



**JEDCO Executive Committee**  
**March 30, 2017, 8:30 A.M.**  
**JEDCO Boardroom, Administration Building**  
**700 Churchill Parkway, Avondale, LA 70094**

**AGENDA**

- I. Call to Order – Chairman, Bruce Layburn**
  - Welcome Guest
  - Pledge of Allegiance
  - Approval of Board absences for today
  - Approval of request to be excused from February 23<sup>rd</sup> meeting > Mayra Pineda
  - Approval of JEDCO minutes for February 23, 2017 **Pg. 2**
  - Jefferson Parish Millage Presentation – Keith Conley
- II. Public Comments on Agenda Items**
- III. Unfinished and New Business**
  - Approval of Consulting Services Agreement with 10<sup>th</sup> Capital Small Business Advisors, LLC – **Jerry Bologna Pg. 5**
  - Consideration of revised scope of services for City of Kenner CEA – **Jerry Bologna Pg. 14**
  - Resolution authorizing Fifth Amendment to the CEA between JEDCO, State of Louisiana and Jefferson Parish School Board for the Science & Technology Academy and Conference Center capital outlay project – **Lacey Bordelon Pg. 33**
- IV. Monthly Financial Report**
  - February 2017 – **Cynthia Grows Pg. 37**
- V. President & CEO Report – Jerry Bologna**
  - Sale of Land at Churchill Park
  - Recap of JEDCO Challenge
  - Airport Advertising
- VI. Other Updates or Comments from the JEDCO Board of Commissioners**
- VII. Adjournment**

In accordance with provisions of the Americans with Disabilities Act of 1990 (ADA), JEDCO and Jefferson Parish will not discriminate against qualified individuals with disabilities on the basis of disability in its services, programs or activities. If you require auxiliary aids or devices or other reasonable accommodation under the ADA, submit your request to the ADA Coordinator at least 48 hours in advance of this meeting or as soon as possible. Advanced noticed is required for ASI Certified Interpreters. Should you have any concerns, please contact: ADA Coordinator, Scott Rojas, 700 Churchill Parkway, Avondale, LA 70094 (504) 875-3908 or email: [srojas@jedco.org](mailto:srojas@jedco.org)

Any person, who believes he or she has been subject to unlawful discrimination by JEDCO, the Parish, any Parish officer or employee based on past or current disability, or his or her association with a person with a disability, may submit the grievance, in writing, to the Parish's designated Americans with Disabilities Act (ADA) Coordinator, contact information above.



**JEDCO Board of Commissioners  
February 23, 2017, 8:35 A.M.  
JEDCO Administration Building  
700 Churchill Parkway, Avondale, LA 70094**

**Minutes**

**Call to Order** 8:35 a.m.

**Attendance:** Mickal Addler, Jimmy Baum, Mario Bazile, Lloyd Clark, Bruce Dantin, Joe Ewell, Josline Gosserand Frank, Roy Gattuso, Tom Gennaro, Brian Heiden, Teresa Lawrence, Bruce Layburn, Mark Madderra, Keith Merritt, Lynda Nugent-Smith, Bill Peperone, Paul Rivera, Stephen Robinson, Stan Salathe

**Staff:** Jerry Bologna, Lacey Bordelon, Cynthia Grows, Annalisa Kelly, Kate Moreano, Alberto Queral, Scott Rojas, Margo Ruiz, Kelsey Scram, Penny Weeks, Kate Wendel

**Absences:** Matt Gibson and Mayra Pineda

**Attorney:** Reed Smith – Parish Attorney’s Office

**Guests:** Diane Roussel, Parish President’s Office

**I. Call to Order – Chairman, Bruce Layburn**

**• Approval of Absences**

Jimmy Baum motioned to excuse Matt Gibson, seconded by Bruce Dantin. The motion passed unanimously.

**• Approval of JEDCO Board of Commissioners Minutes for January 19, 2017**

Lloyd Clark motioned to approve the minutes, seconded by Mickal Adler. The motion passed unanimously.

**• Approval of JEDCO Board Retreat Minutes for January 19, 2017**

Jimmy Baum motioned to approve the minutes, seconded by Roy Gattuso. The motion passed unanimously.

**• Jefferson Parish Sales Tax and Property Tax Data 2016 – Paul Rivera**

Paul Rivera, CFO of JPSO, gave an overview of the 2016 sales and property tax collections and distributions in Jefferson Parish. Data presented demonstrated trends for the East Bank, West Bank, and Parish Wide.

## II. Public Comments on Agenda Items

None

## III. Unfinished and New Business – Chairman, Bruce Layburn

- **Approval of JEDCO 2017 First Amended Budget – Cynthia Grows**  
Bruce Dantin motioned to approve the 2017 First Amended Budget, seconded by Joe Ewell. The motion passed unanimously.
- **Approval of the Louisiana Compliance Questionnaire for 2016 – Cynthia Grows**  
Lynda Nugent-Smith motioned to approve the Louisiana Compliance Questionnaire for 2016, seconded by Roy Gattuso. The motion passed unanimously.
- **Approval of JEDCO 2017 Strategic Operating Plan – Lacey Bordelon**  
Jimmy Baum motioned, seconded by Lloyd Clark, to approve the 2017 Strategic Operating Plan as submitted. The motion passed unanimously. The final plan presented today includes two changes from when it was presented to the Board on January 19, 2017: 1) Page 6, Goal II, Objective A, II.A.3 – changed staff assignment from Kelsey to Lacey, and 2) Page 9, Goal III, Objective J – created actions specific to the implementation of the Housing Stock Enhancement Strategic Plan.
- **Resolution authorizing an Intergovernmental Agreement with the Parish of Jefferson to provide for the improvement of proposed Edge Parkway – Lacey Bordelon**  
Lacey provided details of the Agreement and advised that a public meeting is scheduled for March 9, 2017. Jimmy Baum motioned to approve the resolution, seconded by Stephen Robinson. The motion passed unanimously.
- **Resolution authorizing Amendment No. 3 to the Cooperative Endeavor Agreement with the City of Gretna – Lacey Bordelon**  
Amendment No. 3 is a renewal of the CEA with the City of Gretna and provides for a multi-year arrangement, which runs parallel to Mayor Belinda Constant's second term. The renewal begins April 1, 2017 and expires March 31, 2021. Josline Gosserand Frank motioned to approve the resolution, seconded by Bill Peperone. The motion passed unanimously.

## IV. Monthly Financial Report – Cynthia Grows

- **January 2017**  
Lynda Nugent-Smith motioned to approve the report as submitted, seconded by Mario Bazile. The motion passed unanimously.

## V. President & CEO Report – Jerry Bologna

- **2016 Business Retention & Expansion Report – Kate Moreano and Annalisa Kelly**  
Kate and Annalisa provided an overview of the 2016 Economic Development Services' activities for Jefferson Parish, including the City of Kenner and the City of Gretna. The EDS staff contacted 673 companies, resulting in more than 154

meetings/surveys. The report also included relevant findings from the BR&E program; i.e., employment, sales, and planned or current expansions.

- **District Donuts** – The grand opening for District Donuts is scheduled for March 9<sup>th</sup> to celebrate the opening of its new location, Elmwood Business Park. The JEDCO Finance Committee approved loans to assist with financing of the project.

**VI. Other Updates or Comments from the JEDCO Board of Commissioners**  
None

**VII. Adjournment** – Lynda Nugent-Smith motioned to adjourn, seconded by Bruce Layburn. The motion passed unanimously.

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**Lloyd J. Clark**  
**JEDCO Secretary**  
**Minutes for February 23, 2017**




# JEDCO

Jefferson Parish Economic Development Commission

## MEMORANDUM

DATE: March 30, 2017

TO: JEDCO Board of Commissioners

FROM:  Perry Bologna, President/CEO

SUBJECT: Consulting Services Agreement with 10<sup>th</sup> Capital Small Business Advisors, LLC

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### Background:

JEDCO's Director of Financing recently resigned from our organization effective March 23<sup>rd</sup>. This resignation has created a short-term need for departmental support related to packaging loans and presenting them to the JEDCO Finance Committee.

JEDCO previously contracted with 10<sup>th</sup> Capital Small Business Advisors, LLC (10<sup>th</sup> Capital) to provide this service for our Finance Department during a period of time when our Director of Financing was on extended leave. Given our need and our previous experience with 10<sup>th</sup> Capital, JEDCO desires to enter into a new consulting services agreement.

### Discussion:

On August 25, 2016, JEDCO's Board of Commissioners approved a six-month consulting services agreement with 10<sup>th</sup> Capital. That agreement expired on March 2, 2016, less than one week prior to the resignation of our Director of Financing. The timing of the resignation and expiration of our consulting services agreement leaves us with no one available to provide this service.

Therefore, it is imperative that we enter into a new agreement. The new agreement will call for the same level of compensation. 10<sup>th</sup> Capital will receive \$3,000 per loan presented to JEDCO's Finance Committee, with 50% payable upon assignment of the loan prospect by the President/CEO. The remaining 50% will be payable upon presentation to the Finance Committee. In cases whereby complexity warrants an extraordinary level of work, the contractor may request a supplemental fee up to \$2,000. In no case will compensation exceed \$5,000 per loan.

All terms of the agreement are identical to the previous agreement with the exception of the term. A 12-month agreement is being suggested to alleviate the immediate situation and provide for support during the hiring, training and transition of a new JEDCO employee. Currently, the cost of compensating the consultant is budgeted due to the alleviation of the Director of Financing's salary.

Under the previous contract, 10<sup>th</sup> Capital performed exemplary work that was recognized by borrowers, staff and commissioners. 10<sup>th</sup> Capital's Principal, Belinda Little-Wood, is well regarded by the banking community and SBA and she is a seasoned provider of these services.

Recommendation:

It is recommended that the JEDCO Board of Commissioners authorize the President and CEO to enter into a twelve-month consulting services agreement with 10<sup>th</sup> Capital effective immediately. This will help to provide immediate support with loans currently in our pipeline while also providing backup support during a transition period with a new staff person.

Attachment: Draft Consulting Services Agreement

CONSULTING SERVICES AGREEMENT  
BETWEEN  
JEFFERSON PARISH ECONOMIC DEVELOPMENT AND PORT DISTRICT  
And  
10<sup>th</sup> CAPITAL SMALL BUSINESS ADVISORS, LLC

Be it known, that on this 30th day of March, 2017, the Jefferson Parish Economic Development and Port District (herein "JEDCO"), located at 700 Churchill Parkway, Avondale, LA 70094, and 10<sup>th</sup> Capital Small Business Advisors, LLC, P.O. Box 6026, New Orleans, LA 70174 (hereinafter "Contractor") do hereby enter into a contract under the following terms and conditions:

1.

Contractor hereby agrees to furnish the following services on an as-needed, non-exclusive basis:

1. Act as agent for JEDCO solely for the purpose of packaging and preparing loans for presentation to JEDCO's Finance Committee.

2.

**Obligations of the Contractor:**

1. Beginning on the date first hereinabove written, 10<sup>th</sup> Capital Small Business Advisors will provide packaging of governmental loan program applications including SBA 504, EDA, LRCF, ILTAP, and HUD CDBG.
2. Communicating with potential borrowers to obtain information necessary to package aforementioned loans.
3. Presenting packages to JEDCO Finance Committee.
4. Contractor agrees to be responsible and to pay all applicable federal income taxes, federal social security tax (or self-employment tax in lieu thereof) and any applicable federal or state unemployment taxes.

3.

**Performance of Services:** The manner in which the Services are to be performed and the specific hours to be worked by Contractor shall be determined by Contractor. JEDCO will rely on Contractor to work as many hours as may be reasonably necessary to fulfill Contractor's obligations under this Contract.

4.

**Compensation:** In consideration of the services described above, JEDCO agrees to pay the Contractor for satisfactory performance related to the completion of the aforementioned services approved by the President and CEO of JEDCO. Contractor will receive a fee of \$3,000 (the "Standard Fee") for each loan package prepared. If a loan package involves additional complexity and scope, Contractor may submit documentation and/or other evidence thereof and request an additional fee ("Supplemental Fee"), which Supplemental Fee shall not exceed

\$2,000.00. The Standard fee and any Supplemental Fee will be paid with a deposit of 50% of the Standard Fee when the package is assigned to Contractor and the remaining 50% of the Standard Fee and any Supplemental Fee paid upon completion of the package and submittal to JEDCO's Finance Committee and/or SBA for processing. Contractor is due the remainder of the Standard Fee and any Supplemental Fee regardless of approval by JEDCO's Finance Committee or SBA.

Contractor shall be entitled to reimbursement from JEDCO for reasonable "out-of-pocket" expenses incurred as a result of the work being performed for JEDCO. These expenses include, but are not limited to, travel expenses, meals, mileage, postage/courier fees. All out-of-pocket expenses must be documented by Contractor by submission, for example, of invoices and receipts. Travel and meals will not be reimbursed without pre-approval by JEDCO's President and CEO. Notwithstanding the foregoing, Contractor's out-of-pocket expenses are capped at \$300.00 per loan package, and Contractor shall not be entitled to reimbursement of any greater amounts.

5.

**Responsibilities of JEDCO:** In addition to the compensation provided for in Section 4., JEDCO agrees to provide the following support to Contractor:

1. JEDCO will provide Contractor with office space, staff support, office supplies, desktop computer and access to JEDCO's LMS software subscription.
2. JEDCO's President and CEO will provide authorization for Contractor to commence work on a per-loan basis.

