### MEGA-PROJECT DEVELOPMENT FUND AND RAPID RESPONSE FUND SEMI-ANNUAL PERFORMANCE REPORT APRIL 2011 TO SEPTEMBER 2011

This report was prepared by Louisiana Economic Development to summarize the performance status of all active Mega-Project Development Fund and Rapid Response Fund incentive contracts. For each active contract, this report provides: project description; description of incentive funds provided; summary of performance requirements (minimum required payroll, capital investment, etc.); project status, including actual performance relative to requirements; and, where applicable, a summary of reimbursement obligations associated with any underperformance.

<u>IMPORTANT NOTE:</u> This report includes only business development projects with active Mega-Project Development Fund and Rapid Response Fund contracts. Because most LED-supported projects do not involve Mega-Project Development Fund or Rapid Response Fund incentives, the job and capital investment numbers included in this report represent only a portion of the totals for business development projects secured by LED.

### **MEGA-PROJECT DEVELOPMENT FUND**

#### **MEGA-PROJECT DEVELOPMENT FUND EXPENDITURE REPORT** Reporting Period – 4/1/11 – 09/30/11

#### **Private Sector Mega-Fund Projects**

|                                         |                                                         | Expenditures (Prior Cumulative and<br>Current Reporting Period \$) |                                          |             | Job Commitments <sup>1</sup> |       |       |                                                    |                                      |                                                     |                 |                                                                 |
|-----------------------------------------|---------------------------------------------------------|--------------------------------------------------------------------|------------------------------------------|-------------|------------------------------|-------|-------|----------------------------------------------------|--------------------------------------|-----------------------------------------------------|-----------------|-----------------------------------------------------------------|
| Company                                 | Total MPDF<br>Funding<br>Encumbered<br>as of<br>9/30/11 | Prior<br>Cumulative                                                | Current<br>Period<br>4/1/11-<br>09/30/11 | Total       | Retained                     | New   | Total | Average<br>Salary <sup>2</sup><br>(\$ per<br>year) | New<br>indirect<br>jobs <sup>3</sup> | Total<br>new<br>jobs<br>(direct<br>and<br>indirect) | Capex<br>(\$MM) | New annual<br>state tax<br>revenues<br>(\$MM/year) <sup>4</sup> |
| CenturyLink⁵                            | -                                                       | -                                                                  | -                                        | -           | 1,500                        | 796   | 2,296 | 55,000                                             | 655                                  | 1,148                                               | 20.0            | 3.6                                                             |
| ConAgra<br>Foods                        | 37,400,000                                              | 32,400,000                                                         | -                                        | 32,400,000  | -                            | 500   | 500   | 35,000                                             | 1,420                                | 1,920                                               | 211.0           | 4.2                                                             |
| Foster<br>Farms                         | 50,000,000                                              | 50,000,000                                                         | -                                        | 50,000,000  | -                            | 1,100 | 1,100 | 22,500                                             | 2,870                                | 3,970                                               | 20.0            | 8.7                                                             |
| SNF Holding<br>Company                  | 26,550,000                                              | 26,550,000                                                         | -                                        | 26,550,000  | -                            | 512   | 512   | 57,400                                             | 900                                  | 1,412                                               | 350.0           | 6.7                                                             |
| The<br>Schumacher<br>Group <sup>6</sup> | -                                                       | -                                                                  | -                                        | -           | 389                          | 600   | 989   | 62,500                                             | 784                                  | 1,384                                               | 19.0            | 3.5                                                             |
| Total                                   | 113,950,000                                             | 108,950,000                                                        | -                                        | 108,950,000 | 1,889                        | 3,508 | 5,397 | -                                                  | 6,629                                | 9,834                                               | 620.0           | 26.7                                                            |

<sup>1</sup> Includes full time and full time equivalent positions.

<sup>2</sup>Average salary for new positions only; excludes benefits.

<sup>3</sup> Estimates for indirect jobs based on standard RIMS multipliers from the U.S. Bureau of Labor Statistics (BLS).

<sup>4</sup> Includes direct and indirect taxes generated by each project after completion (full employment); includes only impact of new project /

 <sup>5</sup> This Mega-Project Development (i.e., impact of any existing operations not included).
<sup>5</sup> This Mega-Project Development Fund (MPDF) project represents a second headquarters expansion by CenturyLink. The amended Cooperative Endeavor Agreement (CEA) allocating MPDF dollars is effective June 1, 2011, but approval to encumber MPDF dollars was not received until November 18, 2011. The amount of the MPDF encumbrance will be provided in the next report.

<sup>6</sup> The CEA funding this project is effective May 28, 2011, but approval to encumber MPDF dollars was not received until November 18, 2011. The amount of the MPDF encumbrance will be provided in the next report.

#### IMPORTANT NOTE:

1. Above list of projects includes only those for which the MPDF was utilized - LED has secured many other project wins for which the MPDF was not utilized.

2. Announced projects without a fully executed CEA are not included in this report.

#### Federal Mega-Fund Projects

|                  |                                                       |                     | (Prior Cumulative<br>eporting Period \$  |             |                                                                                                                                                                                                                                                                                                                                                                           |
|------------------|-------------------------------------------------------|---------------------|------------------------------------------|-------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Proiect          | Total MPDF<br>Funding<br>Encumbered as of<br>9/301/11 | Prior<br>Cumulative | Current<br>Period<br>4/1/11-<br>09/30/11 | Total       | Description                                                                                                                                                                                                                                                                                                                                                               |
| Federal<br>City  | 125,000,000                                           | 125,000,000         | -                                        | 125,000,000 | The project will retain 1,663 jobs, add at least 300 new jobs, and create an<br>environment that likely will attract other significant federal tenants in the<br>future.                                                                                                                                                                                                  |
| NASA/<br>Michoud | 55,500,000                                            | 12,538,436          | 834,224                                  | 13,372,660  | Funding initially was encumbered to complete a multi-year commitment to<br>assist NASA's Michoud Assembly Facility in its transition to the<br>Constellation program; however, the Obama administration has since<br>proposed cancelling Constellation. Accordingly, the future of this funding<br>will be determined following completion of the federal budget process. |
| Total            | 180,500,000                                           | 137,538,436         | 834,224                                  | 138,372,660 |                                                                                                                                                                                                                                                                                                                                                                           |

### **PRIVATE SECTOR MEGA-FUND PROJECTS**

#### CENTURYLINK, INC.

Corporate headquarters Projects announced in 2009 and 2011 Ouachita Parish

CenturyLink, Inc. (formerly CenturyTel) committed to expand its corporate headquarters in Monroe, Louisiana adding a total of 1,146 new direct jobs with average salaries of \$55,000, plus benefits, by 2016.

The retention of CenturyLink keeps a third Fortune 500 Company and the nation's fourth-largest local exchange telephone company headquartered in Louisiana.

To secure the project, LED offered CenturyLink a revised performance-based grant comprised of up to \$23.8 million from the Mega-Project Development Fund and Rapid Response Fund for facility expansion, personnel relocation costs and integration expenses, and for offsetting air transportation expenses. Grant funds are to be provided over several years on a reimbursement basis after expenditures are verified and approved by the State. Additionally, with funding support from the State of \$300,000 per year over seven years, Louisiana Tech University committed to establish the Clarke M. Williams Professorship in Telecommunications and to collaborate with CenturyLink to plan and design courses to serve the advanced education needs of the company's workforce. As of the report date, \$1.8 million in expenditures had been reimbursed by the State to CenturyLink and Louisiana Tech University.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED, Louisiana Tech University and CenturyLink commits CenturyLink to maintain its headquarters in Louisiana through December 31, 2020.

The company has committed to produce 1,146 total new direct jobs according to the following schedule under the CEA: 148 new direct jobs by December 31, 2010; an additional 178 new direct jobs by December 31, 2011; an additional 227 new direct jobs by December 31, 2012; an additional 157 new direct jobs by December 31, 2013; an additional 170 new direct jobs by December 31, 2014; an additional 155 new direct jobs by December 31, 2015; and an additional 111 new direct jobs by December 31, 2016.

The CEA includes clawback provisions that will require CenturyLink to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

CenturyLink continues to maintain its corporate headquarters in Monroe and add new jobs. Under the CEA, CenturyLink's performance is assessed annually relative to payroll obligations. The most recent obligation includes \$1.5 million in new payroll for the project year ending December 31, 2010. CenturyLink reported \$5.0 million in new payroll for the period ending December 31, 2010, exceeding the new payroll requirement of \$1.5 million. CenturyLink's next obligation includes \$7.8 million in new payroll during 2011.

## As of the report date, CenturyLink was meeting or exceeding all current performance requirements in the CEA.

#### CONAGRA FOODS LAMB WESTON

Large-scale sweet potato processing facility Project announced in 2009 Richland Parish

ConAgra Foods Lamb Weston committed to construct a large-scale sweet potato processing facility, including capital investment of \$211-256 million and employment ramping up to 500-600 with average salaries of about \$35,000, plus benefits, by 2015.

Upon completion, the ConAgra facility is expected to become the largest private-sector employer in Richland Parish, as well as one of the 10 largest private-sector employers in Northeast Louisiana. The new facility also will become one of Louisiana's top 100 economic-driver firms (out of roughly 120,000 total current employers) based on direct and indirect job impact.

