



*“ON BEHALF OF THE CITIZENS OF JEFFERSON PARISH,
thank you for the invaluable services you provide and for your investment
in the economic growth of our parish. Your efforts and commitment to rebuilding
our community have helped Jefferson Parish recover more rapidly in this
post-Katrina environment.”*

AARON F. BROUSSARD, JEFFERSON PARISH PRESIDENT



2006 JEFFERSON PARISH LEADERSHIP

Aaron Broussard, Parish President
Tom Capella, Councilman-at-Large, Division B
John Young, Councilman-at-Large, Division A
Chris Roberts, Councilman, District 1
Elton Lagasse, Councilman, District 2
Byron Lee, Councilman, District 3
Louis J. Congemi, Councilman, District 4
Jennifer Sneed, Councilwoman, District 5

AS THE PARISH CONTINUES TO REBUILD, projects such as the Huey P. Long Bridge widening and the Churchill Technology & Business Park will enhance and open up greater opportunities for the West Bank of Jefferson Parish. Once complete, the expanded bridge and technology park will attract new companies and residents increasing the overall economic viability of the area.

This past year, Mother Nature reminded us that severe weather can strike at any time. Please know that each Jefferson Parish department has been preparing for whatever weather comes our way by reviewing and updating its emergency operating procedures. First and foremost, we continue to emphasize the importance of everyone evacuating when the call comes. Since Hurricane Katrina, we have built eight pump station safe rooms and all essential personnel will remain in the parish.

Area businesses now understand the importance of cooperative efforts which serve as a catalyst in the redevelopment of the region. The efforts of JEDCO,

Jefferson Parish and the business community will result in unprecedented growth and opportunities for years to come. Together, we can build and improve upon the quality of life in Jefferson Parish.

One of our recent partnerships was Family Gras, one of the most successful Carnival events in the history of Jefferson Parish. This three-day event was the first of its kind which included live bands, local and national performers, all in the spirit of family fun. In February, we broke ground for the new Performing Arts Center. This new 1,050 seat theater will have the capability of hosting performing arts events, concerts and plays, therefore improving the quality of life in Jefferson Parish. We look forward to working with you in the future.

Sincerely,

Aaron F. Broussard
Parish President

20TH ANNIVERS



BEFORE HURRICANE KATRINA, the term JEDCO was relatively common only in Jefferson Parish government; now however, it has become a household word. Now, practically everyone knows what we do and how well we do it. I think most people knew that Jefferson Parish's Economic Development Agency - JEDCO was a credit to the parish, but it took Katrina to establish in the public mind just how competent we were.

There is no question that Katrina developed an increased need from businesses, and later homeowners, which resulted in well over 13,000 counseling sessions. JEDCO saw more people in 2006 than in its previous 20 years. Pre-Katrina we had 28,000 businesses registered in our parish, afterwards...indeed one year after the worst storm in our history, we have well over 32,000 businesses. Add to that, the increase in incentive enrollments from 48 applications in 2005 to 228 applications in 2006. Combined, these 228 companies intend to invest over \$283 million in Jefferson Parish compared to \$83 million the previous year. Incredible! The collective new jobs pledged reached an all time high of more than 10,000 for 2006. These accomplishments are not only phenomenal, but clear evidence of JEDCO's determination to serve and provide timely needed advice.

Many of you know that in August 2006 I suffered a near life ending auto accident. I would like to contact each of

you personally, but it is not physically possible; therefore I ask that you allow me to thank all of you for your support, during this very trying time for me and my family. For several months following the accident I had plenty of time to reflect. One of the things that stood out was the collaborative and shared effort achieved by JEDCO.

The partnerships with our economic development allies... Jefferson Parish President Broussard, the Parish Council, Administration leaders, Greater New Orleans Inc., the mayors of our municipalities, the Jefferson Chamber of Commerce, the Jefferson Business Council, the Hispanic Chamber of Commerce and all the other business organizations...are stronger than ever.