6.

**Term and Termination:** This Contract shall terminate twelve (12) months after the date of execution or automatically upon completion of the Services required by Contractor outlined in this contract, whichever comes first. This contract may be extended by JEDCO with thirty (30) days written Notice to Contractor as provided in Section 14 *infra*. By mutual agreement and consent of the parties hereto, this contract may be terminated by giving thirty (30) days written Notice as provided in Section 14 *infra*. The Contractor shall be entitled to payment of fees incurred as well as reimbursement of any "out of pocket" expenses incurred prior to termination of contract, all in accordance with Section 4 *supra*, *i.e.*, for any and all loan packages being processed by Contractor but which have not closed thirty (30) days after the written termination Notice. Contractor shall be paid fifty (50%) percent of the Standard Fee plus out-of-pocket expenses, as limited by Section 4 *supra*.

7.

**Confidentiality:** All records, documents and other material delivered or transmitted to Contractor by JEDCO or applicants/clients shall remain the property of JEDCO, and shall be returned by Contractor to JEDCO, at Contractor's expense, at termination or expiration of this contract. All records, documents or other materials related to this contract and/or obtained or prepared by Contractor in connection with the performance of the services contracted for herein



shall become the property of JEDCO and shall, upon request, be returned by Contractor to JEDCO, at Contractor's expense, at termination or expiration of contract.

JEDCO recognizes that Contractor will have information from JEDCO's clients including, but not limited to, financial information required for packaging. In consideration for the disclosure of the information, Contractor agrees to not, at any time or in any manner, either directly or indirectly, use the information for Contractor's own benefit, or divulge, disclose, or communicate in any manner any information to any third party without the prior written consent of JEDCO. Contractor will protect the information and treat it as strictly confidential. A violation of this shall be a material violation of this Agreement. Further, this confidentiality provision shall remain in full force and effect after the termination of this contract.

8.

**Relationship of Parties:** It is understood by the parties that Contractor is an independent contractor with respect to JEDCO, and not an employee of JEDCO. JEDCO will not provide fringe benefits, including health insurance benefits, paid vacation, or any other employee benefit, for the benefit of Contractor.

9.

**Disclosure:** Contractor is required to disclose any outside activities or interests, including ownership or participation in the development of prior projects, that conflict or may conflict with the best interests of JEDCO. Prompt disclosure is required under this paragraph if the activity or interest is related, directly or indirectly, to any activity that Contractor may be involved with on behalf of JEDCO.

10.

**Indemnification:** Contractor agrees to indemnify and hold harmless JEDCO from all claims, losses, expenses, fees including attorney fees, costs, and judgements that may be asserted against JEDCO that result from the acts or omissions of Contractor. Contractor agrees to indemnify and hold JEDCO harmless from any and all federal and/or state income tax liabilities, including taxes, interest and penalties, resulting from JEDCO's treatment of Contractor as an independent contractor. Contractor further agrees to reimburse JEDCO for any and all costs it incurs, including, but not limited to accounting fees and legal fees, in defending itself against any such liability.

JEDCO agrees to indemnify and hold harmless Contractor from all claims, losses, expenses, fees including attorney fees, costs, and judgments that may be asserted against Contractor that result from the acts or omissions of JEDCO, JEDCO's employees, if any, and JEDCO's agent.

11.

**Employees:** Contractor's employees, if any, who perform services for JEDCO under this contract shall be bound by the provisions of this contract. At the request of JEDCO, Contractor shall provide adequate evidence that such persons are Contractor's employees.

12.

**Assignment:** The Contractor shall not assign any interest in this contract and shall not transfer any interest in same (whether by assignment or novation), without prior written consent of JEDCO provided however, that in the case of assignments by Contractor of claims or money due or to become due to Contractor for JEDCO to a bank, trust company or other financial institution in connection with a financing contract or contracts, such written consent by JEDCO shall not be unreasonably withheld, conditioned, or delayed.

13.

**Unauthorized Disclosure of Information:** If it appears that Contractor has disclosed (or has threatened to disclose) information in violation of this agreement, JEDCO shall be entitled to an injunction to restrain Contractor from disclosing, in whole or in part, such information, or from providing any services to any party to whom such information has been disclosed or may be disclosed. JEDCO shall not be prohibited by this provision from pursuing other remedies, including a claim for losses and damages.

14.

**Notices:** All notices required or permitted under this agreement ("Notice") shall be in writing and shall be deemed delivered when delivered in person or when sent by certified mail, return receipt requested, addressed as stated below, or when by email sent to the email addresses stated below

**If for JEDCO:**

JEDCO  
Jerry Bologna  
President and CEO  
700 Churchill Parkway  
Avondale, LA 70094  
Email: jbologna@jedco.org

**If for 10<sup>th</sup> Capital Small Business Advisors, LLC:**

10<sup>th</sup> Capital Small Business Advisors, LLC  
Belinda Little-Wood  
President  
P.O. Box 6026  
New Orleans, LA 70174  
Email: belinda@10thcapital.com

Such addresses, including email addresses, may be changed from time to time by either party by providing written notice to the other in the manner set forth above.

15.

**Amendment:** This Contract may be modified or amended if the amendment is made in writing and is signed by both parties.

16.

**Severability:** If any provision of this contract shall be held to be invalid or unenforceable for any reason, the remaining provisions shall continue to be valid and enforceable. If a court finds that any provision of this contract is invalid or unenforceable, but that by limiting such provision it would become valid or enforceable, then such provision shall be deemed to be written, construed, and enforced as so limited.

17.

**Waiver of Contractual Right:** The failure of any party to enforce any provision of this Contract shall not be construed as a waiver or limitation of that party's right to subsequently enforce and compel strict compliance with every provision of this contract.

18.

**Insurance:** Contractor shall secure and maintain at its expense such insurance that will protect it, and JEDCO, from claims for bodily injury, death or property damage which may arise from the performance of services under this Agreement. All certificates of insurance shall be furnished to JEDCO and shall provide that insurance shall not be canceled without notice of cancellation given to JEDCO, in writing, on all of the required coverage provided to JEDCO. All notices will name Contractor, and identify the JEDCO Board Resolution approving the terms of this Agreement. JEDCO may examine the policies at any time and without notice.

- A. All policies and certificates of insurance of the Contractor shall contain the following clauses:
- a. Contractor's insurers will have no right of recovery or subrogation against JEDCO, it being the intention of the Parties that the insurance policy so affected shall protect both Parties and be the primary coverage for any and all losses covered by the below described insurance.
  - b. JEDCO shall be named as additional insured as regards to general liability and automobile liability with respect to negligence by Contractor.
  - c. The insurance company (ies) issuing the policy or policies shall have no recourse against JEDCO for payment of any premiums or for assessments under any form of policy.
  - d. Any and all deductibles in the below described insurance policies shall be assumed by and be at the sole risk of Contractor.

**B.** Contractor shall provide at its own expense, proof of the following insurance coverage required by the contract to JEDCO by insurance companies authorized to do business in the State of Louisiana. Insurance is to be placed with insurers with an A.M. Best Rating of no less than A:VI.

a. In the event Contractor hires workers within the State of Louisiana it shall obtain Workers' Compensation Insurance. As required by Louisiana State Statute exception, employer's liability shall be at least \$1,000,000.00 per occurrence when work is to be over water and involves maritime exposures; otherwise this limit shall be no less than \$500,000.00 per occurrence.

b. Commercial General Liability Insurance with a Combined Single Limit of at least \$1,000,000.00 per occurrence for bodily injury and property damage.

c. Business Automobile Liability Insurance with a Combined Single Limit of \$1,000,000.00 per occurrence for bodily injury and property damage, unless otherwise indicated. This insurance shall include coverage for bodily injury and property damage.

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

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

19.

**Governing Law and Jurisdiction:** This Agreement shall be deemed to be made under the laws of the State of Louisiana, and for all purposes shall be interpreted in its entirety in accordance with the laws of said State. Contractor hereby agrees and consents to the jurisdiction of the courts of the State of Louisiana over its person. The Parties hereto agree that the sole and exclusive jurisdiction and venue for any suit or proceeding brought pursuant to this contract shall be the 24<sup>th</sup> Judicial District Court for the Parish of Jefferson, State of Louisiana.

20.

**Inspector General:** Contractor agrees to cooperate with the Jefferson Parish inspector general in any investigation, audit, inspection, performance review, or hearing pursuant to JPCO 2-155.10(19). By signing this document, Contractor attests that it understands and will abide by all provision of JPCO 2-155.10.

**Miscellaneous:** It is hereby agreed that the auditors contracted by JEDCO and the Legislative Auditor of the State of Louisiana shall have the option of auditing all accounts of Contractor which relate to this contract.

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

THUS DONE AND SIGNED, at Avondale, Louisiana on the date first hereinabove written.

WITNESS SIGNATURES

JEFFERSON PARISH ECONOMIC  
DEVELOPMENT AND PORT DISTRICT

\_\_\_\_\_  
Witness Signature  
Print Name \_\_\_\_\_

\_\_\_\_\_  
Jerry Bologna  
President/CEO

\_\_\_\_\_  
Witness Signature  
Print Name \_\_\_\_\_

WITNESS SIGNATURES

10<sup>th</sup> CAPITAL SMALL BUSINESS  
ADVISORS, LLC

\_\_\_\_\_  
Witness Signature  
Print Name \_\_\_\_\_

\_\_\_\_\_  
Belinda Little-Wood  
President

\_\_\_\_\_  
Witness Signature  
Print Name \_\_\_\_\_




# JEDCO

Jefferson Parish Economic Development Commission

## MEMORANDUM

DATE: March 30, 2017

TO: JEDCO Board of Commissioners

FROM: erry Bologna, President & CEO

SUBJECT: Cooperative Endeavor Agreement between The City of Kenner and JEDCO

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### Background:

A cooperative endeavor agreement (CEA) has existed between JEDCO and the City of Kenner since 2009. The CEA was proposed as a way to offer the City of Kenner an augmented level of service in exchange for an annual allocation of funds. That allocation was set at \$75,000 annually and called for the hiring of a JEDCO employee that would solely provide economic development services to the City of Kenner.

The CEA has been renewed at the City's request several times and was most recently renewed in December of 2014. The current CEA expires in December of 2017. Traditionally, JEDCO meets with the Administration of Kenner upon renewal to identify priorities in order to incorporate into the deliverables as outlined in Exhibit B.

Immediately upon election, I reached out to the incoming Administration to familiarize them with the CEA and learn of priorities to begin incorporating even prior to the renewal. At that meeting, the Administration indicated the desire to provide input into who JEDCO hired to represent the City in order to ensure implementation of projects that constituents desire. I informed the Administration of JEDCO's position on this matter and we agreed to discuss further.

At a follow-up meeting, it was suggested by the Administration that JEDCO consider a revised CEA. The revised CEA would call for fewer deliverables and the abolishment of JEDCO's Kenner-specific position. This arrangement would allow the Administration to hire their own economic development personnel and set their own priorities while retaining a relationship with JEDCO.

Therefore, I am presenting a revised list of deliverables for your consideration.

### Discussion:

The JEDCO Board of Commissioners should be incredibly proud of the work that has been performed as a result of the CEA between Kenner and JEDCO. Since 2009, our Economic Development Specialist has visited directly with over 350 companies and provided valuable retention and expansion support. Additionally, we have provided direct financing to Kenner companies resulting in over \$8.5 million of projects in the City.

The attraction of Target, At Home, Inspired Living, and Revolution Foods, along with the expansions of MMI Culinary, Fabricari, Harlon's LA Fish, Rock Enterprises, Alfred Conhagen, and D&D Creations are just a few of the successes that we can count as our own. Additionally, we have provided countless hours of support to finally get the airport buyout properties to auction, assisting business owners impacted by the new airport terminal construction, marketing properties, preparing recruitment packages, developing and maintaining the City's first economic profile and business resource guide as well as having the latter translated into Spanish.

By all accounts, our Economic Development Specialists, aided by the support of the organization's entire staff, have outperformed the deliverables every year that the CEA has existed. It should be noted that during this same period, the City of Kenner has experience steady sales tax growth. During the same period of time, JEDCO has sought no increase in funding from the City of Kenner. The success of this CEA is credited to JEDCO's infrastructure, expertise, and the employees we have placed in this position. The current CEA specifically states that final selection of an employee is at the sole discretion of JEDCO and states that the City shall have no authority over the operations of JEDCO personnel.

If the City of Kenner elects to discontinue the existing CEA, The JEDCO Board of Commissioners should consider the proposed list of deliverables, which would be comparable to the CEA with the City of Gretna yet adjusted for the size of Kenner.

Recommendation:

If the JEDCO Board of Commissioners sees fit to consider a new CEA to replace the existing one, I propose the attached list of deliverables. I recommend that we seek an annual allocation of \$60,000 from the City. This is based on several factors including the fact that we receive \$25,000 from the City of Gretna, a city that is a quarter of the size in population. Additionally, I am concerned that the absence of a dedicated staff member will result in the City becoming over-reliant on the time and expertise offered by the senior management of JEDCO.

