as provided above.

10.4 - Upon failure of ORGANIZATION to furnish, to deliver and maintain such insurance as above described, this contract, at the election of JEDCO, may be forthwith declared suspended, discontinued or terminated. Failure of ORGANIZATION to take out and/or to maintain insurance shall not relieve ORGANIZATION from any liability under the contract, nor shall the insurance requirements be construed to conflict with the obligation of ORGANIZATION concerning indemnification.

11.0 - **Consequential Damages** - With respect to the remedies available under this Agreement, neither party shall be responsible to the other party for any resulting indirect, incidental, consequential, exemplary, punitive or special damages, including, without limitation, loss of profits or revenues, loss of use of facilities, cost of capital, cost of substitute service or downtime, except as otherwise provided in this Agreement, whether or not the other party was made aware of such damages or such possibility.

12.0 - **Reports** - ORGANIZATION will provide quarterly activity reports to JEDCO, copying the Jefferson Parish Council and Jefferson Parish President’s Office, reporting on progress made under the deliverables as described in Exhibit A. Additionally, GNO, Inc. will provide an annual presentation reporting on progress to the JEDCO Board of Commissioners, the date of which presentation will be coordinated with JEDCO.

13.0 - **Cost and Collection Records** - JEDCO shall be entitled to audit the books, documents, papers and records of ORGANIZATION and any subcontractors which are reasonably related to this Agreement.

13.1 - ORGANIZATION and its subcontractors shall maintain all books, documents, papers, accounting records and other evidence pertaining to funds collected and shall make such materials available at their respective offices at all reasonable times during the Agreement period and for three years from date of final payment under this Agreement, for inspection by JEDCO, and copies thereof shall be furnished if requested.

14.0 - **Notice** - All notices and correspondence required to be sent shall be by U.S. Certified Mail – Return Receipt Requested, or by a nationally recognized overnight courier service addressed as follows:

JEDCO:

Jerry Bologna
President and Chief Executive Officer
JEDCO

EXHIBIT B

700 Churchill Parkway
Avondale, LA 70094

ORGANIZATION: Michael Hecht
President and Chief Executive Officer
Greater New Orleans, Inc.
1100 Poydras Street, Suite 3475
New Orleans, LA 70163

15.0 - Assignment - This Agreement shall be binding upon the successors and assigns for the parties hereto. This Agreement shall not be assigned or subcontracted in whole or in part by ORGANIZATION as to the services to be performed hereunder without the written consent of JEDCO.

16.0 - Legal Compliance - JEDCO and the ORGANIZATION shall comply with all federal, state, and local laws and regulations, including, specifically, the Louisiana Code of Governmental Ethics (R.S. 42:1101, *et seq.*) in carrying out the provisions of this Agreement and Legislative Auditor’s authority to audit (R.S. 24:513) in order to monitor and evaluate the use of the funds to ensure effective achievement of project goals and object.

17.0 - Employment of Parish Personnel - ORGANIZATION certifies that it has not employed and will not employ any person to engage in the performance of this Agreement who is, presently, or at the time of such employment, an employee of Jefferson Parish Economic Development and Port District.

18.0 - Covenant against Contingent Fees - The ORGANIZATION warrants that it has not employed or retained any entity or person, other than a bona fide employee working solely for the ORGANIZATION, to solicit or secure this Agreement, and that it has not paid or agreed to pay any entity or person, other than a bona fide employee working solely for the ORGANIZATION any fee, commission, percentage, brokerage fee, gift, or any other consideration, contingent upon or resulting from the award or making of this Agreement. For breach or violation of this warranty, JEDCO shall have the right to annul this Agreement without liability or, in JEDCO’s discretion, to deduct from the contract price or consideration, or otherwise recover the full amount of such fee, commission, percentage, brokerage fee, gift, or contingent fee.

19.0 - Discrimination Clause - The ORGANIZATION agrees to abide by the requirements of the following as applicable: Title VI and VII of the Civil Rights Act of 1964, as amended by the Equal Opportunity Act of 1972, Federal Executive Order 11246, the Federal Rehabilitation Act of 1973, as amended, the Vietnam Era Veteran’s Readjustment Assistance Act of 1974, Title IX of the Education Amendments of 1972, the Age Act of 1975, and Contracting Party agrees to abide by the requirements of the Americans with Disabilities Act of 1990. ORGANIZATION agrees not to discriminate in its employment practices, and will render services under this contract without regard to race, color, religion, sex, sexual orientation, national origin, veteran status, political affiliation, or disabilities. Any act of discrimination committed by ORGANIZATION, or failure to comply with these statutory obligations when applicable shall be grounds for termination of this Agreement.

20.0 - Annual Appropriation - In the event funds are not budgeted or appropriated by Jefferson Parish to JEDCO in any fiscal year for payments due under this Agreement, this Agreement shall impose no obligation on JEDCO as to such current or succeeding fiscal year, and said Agreement shall become null and void, and no right of action shall accrue to the benefit of the ORGANIZATION, its successors or assigns for any further payments.

21.0 - Jurisdiction - This Agreement shall be deemed to be a contract made under the laws of the State of Louisiana, and for all purposes shall be interpreted in its entirety in accordance with the laws of said State without regard to conflict of law provisions thereof. The ORGANIZATION hereby agrees and consents to the jurisdiction of the courts of the State of Louisiana over its person. The parties hereto agree that the sole and exclusive venue for any suit or proceeding brought pursuant to this contract shall be the 24th Judicial District Court for JEDCO of Jefferson, State of Louisiana.

22.0 - Severability - If any provision of this Agreement is held invalid by a Court of

EXHIBIT B

competent jurisdiction, such provision will be deemed amended in a manner which renders it valid, or if it, cannot be so amended it will be deemed to be deleted. Such amendment or deletion will not affect the validity of any other provisions of this Agreement.

23.0 - Entire Agreement - This Agreement constitutes the entire Agreement between JEDCO and ORGANIZATION, and supersedes all prior negotiations, representations or Agreements, either written or oral. This Agreement may be amended only by written instrument signed by both JEDCO through its President & CEO and ORGANIZATION by its authorized representative.


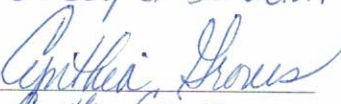
24.0 - Waiver - No delay on the part of a party in the exercise of any right or remedy shall operate as a waiver thereof and no single or partial exercise by a party of any right or remedy shall preclude other or further exercise thereof, or the exercise of any other right or remedy.


25.0 - Inspector General - It shall be the duty of every parish officer, employee, department, agency, special district, board, and commission; and the duty of every contractor, subcontractor, and licensee of the parish, and the duty of every applicant for certification of eligibility for a parish contract or program, to cooperate with the inspector general in any investigation, audit, inspection, performance review, or hearing pursuant to this chapter. Every parish contract and every bid, proposal, application or solicitation for a parish contract, and every application for certification of eligibility for a parish contract or program shall contain a statement that the corporation, partnership, or person understands and will abide by all provisions of this chapter.

26.0 - Counterparts - This AGREEMENT may be executed in two or more counterparts, each of which shall be deemed an original but all of which taken together shall constitute one and the same instrument. Signatures to this AGREEMENT transmitted by facsimile, email, portable document format (.pdf) or by any other electronic means intended to preserve the original graphic and pictorial appearance of this AGREEMENT shall have the same effect as the physical delivery of the paper document bearing original signature.

WITNESSES:

JEDCO

Signature: 
Print Name: Lacey G. Bordelon
Signature: 
Print Name: Cynthia Grooms

BY: 
Jerry Bologna
President and Chief Executive Officer
JEDCO

WITNESSES:

Signature: _____
Print Name: _____
Signature: _____
Print Name: _____

BY: _____
Michael Hecht
President and Chief Executive Officer
Greater New Orleans, Inc.

EXHIBIT B

competent jurisdiction, such provision will be deemed amended in a manner which renders it valid, or if it, cannot be so amended it will be deemed to be deleted. Such amendment or deletion will not affect the validity of any other provisions of this Agreement.