To secure the project, LED offered a performance-based grant of up to \$37.4 million from the Mega-Project Development Fund to be utilized for land, buildings, structural improvements and land improvements, and then machinery and equipment (in that order). Grant funds are provided on a reimbursement basis after company expenditures are verified and approved by the State. As of the report date, \$32.4 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and ConAgra Foods, Inc. specifies a two-phase development plan for the project, starting with Phase I of construction (at least \$156 million) to be completed by June 30, 2011 and Phase II (an additional \$55-100 million) by January 1, 2014.

Phase I will result in 275 new direct jobs by December 31, 2011 while Phase II will result in an additional 225-325 new direct jobs by December 31, 2015; therefore, the company has committed to produce 500-600 total new direct jobs.

Because the company has not yet selected the exact size of Phase II, there are three scenarios for capital investment, jobs, and incentives, as follows:

|                | Capital    | New Direct | Mega-Fund |
|----------------|------------|------------|-----------|
|                | Investment | Jobs       | Incentive |
| Alternative A: | \$211 MM   | 500        | \$32.4 MM |
| Alternative B: | \$226 MM   | 550        | \$34.8 MM |
| Alternative C: | \$256 MM   | 600        | \$37.4 MM |

The CEA includes clawback provisions that will require ConAgra to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment and payroll obligations). Specifically, the company must reimburse 2.5 percent of any shortfall relative to capital investment commitments, and 16.5 percent of any shortfall relative to payroll obligations.

Phase I of the facility officially opened in mid-September of 2010 and construction on Phase I has been completed. Phase I of operation is required to produce at least \$8.0 million of new payroll, excluding benefits, in 2011. Payroll obligations increase each year thereafter.

# As of the report date, ConAgra Foods Lamb Weston was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

#### FOSTER POULTRY FARMS

Poultry processing operation Project announced in 2009 Farmerville (Union Parish)

Foster Poultry Farms committed to purchase, improve, and operate the closed Pilgrim's Pride poultry operation, with employment ramping up to 1,100 with average salaries of \$22,500, plus benefits, by 2011.

As part of this commitment, Foster Poultry Farms anticipated spending approximately \$100 million to purchase the facility, rebuild inventory levels and make capital improvements.

Accounting for both direct and indirect economic effects, the Farmerville facility will lead to 3,970 total Louisiana jobs by 2011 and \$379 million in annual economic output.

To secure the project, LED offered a performance-based grant of up to \$50 million from the Mega-Project Development Fund to be utilized for facility purchase and inventory rebuild (total of approximately \$40 million) and capital improvements (approximately \$10 million). Grant funds were provided on a reimbursement basis after expenditures were verified and approved by the State. As of the report date, the full \$50 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Foster Poultry Farms specifies that a minimum of \$10 million in facility improvements, equipment refurbishment, and infrastructure expenditures be made within two years of the facility purchase (i.e., \$10 million by May 21, 2011). Additionally, the CEA calls for the creation of 650 direct jobs within two months of closing (i.e., 650 direct jobs by July 21, 2009) and the creation of 1,000 direct jobs within twelve months of closing (i.e., 1,000 direct jobs by May 21, 2010).

Facility purchase, inventory rebuild, and capital improvements at the Farmerville operation are complete, with over \$10 million in expenditures already made at the facility. As of the report date, Foster Poultry Farms had created over 1,200 jobs at the facility.

The CEA includes clawback provisions that will require Foster Poultry Farms to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 30 percent of any shortfall relative to payroll obligations.

Under the CEA, Foster Poultry Farms' performance is assessed annually relative to payroll obligations. The most recent obligation included \$20.2 million in payroll for the 12 month period ending June 30, 2011. For the project year ending June 30, 2011, Foster Poultry Farms generated over \$35.3 million in payroll for the 12 month period ending June 30, 2011, exceeding the performance requirement. Foster Poultry Farm's next obligation includes \$24.7 million in payroll for the 12 month period ending June 30, 2012.

As of the report date, Foster Poultry Farms was meeting or exceeding all current performance requirements in the CEA.

#### SNF HOLDING COMPANY

Water-soluble polymer manufacturing facility Project announced in 2009 Iberville Parish

SNF Holding Company (SNF) committed to construct a new water-soluble polymers manufacturing facility, including capital investment of \$350 million and employment ramping up to 512 with average salaries of \$57,400, plus benefits, by 2016.

An economic impact analysis by LSU indicates that the more than 500 direct, new on-site jobs will create approximately 900 indirect jobs for a total of 1,400 permanent new jobs in Louisiana and rank SNF as one of Louisiana's top 150 economic-driver firms (out of roughly 120,000 total current employers) based on direct and indirect job impact.

To secure the project, LED offered SNF a performance-based grant of up to \$39.4 million from the Mega-Project Development Fund, including performance-based financial assistance of \$26.55 million for rail spur and other site infrastructure, as well as performance-based incentive payments of \$1.28 million per year starting at the conclusion of project year 1 (June 30, 2012), for a ten year period for capital costs related to the project. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$26.55 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and SNF specifies a five-year development plan for the project, with SNF investing capital according to the following schedule: \$92.2 million by June 30, 2011; an additional \$69.1 million by June 30, 2012; an additional \$69.1 million by June 30, 2013; an additional \$46.1 million by June 30, 2014; and an additional \$46.1 million by June 30, 2015.

The company has committed to produce 512 total new direct jobs according to the following schedule: 118 new direct jobs by June 30, 2012; an additional 123 new direct jobs by June 30, 2013; an additional 94 new direct jobs by June 30, 2014; an additional 67 new direct jobs by June 30, 2015; and an additional 110 new direct jobs by June 30, 2016.

The CEA includes clawback provisions that will require SNF to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment, payroll, and taxable purchases obligations). Specifically, the company must reimburse 0.90 percent of any shortfall relative to capital investment commitments, 12.3 percent of any shortfall relative to payroll obligations, and 1.2 percent of any shortfall relative to taxable purchases commitments.

As of the report date, SNF had commenced commercial operations at the new facility and satisfied the initial capital investment obligation of \$92.2 million. SNF is required to produce \$6.8 million of payroll, excluding benefits, over the 12 month period ending June 30, 2012 (project year 1). Payroll obligations increase until project year five when they reach \$29.4 million per project year.

# As of the report date, SNF Holding Company was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

#### THE SCHUMACHER GROUP

Corporate headquarters expansion Project announced in 2011 Lafayette Parish

The Schumacher Group (Schumacher) committed to expand its existing Lafayette corporate headquarters, including capital investment of \$19.0 million and the addition of 600 new direct jobs with average salaries of \$62,500, plus benefits, by 2016.

The expansion will create nearly 1,400 new jobs in Acadiana (based on direct and indirect job impact) over a five-year period. Louisiana's recently enhanced Digital Media & Software Incentive will assist Schumacher with continuing to advance its integrated technology solutions that help improve healthcare outcomes and efficiency.

To secure the project, LED offered Schumacher a performance-based grant of up to \$9.0 million from the Mega-Project Development Fund to offset costs associated with the expansion of the existing headquarters facility or construction of a new headquarters facility. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, no requests for reimbursement had been received by the State, and no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Schumacher commits the company to retain 389 existing jobs and expand the existing headquarters facility or build a new headquarters facility by January 1, 2015.

The company has committed to produce 600 total new direct jobs according to the following schedule: 75 new direct jobs by December 31, 2012; an additional 125 new direct jobs by December 31, 2013; an additional 150 new direct jobs by December 31, 2014; an additional 175 new direct jobs by December 31, 2015; and an additional 75 new direct jobs by December 31, 2016. Under the CEA, Schumacher's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Schumacher to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 5.0 percent of any shortfall relative to new payroll obligations.

Schumacher's first obligation will be to produce \$4.1 million in new payroll, excluding benefits, during 2012. New payroll obligations increase each year thereafter.

# As of the report date, Schumacher was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

FEDERAL MEGA-FUND PROJECTS

#### FEDERAL CITY

Marine Forces Reserve Headquarters and related facilities Project announced in 2008, Mega-Project Development Funds approved in 2009 Orleans Parish

The State commitment of \$150 million to the Naval Support Activity site (known as the Federal City Project) will help design and construct the Marine Forces Reserve Headquarters and provide improvements to numerous facilities throughout the site, resulting in an estimated 1,663 retained jobs in the New Orleans area and 300 additional positions from Kansas City, Missouri.

The Marine Forces Reserve presence in New Orleans has been a major economic driver for many years. The Federal City project will ensure this economic activity remains in place, and will position New Orleans for new investments by the United States Department of Defense (DoD) and other Federal agencies.

DoD recommended that the 2005 Defense Base Closure and Realignment Commission (BRAC Commission) approve the closure of Naval Support Activity New Orleans (NSA), including facilities located on both the East Bank and the West Bank of the Mississippi River. The State of Louisiana and community leaders petitioned the BRAC Commission on July 22, 2005 to retain the military commands in New Orleans and transfer them to the proposed Federal City. Based on the State presentation to the BRAC Commission, NSA was taken off the list of bases to be closed as long as the Federal City project was funded and initiated prior to September 30, 2008.

The State has committed \$150 million towards the Federal City project: \$25 million in bond proceeds and \$125 million from the Mega-Project Development Fund. The \$150 million includes approximately \$110 million for the Marine Forces Reserve Headquarters, \$7 million for amenity upgrades on the site, and \$33 million for other infrastructure improvements and other aspects of the project.