Further, I am concerned that providing economic development services within the City, while they pursue their own activities, may result in duplication of services and/or confusion among the many businesses with which we have established relationships. This may have the unintended consequence of damaging JEDCO's reputation as an internationally Accredited Economic Development Organization.

Attachments: Current CEA  
Revised Exhibit B – Deliverables  
Highlights of Kenner – JEDCO CEA

**COOPERATIVE ENDEAVOR AGREEMENT**

**BETWEEN**

**THE CITY OF KENNER**

**AND**

**THE JEFFERSON PARISH ECONOMIC DEVELOPMENT COMMISSION**

**PARISH OF JEFFERSON  
STATE OF LOUISIANA**

THIS AGREEMENT, made and entered into on this 19<sup>th</sup> day of December 2014, by and between the City of Kenner, State of Louisiana, acting herein by and through its City Council, hereinafter called the CITY, represented by Michael Yenni, Mayor, duly authorized to act pursuant to the provisions of Ordinance No. 10,845 adopted on the 20<sup>th</sup> day of November, 2014 and the Jefferson Economic Development Commission (JEDCO), hereinafter called CONTRACTOR, represented by Jerry Bologna, Executive Director, as duly authorized to act pursuant to the provisions of a resolution by its Executive Committee of the Board of Commissioners on the 20<sup>th</sup> day of November, 2014 and attached as Exhibit A, together as "PARTIES."

**SECTION I.**

**PROJECT:**

The CITY hereby contracts with the CONTRACTOR to perform certain services needed for the CITY regarding the implementation of the City's economic development strategy intended to create and retain jobs and attract private investment in the City of Kenner through the funding and subsequent employment of a full-time economic development specialist to serve the exclusive needs of the CITY.

**SECTION II.**

**TERM:**

The term of this Agreement is thirty six (36) months beginning January 1, 2015 and ending on December 31, 2017. Understanding that economic development is not a static, one-time event, but rather a series of events and programs of service that are guided by an approved economic development strategy as amended and adjusted over time due to operational and policy circumstances, the CITY and CONTRACTOR agree that the term of this agreement may be renewed thereafter with the consent of the City, through its Mayor, and CONTRACTOR.



### **SECTION III.**

#### **TERMINATION:**

This Agreement may be terminated under any or all of the following conditions:

1. By mutual agreement and consent of the parties hereto.
2. By the CITY as a consequence of the failure of the CONTRACTOR to comply with the terms, progress or quality of services in a professional and satisfactory manner, proper allowance being made for circumstances beyond the control of the CONTRACTOR.
3. By the CONTRACTOR as a consequence of the failure of the CITY to comply with the terms, progress or quality of services in a professional and satisfactory manner, proper allowance being made for circumstances beyond the control of the CITY.
4. By either party upon the failure of the other party to fulfill its obligations as set forth in this Agreement.
5. By satisfactory completion of all services and obligations described herein.
6. By the CITY at its convenience upon thirty (30) days written notice to the CONTRACTOR.
7. By the CONTRACTOR at its convenience upon thirty (30) days written notice to the CITY.

### **SECTION IV.**

#### **PART A. SERVICES TO BE PROVIDED BY THE CONTRACTOR**

The CONTRACTOR shall provide services related to the implementation of the City economic development strategy, Kenner 2030, including all those services usually implied as a prerequisite for performance of such services, whether or not specifically mentioned in this agreement, including attendance by the CONTRACTOR or its representative, at project conferences, public hearings, and completion of required reports of project status.

These services include CONTRACTOR providing to City consultation on the aforementioned economic development strategy and, guidance as to its implementation. Additional services are outlined in Exhibit B – Deliverables.

#### **PART B. INVESTMENT IN JEDCO BY THE CITY**

The CITY shall consider the CONTRACTOR to be a provider of professional and technical services necessary for the implementation of the aforementioned economic development strategy only. The CITY shall be required to invest in JEDCO through an annual appropriation of public funds in a specified amount to support the economic development services provided.

Investment in JEDCO: The CITY will provide the CONTRACTOR with sufficient funds to provide for the services outlined herein, including the employment of an economic development specialist dedicated exclusively to the implementation and reporting to the CITY of activities related to the Kenner's economic development strategy. The economic development specialist will be an employee of the CONTRACTOR through the funds provided by the CITY to better enable the CONTRACTOR to provide the enumerated services.

### **PART C. EMPLOYEE SELECTION AND OPERATIONAL PARAMETERS**

Understanding that the CONTRACTOR is an independent economic development commission serving the needs of Jefferson Parish, Louisiana and peripherally the cities, towns and communities therein, the CITY agrees and maintains that at no time shall the CITY have any special rights, privileges, or authority over the operations or personnel of the CONTRACTOR.

1. **Employee Selection:** The CITY understands that the final selection will be at the sole discretion of the Executive Director of JEDCO. The employee must meet the minimum qualifications for the position.
2. **Chain of Command and Reporting:** The CITY agrees and maintains that at no time shall the CITY have any special rights, privileges, or authority over the operations or personnel of the CONTRACTOR, and the economic development specialist employed shall report to JEDCO senior managers for day-to-day assignments, responsibilities, and performance issues.

### **SECTION V.**

#### **PERFORMANCE STANDARDS:**

CONTRACTOR will commit its best efforts to achieve the mission, goals and objectives of the Kenner economic development strategy on behalf of the CITY as more specifically recited in "Exhibit B" , attached hereto and made a part hereof.

### **SECTION VI.**

#### **CONSIDERATION AND METHOD OF PAYMENT:**

As consideration for the services to be rendered by the CONTRACTOR, CITY shall pay as an annual investment to CONTRACTOR an amount for incurred and estimated expenses of not less than **\$75,000.00**. Any and all expenditures in excess of said amount, in total or for any item listed thereon, shall be subject to reimbursement by CITY within thirty days upon written request by the CONTRACTOR, but only if the written approval of the CITY'S Mayor was incurred prior to accruing such expenses. CONTRACTOR shall utilize existing JEDCO purchasing procedures that conform to State and Parish requirements for any expenditures, direct or indirect, that are required as part of this agreement. Any property and equipment purchased with funds provided under this contract shall be and remain the property of JEDCO.

The CITY will pay the CONTRACTOR prior to any work beginning and within 30 days of executing this agreement.

#### **SECTION VII.**

##### **NOTICES, AUTHORIZATIONS, BILLING AND REPORTS:**

All notices, invoices and/or correspondence related to the contract, including but not limited to requests for modifications, should be submitted to:

**CITY:** Mayor Michael Yenni  
City of Kenner  
1801 Williams Blvd.  
Kenner, LA 70062  
Ph: 504-468-7240 Fax: 504-468-6085

**CONTRACTOR:** Jerry Bologna, Executive Director  
JEDCO  
700 Churchill Parkway  
Avondale, LA 70094  
Ph: 504-875-3908 Fax: 504-875-3923

#### **SECTION VIII.**

##### **FUND AVAILABILITY:**

This contract will be contingent upon the annual funding received by the CONTRACTOR from CITY as agreed upon. All positions, obligations or purchases agreed to by the CONTRACTOR related to services provided to the CITY pursuant to this contract will be terminated immediately should funding cease.

#### **SECTION IX.**

##### **AMENDMENT:**

This Agreement may be AMENDED only by written instrument signed by both the CITY, through its Mayor, and the CONTRACTOR.

#### **SECTION X.**

##### **FISCAL RESPONSIBILITIES:**

The CONTRACTOR shall establish and maintain an auditable system, in accordance with recognized accounting practices, with the Act and Regulations, and with State requirements on fiscal and program reports.

## **SECTION XI.**

### **COVENANTS: CIVIL RIGHTS:**

CONTRACTOR agrees not to discriminate in its employment practices, and will render services under this Agreement without regard to race, color, religion, sex, national origin, veteran status, political affiliation or disabilities.

Any act of discrimination committed by CONTRACTOR, or failure to comply with Title VI and VII of the Civil Rights Act of 1964, Equal Opportunity Act (1972), Federal Executive Order 11246, Federal Rehabilitation Act of 1973, Vietnam Era Veterans Readjustment Assistance Act of 1974, Title IX of the Education Amendments of 1972, Age Act of 1975, and American Disabilities Act 1990 shall be grounds for termination of this Agreement.

## **SECTION XII.**

### **INDEMNIFICATION:**

The CITY shall indemnify and hold harmless the CONTRACTOR against any and all claims, including unemployment compensation, demands, suits, costs, liabilities or judgments for sums of money, and fines or penalties asserted by any party, firm or organization for loss of life or injury or damages to person or property, growing out of, resulting from, or by reason of any negligent acts, errors, and/or omissions, by the CITY, its agents, servants or employees, while engaged upon or in connection with the services required to be performed by the CONTRACTOR under this agreement.

Further, CITY hereby agrees to indemnify the CONTRACTOR for all reasonable expenses and attorneys' fees incurred by or imposed upon the CONTRACTOR for any claim, loss, including unemployment compensation, damage, injury or other casualty pursuant to this section. This right of indemnification shall extend beyond the termination of this agreement. CITY further agrees to pay all reasonable expenses and attorneys' fees incurred by the CONTRACTOR in establishing the right to indemnity pursuant to this provision.

CONTRACTOR shall indemnify and hold harmless CITY against any and all claims, suits, judgments or sums of money owed to any party for loss of life, injury or damages to persons or property growing out of, resulting from or by reason of any negligent act by the services or obligations required or performed by the CONTRACTOR hereunder.

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

**SECTION XIV.**

**INDEPENDENT CONTRACTOR:**

While in performance of services or carrying out other obligations under this agreement, the CONTRACTOR shall be acting in the capacity of independent contractor and not as employees of the CITY. The CONTRACTOR shall not be obliged to any person, firm or corporation for any obligations of the CITY arising from the performance of their services under this agreement. The CONTRACTOR shall be authorized to represent the CITY with respect to services being performed, dealings with other agencies, and administration and control of construction contracts as intended by the provisions hereof.

**SECTION XV.**

**ASSIGNMENT**

Neither CITY nor the CONTRACTOR shall assign, sell, transfer or otherwise convey any interest in this Agreement, including any monies due or to become due to the CONTRACTOR under the agreement, without the prior written consent of the other unless right to notice of assignment has been otherwise waived. Unless specifically stated to the contrary in any written consent, no assignment, sale, transfer, or conveyance will act as a release or discharge of a party from any duty or responsibility under this Agreement (including Exhibit A).

**SECTION XVI.**

**SAVINGS CLAUSE:**

In case any one or more of the provisions contained in this Agreement shall, for any reason be judicially held to be invalid, illegal or unenforceable in whole or part, such invalidity, illegality or unenforceability shall not affect any other provisions of the Agreement, in such an event this Agreement shall be construed as if such invalid, illegal or unenforceable provisions had never been contained herein.

**SECTION XVII.**

**GOVERNING LAWS AND JURISDICTION:**

This Agreement and the performance thereof shall be governed, interpreted, construed and regulated by the laws of the State of Louisiana. The parties to this Agreement also understand and agree that the provisions herein shall, between them, have the effect of law, and shall be governed by the applicable Federal statutes which are referenced herein. In reference to matters not provided herein, this Agreement shall also be governed by ordinances of the Parish of Jefferson, State of Louisiana.



The 24<sup>th</sup> Judicial District Court for the Parish of Jefferson, State of Louisiana, shall be deemed to be the exclusive court of jurisdiction and venue for any litigation, special proceeding or other proceeding as between the parties that may be brought, or arise out of, in connection with, or by reason of this Agreement.


SECTION XVII.

ENTIRE AGREEMENT:

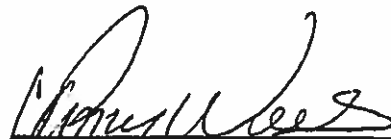

This Agreement and the attached documents represent the entire agreement between the CITY and CONTRACTOR and supersede all prior negotiations, representations or agreements, either written or oral. This Agreement may be amended only by written instrument signed by both the CITY, through its Mayor, and the CONTRACTOR.


This agreement is executed in four (4) originals, in testimony whereof the parties hereto have executed this agreement on the day and year first above written in the presence of the undersigned competent witnesses.

  
\_\_\_\_\_  
Witness  
James Hastings  
  
\_\_\_\_\_  
Witness ALICIA SCHULZ

CITY OF KENNER  
  
\_\_\_\_\_  
Michael S. Yenni  
Mayor, City of Kenner

Date December 19, 2014

  
\_\_\_\_\_  
Witness  
  
\_\_\_\_\_  
Witness

CONTRACTOR  
  
\_\_\_\_\_  
Jerry Bologna, Executive Director  
Jefferson Parish Economic Development  
Commission

Date 11/24/14

EXHIBIT A

RESOLUTION

On motion of Bill Peperone, seconded by Bruce Dartin, the following resolution was offered:

**JEDCO RESOLUTION REGARDING A THREE-YEAR COOPERATIVE ENDEAVOR AGREEMENT (CEA) WITH THE CITY OF KENNER.**

A resolution authorizing a cooperative endeavor agreement between JEDCO and the City of Kenner through which JEDCO will provide economic development services to the City of Kenner over a period of three consecutive years, from January 1, 2015 through December 31, 2017.

