

EXECUTIVE COMMITTEE MEETING AGENDA

**April 28, 2006
(Revised)**

- I. Chairman Comments – Dr. Vinicio Madrigal**
 - Minutes
 - Comments

- II. Executive Director Report – Lucien Gunter**
 - Urban Planning & Emergency/Response Invoice – University of Washington

- III. Financial Report – Cynthia Grows**

- IV. Public Comments on Agenda Items**

- V. Old and New Business**
 - Tech Park Update – Frederic
 - New Website Demo – Rojas
 - Approval: Letter of Engagement with Ardyn Thriffiley & Assc. – Stephenson
 - Labarre Business Park Status Report – Stephenson
 - Round Table Lunches - Gunter

Adjournment

Note: This meeting will be held at Jefferson Parish Economic Development Commission Office, 3445 N Causeway Blvd., Suite 300 in Metairie at 8:30 am.

**JEDCO EXECUTIVE COMMITTEE
MINUTES
March 30, 2006**

Call to Order 8:30 a.m.

Attendance: Vinicio Madrigal, Lynda Nugent Smith, Mike Jacobs, Pat Rooney, David Andignac, Tina Dandry-Mayes, Paul Hurley, Glenn Hayes, Stacey Shane-Schott

Absent: David Martin, Ray Seamon

Staff: Lucien Gunter, Margo Ruiz-Valera, Cynthia Grows, Pete Chocheles, Scott Rojas, Gaye Frederic, Jerry Bologna

Guests: Dr. Alex Johnson - Delgado Community College, Kim Rugon - Delgado Community College, Kathleen Mix - Delgado Community College, Keith Gee-Jefferson Parish, John Landry - LA National Guard

Attorney: Crystal Heine

I. CHAIRMAN COMMENTS – Dr. Vinicio Madrigal

- Minutes: Dr. Madrigal asked that the minutes from January 26, 2006 be corrected to reflect more importance to his comment that JEDCO should become more involved with workforce development, probably as a catalyst. Pat Rooney made a motion to adopt the minutes with the correction, seconded by Mike Jacobs. The motion passed unanimously.

- SPECIAL GUEST: DR. ALEX JOHNSON, DELGADO COMMUNITY COLLEGE: Dr. Johnson gave an update on the recovery efforts to bring students back to the metropolitan area. Dr. Johnson also asked for support on a proposed regional strategy between Delgado and the technical college centers. This shared responsibility could provide effective and efficient use of existing resources to include workforce development, delivering effective training in skilled trades; this strategy could avoid the duplication in programs and service. After the presentation, a period of questions and answer session took place; the presentation provided the Committee with a better understanding of Delgado and its mission.

- BOARD ABSENCES: Dr. Vince Madrigal asked for approval of board absences for David Martin and Ray Seamon for this meeting. Lynda Nugent Smith made a motion to accept the absences, seconded by David Andignac. The motion passed unanimously.

II. EXECUTIVE DIRECTOR REPORT – Lucien Gunter:

- **J.P. BLOCK GRANT APPLICATION:** Attended an excellent presentation by the Louisiana Recovery Authority with President Broussard. The presentation was well attended by business leaders from the New Orleans area. Mr. Gunter would like to have Community Planner, Andrea Duany, one of the guest speakers give a presentation to Jefferson business leaders.
- **GAYE FREDERIC:**
 - **MIT Project:** Working with MIT which is crafting a format for a JP Technology Seed Fund and also researching feasible ways to leverage CDBG funds for small businesses. MIT is interested in assisting JEDCO in identifying and accessing additional government and private resources in order to expedite the recovery. Ms. Frederic introduced three graduate students working on this project.
 - **EDA Grant:** Prepared and submitted a \$500,000 EDA RLF Grant Application for additional funds related to small business recovery.
 - **Tech Park:** Tech Park ground breaking is scheduled for 10:00 am on April 20th.
 - **Business Counseling Center:** Eastbank center has helped more than 4,000 businesses since inception with more than 500 for one on one counseling. The westbank center has helped 320 businesses. Response has been good for seminars JEDCO has sponsored.
- **LOUISIANA ECONOMIC DEVELOPMENT CONFERENCE – JERRY BOLOGNA:**

The conference was well attended and covered these topics;

 - Go-Zone workshop
 - Workforce issues and solutions
 - Renewal Community, new market tax credits, historic tax credits
 - Secretary Olivier addressed the conference regarding future of economic development
 - What site selectors are saying about Louisiana
 - Sandy Baruah addressed the conference regarding the EDA's role in recovery.
- **PETERS ROAD RAIL – PETE CHOCHÉLES:**
 - Confirmation of the need for track repairs, JEDCO study, ongoing derailments. If the tracks continue to deteriorate, all rail service will be discontinued, tracks removed and Jefferson Parish could lose hope of having another track service again on Peters Road. There is not enough rail business on the Harvey Canal to justify maintenance by the Union Pacific and the NOGC. Working with Parish attorney's office to ensure an agreement between JEDCO and NOGC for track repairs. The goal is to maintain rail service on Peter Road.