I concluded that while JEDCO may have accomplished its common obligation, the most notorious difference was the cooperation awakened in many and how it translated into a benefit for those served by us. Could it be that this collective team effort is the most important ingredient that makes JEDCO work so well...I think so.

Sincerely,

Hon. Vinicio E. Madrigal, MD.
2006 JEDCO Chairman



A R Y

20 YEAR REVIEW OF JEDCO



JEDCO IS PROUD TO CELEBRATE 20 YEARS OF SERVICE

Over those years, JEDCO, utilizing public and private partnerships, set higher goals, produced faster growth and built a stronger economy in Jefferson Parish by assisting thousands of companies through business incubators, loan programs, tax incentives and rebate programs, workforce development and information services. While dedicated to assisting Jefferson Parish businesses, JEDCO's efforts also target the recruitment of new businesses for the region.

Since inception in 1987, JEDCO has helped to create and retain thousands of jobs and generate millions of dollars in private investment for Jefferson Parish. Some of JEDCO's early programs included The Bid Center, International Initiative, and Financing the Future. To date, JEDCO has funded over 240 business loans with an estimated impact exceeding \$400 million dollars annually.

In the spring of 1989, JEDCO opened its first business incubator on the east bank of Jefferson Parish. It accommodated small businesses at one location by pooling resources and allowing emerging business to obtain critical services at a reasonable rate. The business incubators helped create jobs and assist budding

entrepreneurs by graduating almost 200 new businesses into the Jefferson Parish economy.

With a changing economy and fierce competition among communities nationwide and abroad, JEDCO took the offensive to keep its resident companies in the parish and help them grow. As a result, the Business Retention and Expansion Program was launched in September 1998 and since has become one of JEDCO's most successful programs and has been nationally recognized for excellence.

Jefferson Parish's first economic development strategic plan was guided by JEDCO in 1999. Since the Jefferson EDGE's official adoption in May of 2000, we have achieved substantial benchmarks which have engendered a sense of momentum and optimism in the public and private sectors. In 2000, JEDCO issued its first Industrial Development Bond and since then, has used both taxable and tax-exempt issues as an attraction and retention financing tool for large projects.

The Envision Jefferson 2020 plan, the Churchill Technology & Business Park, the Jefferson Convention and Visitors

*“SINCE INCEPTION IN 1987,
we have helped to create and retain thousands of jobs
and generate millions of dollars in private investment for Jefferson Parish.”*

DAVID ANDIGNAC, SENIOR VICE PRESIDENT & REGIONAL EXECUTIVE, WHITNEY NATIONAL BANK
2007 JEDCO CHAIRMAN



Bureau, and widening of the Huey Long Bridge are just a few of the highlighted EDGE projects. Nonetheless, the highest appraisal of EDGE may come not from our planned accomplishments, but from those we did not plan.

In August 2005, Hurricane Katrina struck, forever changing our region, but not changing our mission. It motivated JEDCO to reach higher by implementing new programs to assist businesses in Jefferson Parish.

In Katrina's aftermath, JEDCO, the Jefferson Chamber of Commerce and Jefferson Business Council opened two Business Recovery Centers, which processed over 13,000 assistance applications, established a Jefferson Back to Business Call Center with critical assistance from ATMOS Energy, and worked with our business development allies to conduct job fairs, a series of business recovery assistance briefings, and informative seminars — all free and designed to aid Jefferson Parish businesses and its residents.

This past year has been by far the most challenging, but we have demonstrated resiliency and sustained teamwork that have enabled us to reach many of our goals and to

formulate new ones in the Katrina-altered landscape.

In the wake of Hurricane Katrina, Jefferson Parish has emerged as the largest and strongest economic engine in the state. Its population has remained at near pre-Katrina levels since the storm and residents can look back on the recent past and be proud of all that has been accomplished.

JEDCO has its sights set on the future. The Churchill Technology & Business Park clearing and surcharge is complete; initial infrastructure construction will begin this year. The park will house the Patrick F. Taylor Science and Technology School, the Technology Incubator, JEDCO's Administrative Offices and a conference center.