State funds are provided to the project on a reimbursement basis after expenditures are verified and approved. As of the report date, \$125 million in disbursements had been provided to the project.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and the Algiers Development District / New Orleans Federal Alliance specifies that the construction of the Marine Forces Reserve facilities be completed and that the facilities be placed in service by September 15, 2011.

Occupancy of the facilities will result in an estimated 1,663 retained jobs in the New Orleans area and 300 additional positions from Kansas City, Missouri.

As this project involves a Federal government entity (DoD), the CEA does not include clawback provisions.

Marine Forces Reserve has moved into their new headquarters facility. Additional work on ancillary structures and features associated with the new headquarters facility is substantially complete as of fall 2011.

As of the report date, the Federal City project was meeting or exceeding all current performance requirements in the CEA.

#### NASA MICHOUD ASSEMBLY FACILITY

Manufacturing Equipment and R&D Administration Building Project announced in 2007; Mega-Project Development Funds approved in 2009 Orleans Parish

On February 15, 2007, the State executed a memorandum of understanding (MOU) with NASA Marshall Space Flight Center (MSFC) and MAF to facilitate increased work flow into MAF, creating more jobs and investment in Louisiana. The State recognized that employment levels associated with the Space Shuttle Program (External Fuel Tank) would dramatically decrease as the overall shuttle program phased down and desired to counter this situation by making strategic investments at MAF.

The State commitment of \$102 million to manufacturing equipment and facilities at the NASA Michoud Assembly Facility (MAF) was expected to help secure future MAF employment in the form of over 1,900 jobs associated with the NASA Orion Upper Stage and Avionics, the Orion Crew Exploration Vehicle, and Manufacturing Support and Facilities Operations. In addition, if the Ares V program performed as expected, MAF would be well positioned for significantly larger employment levels over the next four to six years.

Over the last several years, the State and NASA have been working against an overall State investment level of \$102 million for the acquisition of manufacturing equipment (Equipment) critical to building Ares I and Ares V hardware and for the design and construction of a new MAF Research & Development Administration Building (Building). The Legislature appropriated \$20 million towards these purposes in a 2007 supplemental bill. In 2008, Capital Outlay funds in the amount of \$20 million cash line of credit were approved. An additional \$6.5 million was appropriated in a supplemental bill.

To complete the \$102 million needed to fully fund the Equipment purchases and the design and construction of the Building, the State committed \$55.5 million from the Mega-Project Development Fund in 2009.

Funds are provided to the project for expenditures that are verified and approved by the State. As of the report date, \$13.4 million in expenditures from the Mega-Project Development Fund had been made towards the project.

Three cooperative endeavor agreements (CEAs) between the State of Louisiana / the Division of Administration (DOA) / LED (State) and NASA MSFC / UNO Research and Technology Foundation / LSU Board of Supervisors (MAF Partners) pertain to the \$55.5 million from the Mega-Project Development Fund. These CEAs specify that the State and MAF Partners work together to purchase and install the Equipment, including MAF facility modifications to accommodate the Equipment, by a target milestone of March 2010. The CEAs also specify a target milestone to complete construction of the Building by December 2010.

As this project involves a Federal government entity (NASA), the CEAs do not include clawback provisions.

Several major Equipment items, including a universal weld and machine turntable, a robotic weld tool, and a machining center, have been purchased and are either fully installed or projected to be fully installed in the near future and this special equipment will be available for use on other projects (e.g., Blade Dynamics). Initial planning and design work for the Building has been completed.

The Obama Administration ended Constellation Program development work after signature of the NASA Authorization Act of 2010. Work on a launch vehicle to replace the retiring Space Shuttle and

cancelled Constellation Program will now take place under the banner of the Space Launch System. It is envisioned that the Orion spacecraft will fly atop the Space Launch System once both items are ready and approved for flight.

Due to the tremendous uncertainty created through the budget proposal, the State notified NASA that expenditures of State funds will be suspended until NASA more clearly articulates its plans for MAF. As of the report date, expenditures were only being made to cover invoices supporting already ordered and/or delivered equipment.

As of the report date, the NASA Michoud Assembly Facility project is not expected to meet its target milestones for Equipment installation or Building construction. Once additional clarity regarding NASA's programs is available, the State will propose a revised approach.

### **RAPID RESPONSE FUND PROJECTS**

#### **RAPID RESPONSE FUND EXPENDITURE REPORT** Reporting Period – 04/1/11 – 09/30/11

#### **Private Sector Rapid Response Fund Projects**

|                                                  | Expenditures (Prior Cumulative and<br>Current Reporting Period \$) |                     |                                          |            | Job      | Commitme | ents <sup>1</sup> |                                                 |                                      |                                                     |                 |                                                                 |
|--------------------------------------------------|--------------------------------------------------------------------|---------------------|------------------------------------------|------------|----------|----------|-------------------|-------------------------------------------------|--------------------------------------|-----------------------------------------------------|-----------------|-----------------------------------------------------------------|
| Company                                          | Total RRF<br>Funding<br>Encumbered<br>as of<br>09/30/11            | Prior<br>Cumulative | Current<br>Period<br>4/1/11-<br>09/30/11 | Total      | Retained | New      | Total             | Average<br>Salary <sup>2</sup> (\$<br>per year) | New<br>indirect<br>jobs <sup>3</sup> | Total<br>new<br>jobs<br>(direct<br>and<br>indirect) | Capex<br>(\$MM) | New annual<br>state tax<br>revenues<br>(\$MM/year) <sup>4</sup> |
| Albemarle                                        | 3,200,000                                                          | 3,200,000           | -                                        | 3,200,000  | 600      | 30       | 630               | 230,000                                         | 86                                   | 116                                                 | 5.0             | 1.1                                                             |
| Bercen⁵                                          | 450,000                                                            | 393,727             | 56,273                                   | 450,000    | 36       | 20       | 56                | 90,000                                          | 92                                   | 112                                                 | 6.0             | 0.4                                                             |
| Blade<br>Dynamics<br>LLLP                        | 1,250,000                                                          | 278,805             | 666,311                                  | 945,116    | 0        | 600      | 600               | 48,000                                          | 972                                  | 1,572                                               | 13.0            | 4.3                                                             |
| Bruce Foods<br>Corporation                       | 2,500,000                                                          | 2,500,000           | -                                        | 2,500,000  | 380      | 43       | 423               | 31,400                                          | 112                                  | 155                                                 | 5.0             | 0.3                                                             |
| BST                                              | 400,000                                                            | 400,000             | -                                        | 400,000    | -        | 60       | 60                | 28,333                                          | 85                                   | 145                                                 | 2.0             | 0.3                                                             |
| Cameron<br>International<br>Corporation          | 2,000,000                                                          | 2,000,000           | -                                        | 2,000,000  | 475      | 110      | 585               | 49,000                                          | 171                                  | 281                                                 | 49.0            | 0.7                                                             |
| CenturyLink,<br>Inc. <sup>6</sup>                | 6,474,900                                                          | 1,693,553           | 142,573                                  | 1,836,126  | 1,873    | 350      | 2,223             | 45,000                                          | 520                                  | 870                                                 | 117.9           | 2.0                                                             |
| DG Foods,<br>LLC <sup>7</sup>                    | 1,000,000                                                          | 1,000,000           | -                                        | 1,000,000  | 0        | 317      | 317               | 18,600                                          | 936                                  | 1,253                                               | 9.7             | 1.9                                                             |
| Dr. Reddy's<br>Laboratories,<br>LLC              | 2,100,000                                                          | 2,074,819           | 25,181                                   | 2,100,000  | 161      | 73       | 234               | 37,000                                          | 184                                  | 257                                                 | 16.5            | 0.6                                                             |
| Electronic<br>Arts <sup>8</sup>                  | -                                                                  | -                   | -                                        | -          | -        | 220      | 220               | 25,300                                          | 502                                  | 722                                                 | 1.0             | 1.4                                                             |
| Gameloft                                         | 1,900,000                                                          | -                   | 1,500,000                                | 1,500,000  | -        | 146      | 146               | 57,700                                          | 147                                  | 293                                                 | 32.0            | -                                                               |
| Gardner<br>Denver<br>Thomas                      | 8,700,000                                                          | 8,700,000           | -                                        | 8,700,000  | 69       | 202      | 271               | 37,000                                          | 505                                  | 707                                                 | -               | 2.1                                                             |
| Globalstar,<br>Inc.                              | 5,328,760                                                          | 1,614,657           | 3,588,775                                | 5,203,432  | 30       | 564      | 594               | 72,000                                          | 842                                  | 1,406                                               | 2.5             | 2.8                                                             |
| Halliburton                                      | 2,000,000                                                          | -                   | -                                        | -          | 0        | 150      | 150               | 58,600                                          | 357                                  | 507                                                 | 63.0            | 1.6                                                             |
| NuComm<br>International<br>US Inc                | 1,000,000                                                          | 1,000,000           | -                                        | 1,000,000  | -        | 1,000    | 1,000             | 14,055                                          | 489                                  | 1,489                                               | 3.5             | 2.3                                                             |
| Oceaneering<br>International<br>Inc.             | 2,000,000                                                          | 2,000,000           | -                                        | 2,000,000  | 570      | 400      | 970               | 42,000                                          | 606                                  | 1,006                                               | 20.0            | 1.5                                                             |
| Saint Gobain<br>Containers <sup>9</sup>          | 1,200,000                                                          | 1,200,000           | -                                        | 1,200,000  | 350      | -        | 350               | 51,400                                          | -                                    | -                                                   | 24.0            | -                                                               |
| Staples, Inc.                                    | 350,000                                                            | 350,000             | -                                        | 350,000    | -        | 434      | 434               | 19,800                                          | 567                                  | 1,001                                               | 2.0             | 2.5                                                             |
| The Folger<br>Coffee<br>Company                  | 3,000,000                                                          | 2,960               | 716,423                                  | 719,383    | 450      | 120      | 570               | 42,000                                          | 381                                  | 501                                                 | 69.0            | 1.7                                                             |
| The<br>Lighthouse for<br>the Blind <sup>10</sup> | 150,000                                                            | -                   | -                                        | -          | 0        | 75       | 75                | 22,539                                          | 104                                  | 179                                                 | 5.7             | 0.4                                                             |
| USAgencies,<br>LLC                               | 97,000                                                             | 97,000              | -                                        | 97,000     | 200      | 56       | 256               | 26,400                                          | 74                                   | 130                                                 | 1.2             | 0.3                                                             |
| Total                                            | 45,100,660                                                         | 28,505,521          | 6,695,536                                | 35,201,057 | 5,194    | 4,970    | 10,164            | -                                               | 7,732                                | 12,702                                              | 448.0           | 28.2                                                            |