III. FINANCIAL REPORT

Cynthia Grows reported that:

- Received third installment from the Parish Occupational License revenue.

- Audit is almost completed; a meeting of the Audit Committee is scheduled for April 13th. Lucien Gunter asked for alternatives to the Audit Committee. Dr. Madrigal suggested having Joe Ewell, Ric Smith and Brian Heiden as alternatives members on the Audit Committee to avoid potential quorum problems. The Committee approval was unanimously.
- JEDCO continues to operate within its budgetary constraints.

IV. PUBLIC COMMENTS

- None were offered.

V. OLD AND NEW BUSINESS

- Dr. Madrigal reported that the Go-Zone Conference was well attended and very informative. Dr. Madrigal praised Dottie Stephenson and Monica Baugh for their participation in the conference.
- Lucien Gunter reported that Scott Schellhaas was sworn in as a new JEDCO commissioner representing the East Jefferson Business Association.

There being no further business, the meeting was adjourned at 9:45 a.m.

Ray Seamon
Secretary



Activities Report
March 15, 2006 – April 15, 2006

To: JEDCO Commissioners
Jefferson Parish Council
JEDCO Staff

From: Lucien Gunter, Executive Director

Subject: Activities Report

We are pleased to furnish you with a recap of JEDCO's activities for the period of March 15, 2006 through April 15, 2006 as prepared by JEDCO staff members; Dottie Stephenson, Gaye Frederic and Pete Chocheles.

Business Outreach

Business Retention, Expansion & Attraction:

- Annual Business retention meetings: Ameristeel; Imperial Trading/AMA Distributors; Laporte, Sehrt, Romig & Hand; Jack Stumpf & Associates; Engineering Development Group, Inc.; Total Engineering Services Team (TEST); Sara Lee Coffee & Tea; Cintas; Acme Truck Lines; East Jefferson General Hospital; Lagasse Brothers.
- Met with Petrotech, a Belle Chasse manufacturer of control panels for industrial equipment, who is interested in relocating to Jefferson Parish in 2007. Arranged site tour & meeting with prospective Westbank landlord.
- Met with Associated Hospital Services, consultants to East and West Jefferson Hospitals; to discuss the construction of a new laundry in Jefferson. Their former facility in eastern N.O. was flooded. Discussed potential sites and will coordinate tour when consultants return to town.
- Met with Dean Majoue about bringing headquarters of SBS Information Technology and related company Yatec from Baton Rouge to Jefferson Parish.
- Met with New York investor seeking opportunities in Jefferson Parish and matched him with other potential investors.
- Met with broadcasting company to discuss relocation of its two television stations currently operating in New Orleans.
- Prepared Labarre Industrial Park site visit report.
- Conducted site searches for: construction contractor (2), paint recycler (non-profit), industrial laundry company, storage site, air tank distributor, architect firm, disaster cleanup company, and manufacturer of control panels.

- Louisiana Economic Development (LED) site searches – non perishable food distribution center and heavy-duty assembly shop.
- Received 46 Advance Notifications for participation in State tax incentive programs.
- Met with furniture and appliance retailer from South Carolina interested in locating an operation in Jefferson Parish.
- Composed and electronically disseminated information to companies regarding March 31, 2006 deadline to submit Advance Notification for post-Katrina hiring and capital expansion projects and upcoming incentives workshop.
- Met with Jackson Truck & Trailer, Kampen Electric, Creative Presentations, Toddler Academy, and High Tech Computers.
- Met with New York interior designer interested in moving business along with a retail operation to Metairie.
- Provided incentives and sites information to start-up millwork wholesaler/distributor
- Prepared and distributed 2nd Quarter retention lists.

Planning

- Met with Ardyn Thriffley to discuss grant writing proposal; proposal for Phase I of the assignment was approved by The Jefferson EDGE Investors Council.
- Updated demographic/economic indicators for JEDCO annual report.

Workforce Development

- Completed the first draft of the Post Katrina Workforce Evaluation Survey.
- Attended parish and regional meetings to discuss the allocation and the use of National Emergency Grant (NEG) funding.
- JEDCO Executive Director, Board Chair, and staff met with Delgado and LTC to discuss status of and recommended changes to regional workforce delivery system.
- Attended meeting convened by interim Jefferson Chamber CEO to discuss status of Jefferson Parish workforce activities.
- Met with Jim Funk and Kelly Ponder of Louisiana Restaurant Association.
- Included John Stiegman on meetings with Jackson Truck & Trailer and Sara Lee.