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25.0 - Inspector General - It shall be the duty of every parish officer, employee, department, agency, special district, board, and commission; and the duty of every contractor, subcontractor, and licensee of the parish, and the duty of every applicant for certification of eligibility for a parish contract or program, to cooperate with the inspector general in any investigation, audit, inspection, performance review, or hearing pursuant to this chapter. Every parish contract and every bid, proposal, application or solicitation for a parish contract, and every application for certification of eligibility for a parish contract or program shall contain a statement that the corporation, partnership, or person understands and will abide by all provisions of this chapter.

26.0 – Counterparts - This AGREEMENT may be executed in two or more counterparts, each of which shall be deemed an original but all of which taken together shall constitute one and the same instrument. Signatures to this AGREEMENT transmitted by facsimile, email, portable document format (.pdf) or by any other electronic means intended to preserve the original graphic and pictorial appearance of this AGREEMENT shall have the same effect as the physical delivery of the paper document bearing original signature.

WITNESSES: JEDCO

Signature: _____

Print Name:

BY: _____

Jerry Bologna
President and Chief Executive Officer
JEDCO

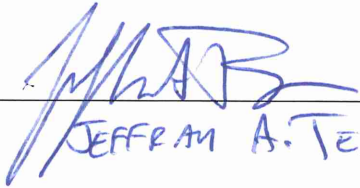
Signature: _____

Print Name:

WITNESSES:

Signature: _____

Print Name:


JEFFERY A. TEAGUE

BY: _____

DocuSigned by:
Michael Hecht
9AFB4C22DCB842F...
Michael Hecht
President and Chief Executive Officer
Greater New Orleans, Inc.

Signature: _____

Print Name:



Brandon Williams

EXHIBIT B

EXHIBIT A: Deliverables

Business Development:

- 1) GNO, Inc. will proactively market Jefferson Parish to national site selectors, corporate location advisors, and to companies seeking to locate operations in the Greater New Orleans region. Attraction efforts will focus on the target sectors and actions identified in the Jefferson EDGE 2025 plan, as well as on major Jefferson Parish assets such as Avondale Marine, Churchill Technology & Business Park, Louis Armstrong New Orleans International Airport, Fat City, Gretna, and other strategic assets as determined by JEDCO.
 - a. GNO, Inc. will be proactively engaged with lead development strategies identifying prospective companies that are a fit for Jefferson Parish. On a quarterly basis, GNO, Inc. will meet with applicable JEDCO staff to share all relevant business development leads, and GNO, Inc. will work closely with JEDCO to market Jefferson opportunities to prospects.
- 2) GNO, Inc. will notify JEDCO of all business retention and expansion endeavors in Jefferson Parish, and will make every effort to include JEDCO in these meetings.
- 3) GNO, Inc. will work closely with LED site certification team to identify potential sites in Jefferson Parish for certification and assist with the certification process.
- 4) GNO, Inc. will collaborate with JEDCO on promoting Jefferson Parish's Opportunity Zones in order to capture investment and increase redevelopment opportunities, including but not limited to organizing at least one tour of a Jefferson Parish Opportunity Zone project for investors and brokers, in partnership with JEDCO.
- 5) GNO, Inc. will support JEDCO and Jefferson Parish with revitalization and development efforts in Fat City in association with a Fat City Center, Pocket Park and Library Community Space.
- 6) GNO, Inc. will assist with facilitating discussions with local and regional higher education institutions, business and industry leaders, real estate professionals, and economic development partners to explore the potential to create a center of excellence in Churchill Tech Park.

Business Environment:

- 7) GNO, Inc. will provide legislative lobbying, research, and advocacy activities on mutually defined projects and initiatives that benefit economic development in Jefferson Parish and the Greater New Orleans region, including but not limited to advocacy regarding the National Flood Insurance Program and assistance with vetting and prioritizing catalytic projects for funding by federal stimulus dollars.
- 8) GNO, Inc. will work with JEDCO and Jefferson Parish Transit on promoting and ensuring improved regional transit, including the implementation of the Regional Planning Commission's Comprehensive Operations Analysis ("New Links") and overseeing a study that identifies best practices and creative approaches for securing revenue streams to support the continued operations of Jefferson Parish Transit service.
- 9) GNO, Inc. will provide research through EMSI and economic impact analyses through IMPLAN upon request from JEDCO and Jefferson Parish.
- 10) GNO, Inc. will participate on Jefferson Parish's Broadband Task Force to study and identify ways to provide high-speed internet access to underserved areas, residents and businesses in Jefferson Parish.
- 11) GNO, Inc. will, in collaboration with JEDCO, work with Jefferson Parish companies to drive curriculum change at regional universities and technical colleges through its GNOu initiative.

Marketing:

- 12) GNO, Inc. will continue to develop new marketing campaigns highlighting the Greater New Orleans region and Jefferson Parish through print, radio, television, and social media. Means to achieve these earned media goals will include press releases for major wins, press events, when appropriate and impactful; editorials and op-ed pieces; regular scheduled appearances on local TV and radio; media tours to major external markets.

EXHIBIT B

- 13) GNO, Inc. will support JEDCO's efforts to promote JEDCO events, initiatives, projects and economic development wins through social media, press releases and other platforms as necessary.
- 14) GNO, Inc. will participate in quarterly meetings of the Jefferson Parish Communications Coalition to ensure alignment of public messaging.
- 15) GNO, Inc. will work with JEDCO to develop alignment around a coordinated brand for the region's medical infrastructure, as specified in the Jefferson EDGE 2020 economic development strategic plan. GNO, Inc. will align strategies around marketing efforts to ensure clear and integrated messaging around promoting Jefferson Parish to the business community at large and within other key growth industry clusters.
- 16) GNO, Inc. Human Capital Manager will offer quality of life tours, job placement and other talent needs to existing and prospective Jefferson Parish companies.
- 17) GNO, Inc. will maintain Destination GNO's Jefferson Parish features and community information with input from JEDCO.
- 18) GNO, Inc. will work with JEDCO in the development of a remote worker attraction and retention initiative to pitch Jefferson Parish and Greater New Orleans as an attractive location for remote workers to live and work.

Other:

- 19) GNO, Inc. will support JEDCO and Jefferson Parish in all other areas as needed in order to create jobs and wealth in Jefferson Parish and promote Jefferson in general.
- 20) GNO, Inc. will provide quarterly activity reports to JEDCO on the 13th day (or next business day) of the month following the completed quarter, the Jefferson Parish Council and Jefferson Parish President reporting on progress made under these deliverables. Additionally, GNO, Inc. will provide an annual presentation reporting on progress to the JEDCO Board of Commissioners (date of presentation to be coordinated with JEDCO).

JEFFERSON ECONOMIC DEVELOPMENT COMMISSION (JEDCO)

1st Amended Budget-2022

Fiscal Year Ending December 31, 2022

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF REVENUES BY SOURCES					
LOCAL SOURCES:					
Occupational Licenses	\$ 2,158,500	\$ 2,275,059	\$ 800,000	\$ 1,475,059	\$ 2,275,059
Business Innovation Center (Sch.A)	-	-	-	-	-
Financing Activities (Sch. B)	425,600	500,000	93,021	330,867	418,000
Econ. Dev. Svc. Fees (Sch. C)	318,248	284,173	126,785	224,453	351,238
Strategic Initiatives (Sch. D)	47,500	25,000	24,359	25,750	50,109
Marketing - P/R (Sch.E)	28,080	32,650	5	52,645	52,650
Admin. Rev. (*), (**), (***), (****)-Sch. F	250,000	90,000	-	90,000	90,000
Interest, Misc.	8,500	15,000	1,973	3,027	5,000
Tech. Park Revenues (Sch. H)	20,000	22,000	-	22,000	22,000
Conference Center (Sch. I)	2,000	26,000	-	26,000	26,000
Industry Recruitment (Sch. J)	-	-	-	-	-
Entrepreneurship & Innovation (Sch. K)	19,400	40,000	-	40,000	40,000
Special Projects (Sch. L)	-	1,725,000	-	273,145	1,714,000
Total Revenues from Local Sources	\$ 3,277,828	\$ 5,034,882	\$ 1,046,143	\$ 2,562,946	\$ 5,044,056
SUMMARY OF EXPENDITURES BY AGENCY					
JEDCO					
Total Expenditures by Agency	\$ 3,403,646	\$ 5,409,311	\$ 1,086,908	\$ 4,278,586	\$ 5,365,494
SUMMARY OF EXPENDITURES BY DEPARTMENTS					
Departments:					
Business Innovation Center (Sch.A)	-	-	-	-	-
Financing (Sch. B)	547,300	479,340	142,981	340,519	483,500
Econ. Dev. Svc. (Sch. C)	329,450	401,800	97,816	272,484	370,300
Strategic Initiatives (Sch. D)	206,350	189,177	44,845	109,535	154,380
Marketing - P/R (Sch. E)	216,300	253,850	61,654	206,296	267,950
Admin. Exp. (*), (**), (***), (****)-Sch.F	1,299,343	1,264,300	391,466	896,934	1,288,400
JEDCO Bldg. Expenses (Sch. G)	686,953	652,044	310,759	365,785	676,544
Tech. Park Expenses (Sch. H)	64,500	91,500	9,636	91,864	101,500
Conference Center (Sch. I)	34,050	64,500	11,323	60,497	71,820
Industry Recruitment (Sch. J)	-	141,100	16,428	107,972	124,400
Entrepreneurship & Innovation (Sch. K)	-	159,200	-	119,200	119,200
Special Projects (Sch. L)	19,400	1,712,500	-	1,707,500	1,707,500
Total Expenditures by Departments	\$ 3,403,646	\$ 5,409,311	\$ 1,086,908	\$ 4,278,586	\$ 5,365,494