<sup>1</sup> Includes full time and full time equivalent positions. <sup>2</sup> Average salary for new positions only; excludes benefits.

<sup>4</sup> Includes direct and indirect taxes generated by each project after completion (full employment); includes only impact of new project / employment (i.e., impact of any existing operations not included).
<sup>5</sup> CEA reduced to \$450,000 from \$500,000.

<sup>6</sup> The CenturyLink Rapid Response Fund (RRF) CEA was amended to provide MPDF dollars to support a significant

<sup>&</sup>lt;sup>3</sup>Estimates for indirect jobs based on standard RIMS multipliers from the U.S. Bureau of Labor Statistics (BLS).

enlargement of a previously announced corporate headquarters expansion project. RRF expenditures will continue to be reported on the RRF Expenditure Report until they are exhausted but semiannual contract performance and the expenditure of MPDF dollars will be reported in the Private Mega Project section.

- <sup>7</sup> Company returned \$300,000 of the \$1,000,000 disbursement.
- <sup>8</sup> Project funding not yet encumbered because it is not due for several years.
- <sup>9</sup> First year of Saint Gobain funded with Rapid Response, future years are funded from other appropriations.
- <sup>10</sup> Project funding not yet encumbered because funding is not needed until FY 12.

#### **IMPORTANT NOTES**

- 1. List of projects on prior page includes only those for which the Rapid Response Fund (RRF) was utilized LED has secured many other project wins for which the RRF was not utilized.
- 2. Announced projects without an executed CEA are not included in this report.

#### **Public Sector Rapid Response Fund Projects**

|                                                                             |                                                         | Expenditures (Prior Cumulative and Current<br>Reporting Period \$) |                                          |            | Jo       | b Commitn | nents <sup>1</sup> |                                                 |                                      |                                                     |                 |                                                     |
|-----------------------------------------------------------------------------|---------------------------------------------------------|--------------------------------------------------------------------|------------------------------------------|------------|----------|-----------|--------------------|-------------------------------------------------|--------------------------------------|-----------------------------------------------------|-----------------|-----------------------------------------------------|
| Company                                                                     | Total RRF<br>Funding<br>Encumbered<br>as of<br>09/30/11 | Prior<br>Cumulative                                                | Current<br>Period<br>4/1/11-<br>09/30/11 | Total      | Retained | New       | Total              | Average<br>Salary <sup>2</sup> (\$<br>per year) | New<br>indirect<br>jobs <sup>3</sup> | Total<br>new<br>jobs<br>(direct<br>and<br>indirect) | Capex<br>(\$MM) | New annual<br>state tax<br>revenues<br>(\$MM/year)⁴ |
| Chennault<br>International<br>Airport<br>Authority<br>(Northrop<br>Grumman) | 6,500,000                                               | 6,500,000                                                          | -                                        | 6,500,000  | 217      | 200       | 417                | 50,000                                          | 352                                  | 552                                                 | 8.0             | 2.4                                                 |
| Evangeline<br>Parish Police<br>Jury⁵                                        | 2,500,000                                               | 2,500,000                                                          | -                                        | 2,500,000  | -        | -         | -                  | -                                               | -                                    | -                                                   | -               | -                                                   |
| Louisiana<br>State<br>University for<br>EA <sup>6</sup>                     | 618,000                                                 | 618,000                                                            | -                                        | 618,000    | -        | -         | -                  | -                                               | -                                    | -                                                   | -               | -                                                   |
| Terrebonne<br>Port<br>Commission<br>for LaShip<br>(Edison<br>Chouest)       | 4,000,000                                               | 3,731,830                                                          | -                                        | 3,731,830  | 500      | 1,000     | 1,500              | 54,000                                          | 1,282                                | 2,282                                               | 100.0           | 6.8                                                 |
| Total                                                                       | 13,618,000                                              | 13,349,830                                                         | -                                        | 13,349,830 | 717      | 1,200     | 1,917              | -                                               | 1,634                                | 2,834                                               | 108.0           | 9.2                                                 |

<sup>1</sup> Includes full time and full time equivalent positions.

<sup>2</sup>Average salary for new positions only; excludes benefits.

<sup>4</sup> Includes direct and indirect taxes generated by each project after completion (full employment); includes only impact of new project / employment (i.e., impact of any existing operations not included).
<sup>5</sup> The Evangeline Parish Police Jury award is the public sector component of the Cameron International project. Information

<sup>5</sup> The Evangeline Parish Police Jury award is the public sector component of the Cameron International project. Information detailing Job Commitments, Average Salary, New Indirect Jobs, Total Jobs, Capex and New annual state tax revenues is found under Cameron International on the Private Sector Rapid Response Fund Projects table.

<sup>6</sup> The Louisiana State University award is the public sector component of the EA project. The first two years of LSU for EA are funded with RRF dollars while future years are funded from other appropriations. Information detailing Job Commitments, Average Salary, New Indirect Jobs, Total Jobs, Capex and New annual state tax revenues is found under EA on the Private Sector Rapid Response Fund Projects table

<sup>&</sup>lt;sup>3</sup>Estimates for indirect jobs based on standard RIMS multipliers from the U.S. Bureau of Labor Statistics (BLS).

### PRIVATE SECTOR RAPID RESPONSE FUND PROJECTS

#### ALBEMARLE CORPORATION

Corporate executive headquarters relocation Project announced in 2008 East Baton Rouge Parish

Albemarle Corporation (Albemarle) committed to relocate its corporate headquarters from Virginia to Baton Rouge adding 30 new direct jobs with an annual payroll of \$7 million, plus benefits, by 2008.

The successful attraction of Albemarle's corporate headquarters to Baton Rouge has the potential to help keep existing Albemarle operations in Louisiana and may help attract other corporate headquarters operations to Louisiana.

To secure the project, LED offered Albemarle a performance-based grant of up to \$4.2 million (including \$1.0 million from EBR Parish) for relocation costs associated with moving its corporate executive headquarters from Virginia to Baton Rouge. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$4.2 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Albemarle commits Albemarle to relocate its corporate executive headquarters by July 31, 2008 and maintain executive level employment and normal and ancillary headquarters positions in Baton Rouge through December 31, 2017. Corporate headquarters relocation to Baton Rouge entails creation or relocation of 30 direct corporate full-time jobs to Baton Rouge. Additionally, Albemarle also commits to maintain an annual payroll of \$50 million through December 31, 2017.

The CEA includes clawback provisions that will require Albemarle to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically the company must reimburse 10 percent of the \$4.2 million additional State investment for each calendar year in which baseline payroll is not met.

As of the report date, Albemarle had completed relocation of its executive headquarters to Baton Rouge and continues to maintain executive headquarters and normal and ancillary headquarters functions in Baton Rouge. Under the CEA, Albemarle's performance is assessed annually relative to payroll obligations. The most recent obligation prior to the reporting date includes \$50.0 million in baseline payroll during 2010. Albemarle generated \$85.6 million in payroll in 2010, exceeding the payroll requirement of \$50.0 million. The next obligation includes \$50.0 million in baseline payroll during 2011.

As of the report date, Albemarle was meeting or exceeding all current performance requirements in the CEA.

#### **BERCEN INC.**

Corporate headquarters and research-and-development and technical-services laboratories Project announced in 2009 Livingston Parish

Bercen Inc. (Bercen) committed to relocate corporate headquarters and research-and-development and technical-services laboratories, including capital investment of \$5.0 million and the addition of 18 new direct jobs with average salaries of \$90,000, plus benefits, by 2010.

The recruitment of Bercen's executive team to Louisiana from Rhode Island expands the economy while securing Bercen's existing operation in Denham Springs.

To secure the project, LED offered Bercen a performance-based grant of up to \$0.45 million for relocation expenses and site infrastructure, including expansion of a rail spur to increase rail shipment capacity and services to paper mills. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.45 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Bercen commits Bercen to make \$5.0 million in capital investment by June 30, 2010. Bercen also commits to make annual taxable purchases of \$1.4 million over a ten year period beginning December 31, 2010 and ending December 31, 2020.