Marketing

- JEDCO's March e-mail blast campaign contained 6 blasts that reached 6,657 recipients:
 1. Tax Incentives Deadline
 2. Business Lessons Learned from Katrina
 3. SBA Deadline
 4. Chamber
 5. Copy of Go Zone Tax Incentives
 6. Go Zone Tax Incentives
- JEDCO Web site:
 - Began JEDCO's Web site transition from E-web to New Emit.
 - Completed all data entry for new Web site.
 - Web site activated on April 10th.
 - Testing several new components including polling, surveys, event and user registrations, user/staff forums.
 - Integrating Disaster Planning into the Website including registration, contact methods, staff support.
- Developed PowerPoint for the EDGE Investors Meeting and introduced JEDCO's new Web site.

- Began coordinating disaster planning with Cherreen Gegenheimer and Ridley Boudreaux to effectively communicate as hub partner for Jefferson Parish government.
- Convened departmental staff meetings to determine JEDCO actions and disaster assignments.
- Completed draft of Business Recovery Manual targeted to JEDCO's operations pre-disaster, during and post-disaster. Revised the JEDCO Emergency Plan to outline the staff's functions and responsibilities pre- and post-disaster season.
- Planned and coordinated with Jefferson Parish the groundbreaking of the Churchill Technology & Business Park; set for April 20th.
- Met with Berning staff to finalize the 2005 JEDCO Annual Report slated to print the week of April 17th. Finalized layout and artwork for the AutoRun CD included with the Annual Report.

Other

- Provided top 1,000 employers list to Parish President's Office.
- Attended Southeast Louisiana Coalition meeting of GNO Inc.
- Met with GAF and Merrill Lynch marketing representative regarding GO Zone bonds.
- Attended Jefferson Chamber of Commerce monthly board meeting.

Public Affairs/Port

Port

- Meyer Engineers is in the final stages of developing a Bayou Segnette project that no longer incorporates the fueling station component. As soon as the new plans are ready, I will take them to Facilities Planning in Baton Rouge for their approval. The project can then be bid. The changes to the project have been reviewed and approved by the JEDCO Board and Rep. Alario.
- The PricewaterhouseCoopers feasibility study for the Festival Park has been received. Essentially, the report is very negative on the potential for the project to show a positive cash flow. The report does indicate the project can be viewed as a public amenity, however. We are waiting feedback from Councilman Lee before responding to PWC.
- Jefferson Parish has agreed to contribute another \$100,000 to the Peters Road rail rehab project. Note that because public money is involved in funding the repairs, the project must be bid.
- We have been working with the Port of New Orleans on a possible West Bank site for a break bulk facility, given the little likelihood of the MRGO ever being used again for ocean going ships. The Port is entirely dependent on federal funding for this project, as its financial resources are limited because of the Katrina related damage and the previous imposition of steel tariffs. As of this writing, it is uncertain whether this type of project will be recommended for funding by the Louisiana Recovery Authority.
- Pete Chocheles will be giving a deposition in the Bucktown Marina lawsuit on April 24 at the Breazeale, Sachse law office in New Orleans.

Public Affairs

- The governor's office has dropped the Tech Park from HB 2, the 2006 Capital Outlay bill, apparently because of concerns about the availability of state funds for the next 1-2 years. To get funding for this important project back, we must ask the House Appropriations and/or Senate Finance Committee to amend the bill when they review the overall capital outlay authorization. We have approached the Jefferson Parish members of these committees and ask them to amend HB 2 to include this project.

- It appears the vast bulk of the federal CDBG funds will go toward housing. Other than bridge loans, it appears there may not be much left over for general economic development projects, such as the West Bank port site noted above.

Operations & Administration

Post Katrina Business Assistance Initiatives

- MIT/JEDCO met with Nancy Cassagne (CAO JP), Tim Coulon (LRA, ED – JBC, Chairman – Superdome Comm.), Greg Rigamer (Pres. – GCR & Assoc.), Mark Lewis (Pres. – LTC), Crichton Brown (Pres. – Advantage Capital), Mike Olivier, Fran Gladden & Pat Witty (LED), Lee Pryor (Pres. – Interventures, LLC), Mark Mantese (Pres. – TL Data), Roger Juneau (Pres. – General Hearing Instruments), Joey Auer (Pres. – Diamond Data Systems) and Ric Smith (Pres. – Metairie Bank). Purpose of MIT visit is to recommend structure for a Technology Innovation Fund and to investigate ways to further leverage CDBG funds within Jefferson Parish.
- Business Counseling Centers remain active despite end of Disaster Loan application period on 4/10/06. SBA plans to make the Airline Drive facility a “supercenter” at which site all closings will take place (15 closers being added to existing 10) and other support services will continue including application for Economic Injury loans and JEDCO/SBDC counseling / seminars. To date, approximately 5,000 businesses have been assisted at the Westbank and Eastbank centers.
- Staff attended National Chamber of Commerce and Business Civic Leadership Center sponsored forum, “The Role of the Private Sector in the Gulf Coast Recovery on 3/23 & 3/24.
- Staff met with “Second Wind”, a grass roots organization which is attempting to further assist in small business recovery.
- Operations staff met to review procedures and ensure that appropriate emergency planning is completed prior to onset of 2006 hurricane season.

