



**JEDCO Quarterly Board of Commissioners Meeting**  
**February 21, 2019 8:30 A.M.**  
**JEDCO Conference Center**  
**701-A Churchill Parkway, Avondale, LA 70094**

**AGENDA**

- I. Call to Order – Chairman, Lloyd Clark**
  - Welcome guest
  - Pledge of Allegiance
  - Approval of Board absences for today, February 21, 2019
  - Approval of JEDCO minutes for January 31, 2019 **Pg. 2**
  - Jefferson Parish Public School System updates – **Dr. Cade Brumley**
  - Churchill Technology & Business Park Master Plan – **Perkins+Will**
- II. Public Comments on Agenda Items**
- III. Unfinished and New Business**
  - Approval and Adoption of the Churchill Technology & Business Park Master Plan by Perkins+Will – **Lacey Bordelon Pg. 5**
  - Resolution approving an Intergovernmental Agreement between the Parish of Jefferson and JEDCO for Economic Development and related services and providing for related matters – **Lacey Bordelon Pg. 10**
  - Resolution approving a Cooperative Endeavor Agreement with Greater New Orleans, Inc. for Economic Development and related services and providing for related matters – **Lacey Bordelon Pg. 20**
- IV. Monthly Financial Report**
  - January 2019 – **Cynthia Grows Pg. 32**
- V. President & CEO Report – Jerry Bologna**
- VI. Other Updates or Comments from the JEDCO Board of Commissioners**
- VII. Adjournment**

In accordance with provisions of the Americans with Disabilities Act of 1990 (ADA), JEDCO and Jefferson Parish will not discriminate against qualified individuals with disabilities on the basis of disability in its services, programs or activities. If you require auxiliary aids or devices or other reasonable accommodation under the ADA, submit your request to the ADA Coordinator at least 48 hours in advance of this meeting or as soon as possible. Advanced 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 Executive Committee  
January 31, 2019 8:30 A.M.  
JEDCO Administration Building  
700 Churchill Parkway, Avondale, LA 70094  
MINUTES**

- Call to Order:** 8:30 a.m.
- Attendance:** Mickal Adler, Jimmy Baum, Mario Bazile, Lloyd Clark, Lesha Freeland, Roy Gattuso, Tom Gennaro, Brian Heiden, Teresa Lawrence, \*Floyd Simeon (\*not a member of the Executive Committee)
- Staff:** Jerry Bologna, Lacey Bordelon, Cynthia Grows, Annalisa Kelly, Pamela Manuel, Scott Rojas, Kelsey Scram, Penny Weeks
- Absences:** Bruce Dantin and Stephen Robinson
- Attorney:** Reed Smith – Jefferson Parish Attorney’s Office
- Guests:** David Wolf – Adams and Reese LLP  
Mike Sherman and Miles Granderson – Sherman Strategies LLC  
Tom Yura – Cornerstone Chemical Company

**I. Call to Order – Chairman, Lloyd Clark**

Chairman Clark opened the meeting by welcoming the above named guests and leading in the Pledge of Allegiance.

- **Introduction of New Commissioner** – The Parish Council approved the appointment of Mr. Floyd Simeon at the December 5, 2018 Council meeting. Mr. Simeon represents Home Builders Association of Greater New Orleans and will serve on JEDCO’s Finance Committee in 2019.
- **Approval of Board absences for today, January 31, 2019** – Roy Gattuso motioned, seconded by Mickal Adler to approve the above named absences. The motion passed unanimously.
- **Approval of JEDCO minutes for December 20, 2018** – Roy Gattuso motioned, seconded by Tom Gennaro to approve the minutes. The motion passed unanimously.
- **Cornerstone Chemical Company update – Tom Yura**  
Mr. Yura presented an overview of Cornerstone’s proposed project for a Hydrocyanic Acid Facility. The presentation included the economic impact and Cornerstone’s commitment to safety. A public hearing is scheduled for February 12, 2019 at 6:00 p.m. at the Waggaman playground gym.

## II. Public Comments on Agenda Items

None

## III. Unfinished and New Business

- **Resolution acknowledging that the requirements of a Memorandum of Understanding have been complied with to the satisfaction of JEDCO; approving the final form of and authorizing the execution of a Lease Agreement and Agreement to Issue Bonds and any and all additional documents and certificates deemed necessary in connection with the granting of a favorable payment in lieu of tax arrangement and the potential issuance of not exceeding \$150,000,000 in aggregate principal amount of taxable and/or tax-exempt Revenue Bonds of the Jefferson Parish Economic Development and Port District for the acquisition and construction of certain buildings and equipment at the site of the former Avondale Shipyards at 5100 River Road, for the benefit of Avondale Marine, LLC; and providing for other matters with respect to the foregoing – Lacey Bordelon**

Lacey distributed a copy of an amended resolution and an amended Lease Agreement and Agreement to Issue Bonds. David Wolf with Adams and Reese LLP gave an overview of both documents, pointing out the amendments to the earlier version which was distributed with the Board packet. Mr. Wolf and Mr. Sherman answered questions from the Commissioners. After lengthy discussion, Mickal Adler motioned to approve the resolution and Lease Agreement and Agreement to Issue Bonds as presented with amendments, seconded by Jimmy Baum. The motion passed unanimously. (Note: Mr. Roy Gattuso and Mr. Brian Heiden were not present when the vote was called.)