The company has committed to produce 18 total new direct jobs with a payroll of \$1.6 million by December 31, 2010 with new payroll maintained through December 31, 2020.

The CEA includes clawback provisions that will require Bercen to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll and taxable purchases obligations). Specifically, the company must reimburse 6.0 percent of any shortfall relative to payroll obligations and 4.0 percent of any shortfall relative to taxable purchases commitments.

As of the report date, Bercen had completed \$5.2 million in capital investment, exceeding the required \$5.0 million in capital investment.

As of the report date, Bercen had completed construction of their corporate headquarters and research-and-development and technical-services laboratories and is operational in the facility. Under the CEA, Bercen's performance is assessed annually relative to payroll obligations. The most recent obligation included the hiring or relocation of 18 generating \$1.6 million in new payroll in 2010. Bercen completed the hiring or relocation of 19 personnel sufficient to generate \$1.7 million in new payroll in 2010, exceeding the payroll requirement of \$1.6 million. The next obligation includes \$1.6 million in new payroll during 2011.

As of the report date, Bercen was meeting or exceeding all current performance requirements in the CEA.

#### **BLADE DYNAMICS, LLLP**

Wind turbine blade and component manufacturing facility Project announced in 2010 Orleans Parish

Blade Dynamics, LLLP (Blade Dynamics) committed to open a wind turbine blade and wind turbine component manufacturing facility at the Michoud Assembly Facility including capital investment of \$13.0 million and the addition of 600 new direct jobs with average salaries of \$48,000, plus benefits, by 2015.

The decision of Blade Dynamics to locate at the Michoud Facility represents an important win in the Blue Ocean target sector of green manufacturing.

To secure the project, LED offered Blade Dynamics performance-based financial assistance of up to \$11.9 million to offset lease costs, equipment purchases and relocations costs. Grant funds are to be provided over a five year schedule on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.9 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Blade Dynamics commits the company to make necessary facility modifications and improvements and commence operations by June 1, 2011.

The company has committed to produce 600 total new direct jobs according to the following schedule: 50 new direct jobs by December 31, 2011; an additional 150 new direct jobs by December 31, 2012; an additional 100 new direct jobs by December 31, 2013; an additional 150 new direct jobs by December 31, 2014; and an additional 150 new direct jobs by December 31, 2015.

The CEA includes clawback provisions that require Blade Dynamics to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment and payroll obligations). Specifically, the company must reimburse 4.0 percent of any shortfall relative to capital investment commitments. Payroll shortfalls through 2015 result in a reduction of the State's annual lease support proportionate to the payroll shortfall. From 2016 through the end of the CEA, the company must reimburse 13.7 percent of any shortfall relative to payroll obligations.

As of the report date, Blade Dynamics had commenced start up and trial manufacturing at its Michoud Assembly Facility location and delivered its first blade for testing. The company is required to produce at least \$2.76 million in new payroll, excluding benefits, in 2011. Payroll obligations increase each year thereafter.

As of the report date, Blade Dynamics was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

#### **BRUCE FOODS CORPORATION**

Sweet potato processing facility Project announced in 2010 Iberia Parish

Bruce Foods Corporation (BFC) committed to expand an existing sweet potato processing facility, including capital investment of \$5.0 million and employment ramping up to 423 (43 new direct jobs with average salaries of \$31,400, plus benefits) by 2014.

The BFC expansion retains the operation of an 80 year old business in South Louisiana and allows BFC to manufacture new value-added products from root vegetables, such as sweet potato, carrot and squash.

To secure the project, LED offered BFC a performance-based loan of up to \$2.5 million comprised of a performance-based forgivable loan of \$1.0 million and a performance-based low interest loan of \$1.5 million. As of the report date, LED had provided BFC with \$2.5 million in loan funds to begin facility expansion for the purposes of adding aseptic, frozen juice or other product processes.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and BFC specifies a five-year development plan for the project, with BFC investing capital according to the following schedule: \$0.8 million by December 31, 2010; an additional \$1.1 million by December 31, 2011; an additional \$1.0 million by December 31, 2012; an additional \$1.0 million by December 31, 2013; and an additional \$1.1 million by December 31, 2014.

The company has committed to retain 380 existing Louisiana jobs and produce 43 total new direct jobs with the new direct jobs being produced according to the following schedule: 16 new direct jobs by December 31, 2012; an additional 6 new direct jobs by December 31, 2013; and an additional 21 new direct jobs by December 31, 2014. Existing and newly created jobs will be maintained through December 31, 2019.

The CEA includes clawback provisions that will require BFC to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment and payroll obligations). Specifically, the company must reimburse 2.0 percent of any shortfall relative to capital investment commitments and 17.1 percent of any shortfall relative to payroll obligations.

As of December 31, 2010, Bruce Foods had completed \$1.0 million in required capital investment against a requirement of \$0.8 million, meeting the requirement specified in the CEA. Bruce Foods continues to make loan repayments as detailed by the CEA. As of September 30, 2011, the outstanding loan balance due and payable was \$1.2 million. The company is required to produce \$0.5 million in new payroll, excluding benefits, in 2012. New payroll obligations increase each year thereafter.

As of the report date, Bruce Foods Corporation was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

#### **BST MANUFACTURING**

Explosives manufacturing facility Project announced in 2004 Webster Parish

BST Manufacturing (BST) committed to open an explosives manufacturing facility at Camp Minden in Webster Parish including capital investment of \$2.0 million with employment ramping up to 60 with an annual payroll of \$1.7 million, plus benefits, by 2007.

Completion of the manufacturing facility allows BST to supply cast boosters utilized in the mining, construction, seismic and oil and gas industries.

To secure the project, LED offered BST a performance-based loan of up to \$0.4 million for infrastructure improvements associated with establishing the manufacturing operation in Webster Parish. Loan funds were provided on a reimbursement basis for acquisition costs, construction costs, improvement or renovation expenses, documented infrastructure expenses, or in accordance with engineering or architectural estimates after expenditures were verified and approved by the State. As of the report date, \$0.4 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and BST commits BST to produce 60 total new direct jobs according to the following schedule: 50 new direct jobs by December 31, 2006; an additional 5 new direct jobs by December 31, 2007; and an additional 5 new direct jobs by December 31, 2008. The CEA also committed BST to repay the loan which accrued interest at the rate of 3.65% per annum by making 84 monthly installment payments of \$5,403.31.

The CEA includes provisions that allow for a higher interest rate in the case of nonperformance against critical commitments in the CEA (principally jobs and payroll obligations).

As of the report date, BST had completed construction and hiring associated with the establishment of its manufacturing facility. BST continues to make loan repayments as detailed by the CEA. As of September 30, 2011, the outstanding loan balance due and payable was \$0.06 million.

As of the report date, BST was meeting or exceeding all current performance requirements in the CEA.

#### CAMERON INTERNATIONAL CORPORATION and EVANGELINE PARISH POLICE JURY

Valve manufacturing and assembly facility Project announced in 2010 Evangeline Parish

Cameron International Corporation (Cameron) committed to expand its Ville Platte valve manufacturing facility, including capital investment of \$49 million and employment ramping up to 585 (110 new direct jobs with average salaries of \$49,000, plus benefits) by 2011.

The Cameron announcement represents a manufacturing win for Louisiana that allows the company to increase manufacturing processes while improving efficiency.

To secure the project, LED offered Cameron a performance-based grant of up to \$2.0 million for the relocation of equipment and personnel, moving expenses, and employee training associated with the expansion of the Ville Platte facility and \$2.5 million to the Evangeline Parish Police Jury to support the acquisition of a building and infrastructure for lease to Cameron. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$4.5 million in Cameron and Evangeline Parish Police Jury expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Cameron commits the company to complete \$49 million in capital expenditures by December 31, 2011. The company has committed to retain 475 jobs through June 30, 2021 and produce 110 total new direct jobs by June 30, 2011.

The CEA includes clawback provisions that will require Cameron to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 3.0 percent of any shortfall relative to capital expenditure commitments and a proportionate percentage of any shortfall relative to payroll obligations.

As of the report date, building acquisition and leasing had been completed and Cameron continued to hire and train new employees. Cameron is required to produce \$9.7 million in new payroll, excluding benefits, over the two-year period ending June 30, 2012. For the remaining years, Cameron is required to produce \$4.85 million in new annual payroll, excluding benefits.

# As of the report date, Cameron was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

**DG FOODS, LLC** Poultry processing facility Project announced in 2010 Morehouse Parish

DG Foods LLC (DG Foods) committed to open a poultry and meat processing facility including capital investment of \$9.7 million and employment ramping up to 317 with average salaries of \$18,600, plus benefits, by 2012.

The recruitment of DG Foods is part of a long-term economic recovery and diversification strategy embarked upon after the 2008 closure of International Paper's Bastrop paper operation.

To secure the project, LED offered DG Foods a performance-based loan of up to \$1.0 million to support the acquisition of a building. As of the report date, LED had provided DG Foods with \$1.0 million in loan funds to support building acquisition.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and DG Foods commits the company to purchase the building by January 1, 2011 and proceed with due diligence to make improvements by June 30, 2011 with operations commencing July 1, 2011.

The company has committed to produce 317 total new direct jobs according to the following schedule under the CEA: 158 new direct jobs by December 31, 2011 and an additional 159 new direct jobs by December 31, 2012.