While these projects accelerate growth of industry in Jefferson Parish, JEDCO plans aggressive marketing campaigns emphasizing these new resources to attract new companies and retain existing ones. Currently Jefferson Parish boasts over 32,000 registered businesses. To support their continuing growth and success, JEDCO's marketing of incentives, workshops and financial programs will enhance Jefferson Parish's business vitality.

2006 JEDCO FINANCIAL STATEMENT

REVENUES

| | Budget | Actual | Variance |
|----------------------------|--------------------|--------------------|-----------------|
| Occupational License | \$1,365,617 | \$1,365,617 | \$0 |
| Tenant Rent, Fees | 35,000 | 40,761 | 5,761 |
| Phone System Fees | 10,000 | 14,735 | 4,735 |
| EDA Revenues | 29,000 | 15,441 | (13,559) |
| SBA Closing Fees | 35,300 | 28,574 | (6,726) |
| HUD Service Fees | 21,000 | 11,980 | (9,020) |
| Colson Services (Monthly) | 32,000 | 48,574 | 16,574 |
| Colson Services (Interest) | 7,000 | 8,990 | 1,990 |
| Incentive Fees | 3,000 | 2,820 | (180) |
| Interest, Miscellaneous | 10,000 | 35,934 | 25,934 |
| TOTAL | \$1,547,917 | \$1,573,426 | \$25,509 |

All figures represent unaudited year-end results.



EXPENDITURES

| | Budget | Actual | Variance |
|-----------------------------|--------------------|--------------------|------------------|
| Salaries | \$888,300 | \$871,621 | \$16,679 |
| Health Benefits/Taxes | 93,600 | 78,556 | 15,044 |
| SEP/IRA Retirement | 99,900 | 97,346 | 2,554 |
| Communication | 57,700 | 39,975 | 17,725 |
| Office Rental | 148,000 | 144,996 | 3,004 |
| Equipment Rental | 13,800 | 12,629 | 1,171 |
| Advertising/Newsletter | 34,800 | 33,723 | 1,077 |
| Office Supplies | 11,300 | 10,336 | 964 |
| Postage | 15,600 | 10,572 | 5,028 |
| Dues and Subscriptions | 7,000 | 9,906 | (2,906) |
| Travel/Mileage | 17,450 | 15,503 | 1,947 |
| Staff Development | 13,400 | 9,801 | 3,599 |
| Bayou Segnette Expense | 8,000 | 0 | 8,000 |
| Insurance | 30,000 | 20,920 | 9,080 |
| Data Base Analysis | 1,500 | 150 | 1,350 |
| Committee Meetings | 6,000 | 4,455 | 1,545 |
| Seminars/Conventions | 2,000 | 1,539 | 461 |
| Accounting/Audit | 13,000 | 11,000 | 2,000 |
| Business Development | 6,500 | 3,553 | 2,947 |
| Miscellaneous | 1,000 | 833 | 167 |
| Special Projects | 8,000 | 561 | 7,439 |
| Program Costs | 8,700 | 4,620 | 4,080 |
| CEA/RLF Administrative Cost | 5,000 | 244 | 4,756 |
| Administrative Fees | 6,000 | 9,022 | (3,022) |
| Web-Site Update | 31,000 | 30,533 | 467 |
| Computer/Svc./Equip. | 11,000 | 11,019 | (19) |
| Program Events | 8,000 | 8,000 | 0 |
| TOTAL | \$1,546,550 | \$1,441,413 | \$105,137 |

All figures represent unaudited year-end results.