June 30, 2022

- * Restricted funds of \$49,725 received from J.P. in 2015 for Strategic Neighborhood Revitalization Plan project with expenses occurring in 2016 (\$47,948) and 2017 (\$1,777). Additional related expenses incurred by JEDCO are also included.
- ** Restricted funds of \$158,330 received from J.P. in 2017 for Select Comfort project with expenses occurring in 2018 (\$100,000), 2019 (\$33,330) and 2020 (\$25,000).
- *** Total restricted funds of \$90K received from J.P. in 2019 per Parish IGA (for the GNO, Inc. CEA), of which \$45K was expensed in 2019 and \$45K in 2020. Total restricted funds of \$90K received from J.P. in 2020 per Amendment #1 to Parish IGA, of which \$45K was expensed in 2020 and \$45K in 2021. Total restricted funds of \$55K received from J.P. in 2020 per Amendment #2 to Parish IGA, of which \$52, 152.50 was expensed in 2020 and \$2,847.50 in 2021. Total restricted funds of \$90K received from J.P. in 2021 per Parish IGA (for the GNO, Inc. CEA), of which \$45K will be expensed in 2021 and \$45K in 2022. Total restricted funds of \$90K to be received in 2022 from J.P. per amended Parish IGA of which \$45K will be expensed in 2022 and \$45K in 2023.
- **** Total restricted funds of \$50K received from J.P. in 2020 and \$250K in 2021 for Stewart Enterprises CEA. \$46,170 was paid in 2021 and up to \$100K to be paid in 2022, up to \$75K to be paid in 2023, \$75K to be paid in 2023 and up to \$75K to be paid in 2024.

JEFFERSON ECONOMIC DEVELOPMENT COMMISSION (JEDCO)

1st Amended Budget-2022

Fiscal Year Ending December 31, 2022

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
Salaries/HB&Taxes/SEP-Retirement	1,828,375	2,163,417	607,900	1,512,900	2,120,800
Communications	54,900	46,700	7,632	42,568	50,200
Equipment Rental/Maintenance	10,700	18,200	690	17,510	18,200
Office Supplies & Postage	15,500	35,950	4,768	29,182	33,950
Dues & Subscriptions	80,300	90,800	5,460	64,340	69,800
PR/Advertising/Video Equip. Expense	82,250	85,500	23,919	61,581	85,500
Travel/Mileage	4,600	22,700	2,774	16,926	19,700
Staff & Professional Development	15,400	30,500	3,386	24,714	28,100
Special Project/Programs/Events	58,400	49,000	1,041	55,959	57,000
Attorney Fees	17,800	12,500	1,155	16,895	18,050
Data Base Analysis/Website Update	1,000	47,000	-	42,000	42,000
Gretna Expenses	25,000	25,000	25,000	-	25,000
Entrepreneur Challenge	-	45,000	-	-	-
Seminars/Conferences & Conventions	16,000	19,500	2,984	18,516	21,500
Admin.Fees/Personnel & Emergency Exp.	124,500	23,000	3,608	19,392	23,000
Computer/Equip./Svc.	111,800	70,200	13,899	56,301	70,200
Committee Mtg./Business Development	16,000	15,000	3,421	11,579	15,000
Utilities/Water	57,250	69,200	9,924	59,276	69,200
Repairs and Maintenance	4,000	15,000	-	22,320	22,320
Janitorial & Contract Services	54,000	55,000	16,323	38,677	55,000
Insurance and Security	89,500	93,000	34,354	53,646	88,000
Accounting/Audit	40,000	40,000	-	40,000	40,000
Lawn Maintenance	15,000	15,000	1,240	13,760	15,000
Generator Expenses	6,500	6,500	8,848	5,152	14,000
Bldgs. Supplies	1,050	20,000	2,935	30,065	33,000
HVAC Expenses	18,000	20,000	7,282	14,718	22,000
Elevator Repairs and Maintenance	30,000	5,500	7,434	66	7,500
Landscaping	13,000	13,000	-	13,000	13,000

June 30, 2022

Grass Cutting/Clearing/Fill	10,000	15,000	-	15,000	15,000
Access Road Expenses	-	15,000	-	15,000	15,000
Hog Abatement	38,500	38,500	9,636	28,864	38,500
Sales and Marketing	-	5,500	-	5,500	5,500
Program Costs	2,000	16,000	273	13,227	13,500
Garbage Collection/Pest Control/Door Mat	7,500	6,600	1,921	4,679	6,600
JEDCO Loan Payment	211,703	211,644	211,644	-	211,644
Food & Beverage Expenses	-	1,000	-	1,000	1,000
Neighborhood Revitalization Expenses *	2,000	2,000	-	2,000	2,000
AEDO Accrediation	-	-	4,345	5,655	10,000
Business Attraction & Strategy	2,700	5,000	1,720	4,780	6,500
Press Announcements	-	-	-	1,600	1,600
Prosper Jefferson	1,500	2,400	1,215	1,185	2,400
Pond Maintenance	-	1,000	-	1,000	1,000
Parish IGA (GNO, Inc.)	47,848	90,000	45,000	45,000	90,000
Video Conferencing	2,500	-	451	549	1,000
Park Programming	-	-	-	10,000	10,000
Brownfield TA Expenses	-	-	2,226	4	2,230
Econ. Assist. (Stewart)	46,170	100,000	-	100,000	100,000
Special Projects Expenses	19,400	1,712,500	-	1,707,500	1,707,500
EDA COVID-19 Expenses	132,000	-	-	-	-
Parish CEA Expenses (Fat City)	20,500	-	12,500	-	12,500
Office Build-Out	68,500	35,000	-	35,000	35,000
Total Expenditures by Characters	3,403,646	5,409,311	1,086,908	4,278,586	5,365,494

JEFFERSON ECONOMIC DEVELOPMENT COMMISSION (JEDCO)

1st Amended Budget-2022

Fiscal Year Ending December 31, 2022

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF OTHER FINANCING USES					
Transfer to other funds	-	-	-	-	-
Transfer from other funds	132,000	-	-	132,000	-
Total Other Financing Uses	\$ 132,000	\$ -	\$ -	\$ 132,000	\$ -
NET CHANGE IN FUND BALANCE	6,182	(374,429)	(40,765)	(1,583,640)	(321,438)
ESTIMATED BEGINNING FUND BALANCE	3,216,039	3,425,237			3,425,237
Committed Funds (Capital Improvement)	496,500	585,000			1,147,500
Committed Funds (Future T.P. Expenses)	-				-
Unassigned Fund Balance	2,725,721	2,465,808			1,956,299
ESTIMATED ENDING FUND BALANCE	\$ 3,222,221	\$ 3,050,808			\$ 3,103,799