The CEA includes provisions that may allow for acceleration of remaining loan payments in the case of nonperformance against critical commitments in the CEA (principally commencement or cessation of operations and material failure to satisfy contractual obligations).

As of the report date, DG Foods had purchased a building in Bastrop and commenced upgrades to the building. The company returned \$0.3 million in unneeded loan proceeds to the State and started making repayments on the \$0.7 million net loan amount. As of September 30, 2011, the outstanding loan balance due and payable was \$0.66 million. The company is required to produce at least \$2.9 million of new payroll, excluding benefits, in 2011. New payroll obligations increase each year thereafter.

# As of the report date, DG Foods was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

#### DR. REDDY'S LABORATORIES LOUISIANA, LLC

Pharmaceutical manufacturing facility Project announced in 2009 Caddo Parish

Dr. Reddy's Laboratories Louisiana, LLC (Dr. Reddy's) committed to expand an existing pharmaceutical manufacturing facility, including capital investment of \$16.5 million with employment ramping up to 243 (73 new direct jobs with average salaries of \$37,000, plus benefits) by 2015.

The Dr. Reddy's expansion helps strengthen Northwest Louisiana's growing healthcare, biotech and pharmaceutical industries.

To secure the project, LED offered Dr. Reddy's a performance-based grant of up to \$2.1 million to offset capital expenditures. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$2.1 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Dr. Reddy's specifies that the company complete its expansion by December 31, 2010 and continuously maintain operation of the facility through June 30, 2020.

The company has committed to produce 73 total new direct jobs according to the following schedule under the CEA: 44 new direct jobs by June 30, 2011 and an additional 29 new direct jobs by June 30, 2012. Under the CEA, Dr. Reddy's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that will require Dr. Reddy's to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, Dr. Reddy's will reimburse the State 1.6 percent of any shortfall relative to capital expenditure commitments and 9.3 percent of any shortfall relative to payroll obligations.

As of the report date, Dr. Reddy's had commenced construction and equipment purchases in support of the Shreveport expansion commitment. Dr. Reddy's is required to produce \$10.4 million in payroll, excluding benefits, for the 12 month period ending June 30, 2011. Dr. Reddy's reported \$12.1 million in payroll for the 12 month period ending June 30, 2011, exceeding the required payroll obligation of \$10.4 million. The next obligation includes \$11.7 million in payroll for the year ending June 30, 2012.

As of the report date, Dr. Reddy's Laboratories Louisiana, was meeting or exceeding all current performance requirements in the CEA.

#### ELECTRONIC ARTS, INC.

Quality assurance facility Project announced in 2008 East Baton Rouge Parish

Electronic Arts, Inc. (EA) committed to construct a quality assurance facility, including capital investment of \$0.8 million and employment ramping up to at least 20 full-time and 200 part-time positions.

The economic and academic impact of this project is far reaching with EA actively assisting LSU with the hiring of faculty and curriculum development for its Arts, Visualization, Advanced Technologies and Research (AVATAR) program and serving as a catalyst in the development of the digital media industry in Louisiana.

To secure the project, LED offered EA a performance-based grant of up to \$750,000. The grant is payable over five consecutive years, in the amount of \$150,000 per year, starting June 30, 2014 upon confirmation that EA has met performance targets. As of the report date, no requests for reimbursement had been received by the State, and no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and EA specifies completion of the capital investment requirement by December 31, 2010.

The company is required to produce annual total payroll of \$5.13 million by December 31, 2013, to be maintained through December 31, 2018.

The CEA includes clawback provisions that will require EA to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

As of the report date, EA was engaged in product testing at its interim quality assurance facility. It is predicted that EA will add additional full-time and part-time employees once space constraints are eliminated with completion of the Louisiana Digital Media Facility currently under construction on LSU's campus. Specifically, EA recently publicly reported that its current facility employs approximately 200 full-time workers and 200 part-time workers. EA estimates that these numbers will increase to 300 full-time workers and 300 part-time workers shortly after completion of the new Louisiana Digital Media facility on the LSU campus.

As of the report date, no State funds have been provided to EA under this CEA.

#### GAMELOFT, INC.

Mobile games development facility Project announced in 2011 Orleans Parish

Gameloft, Inc. (Gameloft) committed to open and operate a mobile games development facility in New Orleans creating 146 new direct jobs with average salaries of \$57,700, plus benefits, by 2021.

The company examined a number of metro markets in the U.S. as possible sites for its next game studio but New Orleans emerged as the front-runner and the final choice on the strength of Louisiana's digital-media incentives, which provide tax credits of up to 35 percent on Louisiana-based payroll, and on the ease with which the company has been able to interest high-quality talent to work in New Orleans.

To secure the project, LED offered Gameloft a performance-based grant of up to \$3.7 million to offset facility establishment costs, lease expenses and relocation expenses. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.5 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Gameloft commits the company to begin operations in the new facility by October 1, 2011.

The company has committed to produce 146 total new direct jobs according to the following schedule: 19 new direct jobs by September 30, 2012; an additional 34 new direct jobs by September 30, 2013; an additional 31 new direct jobs by September 30, 2014; an additional 19 new direct jobs by September 30, 2015; an additional 18 new direct jobs by September 30, 2016; an additional 6 new direct jobs by September 30, 2018; an additional 6 new direct jobs by September 30, 2018; an additional 6 new direct jobs by September 30, 2019; an additional 5 new direct jobs by September 30, 2020 and an additional 8 new direct jobs by September 30, 2021. Under the CEA, Gameloft's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Gameloft to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll). Specifically, the company must reimburse 2.5 percent of any shortfall relative to payroll obligations.

As of the report date, Gameloft had commenced operations in Louisiana. Gameloft is required to produce at least \$1.2 million in payroll, excluding benefits, for the 12 month period ending September 30, 2012. Payroll obligations increase each year thereafter.

# As of the report date, Gameloft was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

#### GARDNER DENVER THOMAS, INC.

Manufacturing facility Project announced in 2009 Ouachita Parish

Gardner Denver Thomas (GDT) committed to consolidate Wisconsin manufacturing operations to Monroe, Louisiana with employment ramping up to 271 (202 new direct jobs with average salaries of \$37,000, plus benefits) by 2011.

After the consolidation, GDT will become one of Louisiana's top 200 economic-driver firms (out of roughly 120,000 total employers statewide) as measured by direct and indirect job impact.

To secure the project, LED offered GDT a performance-based grant of up to \$8.7 million for relocation costs and permitting costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$8.7 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and GDT commits GDT to relocate equipment and begin expanded operations by June 30, 2010.

The company has committed to retain existing jobs and produce 202 total new direct jobs according to the following schedule under the CEA: 106 new direct jobs by December 31, 2010 and an additional 96 new direct jobs by December 31, 2011. Under the CEA, GDT's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that will require GDT to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

As of the report date, GDT had commenced operations in the expanded facility and all major equipment and assembly moves were complete. New employee hiring and training efforts were ongoing. Under the CEA, GDT's performance is assessed annually relative to payroll obligations. The most recent obligation included \$6.5 million in payroll during 2010. GDT reported \$11.7 million in payroll in 2010, exceeding the payroll requirement of \$6.5 million. The next obligation includes \$10.0 million in payroll during 2011.

## As of the report date, Gardner Denver Thomas was meeting or exceeding all current performance requirements in the CEA.

**GLOBALSTAR, INC.** Corporate headquarters Project announced in 2010 St. Tammany Parish

Globalstar, Inc. (Globalstar) committed to relocate its corporate headquarters and other global business functions to Covington, Louisiana with employment ramping up to 593 jobs with average salaries of \$72,000, plus benefits, by 2019.

The relocation of Globalstar to Louisiana represents a win in one of the top new target growth industries for Louisiana - digital media. At maturity, the relocation is expected to support roughly 1,300 new direct and indirect jobs in Louisiana.

To secure the project, LED offered Globalstar a performance-based grant of up to \$8.1 million for relocation and facility costs. Grant funds are to be provided over a multi-year schedule on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$5.2 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Globalstar commits Globalstar to commence corporate headquarters relocation by August 1, 2010, and maintain the corporate headquarters in Louisiana through December 31, 2019.

The company has committed to produce 593 total direct jobs according to the following schedule under the CEA: 98 direct jobs by December 31, 2010; an additional 87 direct jobs by December 31, 2011; an additional 39 direct jobs by December 31, 2012; an additional 7 direct jobs by December 31, 2013; an additional 7 direct jobs by December 31, 2014; an additional 48 direct jobs by December 31, 2015; an additional 57 direct jobs by December 31, 2016; an additional 68 direct jobs by December 31, 2017; an additional 82 direct jobs by December 31, 2018; and an additional 100 direct jobs by December 31, 2019.

The CEA includes clawback provisions that will require Globalstar to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations). Specifically, the company must reimburse 8.27 percent of any shortfall relative to payroll obligations.

As of the report date, Globalstar had commenced operations in Covington and new employee hiring and relocation were ongoing. Under the CEA, Globalstar's performance is assessed annually relative to payroll obligations. The most recent obligation includes \$2.5 million in required payroll, excluding benefits during 2010. Globalstar generated \$3.5 million in payroll during 2010, exceeding the payroll requirement of \$2.5 million. The next obligation includes \$8.5 million in payroll during 2011.