2006 JEDCO SCORECARD



JOB DEVELOPMENT

| | |
|---------------------|---------------------------|
| Jobs Created | Private Investment |
| 10,837 | \$378,740,050 |

BUSINESS RETENTION, EXPANSION & ATTRACTION

| State Tax Incentive Programs | *Number | New Jobs | Jobs Retained | Investment |
|-------------------------------------|----------------|-----------------|----------------------|-------------------|
| Enterprise Zone Program | 223 | 10,405 | 10,818 | \$229,220,564 |
| Quality Jobs Program | 2 | 110 | 628 | \$205,773 |
| Restoration Tax Abatement Program | 3 | 21 | 34 | \$54,500,000 |

ENTERPRISE DEVELOPMENT & FINANCE

| Loans Approved & Closed | 2006 | Since Inception |
|------------------------------------|--------------|------------------------|
| Number | 13 | 248 |
| Project Value | \$18,984,117 | \$152,550,199 |
| Job Impact | 391 | 3,886 |
| Estimated Annual Impact | \$36,076,731 | \$441,027,328 |
| Incubator Activity | 2006 | Since Inception |
| Enterprise Center West | 6 | 253 |
| Participants Graduated | 1 | 194 |
| Job Impact | 500 | 7,379 |
| Incubator Outreach | | |

ECONOMIC DEVELOPMENT SERVICES

| Program Services | 2006 | Since Inception |
|-------------------------------|-------------|------------------------|
| Marketing Database Requests | 574 | 5,755 |
| Real Estate Database Requests | 94 | 1,308 |
| Demographics Reports | 43 | 520 |

**Job numbers are reported as provided to the State of Louisiana on Advance Notification Forms.*

2006 DEMOGRAPHIC \ ECONOMIC PERFORMANCE INDICATORS

DEMOGRAPHICS

| | 2002 | 2003 | 2004 | 2005 | 2006 |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Population | 451,730 | 452,040 | 453,090 | 452,820 | *434,669 |
| Per Capita Personal Income | \$27,356 | \$27,680 | \$28,008 | \$28,302 | \$28,881 |
| Total Personal Income (000's) | \$12,357,360 | \$12,512,570 | \$12,690,080 | \$12,816,010 | \$11,697,240 |
| Mean Household Income (current \$) | \$69,513 | \$70,062 | \$70,557 | \$70,932 | \$72,078 |
| Civilian Labor Force | 221,700 | 226,000 | 227,385 | 213,139 | 184,012 |
| Employment | 211,400 | 214,600 | 216,834 | 196,903 | 177,026 |
| Unemployment Rate | 4.60% | 5.00% | 4.70% | 8.20% | 3.80% |
| Average Annual Wage | \$30,482 | \$31,208 | \$32,512 | \$32,706 | \$37,804 |

ECONOMIC INDICATORS

| | 2002 | 2003 | 2004 | 2005 | 2006 |
|--------------------|--------|--------|--------|--------|--------|
| Net New Businesses | 1,452 | 1,829 | 2,349 | 2,156 | 2,742 |
| Total Businesses | 23,838 | 25,667 | 28,016 | 30,172 | 32,914 |

TAX REVENUES

| | 2002 | 2003 | 2004 | 2005 | 2006 |
|------------------------------|-----------|-----------|-----------|-----------|-----------|
| Occupational License (000's) | \$6,325 | \$5,951 | \$5,741 | \$6,158 | \$6,624 |
| Ad Valorem (000's) | \$124,632 | \$135,696 | \$141,151 | \$146,209 | \$141,243 |
| Sales (000's) | \$335,343 | \$340,289 | \$350,146 | \$359,055 | \$488,405 |

ASSESSED VALUE OF PROPERTY

| | 2002 | 2003 | 2004 | 2005 | 2006 |
|---------------------------|-------------|-------------|-------------|-------------|-------------|
| Real Property (000's) | \$2,035,771 | \$2,098,649 | \$3,210,149 | \$3,030,455 | \$3,073,676 |
| Personal Property (000's) | \$718,319 | \$749,714 | \$769,106 | \$779,256 | \$778,943 |

CONSTRUCTION PERMITS

| Residential | 2002 | 2003 | 2004 | 2005 | 2006 |
|--------------------|-----------|-----------|-----------|-----------|-----------|
| Number | 2,303 | 2,645 | 2,586 | 1,865 | 1,654 |
| Value (000's) | \$148,758 | \$159,666 | \$179,946 | \$146,056 | \$122,276 |
| Commercial | 2002 | 2003 | 2004 | 2005 | 2006 |
| Number | 1,012 | 1,137 | 1,112 | 897 | 808 |
| Value (000's) | \$154,398 | \$151,690 | \$161,246 | \$113,846 | \$127,915 |

* 2006 Louisiana Health and Population Survey, November 27, 2006.