June 30, 2022

Capital Expense-JEDCO Administrative Building per Adopted 2022 budget	Total Replacement Cost	Lifespan (Years)	Cost Per Year	Cost Per Month	Capital Expense-JEDCO Administrative Building-2022 1st Amended Budget	Total Replacement Cost	Lifespan (Years)	Cost Per Year	Cost Per Month
Roof	\$ 200,000.00	25	\$ 8,000.00	\$ 666.67	Roof	\$ 250,000.00	25	\$ 10,000.00	\$ 833.33
Water Heater	\$ 6,000.00	10	\$ 600.00	\$ 50.00	Water Heater	\$ 6,000.00	10	\$ 600.00	\$ 50.00
All Appliances	\$ 8,000.00	10	\$ 800.00	\$ 66.67	All Appliances	\$ 8,000.00	10	\$ 800.00	\$ 66.67
Driveway/Parking Lot	\$ 250,000.00	50	\$ 5,000.00	\$ 416.67	Driveway/Parking Lot	\$ 250,000.00	50	\$ 5,000.00	\$ 416.67
Elevator	\$ 80,000.00	20	\$ 4,000.00	\$ 333.33	Elevator	\$ 80,000.00	20	\$ 4,000.00	\$ 333.33
HVAC	\$ 175,000.00	20	\$ 8,750.00	\$ 729.17	HVAC	\$ 175,000.00	20	\$ 8,750.00	\$ 729.17
Flooring	\$ 80,000.00	10	\$ 8,000.00	\$ 666.67	Flooring	\$ 80,000.00	10	\$ 8,000.00	\$ 666.67
Plumbing	\$ 25,000.00	30	\$ 833.33	\$ 69.44	Plumbing	\$ 25,000.00	30	\$ 833.33	\$ 69.44
Windows	\$ 50,000.00	50	\$ 1,000.00	\$ 83.33	Windows	\$ 50,000.00	50	\$ 1,000.00	\$ 83.33
Paint/Stucco	\$ 75,000.00	10	\$ 7,500.00	\$ 625.00	Paint/Stucco	\$ 75,000.00	10	\$ 7,500.00	\$ 625.00
Cabinets/Counters	\$ 16,000.00	20	\$ 800.00	\$ 66.67	Cabinets/Counters	\$ 16,000.00	20	\$ 800.00	\$ 66.67
Structure (foundation, framing)	\$ 75,000.00	50	\$ 1,500.00	\$ 125.00	Structure (foundation, framing)	\$ 75,000.00	50	\$ 1,500.00	\$ 125.00
Components (lighting, etc.)	\$ 60,000.00	10	\$ 6,000.00	\$ 500.00	Components (lighting, etc.)	\$ 60,000.00	10	\$ 6,000.00	\$ 500.00
Landscaping	\$ 35,000.00	20	\$ 1,750.00	\$ 145.83	Landscaping	\$ 35,000.00	20	\$ 1,750.00	\$ 145.83
					Technology	\$ 150,000.00	10	\$ 15,000.00	\$ 1,250.00
Total	\$ 1,135,000.00		\$ 54,533.33	\$ 4,544.45	Total	\$ 1,335,000.00		\$ 71,533.33	\$ 5,961.11

Committed funds for 2011 to 2018 (2018)	\$ 385,000.00
Committed funds for 2019	\$ 55,000.00
Committed funds for 2020	\$ 55,000.00
Recommended Committed funds for 2021	\$ 55,000.00
Recommended Committed funds for 2022	\$ 70,000.00

Estimated 2022 Committed Funds \$ 620,000.00
Office Build-Out (Building Expenses) \$ (35,000.00)

Net 2022 Committed Funds \$ 585,000.00

Committed funds for 2011 to 2018 (2018)	\$ 385,000.00
Committed funds for 2019	\$ 55,000.00
Committed funds for 2020	\$ 55,000.00
Recommended Committed funds for 2021	\$ 70,000.00
Expenses for 2021	\$ (68,500.00)
Recommended Committed funds for 2022	\$ 72,000.00

Estimated 2022 Committed Funds \$ 568,500.00

Capital Expense- JEDCO Conference Center-2022 1st Amended Budget	Total Replacement Cost	Lifespan (Years)	Cost Per Year	Cost Per Month
Roof	\$ 150,000.00	25	\$ 6,000.00	\$ 500.00
Water Heater	\$ 1,000.00	10	\$ 100.00	\$ 8.33
All Appliances	\$ 25,000.00	10	\$ 2,500.00	\$ 208.33
Driveway/Parking Lot	\$ 100,000.00	50	\$ 2,000.00	\$ 166.67
HVAC	\$ 100,000.00	20	\$ 4,000.00	\$ 333.33
Flooring	\$ 80,000.00	10	\$ 8,000.00	\$ 666.67
Plumbing	\$ 25,000.00	30	\$ 833.33	\$ 69.44
Windows	\$ 25,000.00	50	\$ 500.00	\$ 41.67
Paint/Stucco	\$ 75,000.00	10	\$ 7,500.00	\$ 625.00
Cabinets/Counters	\$ 10,000.00	20	\$ 800.00	\$ 66.67
Structure (foundation, framing)	\$ 75,000.00	50	\$ 1,500.00	\$ 125.00
Components (lighting, etc.)	\$ 60,000.00	10	\$ 6,000.00	\$ 500.00
Landscaping	\$ 15,000.00	20	\$ 1,750.00	\$ 145.83
Technology	\$ 150,000.00	10	\$ 15,000.00	\$ 1,250.00
Total	\$ 891,000.00		\$ 56,483.33	\$ 4,706.95

Committed funds for 2014 to 2021	\$ 448,000.00
Recommended Committed funds for 2022	\$ 56,000.00
Net 2022 Committed Funds	\$ 504,000.00

Capital Expense-Churchill Parkway-2022 1st Amended Budget	Total Replacement Cost	Lifespan (Years)	Cost Per Year	Cost Per Month
Street/Sidewalks Repairs	\$ 100,000.00	50	\$ 2,000.00	\$ 166.67
Lighting/Electrical	\$ 15,000.00	20	\$ 750.00	\$ 62.50
Structure/Equipment	\$ 75,000.00	50	\$ 1,500.00	\$ 125.00
Landscaping	\$ 15,000.00	20	\$ 750.00	\$ 62.50
Total	\$ 205,000.00		\$ 5,000.00	\$ 416.67

Committed funds for 2008 to 2021	\$ 70,000.00
Recommended Committed funds for 2022	\$ 5,000.00

Net 2022 Committed Funds	\$ 75,000.00
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Jefferson EDGE
1st Amended Budget-2022
Fiscal Year Ending December 31, 2022

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF REVENUES BY SOURCES					
LOCAL SOURCES:					
Private Funds	\$ 225,000	\$ 250,000	\$ 88,250	\$ 161,750	\$ 250,000
Investment Income	3,000	8,000	377	3,623	4,000
COVID-19 Revenues	-	-	-	-	-
Total Revenues from Local Sources	\$ 228,000	\$ 258,000	\$ 88,627	\$ 165,373	\$ 254,000
SUMMARY OF EXPENDITURES BY CHARACTERS					
Marketing P/R:					
Local Market/PR Campaign	50,000	50,000	10,990	49,010	60,000
Site Selection Initiative	-	5,000	-	5,000	5,000
			-	-	-
Sub-Total	\$ 50,000	\$ 55,000	-	65,000	\$ 65,000
Tech. Park Master Plan Implementation:					
Tech. Park Implementation	152,000	150,000	27,713	315,287	343,000
Site Selection Initiatives	-	-	-	-	-
Technical Planning/Projects	43,000	50,000	9,408	40,592	50,000
Phase I Development	-	20,000	-	20,000	20,000
Tech Park Marketing	-	40,000	-	-	-
Misc. Master Plan Projects	-	5,000	30,737	(25,737)	5,000
Infrastructure Expenses	-	-	-	-	-
Sub-Total	\$ 195,000	\$ 265,000	\$ 67,858	\$ 350,142	\$ 418,000
Economic Development Strategic Plan:					
Planning	25,000	15,000	-	15,000	15,000
Progress Reports & Technical Assist.	-	10,000	-	25,000	25,000
Sub-Total	\$ 25,000	\$ 25,000	\$ -	\$ 40,000	\$ 40,000
Administrative:					
Misc. Project Fund	-	-	-	-	-
Travel Expenses	5,000	5,000	-	5,000	5,000
Dues & Subscriptions	4,500	1,500	-	1,500	1,500
EDGE Fundraising	19,500	21,500	-	21,500	21,500
Strategic Initiatives	28,000	28,000	-	28,000	28,000
Investor Relations/Staff Relations	1,000	1,000	-	1,000	1,000
Meetings/Meals	5,000	5,000	-	5,000	5,000
COVID-19 Expenses	-	-	-	-	-
Sub-Total	63,000	62,000	-	62,000	62,000
Total Expenditures by Characters	\$ 333,000	\$ 407,000	\$ 67,858	\$ 517,142	\$ 585,000
Transfer to other funds(JEDCO-Clearing	-	-	-	-	-
Transfer from other funds	-	-	-	-	-
Total Other Financing Uses		-	-	-	-
NET CHANGE IN FUND BALANCE	\$ (105,000)	\$ (149,000)	\$ 20,769	\$ (351,769)	\$ (331,000)
ESTIMATED BEGINNING FUND BALANCE	\$ 761,386	\$ 511,386			\$ 511,386
ESTIMATED ENDING FUND BALANCE	\$ 656,386	\$ 362,386			\$ 180,386