**WHEREAS**, each year since 2009, JEDCO has operated under a CEA with the City of Kenner with a duration of one year, requiring annual approval of an amendment by JEDCO's Board of Commissioners and the Mayor of Kenner to renew the CEA for the subsequent year; and

**WHEREAS**, the one-year agreements prevented the City and JEDCO from including longer-term deliverables within the agreement; and

**WHEREAS**, the Kenner 2030 plan, the City's economic development strategy, includes mid- to long-range goals to address and support economic opportunities such as the development of Laketown, the revitalization of Rivertown and the redevelopment of the airport's buyout properties, as well as opportunities resulting from the airport's redevelopment; and

**WHEREAS**, in addition to services that would provide the City with annual performance metrics via JEDCO's Business Retention & Expansion program, the inclusion of longer-term economic development strategies in the CEA would complement the City's efforts through the Kenner 2030 plan; and

**WHEREAS**, JEDCO and the City of Kenner desire to enter into a new, extended CEA through which JEDCO can provide both short- and long-term economic development services to the City of Kenner over a period of three consecutive years beginning on January 1, 2015 and ending on December 31, 2017;

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

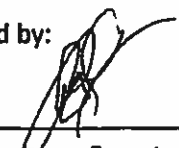
Jerry Bologna, Executive Director of JEDCO, is authorized to sign a CEA between JEDCO and the City of Kenner substantially in the form attached hereto as "EXHIBIT 1" and any and all documents required to carry out the provisions of this resolution.

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

YEAS: 14                      NAYS: 0                      ABSENT: 6

The resolution was declared to be adopted on this the 20<sup>th</sup> day of November, 2014.

Attested by:

  
\_\_\_\_\_  
Bruce Layburn, Secretary  
JEDCO

March 30, 2017

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## EXHIBIT B

### DELIVERABLES:

1. CONTRACTOR will provide outreach to a minimum of 150 Kenner companies, in industries determined by CONTRACTOR, with a goal of holding retention meetings with 25%.
2. CONTRACTOR will update and maintain City of Kenner Economic Profile.
3. A minimum of ten (10) properties will be featured, at all times, on the JEDCO website for viewing by site selectors and businesses, including the Rivertown properties feature. Additionally, at direction of CITY, CONTRACTOR will add a feature highlighting the airport's redevelopment properties to the website. Property listings will be reviewed quarterly for accuracy.
4. When necessary, CONTRACTOR will develop press releases and social media relative to economic development activities within the City of Kenner. Frequency and content will be determined by CONTRACTOR with input from Mayor's Office.
5. CONTRACTOR will continue its marketing efforts within CITY of CONTRACTOR's services and programs through business retention visits and other forms of business networking.
6. CONTRACTOR will respond to business retention and expansion prospects at the request of the Kenner City Council and/or Administration in addition to the outreach called for in item #1.
7. CONTRACTOR will update and maintain the City of Kenner Business Resource Guide.
8. CONTRACTOR will make one presentation to City Council and will appear before City Council as needed or when invited. Additionally, CONTRACTOR will provide quarterly reports highlighting key activities to be submitted electronically.
9. CONTRACTOR will maintain representation on appropriate working committees, as directed by the Mayor, related to economic development, including the Mayor's Economic Development Committee, Rivertown Main Street Committees, and any associated subcommittee and/or task force.
10. CONTRACTOR will catalog and analyze business retention data and provide annual report on findings.
11. CONTRACTOR will act as support agency, as assigned, in Kenner 2030 – Strategic Plan Matrix.
12. CONTRACTOR will assist with marketing the Laketown RFP to solicit developers for proposals and with the final selection process. Assistance will include, but not be limited to, arriving at a mailing list of developers for the distribution of the RFP, identifying potential members of the committee that will be charged with reviewing and selecting the winning proposal, and sitting as a member of the final selection committee.
13. CONTRACTOR will develop recruitment packet for prospective retail and dining establishments and will send customized packet to a minimum of one prospect per quarter. CONTRACTOR will market relevant available commercial spaces in Kenner to prospective retailers, including but not limited to The Esplanade Mall and retail/commercial vacancies along or near West Esplanade Ave., 32<sup>nd</sup> St., Veterans Memorial Blvd., Airline Highway, and Williams Blvd.



**REVISED  
EXHIBIT B**

**DELIVERABLES:**

1. CONTRACTOR will provide outreach to a minimum of 60 Kenner companies, in industries determined by CONTRACTOR, with a goal of holding retention meetings with 25%.
2. CONTRACTOR will update and maintain City of Kenner Economic Profile.
3. A minimum of three (3) properties will be featured, at all times, on the JEDCO website for viewing by site selectors and businesses. Property listings will be reviewed quarterly for accuracy.
4. When necessary, CONTRACTOR will develop social media relative to economic development activities within the city of Kenner.
5. CONTRACTOR will update and maintain the City of Kenner Business Resource Guide in both English and Spanish.
6. JEDCO will consult with the Mayor, City Attorney, and/or City Council on any major project that requires economic incentives or JEDCO's involvement through a bond issue, Cooperative Endeavor Agreement, lease agreement, or which requires a non-traditional structure, including the use of Tax Increment Financing districts and Payments In Lieu Of Taxes.
7. On a quarterly basis, CONTRACTOR will deliver a report electronically to the Mayor highlighting economic development activities carried out by CONTRACTOR in Kenner.



## Highlights of Kenner-JEDCO CEA

March 2017

### OVERALL HIGHLIGHTS

- Held 355 retention meetings with Kenner companies to determine ways to assist with their growth and success. JEDCO holds a robust business retention and expansion program that includes annual meetings with major employers and top revenue generators, as well as meetings with smaller targeted businesses, to determine ways to assist in their growth.
- Helped bring Target to The Esplanade Mall in Kenner through the creation of a TIF district.
- Developed an incentives package for Kohl's, including an agreement to issue bonds to finance store construction and a lease agreement that offered a property tax abatement until a \$350,000 benefit is received.
- Recruited At Home to open their first Louisiana store in Kenner.
- Recruited Inspired Living, a luxury assisted living facility and memory care center for retired NFL players and the public, through site selection and tax incentive guidance.
- Recruited Revolution Foods to Kenner, a healthy food manufacturing that now employs over 100 staff and is still growing.
- Assisted with incentive guidance and/or financing for major expansion projects of Kenner companies, including MMI Culinary, Fabricari LLC, Harlon's LA Fish, Rock Enterprises Construction, Alfred Conhagen, and D&D Creations.
- Worked with Kenner to assist Boscoli Foods with neighboring code issues that were prompting them to consider leaving Kenner, thereby successfully retaining them in Kenner. Successfully nominated Boscoli for Small Business of the Year and Louisiana Lantern Awards.
- Serve as a business liaison for North Terminal Project and hosted an outreach session about the construction project for businesses in the Crestview and Bainbridge areas that drew a crowd of well over 100 local business owners.
- Helped market Airport buyout property auction; as a result, two Kenner companies seeking to expand (Pelican Ice and Rock Enterprises Construction) purchased lots to accommodate expansion. JEDCO financed Rock Enterprises Construction's project.
- Serve on Rivertown Main Street board and currently working with two restaurant projects for Rivertown: Fleur de Lilly Café and The Porch & Patio beer and wine garden. JEDCO financed Fleur de Lilly Café's project.
- Provided Kenner with international list of developers for Laketown project; marketed RFP on JEDCO website and external services like ULI; served on Laketown selection committee; connected Kenner with Stone Pigman to help ensure success of the RFP.
- Developed the City of Kenner Economic Profile and Business Resource Guide, the latter in Spanish as well as English, to provide information on resources and opportunities to site selectors, entrepreneurs and business owners.

- Developed a recruitment packet and had several phone conversations with IKEA about opening a Louisiana store at a vacant 25-acre site on 32<sup>nd</sup> St. in Kenner. CarMax purchased land prior to conversations continuing. Connected IKEA with Pacific Retail to evaluate feasibility at Esplanade Mall site.

## **HIGHLIGHTS BY YEAR**

Company names, where mentioned, are those with which JEDCO meets on an annual or regular basis as part of our business retention and expansion program for major employers, providing a range of assistance including tax incentive guidance, demographic information, and Parish/City regulatory interface.

### **2009 Achievements**

- JEDCO entered into a Cooperative Endeavor Agreement with the City of Kenner
- Incentives enrollment: JEDCO assisted in the enrollment of 7 companies in tax incentive programs for their expansion projects totaling \$15,558,490 in capital investment and the creation of 22 new jobs.
- Began work with airport officials pertaining to returning the buyout properties to commerce. After changes in the Administration of the airport, and within the cities of Kenner and New Orleans, efforts finally led to the first auction of buyout property in January 2016.
- JEDCO financing:
  - LRCF Loan for Mystery Enterprises, LLC, d/b/a Snap Fitness. Total Project costs \$47,261.00/JEDCO Loan amount \$42,535.00
  - LRCF Loan for Lanzas, LLC, d/b/a Christian Mayorga, MD. Total Project costs \$390,000.00/JEDCO Loan amount \$156,000.00
  - BRGL Phase II Loan for Jackson Container & Trailer Rental, Inc. Total Project costs \$100,000.00/JEDCO Loan amount \$100,000.00
  - BRGL Phase II Loan for Center for New Orleans Studies, Inc. Total Project costs \$100,000.00/JEDCO Loan amount \$100,000.00
  - BRGL Phase II Loan for Retirement Solutions of LA. Total Project costs: \$100,000.00/JEDCO Loan amount \$100,000.00

### **2010 Achievements**

- Incentives enrollment: JEDCO assisted in the enrollment of 8 companies in tax incentive programs for their expansion projects totaling \$19,985,001 in capital investment and the creation of 468 jobs.
- Co-sponsored first small business resource seminar with The Esplanade Mall providing entrepreneurs with resources to grow their businesses. The success of this event led the Simon Group to request JEDCO hold a second seminar for small businesses in the following year.
- Compiled and published the first City of Kenner Economic Profile containing a wealth of information from tax incentives, financing, government, demographics and quality of life attributes of the city. This document is available on both the City of Kenner's website and JEDCO's website.
- Assisted Cross Road Centers with an access issue into their facility as well as a safety concern on Airline Drive, which resulted in the DOTD altering the curb cut on the neutral ground to allow adequate clearance for trucks turning into the site.

- Began working with the City of Kenner and the Simon Group to recruit Target to the Esplanade Mall. JEDCO's efforts resulted in the reduction of the City's obligation to Target from the originally demanded \$3 million to \$1.4 million.
- JEDCO financing:
  - SBA 504 Loan for Survival Systems International. Total Project costs \$1,684,700.00/JEDCO Loan amount \$689,640.00

### 2011 Achievements

- Incentives enrollment: JEDCO assisted in the enrollment of 10 companies in tax incentive programs for their expansion projects totaling \$13,196,769 in capital investment and the creation of 209 new jobs, while retaining 1,001 jobs.
- Held small business resource seminar in Heritage Hall geared toward businesses in Rivertown and South Kenner, showcasing assistance offered by JEDCO, the Louisiana Workforce Commission and Louisiana Small Business Development Center.
- Held second small business resource seminar in The Esplanade Mall, bringing in representatives of the Women's Business Enterprise Council South and the Louisiana Small Business Development Center (LSBDC) to present information on various small business certifications.
- JEDCO developed an incentives package to recruit Kohl's, including an agreement to issue bonds to finance store construction and a lease agreement that offered a property tax abatement until a \$350,000 benefit is received.
- JEDCO provided incentives assistance and financing options to Mr. Mudbug/King Creole in Kenner.
- Coface Collections (later Altus Global Trade) moved its Jefferson Parish operations from Metairie to Kenner in September. Coface employs over 100 workers from its Kenner office and anticipates increasing its workforce over the next 3 years.
- JEDCO joined Mayor Yenni's economic development committee to participate in the development of the city's first economic development strategic plan, Kenner 2030.
- JEDCO Financing:
  - SBA 504 Loan for Ashok Enterprises, LLC, d/b/a Country Inn & Suites. Total Project costs \$4,947,834.00/JEDCO Loan amount \$1,735,000.00

### 2012 Achievements

- Incentives enrollment: JEDCO assisted in the enrollment of 5 companies in tax incentive programs for their expansion projects totaling \$1,681,387 in capital investment and the creation of 18 new jobs, while retaining 351 jobs.
- JEDCO assisted in recruiting Revolution Foods, a food processor and food service establishment with a mission to provide healthy and affordable meals to schools. JEDCO provided the company with site selection assistance, and tax incentive and public transit information, while providing guidance to the company on permitting, licensing and workforce development matters. Recruitment efforts resulted in the substantial improvement of a declining industrial facility and the creation of 90 jobs for area residents.
- The Grand Theatre breaks ground at the site of The Esplanade Mall.