2006 JEFFERSON EDGE FINANCIALS

| REVENUES | Budget | Actual | Variance |
|-------------------|------------------|------------------|-----------------|
| Private Funds | \$260,000 | \$274,600 | \$14,600 |
| Parish Funds | 80,000 | 80,000 | 0 |
| State Funds | 0 | 0 | 0 |
| Investment Income | 50,000 | 56,528 | 6,528 |
| TOTAL | \$390,000 | \$411,128 | \$21,128 |

All figures represent unaudited year-end results.

EXPENDITURES

Marketing/PR Activities

| | Budget | Actual | Variance |
|---------------------------|----------|----------|-----------|
| Local Market/PR Campaign | \$15,000 | \$19,235 | (\$4,235) |
| Special Events/Promotions | 25,000 | \$0 | 25,000 |
| Contingency | 0 | 0 | 0 |
| Sub-Total | \$40,000 | \$19,235 | \$20,765 |

Technology Development

| | | | |
|----------------------------|----------|----------|----------|
| Tech. Park Implement. | \$10,000 | \$6,466 | \$3,534 |
| Tech. Park Marketing | 25,000 | 19,051 | 5,949 |
| Tech. Park Innovation Fund | 50,000 | 0 | 50,000 |
| Sub-Total | \$85,000 | \$25,517 | \$59,483 |

Administrative

| | | | |
|-------------------------------|----------|----------|----------|
| Miscellaneous Project Fund | \$20,000 | \$16,685 | \$3,315 |
| Legal Services | 10,000 | 0 | 10,000 |
| Investor Relations Staff Sup. | 22,000 | 20,214 | 1,786 |
| Grant Writing | 10,000 | 3,750 | 6,250 |
| Sub-Total | \$62,000 | \$40,649 | \$21,351 |

Land Development & Redevelopment

| | | | |
|---------------------------------|-----------|----------|-----------|
| Peters Rail Project | \$100,000 | \$0 | \$100,000 |
| Festival Park Feasibility Study | 15,000 | 15,000 | 0 |
| Contingency | 10,000 | 0 | 10,000 |
| Sub-Total | \$125,000 | \$15,000 | \$110,000 |

TOTAL

| | | |
|------------------|------------------|------------------|
| \$312,000 | \$100,401 | \$211,599 |
|------------------|------------------|------------------|

All figures represent unaudited year-end results.

2006 COMPANY SPOTLIGHT

AUDUBON ENGINEERING COMPANY, LLC

Metairie-based AUDUBON ENGINEERING is on the move. Since its founding in 1997, the company has grown from a three-man firm to 140 employees and expects to be at 200 within the next two years. Revenues jumped from \$9.6 million in 2005 to over \$18 million in 2006 due to repairs of Katrina-damaged oil and gas infrastructures. Temporarily displaced to Houston after the storm, Audubon returned to Jefferson Parish and is expanding its scope of services to include major oil companies. The company plans to double its 2006 income in 3 years and to grow its workforce annually by 35%. These are high quality jobs being added to Jefferson Parish's economy.

CHISESI BROTHERS

Aided by incentives passed as part of the Gulf Opportunity Zone Legislation, Chisesi Brothers has made an investment in Jefferson Parish in excess of \$6 million. The company has purchased the former Sava-Center warehouse on Jefferson Highway with plans to consolidate operations in Jefferson Parish. The company plans to make additional capital improvements as well as eventually expand employment to exceed 200.

While best known for its "Chisesi Pride" hams, the company also specializes in sausages, chili, poultry and other provisions. Chisesi Brothers is seeking USDA certification which will allow the company to enter new markets outside of Louisiana.