June 30, 2022

Forward Jefferson (FORJ)
1st Amended Budget-2022
Fiscal Year Ending December 31, 2022

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF REVENUES BY SOURCES					
LOCAL SOURCES:					
Account Balance	\$ -	\$ -	\$ -	\$ -	\$ -
JEDCO Bldg. Lease Income	-	-	-	-	-
Insurance Revenues	-	-	-	-	-
Total Revenues from Local Sources	\$ -	\$ -	\$ -	\$ -	\$ -
SUMMARY OF EXPENDITURES BY CHARACTERS					
Debt Service/Capital One Loan	-	-	-	-	-
Monthly Lease Payments	-	-	-	-	-
Insurance	-	-	-	-	-
Other Fees	-	-	-	-	-
Total Expenditures by Characters	\$ -	\$ -	\$ -	\$ -	\$ -
SUMMARY OF OTHER FINANCING USES					
Transf.to other funds (JEDCO Debt. Svc.)(A)	-	-	-	-	-
Total Other Financing Uses	-	-	-	-	-
NET CHANGE	\$ -	\$ -	\$ -	\$ -	\$ -

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF REVENUES BY SOURCES					
LOCAL SOURCES:					
Interest Earned from Payment	\$ 240,000	\$ 240,000	\$ 68,414	\$ 151,586	\$ 220,000
Interest Earned from Investment	31,000	15,000	70	130	200
Recovery Revenues	-	-	-	-	-
Total Revenues From Local Sources	\$ 271,000	\$ 255,000	\$ 68,484	\$ 151,716	\$ 220,200
SUMMARY OF EXPENDITURES					
Administrative Expenses	103,000	100,000	35,965	74,035	110,000
Allow. for loan loss reserve	-	-	-	-	-
Bad Debt	-	-	-	-	-
Total Expenditures by Characters	\$ 103,000	\$ 100,000	-	110,000	\$ 110,000
NET CHANGE IN FUND BALANCE	\$ 168,000	\$ 155,000	\$ 68,484	\$ 41,716	\$ 110,200
ESTIMATED BEGINNING FUND BALANCE	\$ 8,444,865	\$ 8,586,865			\$ 8,586,865
ESTIMATED ENDING FUND BALANCE	\$ 8,612,865	\$ 8,741,865			\$ 8,697,065

EDA
1st Amended Budget-2022
Fiscal Year Ending December 31, 2022

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF REVENUES BY SOURCES					
LOCAL SOURCES:					
Interest Earned from Payment	\$ 53,000	\$ 60,000	\$ 12,820	\$ 29,180	\$ 42,000
Interest Earned from Investment	5,000	3,000	791	209	1,000
Total Revenues from Local Sources	\$ 58,000	\$ 63,000	\$ 13,611	\$ 29,389	\$ 43,000
SUMMARY OF EXPENDITURES BY CHARACTERS					
Administrative Expenses	100,000	60,000	13,607	28,393	42,000
Total Expenditures by Characters	\$ 100,000	\$ 60,000	\$ 13,607	\$ 28,393	\$ 42,000
NET CHANGE IN FUND BALANCE	\$ (42,000)	\$ 3,000			\$ 1,000
ESTIMATED BEGINNING FUND BALANCE	\$ 1,329,925	\$ 1,332,925			\$ 1,332,925
ESTIMATED ENDING FUND BALANCE	\$ 1,287,925	\$ 1,335,925			\$ 1,333,925

ILTAP
1st Amended Budget-2022
Fiscal Year Ending December 31, 2022

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF REVENUES BY SOURCES					
LOCAL SOURCES:					
Interest Earned from Payment	\$ 60,000	\$ 62,000	\$ 25,189	\$ 34,811	\$ 60,000
Interest Earned from Investment	8,000	8,000	11	489	500
Total Revenues from Local Sources	\$ 68,000	\$ 70,000	\$ 25,200	\$ 35,300	\$ 60,500
SUMMARY OF EXPENDITURES BY CHARACTERS					
Administrative Expenses	72,000	60,000	31,683	28,317	60,000
Total Expenditures by Characters	\$ 72,000	\$ 60,000	\$ 31,683	\$ 28,317	\$ 60,000
NET CHANGE IN FUND BALANCE	\$ (4,000)	\$ 10,000			\$ 500
ESTIMATED BEGINNING FUND BALANCE	\$ 2,450,865	\$ 2,456,865			\$ 2,456,865
ESTIMATED ENDING FUND BALANCE	\$ 2,446,865	\$ 2,466,865			\$ 2,457,365

JEDCO Development Corporation
1st Amended Budget-2022
Fiscal Year Ending December 31, 2022

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF REVENUES BY SOURCES					
LOCAL SOURCES					
Fee Payments	\$ 165,000	\$ 230,000	\$ 5,390	\$ 104,610	\$ 110,000
Total Revenues from Local Sources	<u>\$ 165,000</u>	<u>\$ 230,000</u>	<u>\$ 5,390</u>	<u>\$ 104,610</u>	<u>\$ 110,000</u>
SUMMARY OF EXPENDITURES BY CHARACTERS					
Administrative Expenses	165,000	230,000	-	110,000	110,000
Total Expenditures by Characters	<u>\$ 165,000</u>	<u>\$ 230,000</u>	<u>\$ -</u>	<u>\$ 110,000</u>	<u>\$ 110,000</u>
OTHER FINANCING SOURCES:					
Transfer to other funds	-	-	-	15,000	15,000
Transfer from other funds	-	-	-	-	-
Total Other Financing Uses	<u>-</u>	<u>-</u>	<u>-</u>	<u>15,000</u>	<u>15,000</u>
NET CHANGE IN FUND BALANCE	\$ -	\$ -	\$ 5,390	\$ 9,610	\$ 15,000

CDBG Fish Fund
1st Amended Budget-2022
Fiscal Year Ending December 31, 2022

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF REVENUES BY SOURCES					
LOCAL SOURCES:					
Interest Earned from Payment	\$ 15,000	\$ 30,000	\$ -	\$ 30,000	\$ 30,000
Interest Earned from Investment	45	3,000	-	3,000	3,000
Total Revenues from Local Sources	\$ 15,045	\$ 33,000	\$ -	\$ 33,000	\$ 33,000
SUMMARY OF EXPENDITURES BY CHARACTERS					
Administrative Expenses	-	12,500	-	50,000	50,000
Total Expenditures by Characters	\$ -	\$ 12,500	\$ -	\$ 50,000	\$ 50,000
OTHER FINANCING SOURCES:					
Transfer to other funds	132,000	-	-	-	-
Transfer from other funds	-	-	-	-	-
Total Other Financing Uses	132,000	-	-	-	-
NET CHANGE IN FUND BALANCE	\$ (116,955)	\$ 20,500	\$ -	\$ (17,000)	\$ (17,000)
ESTIMATED BEGINNING FUND BALANCE	\$ 1,432,000	\$ 984,000			\$ 984,000
ESTIMATED ENDING FUND BALANCE	\$ 1,315,045	\$ 1,004,500			\$ 967,000