Jefferson EDGE

- Staff participated in EDGE Investors meeting on 4/4/06.
- Staff met with Joe Marcello, Steve Dwyer and reps from KB Homes on 4/5/06 re: planned residential development within the remainder (approx. 3,500 acres) of the Churchill Farms property.
- \$660,000 Contract awarded by parish to Beverly Construction for Clearing and Surcharge of forty acres owned by JEDCO of the Churchill Technology & Business Park.

Financing

- SBA 504 loan i/a/o \$182,000 approved to *Kenneth Coiffures*. Total project value is \$443,900; Economic Impact estimated to be \$1,378,442 with retention of 17 jobs and creation of 8 new ones.
- CDBG HUD loan i/a/o/ \$108,000 approved to *George’s Wholesale Distributors, LLC*. Total Project value is \$240,000; Economic Impact estimated to be \$1,459,570 with creation of 7 new jobs.
- Staff preparing 2005 SBA Annual and EDA Semi Annual reports.
- CP and CB adjusting loan payment ledgers to reflect resumption of payments after Katrina deferrals.

- AQ engaged in marketing program aimed at commercial bank participations.
- AQ attended TMA / Louisiana Bankers' Assn. sponsored seminar, "The Art of the Workout".
- AQ and CP conducting ongoing review of portfolio and related physical inspections of collateral.

Incubator

- *DPA, LLC*, fence contractor, reports that 2006 sales are up 61% over the same period in 2005. Expenses of materials/labor have increased an average of 12%.
- *Technology Associates, Inc.*, software design, is still struggling to hire qualified personnel to meet the demand of its rapidly growing book of business.
- *PetroDesigns*, petroleum engineering, is working on establishing additional relationships/joint ventures with established petroleum cos. In process of completing a Russian oilfield study.

Administration

- **2005 "clean" Audit completed with no findings. JEDCO Audit Committee will meet to review and recommend acceptance by the full board in May '06.**
- Preparation in process of documents for LED reimbursements related to operational expenses of the Business Counseling Centers.
- Completed final State of LA report per CEA requirements for the Jefferson EDGE.
- Processing reimbursement for Workforce Connection per contract related to employee' compensation at Business Counseling Centers.
- Commencing preparation of 2007 Proposed JEDCO Budget which is due to JP in July.
- Continued monitoring of benefits, HR issues, budget, audit support and related admin. functions.

MONTHLY CASH REPORT

ACCOUNTS:	@12/31/05	REVENUES	EXPENSES	OTHERS	BALANCE
JEDCO Checking	\$121,455.75				
January '06		\$299,711.23	\$130,041.41	\$78,913.29	\$212,212.28
February '06		210,802.12	126,080.55	403.10	296,530.75
March '06		210,455.92	129,729.36	88.15	377,345.46
Jefferson EDGE Checking	\$339,442.34				
January '06		\$25,000.00	\$14,049.73	\$78,962.66	\$429,355.27
February '06		119,553.97	2,905.98	349,596.90	196,406.36
March '06		3,000.00	6,165.47	33.78	193,274.67
JEDCO West Proceeds	\$369,960.58				
* The JEDCO West Proceeds Checking Account was closed on 5/25/05 using the balance of the account to purchase one year C.D.s at Hibernia Bank.					
INVESTMENTS:					
JEDCO Lamp	\$377,545.58				
January '06		\$1,337.15	\$0.00	\$0.00	\$378,882.73
February '06		1,272.37	0.00	0.00	380,155.10
March '06		1,430.52	0.00	0.00	381,585.62
Jefferson EDGE Lamp	\$816,847.17				
January '06		\$2,893.00	\$0.00	\$0.00	\$819,740.17
February '06		3,088.74	0.00	350,000.00	1,172,828.91
March '06		4,413.38	0.00	0.00	1,177,242.29