GREEN EARTH FUELS

Jefferson Parish continues to garner interest from new industries outside of this region. Now it seems that the biodiesel industry has placed Jefferson Parish firmly on their radar screen. This was confirmed when Green Earth Fuels, LLC., a Houston based biodiesel producer, chose Jefferson Parish as the home for its first facility outside of the Houston area.

Biodiesel fuel, which is derived from biological sources such as soybean oil, is gaining popularity as an alternative fuel. This is due to the availability of vegetable oils such as soybean and the ability to use biodiesel in diesel engine vehicles without modification to the engine. Jefferson's proximity to the river makes it an attractive location as much of the soybean product from North Louisiana is being shipped downriver. Additionally, Green Earth's partnership with Kinder Morgan – Delta Terminals has made their decision an easy one.

"The co-location of our production facility with the Kinder Morgan terminal places us directly within the petroleum supply chain, creating a seamless integration with customers," said Gregory L. Bafalis, CEO. The company is expected to create 14 new direct jobs with an average salary of \$65,000 and approximately 30 indirect jobs. Green Earth also has plans to double capacity in Jefferson if successful.

However, Green Earth Fuels isn't the only biodiesel producer with plans in Jefferson Parish. In recent months, Jefferson Parish has entertained several prospects seeking to capitalize on the parish's unique assets.



SINCE KATRINA, the investment in Jefferson Parish is being driven by companies committed to the region. These companies are investing and reinvesting in our community. As a result, Jefferson Parish has seen countless success stories among small locally-owned businesses to large corporations.



2006 JEDCO HIGHLIGHTS OF COMPANY ASSISTANCE

| Company Name | New Jobs Created | Total Investment | JEDCO Assistance | Results |
|----------------------------------|-------------------------|-------------------------|-------------------------|--|
| Audubon Engineering Company, LLC | 200 | \$1,000,000 | EZ | Expansion |
| Brandon J. Enterprises | 30 | \$450,000 | EZ | New Business |
| Correct Door, Inc. | 4 | \$457,800 | SBA 504 Loan | Acquisition of Land & New Construction |
| Cotton Electric, LLC | 5 | \$200,000 | EDA Loan | Loan Acquisition of Land & Building |
| Crystal Clear Imaging, LLC | 11 | \$2,604,131 | SBA 504 Loan | Loan Acquisition of Land & Building |
| Deep South Investigations | 8 | \$513,000 | EZ SBA 504 Loan | Acquisition of Land & New Construction |
| Ferguson Enterprises, Inc. | 20 | \$2,600,000 | EZ | Expansion |
| Greff Motors, Inc. | 5 | \$1,562,726 | SBA 504 Loan | Acquisition of Land & New Construction |
| M & A Supply, LLC | 12 | \$3,244,410 | SBA 504 Loan | New Headquarters Building |
| Oakwood Shopping Center | 10 | \$50,000,000 | EZ / RTA | Restoration/ Redevelopment |
| Ochsner Clinic Foundation 2006 | 5 | \$22,000,000 | EZ | New Expansion |

JEDCO 2006 ACHIEVEMENTS



BUSINESS RECOVERY FACTS:

In the past year, business recovery from Hurricane Katrina has proved to be a demanding yet flourishing period for JEDCO and Jefferson Parish. After the storm, a vast demand for business incentives soared and JEDCO was there to answer the call, processing 228 applications in 2006, a momentous difference from the mere 48 in the previous year. With the support of Louisiana Economic Development and business organizations, we were able to interact with 16,000 businesses by providing entrepreneur skill training, business counseling and free business workshops to help in the recovery of Jefferson Parish, its citizens and businesses.

In 2006 JEDCO launched an intensive communications campaign, teaming up with partners such as Jefferson Parish Administration, Jefferson Parish Council, Mayors of the Municipalities, Louisiana Economic Development, Greater New Orleans, Inc., The Jefferson Chamber of Commerce, Loyola and the Louisiana Small Business Development Centers. Through these partnerships, JEDCO is able to access resources from the entire region to rebuild Jefferson Parish's economic landscape.