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date @ 4/30/2022	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
SUMMARY OF REVENUES BY SOURCES					
LOCAL SOURCES:					
Interest Earned from Payment	\$ -	\$ 48,000	\$ 8,709	\$ 27,291	\$ 36,000
Interest Earned from Investment	-	500	8	42	50
Total Revenues from Local Sources	\$ -	\$ 48,500	\$ 8,717	\$ 27,333	\$ 36,050
SUMMARY OF EXPENDITURES BY CHARACTERS					
Administrative Expenses	-	20,000	-	-	-
Total Expenditures by Characters	\$ -	\$ 20,000	\$ -	\$ -	\$ -
Transfer to other funds(JEDCO-Clearing	-	-	-	-	-
Transfer from other funds	-	-	-	-	-
Total Other Financing Uses		-	-	-	-
NET CHANGE IN FUND BALANCE	\$ -	\$ 28,500	\$ 8,717	\$ 27,333	\$ 36,050
ESTIMATED BEGINNING FUND BALANCE	\$ -	\$ 1,306,100			\$ 1,306,100
ESTIMATED ENDING FUND BALANCE	\$ -	\$ 1,334,600			\$ 1,342,150

Jefferson Economic Development Commission
1st Amended Budget-2022
Business Innovation Center (BIC)-Schedule A

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
Tenant Revenue	\$ -	\$ -	\$ -	\$ -	\$ -
Services	-	-	-	-	-
Total Revenues	\$ -	\$ -	\$ -	\$ -	\$ -
PROGRAM EXPENDITURES					
Staff Salaries	-	-	-	-	-
Health Benefits & Taxes	-	-	-	-	-
SEP/IRA-Retirement	-	-	-	-	-
Communications	-	-	-	-	-
Equipment Rental/Maintenance	-	-	-	-	-
PR/Advertising	-	-	-	-	-
Office Supplies	-	-	-	-	-
Dues & Subscriptions	-	-	-	-	-
Postage	-	-	-	-	-
Travel/Mileage	-	-	-	-	-
Staff Development	-	-	-	-	-
Special Projects	-	-	-	-	-
Services	-	-	-	-	-
Bad Debt	-	-	-	-	-
Total Expenditures	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER FINANCING SOURCES (USES)					
Transfer to other funds	-	-	-	-	-
Total other financing sources (uses)	-	-	-	-	-
NET PROGRAM SURPLUS/DEFICIT	\$ -	\$ -	\$ -	\$ -	\$ -

Jefferson Economic Development Commission
1st Amended Budget-2022
Financing-Schedule B

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
Financing Income	\$ -	\$ -	\$ -	\$ -	\$ -
BRGL & LRCF Fees	-	-	-	-	-
HUD Revenues	-	-	-	-	-
EDA Revenues	55,000	60,000	14,607	33,393	48,000
LRCF Revenues	115,000	110,000	41,707	68,293	110,000
ILTAP Revenues	80,000	65,000	36,707	63,293	100,000
CDBG Fish Fund Revenues	-	15,000	-	-	-
EDA COVID Revenues	10,600	20,000	-	50,000	50,000
JEDCO Development Corp. Revenues	165,000	230,000	-	110,000	110,000
Other fees	-	-	-	-	-
Total Revenues	\$ 425,600	\$ 500,000	\$ 93,021	\$ 324,979	\$ 418,000
PROGRAM EXPENDITURES					
Staff Salaries	290,000	320,000	110,598	229,402	340,000
Health Benefits & Taxes	28,000	43,300	9,338	20,662	30,000
SEP/IRA-Retirement	27,500	39,040	13,494	26,506	40,000
Communications	12,000	3,500	1,885	5,115	7,000
Program Costs	-	-	-	-	-
Equipment Rental/Maintenance	1,500	4,000	97	3,903	4,000
PR/Advertising	22,000	20,000	-	20,000	20,000
Office Supplies	2,500	5,000	607	3,393	4,000
Postage & Coping	1,500	1,500	235	1,265	1,500
Travel/Mileage	500	5,000	63	4,937	5,000
Staff Development	3,000	7,500	1,956	5,544	7,500
Dues & Subscriptions	24,000	25,000	4,013	14,987	19,000
Attorney Fees	2,800	2,500	695	1,805	2,500
Contract Svc./Loan Processing	-	-	-	-	-
Special Events	-	3,000	-	3,000	3,000
EDA COVID Expenses	132,000	-	-	-	-
Total Expenditures	\$ 547,300	\$ 479,340	\$ 142,981	\$ 340,519	\$ 483,500
Transfer to other funds(JEDCO-Clearing	-	-	-	-	-
Transfer from other funds	132,000	-	-	-	-
Total Other Financing Uses		-	-	-	-
NET PROGRAM SURPLUS/DEFICIT	\$ 10,300	\$ 20,660	\$ (49,960)	\$ (15,540)	\$ (65,500)

Jefferson Economic Development Commission
1st Amended Budget-2022
Economic Development Services (EDS)-Schedule C

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
Incentive Fees	\$ 2,000	\$ 2,000	\$ 125	\$ 1,875	\$ 2,000
Gretna Revenues	-	-	-	-	-
Pilot Administration Fees	294,300	260,225	126,660	200,630	327,290
Bond Revenues	21,948	21,948	-	21,948	21,948
Total Revenues	\$ 318,248	\$ 284,173	\$ 126,785	\$ 224,453	\$ 351,238
PROGRAM EXPENDITURES					
Staff Salaries	204,250	231,000	73,273	157,727	231,000
Health Benefits & Taxes	38,000	55,600	12,725	42,875	55,600
SEP/IRA-Retirement	25,200	28,200	8,939	19,261	28,200
Communications	12,000	12,000	1,450	10,550	12,000
Program Costs	1,000	5,000	273	2,227	2,500
Equipment Rental/Maintenance	25,000	4,000	101	3,899	4,000
Office Supplies	1,000	2,000	549	1,451	2,000
Dues & Subscriptions	32,000	32,000	30	16,970	17,000
Postage	1,000	2,000	133	867	1,000
Data Base Analysis	-	10,000	-	5,000	5,000
Travel/Mileage	2,000	6,000	258	2,742	3,000
Staff Development	6,000	6,000	-	3,000	3,000
Special Projects	2,000	4,000	-	4,000	4,000
Seminars/Conferences & Conventions	3,000	4,000	85	1,915	2,000
Total Expenditures	\$ 352,450	\$ 401,800	\$ 97,816	\$ 272,484	\$ 370,300
NET PROGRAM SURPLUS/DEFICIT	\$ (34,202)	\$ (117,627)	\$ 28,969	\$ (48,031)	\$ (19,062)

Jefferson Economic Development Commission
1st Amended Budget-2022
Strategic Initiatives-Schedule D

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
Gretna Revenues	\$ 25,000	\$ 25,000	\$ -	\$ 25,000	\$ 25,000
Program Revenues	-	-	-	-	-
Brownfield TA Revenues	20,000	-	-	-	-
Entergy Revenues	2,500	-	-	750	750
Special Projects	-	-	-	-	-
Total Revenues	\$ 47,500	\$ 25,000	\$ -	\$ 25,750	\$ 25,750
PROGRAM EXPENDITURES					
Staff Salaries	92,000	97,000	5,169	61,831	67,000
Health Benefits & Taxes	18,100	25,777	2,349	9,651	12,000
SEP/IRA-Retirement	19,100	18,300	5,129	4,871	10,000
Communications	4,200	4,200	900	3,300	4,200
Program Costs	1,000	1,000	-	1,000	1,000
Equipment Rental/Maintenance	700	700	55	645	700
Office Supplies	400	400	599	(199)	400
Dues & Subscriptions	15,000	5,000	-	5,000	5,000
Postage	350	200	155	45	200
Seminars/Conferences & Conventions	9,000	2,500	669	1,831	2,500
Travel/Mileage	600	1,600	307	1,293	1,600
Staff Development	2,200	3,500	350	3,150	3,500
Business Attraction Strategy	2,700	-	1,500	-	1,500
Gretna Expenses	25,000	25,000	25,000	-	25,000
Special Projects	16,000	4,000	437	11,563	12,000
Brownfield TA Expenses	-	-	2,226	4	2,230
Attorney Fees					5,550
Total Expenditures	\$ 206,350	\$ 189,177	\$ 44,845	\$ 103,985	\$ 154,380
NET PROGRAM SURPLUS/DEFICIT					
	\$ (158,850)	\$ (164,177)	\$ (44,845)	\$ (78,235)	\$ (128,630)