JEDCO'S INVESTMENT REPORT

4/18/2006

ACTIVE DATE	INSTITUTIONS	OPENING BALANCE	CURRENT BALANCE	INTEREST	TERMS	MATURITY DATE	CURRENT STATUS
12/04/03	JEDCO LAMP	\$350,000	\$381,586		4.67% DAILY		OPEN
05/25/05	JEFFERSON EDGE LAMP	\$800,000	\$1,177,242		4.67% DAILY		OPEN
05/25/05	HIBERNIA NAT'L BANK	\$371,000	\$371,056	3.64% to 3.69%	ONE YEAR	5/25/2006	OPEN
	TOTAL	<u>\$1,521,000</u>	<u>\$1,929,884</u>				

JEDCO MONTHLY BUDGET CONFORMANCE REPORT

CASH BASIS

MARCH 2006

	MARCH		YEAR TO DATE		AMENDED 2006
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET
PROGRAMS REVENUES:					
Occupational Licenses	\$200,000	\$113,801	\$600,000	\$341,404	1,365,617
Enterprise Ctr. West (Sch. A)	5,045	1,667	15,038	5,000	20,000
Financing Activities (Sch. B)	3,892	10,567	10,866	31,700	126,800
Incentive Fees (Sch. D)	101	250	378	750	3,000
Interest, Misc.	1,484	583	4,168	1,750	7,000
Total Revenues	\$210,522	\$126,868	\$630,450	\$380,604	\$1,522,417
PROGRAM EXPENDITURES:					
Enterprise Ctr. West (Sch. A)	11,022	11,317	32,829	33,950	135,800
Financing (Sch. B)	21,371	22,453	65,454	67,358	269,430
Transportation (Sch. C)	7,910	8,633	23,268	25,900	103,600
Econ. Dev. Svcs. (Sch. D)	26,306	29,475	78,763	88,425	353,700
Marketing-P/R (Sch. E)	6,796	10,221	25,232	30,663	122,650
Admin. Exp. (Sch. F)	51,421	45,019	130,760	135,056	540,225
Total Expenditures	\$124,826	\$127,117	\$356,306	\$381,351	\$1,525,405
NET OPERATING SURPLUS	\$85,696	(\$249)	\$274,144	(\$747)	(\$2,988)
AUDIT FUND BAL @12/31/04					\$526,235
PROJ. FUND BAL @12/31/05					\$523,247

SCHEDULE A

JEDCO MONTHLY BUDGET CONFORMANCE REPORT

CASH BASIS

MARCH 2006

ENTERPRISE CENTER WEST

	MARCH		YEAR TO DATE		AMENDED 2006
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET
REVENUES:					
Incubator Tenants	\$3,837	\$1,417	\$11,110	\$4,250	\$17,000
Phone System	1,208	250	3,928	750	3,000
Total Revenues	\$5,045	\$1,667	\$15,038	\$5,000	\$20,000
PROGAM EXPENDITURES:					
Staff Salaries	\$3,609	\$3,375	\$10,319	\$10,125	\$40,500
Health Benefits & Taxes	143	208	499	625	2,500
SEP/IRA-Retirement	376	392	1,127	1,175	4,700
Communications	1,546	1,833	4,562	5,500	22,000
Office & Equipment Rental	5,149	5,167	15,447	15,500	62,000
PR/Advertising	0	42	0	125	500
Office Supplies	14	33	165	100	400
Dues & Subscriptions	0	42	100	125	500
Postage	0	17	0	50	200
Travel / Mileage	15	17	15	50	200
Staff Development	0	150	0	450	1,800
Miscellaneous	170	42	595	125	500
Sub-Total	11,022	11,317	32,829	33,950	135,800
NET PROGRAM DEFICIT	(\$5,977)	(\$9,650)	(\$17,791)	(\$28,950)	(\$115,800)

SCHEDULE B

JEDCO MONTHLY BUDGET CONFORMANCE REPORT

CASH BASIS

MARCH 2006

FINANCING

	MARCH		YEAR TO DATE		AMENDED 2006
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET
REVENUES:					
Financing Income	\$3,892	\$10,358	\$10,866	\$31,075	\$124,300
Brownsfield Projects	0	208	0	625	2,500
Total Revenues	\$3,892	\$10,567	\$10,866	\$31,700	126,800
EXPENDITURES:					
Staff Salaries	\$15,720	\$15,833	\$47,160	\$47,500	\$190,000
Health Benefits & Taxes	889	958	2,691	2,875	11,500
SEP/IRA-Retirement	1,761	1,775	5,283	5,325	21,300
Communications	451	300	1,311	900	3,600
Program Costs	0	375	1,350	1,125	4,500
Office & Equipment Rental	1,903	1,917	5,386	5,750	23,000
PR / Advertising	0	33	0	100	400
Office Supplies	92	167	436	500	2,000
Postage & Copying	90	167	549	500	2,000
Travel / Mileage	224	167	294	500	2,000
Staff Development	0	553	0	1,658	6,630
Dues & Subscriptions	241	42	994	125	500
CEA/RFP Administrative Cost	0	167	0	500	2,000
Total Expenditures	\$21,371	\$22,453	\$65,454	\$67,358	\$269,430
NET PROGRAM DEFICIT	(\$17,479)	(\$11,886)	(\$54,588)	(\$35,658)	(\$142,630)