Throughout the recovery effort JEDCO was able to implement Jefferson Parish's short-term business recovery plan which included maintaining a network of business counseling centers and developing workshops to support both business recovery and business retention within the parish. JEDCO has redeveloped and enhanced its website as a state-of-the-art business resource and economic development tool. GIS enhancements will continue to increase the effectiveness of the website in the future.

The Churchill Technology & Business Park continues to be the centerpiece for economic development in Jefferson Parish. JEDCO broke ground on April 20, 2006 for the initial 40 acres. Funding for the project come from EDA, Jefferson Parish, The Jefferson EDGE and the State of Louisiana. The Patrick F. Taylor Science and Technology School will be the Tech Park's first tenant.

2006 JEDCO COMMISSIONERS

Commissioner

Andignac, David
Baum, Jimmy
Blanco, Manny
Dandry-Mayes, Tina
Doucet, Eddie
Ewell, Joe
Hayes, Glenn
Heiden, Brian
Hurley, Paul
Jacobs, Mike
Kerner, Tim
Nugent Smith, Lynda
Madrigal, Vince
Martin, David
Peperone, Bill
Rooney, Pat
Schellhaas, Scott
Seamon, Ray
Shane-Schott, Stacey
Smith, Ric
Vacant

Nominating Organization

Jefferson Parish Council District 1, Chris Roberts
Elmwood Business Association
Hispanic Chamber of Commerce of Louisiana
Women Business Council Gulf Coast
Jefferson Parish Council District 2, Elton Lagasse
Jefferson Parish Council District 3, Byron Lee
Jefferson Chamber of Commerce-Eastbank
Harvey Canal Industrial Association
Jefferson Parish Council District 5, Jennifer Sneed
Parish President, Aaron Broussard
J.P. Marine Fisheries Advisory Board
N.O. Metropolitan Association of Realtors
Jefferson Parish Councilman at Large, Division A, John F. Young
Jefferson Parish Councilman at Large, Division B, Tom Capella
Jefferson Parish Council District 4, Louis J. Congemi
Home Builders Association of Greater N.O.
East Jefferson Business Association
Jefferson Chamber of Commerce-Westbank
Apartment Association of Greater N.O.
Committee for Better Jefferson
Jefferson Area Business Alliance

JEDCO STAFF

Lucien Gunter, *Executive Director*

Bess Renfrow, *Executive Assistant*

Dottie B. Stephenson, *Deputy Director-Business Outreach*

BUSINESS OUTREACH

Jerry Bologna, *Director of Economic Development Services*

Margo Ruiz, *Economic Information & Incentives Coordinator*

Lacey Guidry, *Economic Development Specialist*

Scott Rojas, *Marketing & Public Relations Manager*

Gaye A. Frederic, *Deputy Director-Operations*

BUSINESS FINANCING

Alberto Queral, *Financing Manager*

Jessica Hinton, *Operations Manager*

Carol Braud, *Loan Servicing Assistant*

BUSINESS INCUBATOR

Judy Horner, *Administrative Assistant*

ADMINISTRATION

Cynthia Grows, *Controller*

Debbie Ritter, *Office Manager*

Del Ruiz, *Receptionist*

Pete Chocheles, *Director of Port & Public Affairs*

The Jefferson EDGE



2006 JEDCO WORKSHOPS/SEMINARS

HURRICANE RELATED

Gulf Opportunity Zone Tax Incentive Briefing
Practical Guidance for Pre-Hurricane & Recovery Planning
TMA 13 Week Cash Flow Workshop
TEEM / *Entrepreneurial Skills Training* / 10 session course

RECURRING WORKSHOPS

Business Basics Certification Seminars
Budget & Financial Statements / How to Plan Your Business?
Business Loans / Which One is Right for Your Business?
Evaluation & Financing Your Business Idea
How to Form & Register Your Company

Contractor's College
UNO GEI (Global Entrepreneurship Initiative)
Productivity Essentials for Success
How to Attract & Retain Customers: Marketing 101
QuickBooks for Beginners

2007 JEDCO GOALS & OBJECTIVES



WHILE WE MARK 2006 AS A SUCCESS, there is so much more to achieve, making Jefferson Parish a paradigm for the rest of the state.