Jefferson Economic Development Commission
1st Amended Budget-2022
Marketing-(Schedule E)

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
Program/Event Revenues	\$ 14,880	\$ 16,000	\$ -	\$ 16,000	\$ 16,000
Entrepreneur Challenge	-	-	-	-	-
Sponsorship	12,500	15,000	-	15,000	15,000
Prosper Jefferson	700	1,650	-	1,650	1,650
Press Announcement Fees	-	-	-	1,600	1,600
Total Revenues	\$ 28,080	\$ 32,650	\$ -	\$ 32,650	\$ 34,250
PROGRAM EXPENDITURES					
Staff Salaries	75,000	77,500	28,786	59,214	88,000
Health Benefits & Taxes	11,000	11,000	2,060	9,440	11,500
SEP/IRA-Retirement	9,400	9,500	3,512	7,488	11,000
Communications	5,000	7,200	500	6,700	7,200
Equipment Rental/Maintenance	2,500	2,500	55	2,445	2,500
PR/Advertising	60,000	60,000	23,919	41,081	65,000
Office Supplies	2,000	3,000	-	3,000	3,000
Dues & Subscriptions	7,000	10,000	848	9,152	10,000
Postage	750	750	155	595	750
Travel/Mileage	500	1,000	-	1,000	1,000
Staff Development	-	3,500	-	3,500	3,500
Web-Site Update	1,000	30,000	-	30,000	30,000
Programs/Event	40,400	30,000	604	29,396	30,000
Video Equipment Expenses	250	500	-	500	500
Entrepreneur Challenge	-	5,000	-	-	-
Prosper Jefferson	1,500	2,400	1,215	1,185	2,400
Press Announcement Expenses	-	5,000	-	1,600	1,600
Total Expenditures	\$ 216,300	\$ 258,850	\$ 61,654	\$ 206,296	\$ 267,950
NET PROGRAM SURPLUS/DEFICIT	\$ (188,220)	\$ (226,200)	\$ (61,654)	\$ (173,646)	\$ (233,700)

Jefferson Economic Development Commission
1st Amended Budget-2022
Administration-Schedule F

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
Econ. Assist. (Select Comfort)	\$ -	\$ -	\$ -	\$ -	\$ -
Parish IGA-(GNO, Inc.)***	-	90,000	-	90,000	90,000
COVID-19 Reimbursement Revenues	-	-	-	-	-
Econ. Assist. (Stewart)****	250,000	-	-	-	-
Parish CEA Revenues	-	-	-	-	-
Total Revenues	\$ 250,000	\$ 90,000	\$ -	\$ 90,000	\$ 90,000
PROGRAM EXPENDITURES					
Staff Salaries	640,500	642,500	218,688	423,812	642,500
Health Benefits & Taxes	80,000	105,000	19,697	85,303	105,000
SEP/IRA-Retirement	78,825	78,500	26,118	52,382	78,500
Communications	16,000	12,600	2,312	10,288	12,600
Equipment Rental/Maintenance	4,000	4,000	382	3,618	4,000
Office Supplies	4,000	16,000	2,199	13,801	16,000
Dues & Subscriptions	2,000	1,500	569	931	1,500
Postage	2,000	3,000	136	2,864	3,000
Committee Meetings	11,000	10,000	584	9,416	10,000
Seminars/Conferences & Conventions	4,000	4,000	436	3,564	4,000
Accounting/Audit	40,000	40,000	-	40,000	40,000
Insurance	37,000	36,000	34,054	1,946	36,000
Business Development	5,000	5,000	2,837	2,163	5,000
Travel/Mileage	500	8,000	2,091	5,909	8,000
Staff Development	4,200	3,000	1,080	2,520	3,600
Administrative Fees	13,000	13,000	3,628	9,372	13,000
Computer/Equip./Svc.	111,800	70,200	13,899	56,301	70,200
AEDO Accreditation	-	-	4,345	5,655	10,000
Personnel Expenses	28,500	7,000	-	7,000	7,000
Emergency Expenses	83,000	3,000	-	3,000	3,000
Attorney Fees	15,000	10,000	460	9,540	10,000
Neighborhood Revitalization Expenses *	2,000	2,000	-	2,000	2,000
Econ. Assist. (Select Comfort)**	-	-	-	-	-
Parish IGA (GNO, Inc.)***	47,848	90,000	45,000	45,000	90,000
Video Conferencing	2,500	-	451	549	1,000
COVID-19 Expenses	-	-	-	-	-
Econ. Assist. (Stewart)****	46,170	100,000	-	-	100,000
Parish CEA Expenses (Fat City)	20,500	-	12,500	-	12,500
Total Expenditures	\$ 1,299,343	\$ 1,264,300	\$ 391,466	\$ 796,934	\$ 1,288,400
NET PROGRAM SURPLUS/DEFICIT	\$ (1,049,343)	\$ (1,174,300)	\$ (391,466)	\$ (706,934)	\$ (1,198,400)

* Restricted funds of \$49,725 received from J.P. in 2015 for Strategic Neighborhood Revitalization Plan project with expenses occurring in 2016 (\$47,948) and 2017 (\$1,777). Additional related expenses incurred by JEDCO are also included.

** Restricted funds of \$158,330 received from J.P. in 2017 for Select Comfort project with expenses occurring in 2018 (\$100,000), 2019 (\$33,330) and 2020 (\$25,000).

*** Total restricted funds of \$90K received from J.P. in 2019 per Parish IGA (for the GNO, Inc. CEA), of which \$45K was expensed in 2019 and \$45K in 2020. Total restricted funds of \$90K received from J.P. in 2020 per Amendment #1 to Parish IGA, of which \$45K was expensed in 2020 and \$45K in 2021. Total restricted funds of \$55K received from J.P. in 2020 per Amendment #2 to Parish IGA, of which \$52, 152.50 was expensed in 2020 and \$2,847.50 in 2021. Total restricted funds of \$90K received from J.P. in 2021 per Parish IGA (for the GNO, Inc. CEA), of which \$45K will be expensed in 2021 and \$45K in 2022. Total restricted funds of \$90K to be received in 2022 from J.P. per amended Parish IGA of which \$45K will be expensed in 2022 and \$45K in 2023.

**** Total restricted funds of \$50K received from J.P. in 2020 and \$250K in 2021 for Stewart Enterprises CEA. \$46,170 was paid in 2021 and up to \$100K to be paid in 2022, up to \$75K to be paid in 2023, \$75K to be paid in 2023 and up to \$75K to be paid in 2024.

Jefferson Economic Development Commission
1st Amended Budget-2022
Building Operations-Schedule G

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM EXPENDITURES					
Staff Salaries	143,000	144,000	41,650	\$ 102,350	\$ 144,000
Health Benefits & Taxes	30,000	37,200	7,038	30,162	37,200
SEP/IRA-Retirement	18,500	17,600	5,080	12,520	17,600
Communications	5,700	5,000	485	4,515	5,000
Travel/Mileage	500	500	-	500	500
Repairs and Maintenance	3,500	5,500	-	5,500	5,500
Janitorial Services	35,000	35,000	12,225	22,775	35,000
Utilities	40,000	40,000	3,554	36,446	40,000
Security	2,000	1,500	278	1,222	1,500
Insurance	50,000	50,000	-	50,000	50,000
Lawn Maintenance	15,000	15,000	1,240	13,760	15,000
Garbage Collection	2,000	2,000	567	1,433	2,000
Generator Maintenance	3,000	4,000	1,446	2,554	4,000
Bldg. Supplies	1,000	10,000	2,080	20,920	23,000
Water	250	1,200	-	1,200	1,200
Dues and Subscriptions	300	300	-	300	300
HVAC Maintenance	18,000	20,000	7,282	14,718	22,000
Elevator Repairs and Maintenance	30,000	5,500	7,434	66	7,500
Door Mat Services	3,000	2,100	1,064	1,036	2,100
Pest Control	2,500	2,500	290	2,210	2,500
Generator Repairs	3,500	2,500	7,402	2,598	10,000
Professional Development	-	3,000	-	3,000	3,000
JEDCO Loan Payment	211,703	211,644	211,644	-	211,644
Pond Maintenance	-	1,000	-	1,000	1,000
Office Build-out	68,500	35,000 *	-	35,000	35,000 *
Total Expenditures	\$ 686,953	\$ 652,044	\$ 310,759	\$ 365,785	\$ 676,544