As of the report date, Globalstar was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

#### HALLIBURTON ENERGY SERVICES, INC.

Manufacturing facility Project announced in 2011 Lafayette Parish

Halliburton Energy Services, Inc. (Halliburton) committed to build and operate a manufacturing facility in Lafayette including capital expenditures of \$63.0 million and the addition of 150 new direct jobs with average salaries of \$58,600, plus benefits, by 2015.

Halliburton's new facility will manufacture complex machined components for oilfield service operations with state-of-the-art manufacturing equipment, including numeric-controlled turning and milling equipment and additional value-added services such as heat treatment, coating and other specialty operations. Halliburton's investment will strengthen the manufacturing capabilities of the Acadiana area.

To secure the project, LED offered Halliburton a performance-based grant of up to \$2.0 million to offset site acquisition and infrastructure costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, no requests for reimbursement had been received by the State, and no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Halliburton commits the company to begin operations in the new facility by December 31, 2012 and complete capital expenditures by December 31, 2013.

The company has committed to produce 150 total new direct jobs according to the following schedule: 122 new direct jobs by December 31, 2012; an additional 11 new direct jobs by December 31, 2013; an additional 10 new direct jobs by December 31, 2014; and an additional 7 new direct jobs by December 31, 2015. Under the CEA, Halliburton's performance is assessed annually relative to payroll obligations.

The CEA includes clawback provisions that require Halliburton to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital expenditures and payroll obligations). Specifically, the company must reimburse 3.3 percent of any shortfall relative to capital expenditure commitments and 3.1 percent of any shortfall relative to payroll obligations.

As of the report date, Halliburton had completed site acquisition and commenced construction of the new facility. The first significant obligation of Halliburton will be to produce \$6.7 million in payroll, excluding benefits, during 2012. Payroll obligations increase each year thereafter.

## As of the report date, Halliburton was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

#### NuCOMM INTERNATIONAL US INC.

Call center Project announced in 2006 Lafayette Parish

NuComm International US Inc. (NuComm) committed to equip and operate a call center, including capital investment of \$3.5 million and the addition of 1,000 new direct jobs with average salaries of \$14,000, plus benefits, by 2007.

To secure the project, LED offered NuComm a performance-based grant of up to \$2.0 million (including \$1.0 million from Lafayette Economic Development Authority (LEDA)) for the establishment of business operations including lease payments, and/or acquisition or installation of needed leasehold improvements or for fixtures and/or equipment. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$2.0 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and NuComm commits the company to lease 35,000 square feet of usable space in Lafayette for seven years. The company is also obligated to make \$3.5 million in capital investment on leasehold improvements, furniture, fixtures and/or equipment.

The company committed to hire 1,000 employees by 2007 at an annual payroll of \$14.0 million and retain the 1,000 employees through August 31, 2013.

The CEA includes clawback provisions that will require NuComm to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally job obligations). Specifically, the company must reimburse the State \$286.00 for each full time employee less than 1,000 for each year of the CEA through termination on August 31, 2013.

As of the report date, NuComm had been acquired by Transcom and call center operations in Lafayette continued. Under the CEA, NuComm's performance is assessed annually relative to employment and payroll obligations. The most recent employment and payroll obligation included \$14.0 million and 1,000 jobs for 2010. Reported payroll for 2010 totaled \$10.5 million and calculated average employment was 638, falling short of CEA requirements. Discussions between Transcom, LEDA and LED regarding remedies to the employment and payroll shortfall are ongoing.

Subsequent to the report date, Transcom announced that the customer contract supporting operations of the Lafayette call center had been terminated by the customer and all 265 employees would be laid off effective January 29, 2012, unless additional business was found to support call center operations. As of the report date, Transcom had notified LEDA and LED of its continued efforts to secure additional business that would support continued operations at the Lafayette call center.

As of the report date, Transcom was not meeting payroll and employment requirements specified in the CEA. If Transcom is unsuccessful in its efforts to secure additional business and the Lafayette facility closes, the company will be required to reimburse the state commensurate with the shortfall in employment.

#### OCEANEERING INTERNATIONAL, INC.

Remotely Operated Vehicle (ROV) manufacturing training facility Project announced in 2007 St. Mary Parish

Oceaneering International (Oceaneering) committed to construct a new ROV manufacturing and training facility including capital investment of \$22 million and employment ramping up to 970 with average salaries of \$42,000 by 2013.

To secure the project, LED offered Oceaneering a performance-based grant of up to \$2.0 million for facility preparation and infrastructure improvements. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$2.0 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Oceaneering specified that the company must contribute at least \$20.0 million towards constructing and equipping the facility. The company committed to retain 570 jobs through December 31, 2013 and add 400 new Louisiana jobs by December 31, 2013, for a total commitment of 970 jobs.

The CEA includes clawback provisions that will require Oceaneering to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally job obligations). Specifically, the company must reimburse \$260.41 for each job short of a predetermined threshold with the calculation occurring after reporting of final employment number coinciding with the end of the CEA on December 31, 2013.

Oceaneering completed construction of the Facility in late 2007. Under the CEA, Oceaneering's performance is assessed annually relative to employment and payroll obligations. The company has met all employment and payroll obligations since the inception of reporting. The most recent employment and payroll obligation included \$40.7 million for 970 jobs during 2010. Oceaneering reported payroll for the period of \$102.0 million and calculated average employment of 1,008 jobs. The next employment and payroll obligation includes 970 jobs and \$40.7 million in payroll during 2011.

As of the report date, Oceaneering was meeting or exceeding all current performance requirements in the CEA.

#### SAINT-GOBAIN CONTAINERS

Glass container manufacturing facility Project announced in 2010 Lincoln Parish

Saint-Gobain Containers (SGC) committed to rebuild a furnace used in its glass container manufacturing process including capital investment of \$24 million and maintaining employment at 350 with average salaries of \$51,000, plus benefits through 2019.

The retention of SGC secures the continued presence in Louisiana of the second largest glass container manufacturer in the United States and retains well paying manufacturing jobs for North Louisiana.

To secure the project, LED is administering a performance-based grant of up to \$12.0 million, including performance-based financial assistance of \$1.2 million annually for 10 years to reimburse substantiated capital expenditures associated with acquisition, construction, improvement or equipping of the facility incurred from the inception of the project. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$1.2 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and SGC specifies an eighteen month development plan for the project, with SGC investing capital according to the following schedule: \$20.0 million by June 30, 2010 and an additional \$4.0 million by December 31, 2010.

The company has committed to maintain 350 total direct jobs through June 30, 2019.

The CEA includes clawback provisions that will require SGC to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll obligations).

As of the report date, SGC had completed the rebuild of the #1 furnace. The company's capital investment of \$27.5 million through June 30, 2010 exceeds the CEA requirement of \$24 million. Under the CEA, SGC's performance is assessed annually relative to payroll obligations. The most recent obligation includes \$19.3 million in payroll over the 12 month period ending June 30, 2011. SGC generated over \$22.0 million in payroll during this period, exceeding the performance requirement. The next obligation includes \$19.7 million in payroll for the 12 month period ending June 30, 2012.

As of the report date, Saint Gobain Containers was meeting or exceeding all current performance requirements in the CEA.

#### STAPLES, INC.

Contract and commercial customer service and call center Project announced in 2007 East Baton Rouge Parish

Staples, Inc. (Staples) committed to establish a new contract and commercial customer service and call center (call center), including capital investment of \$2.6 million and employment ramping up to 434 with average salaries of \$19,800, plus benefits, by 2012.

To secure the project, LED offered Staples a performance-based grant of up to \$350,000 for the renovation and establishment of the call center. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$350,000 in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Staples commits the company to spend \$2.3 million for facility renovations and improvements. The CEA also commits Staples to begin to employ 434 new employees for 434 total new direct jobs by December 31, 2007 at an annual payroll of \$8.6 million and maintain the newly created positions and payroll levels until December 31, 2012.

The CEA includes clawback provisions that will require Staples to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA.

As of the report date, the Staples call center was operational in East Baton Rouge Parish and the company continued to hire and train new employees. All capital investment for the project is complete. Under the CEA, Staples' performance will be assessed in 2012 relative to employment and payroll obligations. Employment during the most recent period averaged 147 jobs and generated \$5.5 million in reported annual payroll in 2010.

As of the report date, Staples was meeting or exceeding all current performance requirements in the CEA.

#### THE FOLGER COFFEE COMPANY

Coffee roasting and distribution facility Project announced in 2010 Orleans and St. Tammany Parishes

The Folger Coffee Company (Folgers) committed to expand its New Orleans coffee roasting facilities and St. Tammany Parish distribution center, including capital investment of \$69 million and employment ramping up to 570 (120 new direct jobs with average salaries of \$42,000, plus benefits) by 2012.

The Folger's announcement represents a consolidation of the company's operations into Louisiana and secures the company's long term presence in Louisiana.

To secure the project, LED offered Folgers a performance-based grant of up to \$3.0 million, for the relocation of equipment and personnel from other Folgers facilities and installation of new equipment at three Folgers Louisiana facilities. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$0.7 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Folgers commits the company to complete \$69 million in capital investment by December 31, 2012. The company has committed to retain 450 jobs through 2020 and produce 120 total new direct jobs according to the following schedule: 60 new direct jobs by December 31, 2011 and an additional 60 new direct jobs by December 31, 2012.

The CEA includes clawback provisions that will require Folgers to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally capital investment and payroll obligations). Specifically, the company must reimburse 3.5 percent of any shortfall relative to capital investment commitments and 6.7 percent of any shortfall relative to payroll obligations.