SCHEDULE C

JEDCO MONTHLY BUDGET CONFORMANCE REPORT

CASH BASIS MARCH 2006

TRANSPORTATION

	MARCH		YEAR TO DATE		AMENDED 2006
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET
EXPENDITURES:					
Salaries	\$5,402	\$5,333	\$16,207	\$16,000	\$64,000
Health Benefits & Taxes	443	475	1,326	1,425	5,700
SEP/IRA-Retirement	605	592	1,815	1,775	7,100
Communications	196	292	567	875	3,500
Office & Equipment Rental	630	325	1,799	975	3,900
Office Supplies	92	83	306	250	1,000
Dues & Subscriptions	100	125	554	375	1,500
Postage	32	125	94	375	1,500
Travel / Mileage	410	292	600	875	3,500
Staff Development	0	158	0	475	1,900
Bayou Segnette Expenses	0	667	0	2,000	8,000
CEA/RFP Administrative Cost	0	167	0	500	2,000
TOTAL EXPENDITURES	\$7,910	\$8,633	\$23,268	\$25,900	\$103,600

SCHEDULE D

JEDCO MONTHLY BUDGET CONFORMANCE REPORT

CASH BASIS MARCH 2006

ECONOMIC DEVELOPMENT SERVICES

	MARCH		YEAR TO DATE		AMENDED 2006
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET
REVENUES:					
Incentive Fees	\$101	\$250	\$378	\$750	\$3,000
Total Revenues	\$101	\$250	\$378	\$750	\$3,000
EXPENDITURES:					
Staff Salaries	\$17,782	\$18,833	\$53,346	\$56,500	\$226,000
Health Benefits & Taxes	1,692	2,892	5,024	8,675	34,700
SEP/IRA-Retirement	1,992	2,108	5,976	6,325	25,300
Communications	455	317	1,548	950	3,800
Program Costs	0	350	2,500	1,050	4,200
Office & Equipment Rental	2,155	2,208	6,095	6,625	26,500
Office Supplies	102	167	368	500	2,000
Dues & Subscriptions	152	67	799	200	800
Postage	112	200	572	600	2,400
Data Base Analysis	0	125	0	375	1,500
Training / Mileage	213	333	213	1,000	4,000
Staff Development	1,651	1,042	1,832	3,125	12,500
Special Projects	0	667	490	2,000	8,000
CEA/RFP Administrative Cost	0	167	0	500	2,000
Total Expenditures	\$26,306	\$29,475	\$78,763	\$88,425	\$353,700

NET PROG.SURPLUS/ DEFICIT (\$26,205) (\$29,225) (\$78,385) (\$87,675) (\$350,700)

SCHEDULE E

JEDCO MONTHLY BUDGET CONFORMANCE REPORT
CASH BASIS MARCH 2006

MARKETING-P/R

	MARCH		YEAR TO DATE		AMENDED 2006
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET
EXPENDITURES:					
Salaries	\$3,833	\$3,833	\$11,499	\$11,500	\$46,000
Health Benefits & Taxes	573	883	1,758	2,650	10,600
SEP/IRA-Retirement	429	433	1,287	1,300	5,200
Communications	191	275	552	825	3,300
Office & Equipment Rental	747	917	1,916	2,750	11,000
PR/Advertising	568	2,833	732	8,500	34,000
Office Supplies	65	192	266	575	2,300
Dues / Subscriptions	0	42	0	125	500
Postage	133	458	203	1,375	5,500
Travel / Mileage	257	63	257	188	750
Staff Development	0	125	0	375	1,500
CEA/RFP Administrative Cost	0	167	0	500	2,000
Web-Site Update	0	0	6,762	0	0
TOTAL EXPENDITURES	\$6,796	\$10,221	\$25,232	\$30,663	\$122,650