### **2013 Achievements**

- Incentives enrollment: JEDCO assisted in the enrollment of 4 companies in tax incentive programs for their expansion projects totaling \$1,075,000 in capital investment and the creation of 17 new jobs, while retaining 40 jobs.
- Cummins Mid South's expansion added a high-horsepower rebuild facility and a warehouse for power generation parts/supplies, creating 30 jobs. JEDCO provided incentives guidance.
- Total Maintenance relocated to Kenner from Destrehan, citing city's central location for service dispatch and supplies, and high visibility of its I-10 location, bringing 35 jobs.
- In a \$2 million expansion, Alfred Conhagen purchased 2-plus acres next to its current site and broke ground on a 15,000 square-foot shop expansion, to create 25 jobs. JEDCO provided incentives guidance for this expansion.
- Harlon's LA Fish announced plans for a \$620,000 building expansion of a 7,800 square-foot addition with freezer and cooler and creating 5 jobs. JEDCO provided incentives guidance for this expansion project.
- The Crossing purchased the former Toy Train Museum to renovate into an event hall, investing \$186,000 plus renovation costs and creating 15 jobs.
- Cycle Construction added 44 employees with the purchase of Professional Construction Services in New Orleans East.
- MMI Culinary Services expanded and upgraded its headquarters and acquired a new facility in Kenner to consolidate and increase its production capacity at a total renovation cost of \$12 million, resulting in the creation of 10 jobs.
- JEDCO's finance team delivered post cards to Jefferson Parish businesses highlighting financing programs and a Kenner business that utilized JEDCO financing for its expansion (Snap Fitness).

### **2014 Achievements**

- Incentives enrollment: JEDCO assisted in the enrollment of two companies in tax incentive programs for their expansion projects totaling \$550,000 in capital investment and the creation of 80 new jobs, while retaining 46 jobs.
- JEDCO helped recruit international information technology software company 4<sup>th</sup> Source, which relocated its corporate headquarters to Kenner.
- Historic Rivertown in Kenner became Jefferson Parish's first Louisiana Main Street community. JEDCO sits on the Rivertown Main Street board of directors and is heavily involved in project and event planning as well as business recruitment to Rivertown.
- JEDCO financing:
  - LRCF Loan for NOLA General Services. Total Project costs \$370,000.00/ JEDCO Loan amount \$333,000.00

### **2015 Achievements**

- Incentives enrollment: JEDCO assisted in the enrollment of 6 companies in tax incentive programs for their expansion projects totaling \$28,310,000 in capital investment and the creation of 57 jobs, while retaining 105 jobs.

- JEDCO recruited Louisiana's first location of At Home, a national home décor superstore, to the Pavilion Shopping Center as a result of JEDCO site selection.
- A Request for Proposals (RFP) to redevelop Laketown into a mixed-used development was released by the City of Kenner in 2015. JEDCO sat on selection committee, provided list of developers to Kenner to direct RFP to, and marketed RFP on the JEDCO website, Urban Land Institute site, and other public construction sites. JEDCO also connected Stone Pigman law firm with the City of Kenner to assist with RFP development.
- JEDCO recruited the NFL Alumni Association-funded Inspired Living Facility, which broke ground on a \$19M state-of-the-art assisted living facility and memory care center for retired NFL players and members of the public. This recruitment and site selection was the result of a JEDCO retention meeting with St. Theresa Medical Center, during which they expressed wish to sell their vacant land. JEDCO assisted with site selection, site tours, interface with Kenner officials, and tax incentive guidance (Quality Jobs) to make the project financially viable.
- Fabricari LLC, a custom metal fabricator, broke ground on a \$3M+ construction project for a new facility in Kenner. JEDCO assisted with tax incentive guidance and with Parish and Kenner interface regarding sales tax and occupational license.
- JEDCO successfully nominated D&D Creations for Louisiana Lantern Award in Excellence in Manufacturing.
- Copa Airlines announced and launched a new non-stop direct flight between New Orleans and Panama City from Louis Armstrong International Airport in Kenner.
- Harlon's LA Fish broke ground on a \$1 million expansion project at its seafood processing facility in Kenner. JEDCO assisted with tax incentive guidance and City/Parish interface regarding grant funding and financing from the South Central Planning & Development Commission.
- JEDCO Financing:
  - LRCF Loan for The Learning Castle. Total Project costs \$365,000.00/JEDCO Loan amount \$328,500.00

### 2016 Achievements

- Incentives enrollment: JEDCO assisted in the enrollment of three companies in tax incentive programs for their expansion projects totaling \$8,614,977 in capital investment and the creation of 345 jobs, while retaining 137 jobs.
- CarMax announced plans to build a \$25-30M store in Kenner, bringing 350 jobs to the area. JEDCO met with CarMax regarding infrastructure improvements, site plans, and incentive guidance.
- Lake Pines Hospital broke ground on a \$3.2M behavioral health clinic located in vacant wing at St. Theresa Medical Center. JEDCO assisted with site selection and tax incentive guidance (Quality Jobs).
- The Esplanade Mall welcomed new management and ownership by Pacific Retail. JEDCO worked with consultants in advance of the sale and continue to work with Pacific Retail leadership on redevelopment possibilities.
- Louis Armstrong International Airport broke ground on its North Terminal Project, totaling nearly \$1B in investment. JEDCO did targeted outreach to hundreds of businesses in the

Crestview and Bainbridge areas regarding the North Terminal construction. JEDCO, Kenner, and The New Orleans Aviation Board hosted a Business Outreach Session for businesses in the Crestview and Bainbridge areas regarding the North Terminal construction project.

- The Airport auctioned off the first round of Airport Buyout Properties. JEDCO worked with two Kenner companies—Pelican Ice and Rock Enterprises Construction—that successfully purchased lots to expand their businesses.
- Following a JEDCO nomination, Boscoli Foods won the 2016 Louisiana Lantern Award for Excellence in Manufacturing. This was the second year in a row that a Kenner company received the award for the region.
- Altus Global Trade Solutions, headquartered in Kenner, announced plans to double its employment in Kenner within the next five years to over 200 employees locally.
- Fabricari LLC completed a \$3M+ new facility in Kenner for custom metal fabrication. JEDCO assisted with tax incentive guidance and with Parish and Kenner interface regarding sales tax and occupational license.
- Fleur de Lilly Café purchased space in Rivertown with JEDCO financing assistance to open a breakfast café, bakery, and restaurant. JEDCO financed \$163,000 of the \$497,500 total project cost and provided tax incentive guidance for the Restoration Tax Abatement program, for which Rivertown properties are eligible.
- As a result of JEDCO site selection and following JEDCO advertisement of Kenner land on its website, Habitat for Humanity purchased City-owned property for their first Jefferson Parish ReStore location.
- A vacant motel was demolished to build Jefferson Parish’s first Woodspring Suites Extended Stay and Kenner’s first CHICK-FIL-A. JEDCO met with SRSA and an Atlanta-based hotel consultant prior to this decision, providing demographics information and information regarding the North Terminal project.
- JEDCO Financing (approvals):
  - LRCF loan to Rock Enterprises Construction. Total project costs \$1,038,475.00/JEDCO portion \$467,314.00.
  - ILTAP loan to Fleur de Lily, LLC. Total project costs \$497,500.00/JEDCO portion \$163,000.00.

#### **2017 Activities to Date**

- JEDCO continues to work with a beergarden prospect for Rivertown, having arranged meetings with Kenner Planning, Kenner Councilman for District 1, and with the previous and current mayoral administration. JEDCO also provided tax incentive guidance, resulting in the owner’s application for the Restoration Tax Abatement program.
- JEDCO met with LaBella’s Catering and The Crossing regarding their expansion project, US Park regarding their expansion, as well as Ochsner Medical Center Kenner, the Treasure Chest Casino, and a small home health aid company called Nancy’s Private Care.
- JEDCO is working with several major industry prospects for Kenner, including a cancer proton treatment company and a large call center prospect.

- JEDCO took part in Project for Public Spaces-sponsored workshop and community events focused on economic development and place-making in Rivertown. Project for Public Spaces is the entity that awarded a place-making grant to Kenner/Rivertown Main Street. The grant involves a partnership with Chamber Music of America and a nationally renowned brass quartet, The Westerlies. The goal of the grant is to develop a series of musical programming with The Westerlies that highlight Rivertown's unique assets and history, as well as fund small but meaningful physical improvements to Rivertown.






## MEMORANDUM

DATE: March 30, 2017

TO: JEDCO Board of Commissioners

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

SUBJECT: Authorizing Fifth Amendment to the CEA between JEDCO, State of Louisiana and Jefferson Parish School Board

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### Background:

In 2008, JEDCO and the State of Louisiana executed a Cooperative Endeavor Agreement (CEA) to govern the budget and use of state capital outlay funds for the construction of the Patrick F. Taylor Science & Technology Academy and JEDCO Conference Center. That CEA was later amended to include the Jefferson Parish School Board as JEDCO's agent and attorney-in-fact to receive the capital outlay funds for the project directly from the state, to solicit bids, award contracts and oversee construction of the project. Additionally, the CEA was amended on three other occasions to reflect budget changes to the project as a result of actions by the State Bond Commission.

### Discussion:

The fifth amendment to the CEA substitutes Exhibits "A" and "B" with new exhibits that reflect further changes to the project's budget. More specifically, Exhibit A now reflects the reduction in funding in the amount of \$588,800 per Act 16 of the 2016 Second Extraordinary Session and subsequent action of the State Bond Commission; and Exhibit B reflects the total capital outlay funds obligated for the project absent the \$588,800 which was not reauthorized.

### Recommendation:

We are requesting that the JEDCO Board of Commissioners approve the attached resolution authorizing the execution of the Fifth Amendment to the CEA between JEDCO, the State of Louisiana and the Jefferson Parish School Board.

### Attachments:

- Resolution authorizing the Fifth Amendment to the CEA
- New Exhibits A and B

## JEDCO RESOLUTION

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

**RESOLUTION APPROVING THE EXECUTION OF A FIFTH AMENDMENT TO THAT CERTAIN COOPERATIVE ENDEAVOR AGREEMENT (CEA) BETWEEN THE STATE OF LOUISIANA, JEDCO AND THE JEFFERSON PARISH SCHOOL BOARD FOR STATE CAPITAL OUTLAY FUNDS (FP&C PROJECT NO. 36-P41-07B-02) APPROPRIATED FOR THE PATRICK F. TAYLOR SCIENCE & TECHNOLOGY ACADEMY (PFTSTA) AND CONFERENCE CENTER WITHIN THE CHURHCILL TECHNOLOGY & BUSINESS PARK**

**WHEREAS**, JEDCO and the State of Louisiana entered into a CEA dated March 7, 2008 for the use of \$22,000,000 in capital outlay funds for planning and construction of the PFTSTA and Conference Center (the "Project"); and

**WHEREAS**, the CEA was subsequently amended a total of four times over the course of five years to reflect budgetary changes to the Project such as the allocation of additional funding and the reprioritization of allocated funds by the State Bond Commission; and to appoint the Jefferson Parish School Board ("JPSB") as JEDCO's mandatory agent and attorney-in-fact with the authority to receive the capital outlay funds for the Project directly from the State, solicit bids, award contracts and oversee construction of the Project; and

**WHEREAS**, A fifth amendment to the CEA substituting Exhibits "A" and "B" with new exhibits is required to reflect action taken via Act 16 in the 2016 Second Extraordinary Session and subsequent action by the State Bond Commission in July 2016 that removed previously authorized but unobligated funds for the Project in the amount of \$588,800.

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

JEDCO is authorized to enter into the Fifth Amendment to the Cooperative Endeavor Agreement with the Jefferson Parish School Board and the State of Louisiana governing FP&C Project No. 36-P41-07B-02.

**Be it further resolved** that the JEDCO Board of Commissioners hereby authorizes JEDCO's President & CEO, Jerry Bologna, to execute any and all documents necessary to give full force and effect to this resolution.

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

**YEAS:**

**NAYS:**

**ABSENT:**

The resolution was declared to be adopted on this the 30<sup>th</sup> day of March, 2017.

Attested by:

\_\_\_\_\_  
Lloyd J. Clark, Secretary

March 30, 2017

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**EXHIBIT A**

**5th AMENDED COOPERATIVE ENDEAVOR AGREEMENT BETWEEN  
THE STATE OF LOUISIANA and  
JEFFERSON PARISH PORT DISTRICT  
JEFFERSON PARISH SCHOOL BOARD  
Jefferson Parish Business Park: Science and Technology Academy and Conference Center  
(Jefferson)  
FP&C Project #36-P41-07B-02**

**COSTS AND FUNDS THIS AGREEMENT (\$):**

<b>COST CATEGORIES</b>	<b>CAPITAL OUTLAY CASH</b>	<b>NON-CASH LINE OF CREDIT</b>	<b>OTHER</b>	<b>TOTAL</b>
<b>REAL ESTATE</b>				
<b>PLANNING</b>	<b>\$ 1,529,126</b>			<b>\$ 1,529,126</b>
<b>CONSTRUCTION</b>	<b>\$ 21,070,874</b>			<b>\$ 21,070,874</b>
<b>MISC</b>	<b>\$ 51,200</b>			<b>\$ 51,200</b>
<b>EQUIPMENT</b>				
<b>ESCROW</b>				
<b>FP&amp;C ADMIN</b>	<b>\$ 10,000</b>			<b>\$ 10,000</b>
<b>TOTAL COSTS</b>	<b>\$ 22,661,200</b>			<b>\$ 22,661,200</b>

Federal Tax Identification for Entity: **72-0850276 - Jefferson Parish Port District**  
**72-6000592 - Jefferson Parish School Board**

**Notes:**

1. Planning costs shall not exceed 10% of Construction costs. Miscellaneous costs shall not exceed 5% of Construction costs.
2. Capital Outlay Cash includes General Funds, NRP Bonds, Cash Line of Credit and/or Bonds sold.