As of the report date, Folgers continued to purchase new equipment and hire and train new employees. The company is consolidating operations into Louisiana and must generate \$28.6 million in payroll in 2011. Payroll obligations increase each year thereafter.

# As of the report date, Folgers was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

#### THE LIGHTHOUSE FOR THE BLIND

Paper cup manufacturing facility Project announced in 2010 East Baton Rouge Parish

The Lighthouse for the Blind (Lighthouse for the Blind) committed to open a paper cup manufacturing facility including capital investment of \$5.7 million and employment ramping up to 75 with average salaries of \$22,539, plus benefits, by 2013.

Lighthouse for the Blind is a nonprofit organization that serves the blind and visually impaired. The successful negotiation of this incentive award returns paper cup manufacturing operations to Louisiana after they were displaced because of the effects of Hurricane Katrina. At least 50 percent of the committed jobs are scheduled to go to legally blind individuals

To secure the project, LED offered Lighthouse for the Blind a performance-based grant of \$1.5 million payable in equal installments to offset facility acquisition costs. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, no requests for reimbursement had been received by the State, and subsequently no expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and Lighthouse for the Blind commits the organization to complete \$5.7 million in capital investment by November 15, 2012. The organization committed to produce 75 new direct jobs according to the following schedule: 8 new direct jobs by December 31, 2011; an additional 40 new direct jobs by December 31, 2012; and an additional 27 new direct jobs by December 31, 2013.

The CEA includes clawback provisions that will require Lighthouse for the Blind to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally required capital investment and payroll obligations). Specifically, Lighthouse for the Blind will reimburse the State 0.72 percent of any shortfall relative to required capital investment commitments and 10.4 percent of any shortfall relative to payroll obligations.

As of the report date, Lighthouse for the Blind had purchased a building in East Baton Rouge Parish and begun planning for renovations and electrical upgrades. The relocation of equipment to the building had also begun and one paper cup machine was operational. The company is required to produce at least \$0.2 million in payroll, excluding benefits, in 2011. Payroll obligations increase each year thereafter.

As of the report date, Lighthouse for the Blind was meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.

**USAGENCIES, LLC** Corporate operations center Project announced in 2009 East Baton Rouge Parish

USAgencies, LLC (USAgencies) committed to consolidate its corporate operations center activity to Baton Rouge including capital investment of \$1.2 million with employment ramping up to 256 (56 new direct jobs with average salaries of \$26,400, plus benefits) by 2010.

To secure the project, LED offered USAgencies a performance-based grant of up to \$97,000 towards the cost of a backup generator. Grant funds are to be provided on a reimbursement basis after expenditures are verified and approved by the State. As of the report date, \$97,000 in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and USAgencies commits the company to commence operations at the corporate operations center by December 1, 2009.

The company has committed to retain 200 jobs through September 30, 2014 and produce 56 total new direct jobs by September 30, 2010. New jobs will also be maintained through September 30, 2014.

The CEA includes clawback provisions that will require USAgencies to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally required taxable purchases and payroll obligations). Specifically, USAgencies will reimburse the State 2.2 percent of any shortfall relative to required taxable purchase commitments and 3.9 percent of any shortfall relative to new job payroll obligations.

As of the report date, USAgencies was operational in its corporate operations center. Under the CEA, USAgencies' performance is assessed annually relative to payroll obligations. The most recent obligation includes \$9.5 million in payroll for the 12 month period ending September 30, 2011. USAgencies reported \$11.4 million in payroll for the 12 month period, exceeding the performance requirement. The next obligation includes \$9.5 million in payroll for the 12 month period for the 12 month period ending September 30, 2011.

### As of the report date, USAgencies was meeting or exceeding all current performance requirements in the CEA.

### PUBLIC SECTOR RAPID RESPONSE FUND PROJECTS

### CHENNAULT INTERNATIONAL AIRPORT AUTHORITY AND NORTHROP GRUMMAN TECHNICAL SERVICES, INC.

Public infrastructure improvements and equipment purchases Project announced in 2009 Calcasieu Parish

The State commitment of \$6.5 million to Chennault International Airport Authority (Chennault), as the sponsoring entity, and Northrop Grumman Technical Services, Inc. (NGTS) will procure aviation maintenance facility upgrades and related equipment for Chennault International Airport to support the creation of 200 new direct jobs with average salaries of \$50,000, plus benefits, by 2011.

The United States Air Force selected NGTS as the winner in a \$3.8 billion project to provide logistics support for the KC-10 aerial refueling tanker.

To secure the project, LED offered a performance-based grant of \$6.5 million in Rapid Response funds to be utilized for improvements to publicly owned aviation repair facilities and to purchase necessary equipment. Grant funds are provided on a reimbursement basis after expenditures are verified and approved. As of the report date, \$6.5 million in expenditures had been reimbursed by the State.

The company has committed to add 200 new direct jobs by January 31, 2011, to be retained through January 31, 2019.

The cooperative endeavor agreement (CEA) includes clawback provisions that will require NGTS to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally payroll). Specifically, the company must reimburse 10 percent of any shortfall relative to payroll obligations.

As of the report date, aviation facility improvements and equipment purchases were complete and the facility continues to perform maintenance on KC-10 aircraft. Under the CEA, NGTS' performance is assessed annually relative to payroll obligations. The company is required to produce \$10.15 million of new payroll, excluding benefits, over the period beginning November 1, 2009 and ending January 31, 2011. NGTS reported \$14.95 million in new payroll for the period, exceeding the performance requirement. The next obligation includes \$10.27 million in payroll for the 12 month period ending January 31, 2012.

#### As of the report date, the Chennault International Airport Authority and Northrop Grumman Technical Services were meeting or exceeding all current performance requirements in the CEA.

#### LOUISIANA STATE UNIVERSITY

Electronic Arts (EA) occupancy support/Louisiana Digital Media Facility Project announced in 2008 East Baton Rouge Parish

The State commitment of \$5.1 million to Louisiana State University (LSU) provides build out, limited construction funding and rent support to LSU for the Louisiana Digital Media Facility (LDMF).

EA is actively assisting LSU with the hiring of faculty and curriculum development for its Arts, Visualization, Advanced Technologies and Research (AVATAR) program and serving as a catalyst in the development of the digital media industry in Louisiana. EA will also serve as the anchor tenant of the LDMF. It is estimated that the economic benefit of the LDMF and related companies will exceed \$55.0 million.

The cooperative endeavor agreement (CEA) commits the State to pay LSU \$0.5 million towards build out costs for EA's initial location, \$1.0 million towards the construction costs of permanent space for EA in the LDMF to be approved by the LSU Board of Supervisors, and \$3.6 million over a 10 year period as lease support for EA's space in these locations.

State funds are provided to the project on a reimbursement basis after expenditures are verified and approved. As of the report date, \$0.6 million in expenditures had been reimbursed by the State.

The (CEA) between the State of Louisiana / LED and LSU commits LSU to provide EA, as the anchor tenant, with 30,000 square feet of space in the LDMF by Fiscal Year 2012.

As this project involves a State entity, the CEA does not include clawback provisions. LSU currently provides EA with slightly more than 10,000 square feet in temporary space. The LSU Board of Supervisors has approved plans to build the Louisiana Digital Media Facility on the Baton Rouge campus and construction has commenced. It is expected that the facility will be ready for occupancy in late 2012.

As of the report date, the LSU project was meeting or exceeding all of its performance requirements in the CEA.

#### TERREBONNE PORT COMMISSION AND LaSHIP L.L.C.

Public infrastructure improvements Project announced in 2008 Terrebonne Parish

The State commitment of \$4.0 million to the Terrebonne Port Commission, as the sponsoring entity, and LaShip L.L.C. (LaShip) will help design and construct bulkhead and dredging improvements to support establishment of a new shipyard at the Port of Terrebonne that will create 1000 new direct jobs with a projected annual payroll of \$54.0 million by 2012.

Upon completion of the project LaShip, will have the capacity to build vessels to support the growing deepwater offshore oil and gas industry's need for vessels with hull lengths greater than 350 feet.

To secure the project, LED offered a performance-based grant of \$4.0 million in Rapid Response funds to be utilized for design and construction of bulkhead and dredging improvements. Grant funds are provided on a reimbursement basis after expenditures are verified and approved. As of the report date, \$3.7 million in expenditures had been reimbursed by the State.

The cooperative endeavor agreement (CEA) between the State of Louisiana / LED and the Terrebonne Port Commission / LaShip requires LaShip to undertake \$72.2 million in capital investment.

The company has committed to produce 1000 new direct jobs at an annual payroll of \$54.0 million by September 30, 2012. Furthermore, the company commits to retain the created jobs and payroll through December 31, 2015.

The CEA includes clawback provisions that will require LaShip to reimburse the State, with interest, proportionate to any nonperformance against critical commitments in the CEA (principally jobs and payroll).

The Terrebonne Port Commission reports bulkhead construction and dredging are both complete. LaShip reports completion of \$72.3 million in private investment and ongoing construction on shipyard buildings and improvements.

As of the report date, LaShip employed in excess of 500 and efforts to add additional employees were ongoing. Additional information on employment and payroll will be available in future reports.

As of the report date, the Terrebonne Port Commission and LaShip were meeting or exceeding all current performance requirements in the CEA. The majority of the CEA performance requirements will become applicable in future years.