* \$35,000 taken from Capital Expense Schedule

Jefferson Economic Development Commission
1st Amended Budget-2022
Tech Park Expenses-Schedule H

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
Common Area Revenues	\$ 20,000	\$ 22,000	\$ -	\$ 22,000	\$ 22,000
Insurance (Pond)	-	-	-	-	-
Park Programs	-	-	-	15,000	15,000
Total Revenues	\$ 20,000	\$ 22,000	\$ -	\$ 37,000	\$ 37,000
PROGRAM EXPENDITURES					
Landscaping	13,000	13,000	-	13,000	13,000
Grass Cutting/Clearing/Fill	10,000	15,000	-	15,000	15,000
Utilities	3,000	6,000	-	6,000	6,000
Repairs and Maintenance	-	4,000	-	4,000	4,000
Access Road Expenses	-	15,000	-	15,000	15,000
Hog Abatement	38,500	38,500	9,636	28,864	38,500
Appraisal Expenses	-	-	-	-	-
Delgado Road Extension	-	-	-	-	-
Park Programming	-	-	-	-	10,000
Total Expenditures	\$ 64,500	\$ 91,500	\$ 9,636	\$ 81,864	\$ 101,500
OTHER FINANCING SOURCES (USES)					
Transfer to other funds	-	-	-	-	-
Transfer from other funds	-	-	-	-	15,000
Total other financing sources (uses)	\$ -	\$ -	\$ -	\$ -	\$ 15,000
NET PROGRAM SURPLUS/DEFICIT	\$ (44,500)	\$ (69,500)	\$ (9,636)	\$ (44,864)	\$ (49,500)

Jefferson Economic Development Commission
1st Amended Budget-2022
Conference Center-Schedule I

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
Building Rent	\$ 2,000	\$ 25,000	\$ -	\$ 25,000	\$ 25,000
Food & Beverage Revenues	-	1,000	-	1,000	1,000
Total Revenues	\$ 2,000	\$ 26,000	\$ -	\$ 26,000	\$ 26,000
PROGRAM EXPENDITURES					
Repairs and Maintenance	500	5,500	-	12,820	12,820
Utilities	14,000	22,000	6,370	15,630	22,000
Contract Services	19,000	20,000	4,098	15,902	20,000
Sales and Marketing	-	5,500	-	5,500	5,500
Supplies	50	10,000	855	9,145	10,000
Security	500	500	-	500	500
Food & Beverage Expenses	-	1,000	-	1,000	1,000
Fire System	-	-	-	-	-
Total Expenditures	\$ 34,050	\$ 64,500	\$ 11,323	\$ 60,497	\$ 71,820
NET PROGRAM SURPLUS/DEFICIT	\$ (32,050)	\$ (38,500)	\$ (11,323)	\$ (34,497)	\$ (45,820)

Jefferson Economic Development Commission
1st Amended Budget-2022
Business Attraction-Schedule J (a)

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM EXPENDITURES					
Staff Salaries	\$ -	\$ 75,000	\$ 12,457	\$ 12,457	\$ 65,500
Health Benefits & Taxes	-	12,000	148	148	2,000
SEP/IRA-Retirement	-	9,200	1,654	1,654	8,000
Communications	-	1,100	100	100	1,100
Equipment Rental/Maintenance	-	1,500	-	-	1,500
Postage	-	1,000	-	-	1,000
Office Supplies	-	500	-	-	500
Dues and Subscriptions	-	14,000	-	-	14,000
Program Costs	-	5,000	-	-	5,000
Special Projects	-	5,000	-	-	5,000
Database Development/Maintenance	-	3,500	-	-	3,500
Business Attraction Strategy	-	5,000	220	220	5,000 *
Travel/Mileage	-	300	55	55	300
Staff Development	-	2,000	-	-	2,000
Seminars/Conference & Conventions	-	6,000	1,794	1,794	10,000
Total Expenditures	\$ -	\$ 141,100	\$ 16,428	\$ 16,428	124,400

* Line item moved from Strategic Initiatives-Schedule D

(a)-Title of Schedule J will be changed from Business Attraction to Industry Recruitment

Jefferson Economic Development Commission
1st Amended Budget-2022
Entrepreneurship & Innovation-Schedule K

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
Entrepreneur Challenge	\$ -	\$ 40,000	\$ -	\$ -	\$ - *
Total Revenues	\$ -	\$ 40,000	\$ -	\$ -	\$ -
PROGRAM EXPENDITURES					
Staff Salaries	\$ -	\$ 75,000	\$ -	\$ -	\$ 75,000
Health Benefits & Taxes	-	12,000	-	-	12,000
SEP/IRA-Retirement	-	9,200	-	-	9,200
Communications	-	1,100	-	-	1,100
Equipment Rental/Maintenance	-	1,500	-	-	1,500
Postage	-	100	-	-	100
Office Supplies	-	500	-	-	500
Dues and Subscriptions	-	3,000	-	-	3,000
Program Costs	-	5,000	-	-	5,000
Special Projects	-	3,000	-	-	3,000
Entrepreneur Challenge	-	40,000	-	-	- *
Database Development/Maintenance	-	3,500	-	-	3,500
Trave/Mileage	-	300	-	-	300
Staff Development	-	2,000	-	-	2,000
Seminars/Conference & Conventions	-	3,000	-	-	3,000
Total Expenditures	\$ -	\$ 159,200	\$ -	\$ -	119,200
NET PROGRAM SURPLUS/DEFICIT	\$ -	\$ (119,200)	\$ -	\$ -	\$ (119,200)

* Moved from Marketing-Schedule E

Jefferson Economic Development Commission
1st Amended Budget-2022
Special Projects-Schedule L

	(A)	(B)	(C)	(D)	(E)
	2021 Final Amended Budget	2022 Adopted Budget	Actual Year-to-Date (@ 4/30/2022)	Estimate Remaining for Year	Projected Actual Result at Year End-2022 (1st Amended Budget)
PROGRAM REVENUES					
State Capital Outlay-Avondale Marine	\$ -	\$ 1,432,500	\$ -	\$ 1,432,500	\$ 1,432,500 (a)
Avondale Marine Administrative Revenues	-	12,500	-	1,500	1,500 (b)
Brownfield Grant	5,100	200,000	-	200,000	200,000
LED Technical Assistance	14,300	80,000	-	80,000	80,000
Total Revenues	\$ 19,400	\$ 1,725,000	\$ -	\$ 1,714,000	\$ 1,714,000
PROGRAM EXPENDITURES					
Contract Services-Avondale Marine	-	1,432,500	-	1,432,500	1,432,500 (c)
Brownfield Grant (RPC Subaward)	5,100	100,000	-	15,000	15,000
Brownfield Grant Marketing Analysis	14,300	63,000	-	-	63,000
Brownfield Grant Administrative Exp.	-	37,000	-	-	37,000
Brownfield Grant Environment Contract	-	-	-	-	100,000
LED Tech Assist. Marketing	-	26,000	-	-	26,000
LED Tech Assist,. Outreach Contract	-	40,000	-	-	20,000
LED Assist. Adminstrative Exp.	-	14,000	-	-	14,000
Total Expenditures	\$ 19,400	\$ 1,712,500	\$ -	\$ 1,447,500	\$ 1,707,500
NET PROGRAM SURPLUS/DEFICIT	\$ -	\$ 12,500	\$ -	\$ 266,500	\$ 6,500

(a)-name will be changed to State Capital Outlay-A.M. Gate Complex
(b)-name will be changed to A.M. Gate Complex-Administrative Revenues
(c)-name will be changed to A.M. Gate Complex-Contract Services