SCHEDULE F

JEDCO MONTHLY BUDGET CONFORMANCE REPORT
CASH BASIS MARCH 2006

ADMINISTRATIVE EXPENSES

	MARCH		YEAR TO DATE		AMENDED 2006
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET
EXPENDITURES:					
Staff Salaries	\$26,959	\$27,083	\$80,876	\$81,250	\$325,000
Health Benefits & Taxes	2,345	2,475	6,852	7,425	29,700
SEP/IRA-Retirement	3,019	3,042	7,937	9,125	36,500
Communications	715	1,667	2,251	5,000	20,000
Office & Equipment Rental	2,407	2,500	6,825	7,500	30,000
Office Supplies	367	333	880	1,000	4,000
Dues / Subscriptions	190	167	304	500	2,000
Postage	207	375	679	1,125	4,500
Committee Meetings	310	417	2,335	1,250	5,000
Seminars / Conventions	0	250	100	750	3,000
Accounting/Audit	11,000	1,667	11,000	5,000	20,000
Insurance	1,793	2,552	5,393	7,656	30,625
Business Development	0	33	0	100	400
Travel / Mileage	452	583	1,336	1,750	7,000
Programs/Events	0	667	0	2,000	8,000
Staff Development	125	708	125	2,125	8,500
Administrative Fees	1,532	333	3,867	1,000	4,000
CEA/RFP Administrative Cost	0	167	0	500	2,000
TOTAL EXPENDITURES	\$51,421	\$45,019	\$130,760	\$135,056	\$540,225

JEDCO MONTHLY BUDGET CONFORMANCE REPORT
CASH BASIS MARCH 2006

BUSINESS RECOVERY CENTERS

	MARCH		YEAR TO DATE		AMENDED 2005
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET
EXPENDITURES:					
Staff Salaries	\$6,975	\$4,000	\$19,103	\$12,000	\$48,000
Opening Expenses	0	167	0	500	2,000
Supplies	0	167	0	500	2,000
Utilities	0	667	2,181	2,000	8,000
Janitorial Services	0	75	0	225	900
Phones	178	83	914	250	1,000
Insurance	0	83	0	250	1,000
Marketing	0	417	0	1,250	5,000
TOTAL EXPENDITURES	\$7,153	\$5,658	\$22,198	\$16,975	\$67,900

JEFFERSON EDGE MONTHLY BUDGET REPORT
CASH BASIS MARCH 2006

	MARCH		YEAR TO DATE		AMENDED 2005
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET

JEFF. EDGE REVENUES:

Private Funds	\$3,000	\$28,333	\$139,500	\$85,000	\$340,000
Parish Funds	0	6,667	80,000	20,000	80,000
State Funds	0	4,167	0	12,500	50,000
Investment Income	4,447	208	10,548	625	2,500
Total Revenues	\$7,447	\$39,375	\$230,048	\$118,125	\$472,500

JEFF. EDGE EXPENDITURES:

Marketing/PR Activities:					
Marketing/Advertising/PR	1,500	14,583	7,061	43,750	175,000
Recruitment	0	5,000	0	15,000	60,000
Special Events/Promotions	0	2,917	0	8,750	35,000
Contingency	0	2,500	0	7,500	30,000
Sub-Total	1,500	25,000	7,061	75,000	300,000
Technology Development:					
Tech. Park Implementation	3,829	16,667	4,729	50,000	200,000
Tech. Park Marketing	0	4,167	49	12,500	50,000
Tech. Park Building A & E	0	4,167	0	12,500	50,000
Sub-Total	3,829	25,000	4,778	75,000	300,000
Administrative:					
Misc.Project Fund	80	2,083	284	6,250	25,000
Legal Services	0	2,083	0	6,250	25,000
Investor Relations Staff Support	1,045	1,417	3,837	4,250	17,000
Sub-Total	1,125	5,583	4,121	16,750	67,000
Land Development & Redevelopment:					
Brownfields BCRLF Appl.Consult.	0	833	0	2,500	10,000
Contingency	0	4,167	0	12,500	50,000
Sub-Total	0	5,000	0	15,000	60,000
Total Expenditures	6,454	60,583	15,960	181,750	727,000
NET PROG.SURPLUS/DEFICIT	993	(21,208)	214,088	(63,625)	(254,500)
AUDIT FUND BALANCE @ 12/31/04					898,185
PROJ. FUND BALANCE @ 12/31/05					643,685

JEDCO BUILDING FUNDS

CASH BASIS MARCH 2006

	MARCH		YTD	
	ACTUAL	BUDGET	ACTUAL	BUDGET
REVENUES:				
Bal. @ 12/31/04	\$0		\$369,960	
Interest	0		2,000	
Total Revenues	\$0		\$371,960	
EXPENDITURES:				
JEDCO Relocation Cost	\$0		\$0	
Total Expenditures	\$0		\$0	
NET PROGRAM SURPLUS	\$0		\$371,960	

BAYOU SEGNETTE PROJECT

CASH BASIS MARCH 2006

	MARCH		YEAR TO DATE		AMENDED
	ACTUAL	BUDGET	ACTUAL	BUDGET	2005
REVENUES:					
State of Louisiana	\$0	\$79,167	\$0	\$237,500	\$950,000
Total Revenues	\$0	\$79,167	\$0	\$237,500	\$950,000
EXPENDITURES:					
A/E Services	\$0	\$4,167	\$0	\$12,500	\$50,000
Construction	0	75,000	0	225,000	900,000
Total Expenditures	\$0	\$79,167	\$0	\$237,500	\$950,000
NET PROG. SURP./DEFICIT	\$0	\$0	\$0	\$0	\$0