One of JEDCO's main objectives for 2007 is to continue development of the Churchill Technology & Business Park by selecting an architect for the JEDCO incubator and administrative offices and directing the park's infrastructure contracts in partnership with the parish.

While we work to build the technology park, we recognize the importance of marketing to increase awareness of JEDCO, Jefferson Parish and the Churchill Technology & Business Park. We plan to implement a new marketing campaign and to integrate GIS capability into JEDCO's website. This enhancement will complement our marketing initiative to site selection consultants. JEDCO also communicates economic and demographic updates about the parish's recovery, new

programs and initiatives, and business highlights through regular newsletters, e-mail alerts and press releases thereby maximizing JEDCO's marketing budget to its full potential.

Another objective for JEDCO this year is to create and retain quality jobs through private and public investments. We plan to achieve this by ongoing aggressive efforts related to business retention and expansion programs, marketing and administering local, state and federal tax incentives including GO Zone tax benefits.

A final intention is to ensure JEDCO's position as a premier economic development agency by maintaining communication with the parish council, administration, Greater New Orleans, Inc. and other business and civic partners.

GOAL I

Churchill Technology & Business Technology Park Implementation

- + Select architect for JEDCO incubator and administrative offices
- + Coordinate with Jefferson Parish Public School System for design of shared facilities including a conference center
- + Coordinate park's infrastructure contracts with Jefferson Parish
- + Request additional funding for conference center
- + Select legal and construction oversight professionals
- + Exercise option for additional 50 acres

GOAL II

Coordinate Jefferson EDGE 2010 Program

- + Conduct 5-year fund-raising campaign to generate \$500,000 annually
- + Implementation of EDGE 2010



GOAL III

Develop and implement marketing program to increase awareness of JEDCO, Jefferson Parish and the Churchill Technology & Business Park

- + Manage new marketing campaign
- + Apply for LED funding to market Churchill Technology & Business Park
- + Integrate GIS capability into JEDCO's website for enhanced marketing
- + Target site selection consultants
- + Produce communication materials - annual report, newsletters, e-mail alerts, press releases
- + Partner with business and non-profits to leverage resources, i.e. Chamber, GNO, Inc, WIB, JBC, JCVB

GOAL IV

Create and retain quality jobs through private and public investment

- + Continue aggressive business retention & expansion program
- + Market and administer local, state and federal tax incentives including GO Zone tax benefits
- + Market and administer SBA, EDA and HUD loan programs
- + Expand business loan offerings
- + Establish criteria and in-house capacity for use of LRA/CDBG funds
- + Support entrepreneurship
- + Business assistance via incubator outreach
- + Maintain and enhance partnership with South Louisiana Small Business Development Network
- + Maintain database of industrial/commercial properties for sale or lease
- + Cultivate relationships with state and other allies for prospecting
- + Aggressively support the Jefferson Chamber and others involved in workforce development

GOAL V

Develop and continue port improvements

- + Bid Bayou Segnette project; start construction
- + Obtain Corps of Engineers funding for relocation of Bucktown fishing fleet
- + Feasibility study for shrimp processing plant

GOAL VI

Ensure JEDCO's position as premier economic development agency

- + Maintain communication with the parish council, administration, GNO, Inc., and business and civic organizations
- + Pursue additional funding sources
- + Incentive fund
- + Staffing – recruitment and training
- + Technology upgrade/enhancement



JEDCO

Jefferson Parish Economic Development Commission
3445 North Causeway Blvd., Suite 300
Metairie, LA 70002

Phone: 504-833-1881

Fax: 504-833-7676

www.JEDCO.org