**EXHIBIT B**

**5th AMENDED COOPERATIVE ENDEAVOR AGREEMENT BETWEEN  
THE STATE OF LOUISIANA and  
JEFFERSON PARISH PORT DISTRICT  
JEFFERSON PARISH SCHOOL BOARD  
Jefferson Parish Business Park: Science and Technology Academy and Conference Center  
(Jefferson)  
FP&C Project #36-P41-07B-02**

**State of Louisiana-ISIS Financial System-State Funding Summary**

<b>ACT #</b>	<b>YEAR</b>	<b>DESCRIPTION</b>	<b>STATE CASH</b>	<b>STATE NON-CASH LINE OF CREDIT</b>	<b>TOTAL STATE FUNDING</b>
25	2014	G.O. Bonds 14D	\$ 20,840,000		\$ 20,840,000
16	2016 SES	G.O. Bonds LOC	\$ 1,821,200		\$ 1,821,200
<b>TOTAL</b>			<b>\$ 22,661,200</b>		<b>\$ 22,661,200</b>

## MONTHLY FINANCIAL REPORT HIGHLIGHTS

FEBRUARY 2017

### JEDCO-

#### Revenues:

- Received \$400K from Jefferson Parish representing the Occupational License Revenues installments for January and February 2017
- Collected \$12,235 of departmental fees (\$5,345-Finance, \$218-EDS, \$500-Conference Ctr. and \$1,172 of interest and other income) plus \$5,000 donation for JEDCO Challenge

#### Expenses:

- Program cost totaling \$2,580. Shared fees related to the 2017 Consultant Forum N.O. (\$2,390) and two IEDC webinars (\$190) (EDS)
- Publication/Advertising expenses of \$7,440-Renaissance Publication (\$5,270) and N.O. Publishing Group (\$2,170) (Marketing)
- Computer cost of \$1,242 associated with the renewal of maintenance for hardware and software (\$964), on-line services (\$160), and e-mail archiving (\$118) (Administration)
- Expenses for the Neighborhood Revitalization project of \$3,096 (Administration)
- Program & Project expenses represents shared fees related to the 2017 Consultant Forum N.O. of \$1,195 and \$24 of postage charges (Kenner)
- Hog abatement charges of \$6,425 for January and February 2017 (Tech. Park)
- Contract service fees of \$4,498 for cleaning and electrical work (\$518). Additional charge for repairs to conference doors (\$3,980) (Conference Center)

#### Others:

- JEDCO LAMP account balance at 02/28/2017 \$1.8M

### JEFFERSON EDGE-

#### Revenues:

- Collected private funds of \$37,750
- Interest earned-\$461

#### Expenses:

- Shared fees related to the 2017 Consultant Forum N.O. of \$5,000
- Cost for sponsorship and attendance of the Washington Mardi Gras (\$2,517) and other dues (\$42)

#### Others:

- EDGE LAMP account balance at 2/28/2017 is \$805K

### SUPPLEMENTARY INFORMATION-

- Received request from Jefferson Parish for the submission of the JEDCO 2018 Proposed budget by August 7, 2017

**JEDCO'S INVESTMENT REPORT**  
**@ 2/28/2017**

<b>ACTIVE DATE</b>	<b>INSTITUTIONS</b>	<b>OPENING BALANCE</b>	<b>CURRENT BALANCE</b>	<b>INTEREST</b>	<b>TERMS</b>	<b>MATURITY DATE</b>	<b>CURRENT STATUS</b>
12/04/03	JEDCO LAMP	\$350,000	\$1,828,145	0.74%	DAILY		OPEN
	TOTAL	<u>\$350,000</u>	<u>\$1,828,145</u>				

Updated March 16, 2017

JEFFERSON ECONOMIC DEVELOPMENT COMMISSION (JEDCO)  
 End of Month-February 2017  
 Fiscal Year Ending December 31, 2017

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date ( @ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Occupational Licenses	\$ 2,000,000	\$ 2,020,000	\$ 400,000	\$ 400,000	\$ 1,620,000	\$ 2,020,000
Business Innovation Center	36,600	90,840	-	-	90,840	90,840
Financing Activities	199,000	209,000	5,345	20,661	188,339	209,000
Econ. Dev. Svc. Fees	149,900	150,800	218	363	150,437	150,800
Marketing - P/R	44,000	36,000	5,060	17,560	18,440	36,000
Interest, Misc.	7,000	5,000	1,112	2,375	2,625	5,000
Kenner Program	75,000	75,000	-	-	75,000	75,000
Tech. Park Revenues	15,804	10,000	-	-	10,000	10,000
FORJ (Ground Lease Payment)	2,200	-	-	-	-	-
Conference Center	25,800	26,000	500	750	25,250	26,000
<b>Total Revenues from Local Sources</b>	<b>\$ 2,555,304</b>	<b>\$ 2,622,640</b>	<b>\$ 412,235</b>	<b>\$ 441,709</b>	<b>\$ 2,180,931</b>	<b>\$ 2,622,640</b>
<b>SUMMARY OF EXPENDITURES BY AGENCY</b>						
JEDCO						
<b>Total Expenditures by Agency</b>	<b>\$ 2,438,796</b>	<b>\$ 2,425,650</b>	<b>\$ 159,082</b>	<b>\$ 525,912</b>	<b>\$ 1,899,738</b>	<b>\$ 2,425,650</b>
<b>SUMMARY OF EXPENDITURES BY DEPARTMENTS</b>						
Departments:						
Business Innovation Center	65,500	80,390	6,340	13,725	66,665	80,390
Finance	244,900	245,300	18,774	38,137	207,163	245,300
Econ. Dev. Svc.	225,600	289,800	21,395	43,152	246,648	289,800
Marketing - P/R	191,850	193,750	14,041	24,174	169,576	193,750
Admin. Exp.	884,775	866,400	62,081	130,093	736,307	866,400
Kenner Program	75,000	75,000	6,661	13,200	61,800	75,000
JEDCO Bldg. Expenses	520,300	513,160	18,489	249,304	263,856	513,160
Tech. Park Expenses	195,161	105,850	6,803	7,032	98,818	105,850
Conference Center	35,710	56,000	4,498	7,095	48,905	56,000
<b>Total Expenditures by Departments</b>	<b>\$ 2,438,796</b>	<b>\$ 2,425,650</b>	<b>\$ 159,082</b>	<b>\$ 525,912</b>	<b>\$ 1,899,738</b>	<b>\$ 2,425,650</b>

\*Restricted funds received from J.P. in 2015 for Strategic Neighborhood Revitalization Plan project. Funds expected to be expensed in 2016.

JEFFERSON ECONOMIC DEVELOPMENT COMMISSION (JEDCO)  
 End of Month-February 2017  
 Fiscal Year Ending December 31, 2017

	(A)	(B)	(C)		(D)	(E)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date ( @ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
Salaries/HB&Taxes/SEP-Retirement	1,225,625	1,314,500	105,450	224,060	1,090,440	1,314,500
Communications	32,500	38,850	2,126	4,296	34,554	38,850
Equipment Rental/Maintenance	11,850	14,150	334	653	13,497	14,150
Office Supplies	12,500	23,200	306	726	22,474	23,200
Postage	8,700	8,550	549	1,215	7,335	8,550
Dues & Subscriptions	27,450	26,350	2,096	4,042	22,308	26,350
PR/Advertising/Video Equip. Expense	47,000	54,700	7,440	10,367	44,333	54,700
Travel/Mileage	12,500	17,000	339	463	16,537	17,000
Staff & Professional Development	17,900	19,500	-	250	19,250	19,500
Special Project/Programs/Events	32,250	34,000	1,219	1,219	32,781	34,000
Attorney Fees	13,000	10,000	67	67	9,933	10,000
Data Base Analysis	9,000	2,700	-	-	2,700	2,700
Gretna Expenses	25,000	25,000	4,042	8,084	16,916	25,000
Web-Site Update	10,500	2,000	675	750	1,250	2,000
Entrepreneur Challenge	23,500	25,000	-	300	24,700	25,000
Seminars	2,925	4,800	-	55	4,745	4,800
Admin Fees/Personnel & Emergency Exp.	28,450	21,000	896	1,573	19,427	21,000
Computer/Equip./Svc.	75,950	99,700	1,260	2,488	97,212	99,700
Committee Mtg./Business Development	13,500	15,000	829	2,442	12,558	15,000
Professional Svc.	14,100	-	-	-	-	-
Utilities/Water	46,700	77,400	2,595	6,114	71,286	77,400
Repairs and Maintenance	6,910	15,000	593	715	14,285	15,000
Janitorial & Contract Services	44,600	49,000	6,848	9,673	39,327	49,000
Insurance	76,000	96,000	5,266	10,504	85,496	96,000
Accounting/Audit	35,000	35,000	-	1,060	33,940	35,000
Security	1,000	1,100	220	525	575	1,100
JEDCO Bldg. Lease Expenses	-	-	-	-	-	-
Lawn Maintenance	13,000	15,400	-	-	15,400	15,400
Generator Expenses	4,600	5,540	-	465	5,075	5,540
Bldgs. Supplies	6,500	13,000	55	203	12,797	13,000
HVAC Expenses	16,000	16,800	1,321	2,642	14,158	16,800
Elevator Repairs and Maintenance	6,000	5,400	498	996	4,404	5,400
Landscaping	6,000	9,350	-	-	9,350	9,350
Grass Cutting/Clearing/Fill	142,421	41,400	-	-	41,400	41,400
Access Road Expenses	7,000	-	-	-	-	-
Lease Expenses	40	-	-	-	-	-
Hog Abatement	38,500	38,500	-	-	38,500	38,500
Appraisal Expenses	-	-	6,425	6,425	(6,425)	-
Sales and Marketing	-	5,500	-	-	5,500	5,500
Program Costs	4,000	4,000	2,580	2,745	1,255	4,000
AEDO Accreditation Expenses	-	-	-	-	-	-
Garbage Collection/Pest Control/Door Mat	9,300	4,620	272	798	3,822	4,620
Equipment Expenses (Conference Ctr.)	-	-	-	-	-	-
JEDCO Loan Payment	262,000	212,000	-	211,574	426	212,000
Food & Beverage Expenses	1,200	1,000	-	-	1,000	1,000
Neighborhood Revitalization Expenses *	49,725	-	3,096	4,821	(4,821)	-
Services	9,100	23,640	1,685	3,602	20,038	23,640
Contract Svc./Loan Processing	9,000	-	-	-	-	-
<b>Total Expenditures by Characters</b>	<b>2,438,796</b>	<b>2,425,650</b>	<b>159,082</b>	<b>525,912</b>	<b>1,899,738</b>	<b>2,425,650</b>



JEFFERSON ECONOMIC DEVELOPMENT COMMISSION (JEDCO)  
 End of Month-February 2017  
 Fiscal Year Ending December 31, 2017