**JEDCO BUDGET SUMMARY STATEMENT
MARCH 2006**

	2006	YTD			MONTHLY		DEPARTMENTAL ANALYSIS						
	AMENDED	BUDGET	ACTUAL	VAR.	BUDGET	ACTUAL	E.C.WEST	FINANCE	TRANS.	BUS.OUT.	MARKET	ADMIN.	OTHERS
REVENUES:													
Occupational License	\$1,365,617	\$341,404	\$600,000	\$258,596	\$113,801	\$200,000							\$200,000
Tenant Rent, Fees	17,000	4,250	11,110	6,860	1,417	3,837	3,837						
Phone System Fees	3,000	750	3,928	3,178	250	1,208	1,208						
EDA Revenues	29,000	7,250	3,840	(3,410)	2,417	1,124		1,124					
SBA Closing Fees	35,300	8,825	0	(8,825)	2,942	0							
HUD Service Fees	21,000	5,250	3,497	(1,753)	1,750	1,743		1,743					
Colson Svc. (Monthly)	32,000	8,000	3,529	(4,471)	2,667	1,025		1,025					
Colson Svc. (Interest)	7,000	1,750	0	(1,750)	583	0							
Incentive Fees	3,000	750	378	(372)	250	101				101			
Brownfields Project	2,500	625	0	(625)	208	0							
Interest, Misc.	7,000	1,750	4,168	2,418	583	1,484						1,484	
	\$1,522,417	\$380,604	\$630,450	\$249,846	\$126,868	\$210,522	\$5,045	\$3,892	\$0	\$101	\$0	\$1,484	\$200,000
EXPENDITURES:													
Salaries	\$891,500	\$222,875	\$219,408	\$3,467	\$74,292	\$73,305	\$3,609	\$15,720	\$5,402	\$17,782	\$3,833	\$26,959	\$0
Health Benefits/Taxes	94,700	23,675	18,150	5,525	7,892	6,085	143	889	443	1,692	573	2,345	
SEP/IRA-Retirement	100,100	25,025	23,425	1,600	8,342	8,182	376	1,761	605	1,992	429	3,019	
Communication	56,200	14,050	10,791	3,259	4,683	3,554	1,546	451	196	455	191	715	
Office Rental	145,000	36,250	36,249	1	12,083	12,083	4,888	1,795	505	2,095	505	2,295	
Equipment Rental	11,400	2,850	1,218	1,632	950	908	261	108	125	60	242	112	
Advertising/Newsletter	34,900	8,725	732	7,993	2,908	568					568		
Office Supplies	11,700	2,925	2,421	504	975	732	14	92	92	102	65	367	
Postage	16,100	4,025	2,097	1,928	1,342	574		90	32	112	133	207	
Dues & Subscriptions	5,800	1,450	2,751	(1,301)	483	683		241	100	152		190	
Travel/Mileage	17,450	4,363	2,525	1,838	1,454	1,571	15	224	410	213	257	452	
Staff Development	32,830	8,208	2,067	6,141	2,736	1,776				1,651		125	
Bayou Segnette Expense	8,000	2,000	0	2,000	667	0							
Insurance	30,625	7,656	5,393	2,263	2,552	1,793						1,793	
Data Base Analysis	1,500	375	80	295	125	0							
Committee Meetings	5,000	1,250	2,335	(1,085)	417	310						310	
Seminars/Conventions	3,000	750	100	650	250	0							
Accounting/Audit	20,000	5,000	11,000	(6,000)	1,667	11,000						11,000	
Business Develop.	400	100	0	100	33	0							
Misc.	500	125	1,085	(960)	42	170	170						
Special Projects	8,000	2,000	2,500	(500)	667	0							
Program Costs	8,700	2,175	1,350	825	725	0							
CEA/RFP Administrative Costs	10,000	2,500	0	2,500	833	0							
Shrimp Study Expenses	8,000	2,000	0	2,000	667	0							
Administrative Fees	4,000	1,000	3,867	(2,867)	333	1,532						1,532	
Web-Site Update	0	0	6,762	(6,762)	0	0							
TOTAL	\$1,525,405	\$381,351	\$356,306	\$25,045	\$127,117	\$124,826	11,022	21,371	7,910	26,306	6,796	51,421	\$0
NET	(\$2,988)	(\$747)	\$274,144	\$274,891	(\$249)	\$85,696	(\$5,977)	(\$17,479)	(\$7,910)	(\$26,205)	(\$6,796)	(\$49,937)	\$200,000