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date { @ 2/28/2017 }	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>SUMMARY OF OTHER FINANCING USES</b>						
Transfer to other funds			-	-		
Transfer from other funds	267,742	20,000	-	-	20,000	20,000
<b>Total Other Financing Uses</b>	<b>\$ 267,742</b>	<b>\$ 20,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 20,000</b>	<b>\$ 20,000</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>384,250</b>	<b>216,990</b>	<b>253,153</b>	<b>(84,203)</b>	<b>301,193</b>	<b>216,990</b>
<b>ESTIMATED BEGINNING BALANCE</b>	<b>1,570,415</b>	<b>1,910,052</b>				<b>1,910,052</b>
<b>ESTIMATED ENDING BALANCE</b>	<b>\$ 1,954,665</b>	<b>\$ 2,127,042</b>				<b>\$ 2,127,042</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Private Funds	\$ 247,500	\$ 250,000	\$ 37,750	\$ 41,250	\$ 208,750	\$ 250,000
Investment Income	2,700	800	461	875	(75)	800
<b>Total Revenues from Local Sources</b>	<b>\$ 250,200</b>	<b>\$ 250,800</b>	<b>\$ 38,211</b>	<b>\$ 42,125</b>	<b>\$ 208,675</b>	<b>\$ 250,800</b>
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
<b>Marketing P/R:</b>						
Local Market/PR Campaign	-	-	-	-	-	-
<b>Sub-Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Technology Park Development:</b>						
Tech. Park Implementation	-	50,000	-	-	50,000	50,000
Site Selectors Initiative	5,000	5,000	5,000	5,000	-	5,000
Tech Park Marketing	50,000	55,000	75	150	54,850	55,000
Infrastructure Expenses	-	25,000	-	-	25,000	25,000
<b>Sub-Total</b>	<b>\$ 55,000</b>	<b>\$ 135,000</b>	<b>\$ 5,075</b>	<b>\$ 5,150</b>	<b>\$ 129,850</b>	<b>\$ 135,000</b>
<b>Administrative:</b>						
Misc. Project Fund	27,500	30,800	2,559	2,958	27,842	30,800
EDGE Fundraising	16,500	17,000	1,412	2,825	14,175	17,000
Investor Relations/Staff Support	1,000	500	7	7	493	500
Meetings/Meals	3,000	5,000	-	-	5,000	5,000
<b>Sub-Total</b>	<b>\$ 48,000</b>	<b>\$ 53,300</b>	<b>\$ 3,978</b>	<b>\$ 5,790</b>	<b>\$ 47,510</b>	<b>\$ 53,300</b>
<b>Total Expenditures by Characters</b>	<b>\$ 103,000</b>	<b>\$ 188,300</b>	<b>\$ 9,053</b>	<b>\$ 10,940</b>	<b>\$ 177,360</b>	<b>\$ 188,300</b>
<b>SUMMARY OF OTHER FINANCING USES</b>						
Transfer to other funds(JEDCO-Clearing	30,000	20,000	-	-	20,000	20,000
Transfer from other funds	-	-	-	-	-	-
<b>Total Other Financing Uses</b>	<b>30,000</b>	<b>20,000</b>	<b>-</b>	<b>-</b>	<b>20,000</b>	<b>20,000</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ 117,200</b>	<b>\$ 42,500</b>	<b>\$ 29,158</b>	<b>\$ 31,185</b>	<b>\$ 11,315</b>	<b>\$ 42,500</b>
End of Month-February 2017						
Fiscal Year Ending December 31, 2017	<u>\$ 736,384</u>	<u>\$ 782,084</u>				<u>\$ 782,084</u>
<b>ESTIMATED ENDING FUND BALANCE</b>	<b>\$ 853,584</b>	<b>\$ 824,584</b>				<b>\$ 824,584</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date ( @ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Account Balance	\$ 251,534	\$ 10,000	\$ 10,000	\$ 10,000	\$ -	\$ 10,000
JEDCO Bldg. Lease Income	-	-	-	-	-	-
Insurance Revenues	4,100	-	-	-	-	-
<b>Total Revenues from Local Sources</b>	<b>\$ 255,634</b>	<b>\$ 10,000</b>	<b>\$ 10,000</b>	<b>\$ 10,000</b>	<b>\$ -</b>	<b>\$ 10,000</b>
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
Debt Service/Capital One Loan	-	-	-	-	-	-
Monthly Lease Payments	2,167	-	-	-	-	-
Insurance	4,100	-	-	-	-	-
Other Fees	1,625	-	-	-	-	-
<b>Total Expenditures by Characters</b>	<b>\$ 7,892</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>SUMMARY OF OTHER FINANCING USES</b>						
Transfer to other funds (JEDCO)	237,742	-	-	-	-	-
<b>Total Other Financing Uses</b>	<b>237,742</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ 10,000</b>	<b>\$ 10,000</b>	<b>\$ 10,000</b>	<b>\$ 10,000</b>	<b>\$ -</b>	<b>\$ 10,000</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date ( @ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Interest Earned from Payment	\$ 220,600	\$ 160,000	\$ 11,549	\$ 29,541	\$ 130,459	\$ 160,000
Interest Earned from Investment	2,700	4,000	146	299	3,701	4,000
<b>Total Revenues From Local Sources</b>	<b>\$ 223,300</b>	<b>\$ 164,000</b>	<b>\$ 11,695</b>	<b>\$ 29,840</b>	<b>134,160</b>	<b>\$ 164,000</b>
<b>SUMMARY OF EXPENDITURES</b>						
Administrative Expenses	102,000	95,000	6,378	14,269	80,731	95,000
<b>Total Expenditures by Characters</b>	<b>\$ 102,000</b>	<b>\$ 95,000</b>	<b>\$ 6,378</b>	<b>\$ 14,269</b>	<b>80,731</b>	<b>\$ 95,000</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ 121,300</b>	<b>\$ 69,000</b>	<b>\$ 5,317</b>	<b>\$ 15,571</b>	<b>\$ 53,429</b>	<b>\$ 69,000</b>
<b>ESTIMATED BEGINNING FUND BALANCE</b>	<b>\$ 8,052,466</b>	<b>\$ 8,110,966</b>				<b>\$ 8,110,966</b>
<b>ESTIMATED ENDING FUND BALANCE</b>	<b>\$ 8,173,766</b>	<b>\$ 8,179,966</b>				<b>\$ 8,179,966</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date ( @ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Interest Earned from Payment	\$ 7,900	\$ 25,000	\$ 2,207	\$ 2,207	\$ 22,793	\$ 25,000
Interest Earned from Investment	1,950	1,500	86	180	1,320	1,500
<b>Total Revenues from Local Sources</b>	<b>\$ 9,850</b>	<b>\$ 26,500</b>	<b>\$ 2,293</b>	<b>\$ 2,387</b>	<b>24,113</b>	<b>\$ 26,500</b>
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
Administrative Expenses	21,000	20,000	421	820	19,180	20,000
<b>Total Expenditures by Characters</b>	<b>\$ 21,000</b>	<b>\$ 20,000</b>	<b>\$ 421</b>	<b>\$ 820</b>	<b>19,180</b>	<b>\$ 20,000</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ (11,150)</b>	<b>\$ 6,500</b>	<b>\$ 1,872</b>	<b>\$ 1,567</b>	<b>\$ 4,933</b>	<b>\$ 6,500</b>
<b>ESTIMATED BEGINNING FUND BALANCE</b>	<b>\$ 1,333,896</b>	<b>\$ 1,339,546</b>				<b>\$ 1,339,546</b>
<b>ESTIMATED ENDING FUND BALANCE</b>	<b>\$ 1,322,746</b>	<b>\$ 1,346,046</b>				<b>\$ 1,346,046</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date ( @ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>SUMMARY OF REVENURES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Interest Earned from Payment	\$ 14,000	\$ 12,000	\$ 670	\$ 1,962	\$ 10,038	\$ 12,000
Interest Earned from Investment	1,200	400	48	104	296	400
<b>Total Revenues from Local Sources</b>	<b>\$ 15,200</b>	<b>\$ 12,400</b>	<b>\$ 718</b>	<b>\$ 2,066</b>	<b>10,334</b>	<b>\$ 12,400</b>
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
Administrative Expenses	8,000	10,000	333	684	9,316	10,000
<b>Total Expenditures by Characters</b>	<b>\$ 8,000</b>	<b>\$ 10,000</b>	<b>\$ 333</b>	<b>\$ 684</b>	<b>9,316</b>	<b>\$ 10,000</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ 7,200</b>	<b>\$ 2,400</b>	<b>\$ 385</b>	<b>\$ 1,382</b>	<b>\$ 1,018</b>	<b>\$ 2,400</b>
<b>ESTIMATED BEGINNING FUND BALANCE</b>	<b>\$ 2,323,282</b>	<b>\$ 2,323,682</b>				<b>\$ 2,323,682</b>
<b>ESTIMATED ENDING FUND BALANCE</b>	<b>\$ 2,330,482</b>	<b>\$ 2,326,082</b>				<b>\$ 2,326,082</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date ( @ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES</b>						
Fee Payments	\$ 59,500	\$ 40,000	\$ 4,283	\$ 9,037	\$ 30,963	\$ 40,000
<b>Total Revenues from Local Sources</b>	<b>\$ 59,500</b>	<b>\$ 40,000</b>	<b>\$ 4,283</b>	<b>\$ 9,037</b>	<b>30,963</b>	<b>\$ 40,000</b>
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
Administrative Expenses	59,500	40,000	4,283	9,037	30,963	40,000
<b>Total Expenditures by Characters</b>	<b>\$ 59,500</b>	<b>\$ 40,000</b>	<b>\$ 4,283</b>	<b>\$ 9,037</b>	<b>\$ 30,963</b>	<b>\$ 40,000</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

Jefferson Economic Development Commission  
End of Month-February 2017  
Business Innovation Center (BIC)-Schedule A

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM REVENUES</b>						
Tenant Revenue	\$ 27,500	\$ 67,200	\$ -	\$ -	\$ 67,200	\$ 67,200
Services	9,100	23,640	-	-	23,640	23,640
<b>Total Revenues</b>	<b>\$ 36,600</b>	<b>\$ 90,840</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 90,840</b>	<b>\$ 90,840</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	43,100	43,500	3,726	7,452	36,048	43,500
Health Benefits & Taxes	5,000	4,000	388	1,589	2,411	4,000
SEP/IRA-Retirement	5,250	5,300	455	910	4,390	5,300
Communications	700	700	57	114	586	700
Equipment Rental/Maintenance	2,000	3,000	21	42	2,958	3,000
PR/Advertising	-	-	-	-	-	-
Office Supplies	100	-	-	-	-	-
Dues & Subscriptions	150	250	8	16	234	250
Postage	100	-	-	-	-	-
Travel/Mileage	-	-	-	-	-	-
Staff Development	-	-	-	-	-	-
Special Projects	-	-	-	-	-	-
Services	9,100	23,640	1,685	3,602	20,038	23,640
<b>Total Expenditures</b>	<b>\$ 65,500</b>	<b>\$ 80,390</b>	<b>\$ 6,340</b>	<b>\$ 13,725</b>	<b>\$ 66,665</b>	<b>\$ 80,390</b>
<b>OTHER FINANCING SOURCES (USES)</b>						
Transfer to other funds	-	-	-	-	-	-
<b>Total other financing sources (uses)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (28,900)</b>	<b>\$ 10,450</b>	<b>\$ (6,340)</b>	<b>\$ (13,725)</b>	<b>\$ 24,175</b>	<b>\$ 10,450</b>



Jefferson Economic Development Commission  
End of Month-February 2017  
Financing-Schedule B

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM REVENUES</b>						
Financing Income	\$ 96,000	\$ 111,500	\$ 4,304	\$ 10,838	\$ 100,662	\$ 111,500
BRGL & LRCF Fees	103,000	97,500	1,041	9,823	87,677	97,500
<b>Total Revenues</b>	<b>\$ 199,000</b>	<b>\$ 209,000</b>	<b>\$ 5,345</b>	<b>\$ 20,661</b>	<b>\$ 188,339</b>	<b>\$ 209,000</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	173,500	177,000	14,521	29,042	147,958	177,000
Health Benefits & Taxes	14,500	15,300	1,078	3,131	12,169	15,300
SEP/IRA-Retirement	22,200	21,700	1,772	3,543	18,157	21,700
Communications	5,300	5,000	401	821	4,179	5,000
Program Costs	500	1,000	-	-	1,000	1,000
Equipment Rental/Maintenance	1,500	2,500	75	150	2,350	2,500
PR/Advertising	-	300	-	-	300	300
Office Supplies	2,500	2,500	95	159	2,341	2,500
Postage & Copying	2,500	2,500	166	238	2,262	2,500
Travel/Mileage	400	1,500	36	36	1,464	1,500
Staff Development	3,000	4,000	-	-	4,000	4,000
Dues & Subscriptions	7,000	7,000	563	950	6,050	7,000
Attorney Fees	3,000	5,000	67	67	4,933	5,000
Contract Svc./Loan Processing	9,000	-	-	-	-	-
<b>Total Expenditures</b>	<b>\$ 244,900</b>	<b>\$ 245,300</b>	<b>\$ 18,774</b>	<b>\$ 38,137</b>	<b>\$ 207,163</b>	<b>\$ 245,300</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (45,900)</b>	<b>\$ (36,300)</b>	<b>\$ (13,429)</b>	<b>\$ (17,476)</b>	<b>\$ (18,824)</b>	<b>\$ (36,300)</b>

Jefferson Economic Development Commission  
 End of Month-February 2017  
 Economic Development Services (EDS)-Schedule C

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM REVENUES</b>						
Incentive Fees	\$ 1,300	\$ 2,200	\$ 218	\$ 363	\$ 1,837	\$ 2,200
Gretna Revenues	\$ 25,000	\$ 25,000	\$ -	\$ -	\$ 25,000	\$ 25,000
Pilot Administration Fees	123,600	123,600	-	-	123,600	123,600
<b>Total Revenues</b>	<b>\$ 149,900</b>	<b>\$ 150,800</b>	<b>\$ 218</b>	<b>\$ 363</b>	<b>\$ 150,437</b>	<b>\$ 150,800</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	121,500	165,900	9,108	17,985	147,915	165,900
Health Benefits & Taxes	18,200	30,100	2,019	6,960	23,140	30,100
SEP/IRA-Retirement	15,000	23,500	1,604	3,180	20,320	23,500
Communications	6,000	9,000	401	839	8,161	9,000
Program Costs	3,500	3,000	2,580	2,745	255	3,000
Equipment Rental/Maintenance	2,200	2,000	75	150	1,850	2,000
Office Supplies	1,500	1,500	96	167	1,333	1,500
Dues & Subscriptions	14,300	13,000	1,072	2,106	10,894	13,000
Postage	2,300	2,300	125	494	1,806	2,300
Data Base Analysis	7,500	2,500	-	-	2,500	2,500
Travel/Mileage	3,600	4,500	273	318	4,182	4,500
Staff Development	5,000	6,000	-	124	5,876	6,000
Special Projects	-	1,500	-	-	1,500	1,500
Gretna Expenses	25,000	25,000	4,042	8,084	16,916	25,000
<b>Total Expenditures</b>	<b>\$ 225,600</b>	<b>\$ 289,800</b>	<b>\$ 21,395</b>	<b>\$ 43,152</b>	<b>\$ 246,648</b>	<b>\$ 289,800</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (75,700)</b>	<b>\$ (139,000)</b>	<b>\$ (21,177)</b>	<b>\$ (42,789)</b>	<b>\$ (96,211)</b>	<b>\$ (139,000)</b>

**Jefferson Economic Development Commission  
End of Month-February 2017  
Marketing-Schedule D**

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM REVENUES</b>						
Program/Event Revenues	\$ 14,000	\$ 16,000	\$ 60	\$ 60	\$ 15,940	\$ 16,000
Entrepreneur Challenge Sponsorship	\$ 20,000	\$ 20,000	\$ 5,000	\$ 17,500	2,500	\$ 20,000
	10,000	-	-	-	-	-
<b>Total Revenues</b>	<b>\$ 44,000</b>	<b>\$ 36,000</b>	<b>\$ 5,060</b>	<b>\$ 17,560</b>	<b>\$ 18,440</b>	<b>\$ 36,000</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	52,000	52,800	4,379	8,759	44,041	52,800
Health Benefits & Taxes	5,800	6,800	407	1,789	5,011	6,800
SEP/IRA-Retirement	6,350	6,500	534	1,068	5,432	6,500
Communications	7,000	7,000	401	821	6,179	7,000
Equipment Rental/Maintenance	2,000	2,500	75	150	2,350	2,500
PR/Advertising	47,000	54,400	7,440	10,367	44,033	54,400
Office Supplies	2,000	3,000	50	61	2,939	3,000
Dues & Subscriptions	200	500	-	-	500	500
Postage	800	750	80	109	641	750
Travel/Mileage	500	500	-	-	500	500
Staff Development	3,200	2,000	-	-	2,000	2,000
Web-Site Update	10,500	2,000	675	750	1,250	2,000
Programs/Event	31,000	30,000	-	-	30,000	30,000
Video Equipment Expenses	-	-	-	-	-	-
Entrepreneur Challenge	23,500	25,000	-	300	24,700	25,000
<b>Total Expenditures</b>	<b>\$ 191,850</b>	<b>\$ 193,750</b>	<b>\$ 14,041</b>	<b>\$ 24,174</b>	<b>\$ 169,576</b>	<b>\$ 193,750</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (147,850)</b>	<b>\$ (157,750)</b>	<b>\$ (8,981)</b>	<b>\$ (6,614)</b>	<b>\$ (151,136)</b>	<b>\$ (157,750)</b>

Jefferson Economic Development Commission  
 End of Month-February 2017  
 Administration-Schedule E

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	468,500	481,500	\$ 43,054	\$ 86,108	395,392	481,500
Health Benefits & Taxes	63,000	64,900	4,510	14,480	50,420	64,900
SEP/IRA-Retirement	57,300	59,000	5,045	10,090	48,910	59,000
Communications	11,000	11,000	633	1,310	9,690	11,000
Equipment Rental/Maintenance	4,000	4,000	75	135	3,865	4,000
Office Supplies	6,000	16,000	50	319	15,681	16,000
Dues & Subscriptions	1,500	1,500	237	378	1,122	1,500
Postage	3,000	3,000	178	374	2,626	3,000
Committee Meetings	7,500	10,000	760	2,373	7,627	10,000
Seminars/Conventions	2,000	4,500	-	55	4,445	4,500
Accounting/Audit	35,000	35,000	-	1,060	33,940	35,000
Insurance	36,000	36,000	2,217	4,406	31,594	36,000
Business Development	6,000	5,000	69	69	4,931	5,000
Travel/Mileage	5,500	8,000	19	98	7,902	8,000
Staff Development	1,000	2,000	-	-	2,000	2,000
Administrative Fees	13,000	13,000	896	1,573	11,427	13,000
Computer/Equip./Svc.	75,200	99,000	1,242	2,444	96,556	99,000
AEDO Accreditation	-	-	-	-	-	-
Personnel Expenses	15,450	5,000	-	-	5,000	5,000
Emergency Expenses	-	3,000	-	-	3,000	3,000
Attorney Fees	10,000	5,000	-	-	5,000	5,000
Professional Services/Loan Expenses	14,100	-	-	-	-	-
Neighborhood Revitalization Expenses *	49,725	-	3,096	4,821	(4,821)	-
<b>Total Expenditures</b>	<b>\$ 884,775</b>	<b>\$ 866,400</b>	<b>\$ 62,081</b>	<b>\$ 130,093</b>	<b>\$ 736,307</b>	<b>\$ 866,400</b>

Jefferson Economic Development Commission  
 End of Month-February 2017  
 Kenner-Schedule F

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM REVENUES</b>						
City of Kenner	\$ 75,000	\$ 75,000	\$ -	\$ -	\$ 75,000	\$ 75,000
Total Revenues	\$ 75,000	\$ 75,000	\$ -	\$ -	\$ 75,000	\$ 75,000
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	49,500	50,000	4,134	8,268	41,732	50,000
Health Benefits & Taxes	5,500	6,600	402	1,778	4,822	6,600
SEP/IRA-Retirement	6,025	6,100	504	1,008	5,092	6,100
Communications	500	150	150	225	(75)	150
Equipment Rental/Maintenance	150	150	13	26	124	150
Office Supplies	400	200	15	20	180	200
Seminar	925	300	-	-	300	300
Travel Expenses	2,000	2,000	11	11	1,989	2,000
Program & Project Expenses	1,250	2,500	1,219	1,219	1,281	2,500
Staff Development	2,500	2,500	-	51	2,449	2,500
Computer Expenses	750	700	18	44	656	700
Data Base Analysis	1,500	200	-	-	200	200
Dues and Subscriptions	4,000	3,600	195	550	3,050	3,600
Total Expenditures	\$ 75,000	\$ 75,000	\$ 6,661	\$ 13,200	\$ 61,800	\$ 75,000
NET PROGRAM SURPLUS/DEFICIT	\$ -	\$ -	\$ (6,661)	\$ (13,200)	\$ 13,200	\$ -

Jefferson Economic Development Commission  
 End of Month-February 2017  
 Building Operations-Schedule G

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM REVENUES</b>						
Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	72,000	74,000	6,209	12,418	61,582	74,000
Health Benefits & Taxes	12,500	11,000	844	2,988	8,012	11,000
SEP/IRA-Retirement	8,900	9,000	757	1,514	7,486	9,000
Communications	2,000	6,000	83	166	5,834	6,000
Travel/Mileage	500	500	-	-	500	500
Repairs and Maintenance	4,900	5,500	593	715	4,785	5,500
Janitorial Services	30,600	34,000	2,350	4,700	29,300	34,000
Utilities	31,500	55,000	2,129	3,354	51,646	55,000
Security	1,000	600	220	453	147	600
Insurance	40,000	48,000	3,049	6,098	41,902	48,000
JEDCO Bldg. Lease Expenses	-	-	-	-	-	-
Lawn Maintenance	13,000	15,400	-	-	15,400	15,400
Garbage Collection	1,500	1,620	128	256	1,364	1,620
Generator Maintenance	2,800	3,040	-	465	2,575	3,040
Bldg. Supplies	1,500	5,500	55	150	5,350	5,500
Water	500	800	88	156	644	800
Dues and Subscriptions	300	500	21	42	458	500
HVAC Maintenance	16,000	16,800	1,321	2,642	14,158	16,800
Elevator Repairs and Maintenance	6,000	5,400	498	996	4,404	5,400
Door Mat Services	2,000	1,800	144	252	1,548	1,800
Pest Control	5,800	1,200	-	290	910	1,200
Generator Repairs	1,800	2,500	-	-	2,500	2,500
Professional Development	3,200	3,000	-	75	2,925	3,000
JEDCO Loan Payment	262,000	212,000	-	211,574	426	212,000
Total Expenditures	\$ 520,300	\$ 513,160	\$ 18,489	\$ 249,304	\$ 263,856	\$ 513,160
NET PROGRAM SURPLUS/DEFICIT	\$ (520,300)	\$ (513,160)	\$ (18,489)	\$ (249,304)	\$ (263,856)	\$ (513,160)

Jefferson Economic Development Commission  
 End of Month-February 2017  
 Tech Park Expenses-Schedule H

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM REVENUES</b>						
Common Area Revenues	\$ 11,400	\$ 10,000	\$ -	\$ -	\$ 10,000	\$ 10,000
Insurance (Pond)	4,404	-	-	-	-	-
<b>Total Revenues</b>	<b>\$ 15,804</b>	<b>\$ 10,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 10,000</b>	<b>\$ 10,000</b>
<b>PROGRAM EXPENDITURES</b>						
Landscaping	6,000	9,350	-	-	9,350	9,350
Grass Cutting/Clearing/Fill	142,421	41,400	-	-	41,400	41,400
Utilities	1,200	600	378	607	(7)	600
Repairs and Maintenance	-	4,000	-	-	4,000	4,000
Liability Insurance	-	12,000	-	-	12,000	12,000
Access Road Expenses	7,000	-	-	-	-	-
Lease Expenses	40	-	-	-	-	-
Hog Abatement	38,500	38,500	6,425	6,425	32,075	38,500
Appraisal Expenses	-	-	-	-	-	-
<b>Total Expenditures</b>	<b>\$ 195,161</b>	<b>\$ 105,850</b>	<b>\$ 6,803</b>	<b>\$ 7,032</b>	<b>98,818</b>	<b>\$ 105,850</b>
<b>OTHER FINANCING SOURCES (USES)</b>						
Transfer to other funds	-	-	-	-	-	-
Transfer from other funds	30,000	-	-	-	20,000	20,000
<b>Total other financing sources (uses)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>\$ -</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (149,357)</b>	<b>\$ (95,850)</b>	<b>\$ (6,803)</b>	<b>\$ (7,032)</b>	<b>(68,818)</b>	<b>\$ (75,850)</b>

Jefferson Economic Development Commission  
 End of Month-February 2017  
 Conference Center-Schedule I

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Final Amended Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM REVENUES</b>						
Building Rent	\$ 25,800	\$ 25,000	\$ 500	\$ 750	\$ 24,250	\$ 25,000
Food & Beverage Revenues		1,000	-	-	1,000	1,000
Audio & Visual	-	-	-	-	-	-
JPPSS Equipment Revenues	-	-	-	-	-	-
<b>Total Revenues</b>	<b>\$ 25,800</b>	<b>\$ 26,000</b>	<b>\$ 500</b>	<b>\$ 750</b>	<b>\$ 25,250</b>	<b>\$ 26,000</b>
<b>PROGRAM EXPENDITURES</b>						
Repairs and Maintenance	2,010	5,500	-	-	5,500	5,500
Utilities	13,500	21,000	-	1,997	19,003	21,000
Contract Services	14,000	15,000	4,498	4,973	10,027	15,000
Insurance	-	-	-	-	-	-
Sales and Marketing	-	5,500	-	-	5,500	5,500
Supplies	5,000	7,500	-	53	7,447	7,500
Security	-	500	-	72	428	500
Equipment Expenses	-	-	-	-	-	-
Food & Beverage Expenses	1,200	1,000	-	-	1,000	1,000
<b>Total Expenditures</b>	<b>\$ 35,710</b>	<b>\$ 56,000</b>	<b>\$ 4,498</b>	<b>\$ 7,095</b>	<b>48,905</b>	<b>\$ 56,000</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (9,910)</b>	<b>\$ (30,000)</b>	<b>\$ (3,998)</b>	<b>\$ (6,345)</b>	<b>\$ (23,655)</b>	<b>\$ (30,000)</b>



**BRGL Dedicated Funds  
End of Month-February 2017**

	(A)	(B)	(C)	(D)	(E)	(F)
	2016 Amende Budget Budget	2017 Budget	Actual February-17	Actual Year-to-Date (@ 2/28/2017)	Estimate Remaining for Year	Projected Actual Result at Year End (2017 Adopted Budget)
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	\$ 53,500	\$ 54,200	\$ 4,377	\$ 8,754	\$ 45,446	\$ 54,200
Health Benefits & Taxes	7,500	8,400	521	1,530	6,870	8,400
SEP/IRA-Retirement	<u>6,500</u>	<u>6,600</u>	<u>534</u>	<u>1,068</u>	<u>5,532</u>	<u>6,600</u>
<b>Total Expenditures</b>	\$ 67,500	\$ 69,200	\$ 5,432	\$ 11,352	\$ 57,848	\$ 69,200

## MONTHLY CASH REPORT

<b>ACCOUNTS:</b>	<b>@12/31/16</b>	<b>REVENUES</b>	<b>EXPENSES</b>	<b>OTHERS</b>	<b>BALANCE</b>
<b>JEDCO Checking</b>	\$463,788.86				
January '17		\$16,842.28	\$377,537.32	\$5,951.88	\$109,045.70
February '17		37,619.15	160,915.47	601,008.79	586,758.17
<b>Jefferson EDGE Checking</b>	\$301,037.99				
January '17		\$3,500.00	\$357.38	(\$201,394.91)	\$102,785.70
February '17		37,750.00	6,166.96	(1,406.37)	132,962.37
<b>BRGL (I &amp; II) Revenues</b>	\$77,563.62				
January '17		\$0.00	\$5,920.04	\$0.00	\$71,643.58
February '17		0.00	5,432.55	0.00	66,211.03
<b>INVESTMENTS:</b>					
<b>JEDCO Lamp</b>	\$2,025,800.07				
January '17		\$1,247.27	\$0.00	\$0.00	\$2,027,047.34
February '17		1,098.01	0.00	(200,000.00)	1,828,145.35
<b>Jefferson EDGE Lamp</b>	\$604,185.50				
January '17		\$396.00	\$0.00	\$200,000.00	\$804,581.50
February '17		454.88	0.00	0.00	805,036.38