- **Resolution authorizing Amendment No. 2 to the contract between Perkins+Will and JEDCO for the development of a master plan for the Churchill Technology & Business Park – Lacey Bordelon**

The JEDCO and Perkins+Will contract end date is February 19, 2019. Amendment No. 2 will extend the contract end date to March 15, 2019 which enables the review and adoption of the master plan by the full board of Commissioners at the February 21, 2019 quarterly meeting. The extended end date also allows time for any other project and administrative close-out activities. Leshia Freeland motioned to approve the resolution authorizing Amendment No. 2 which extends the contract end date to March 15, 2019, seconded by Brian Heiden. The motion passed unanimously. (Note: Mr. Roy Gattuso was not present when the vote was called.)

**IV. Monthly Financial Report**

- **December 2018 – Cynthia Grows**

Mickal Adler motioned to approve the report as presented, seconded by Brian Heiden. The motion passed unanimously.

**V. President & CEO Report – Jerry Bologna**

- Commissioners were invited to attend the US Foods groundbreaking ceremony today at 11:00 a.m. – 7251 River Road, Marrero.
- The JEDCO Board Retreat is scheduled for February 21, 2019 following the quarterly Board of Commissioners' meeting.
- Commissioners were reminded the Personal Financial Disclosure Statement is due by May 15, 2019.

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

None

**VII. Adjournment - Teresa Lawrence motioned to adjourn, seconded by Tom Gennaro.**

The motion passed unanimously.

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**Tom Gennaro**

**JEDCO Secretary**

**Minutes for January 31, 2019**

## MEMORANDUM

DATE: February 15, 2019

TO: JEDCO Board of Commissioners

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

SUBJECT: Approval and Adoption of the Churchill Technology & Business Park Master Plan by Perkins+Will

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### Background:

On January 25, 2018, JEDCO's Board of Commissioners authorized the execution of a contract with Perkins+Will for the development of a Master Plan for Churchill Technology & Business Park with a budget of not-to-exceed \$288,264.00. This contract, signed on February 14, 2018 by JEDCO and Perkins+Will, was amended via Amendment No. 1 on May 31, 2018, to correct a typographical error to the name of the company, and subsequently amended again via Amendment No. 2 on January 31, 2019, to extend the contract end date to allow for the review by the full board of commissioners at their scheduled meeting on February 21, 2019.

The development of a master plan for Churchill Park was identified in The Jefferson EDGE as a critical action item for JEDCO to undertake, recognizing that the greater Fairfield area was among the last levee-protected undeveloped areas in the New Orleans region and that Churchill Technology & Business Park could serve a key role in sparking development in the Fairfield area. Moreover, given the EDGE's prioritization of developing a Master Plan for Churchill Park as well as the Park's importance to the future development of the entire parish, Jefferson EDGE investors raised private funds to fund the development of the Master Plan.

Over the course of a year, JEDCO and Perkins+Will engaged in stakeholder interviews; compiled a wealth of studies, reports, surveys, and other key relevant documents; and reviewed the most appropriate uses for this key area of land. A great deal of focus was given to sustainable, progressive design that would innovatively incorporate stormwater management features, as well as creating a unique sense of place in Churchill Park through gathering places that could be programmed for community events.

JEDCO is pleased to share with the Board of Commissioners the culmination of this process: the Churchill Technology & Business Park Master Plan.

**Discussion:**

Since the contract began on February of 2018, Perkins+Will has worked closely with JEDCO leadership on the development of the master plan, holding regular communication, document review, and strategizing. Major deliverables were completed over four phases, each culminating in a public symposium with a variety of working group meetings with stakeholders and partners:

**Phase 1: Information Gathering**

- PROJECT KICK-OFF to review the scope of work, discuss overall project goals and objectives, establish detailed schedules and protocols for team interaction, and discuss stakeholders and the formation of advisory groups.
- DATA GATHERING AND ANALYSIS, including a preliminary site utility infrastructure analysis, and preliminary transportation and mobility analysis.
- SYMPOSIUM I: A 2-day symposium involving an in-person project kickoff, introductions, technical meetings, and visioning sessions with the JEDCO project leadership and stakeholders.

**Phase 2: Analysis and Observations**

- IDENTIFYING SITE AND LAND USE OPPORTUNITIES & CHALLENGES
- TRANSPORTATION ACCESS AND OPERATIONS ANALYSIS
- UTILITY INFRASTRUCTURE ANALYSIS identifying existing infrastructure, utilities, capacity issues and any other shortcomings of existing infrastructure conditions based on available information.
- ANALYSIS OF CC&R'S, including reviewing existing documents, target industries, economic development strategic plans, and other necessary background research.
- SYMPOSIUM II: A 2-day symposium including presentations and meetings with JEDCO project leadership and advisory groups to promote open discussion among and seek input from these groups to confirm the direction and vision up to this point.

**Phase 3: Big Ideas and Concept Development**

- CONCEPT DEVELOPMENT: development of preliminary concept scenarios based on the comments and direction given during Symposium II.
- MOBILITY PLAN that optimizes efficient, safe and effective circulation, including connections between modes, access to land use developments, transitions to adjacent areas and management of parking demand.
- INFRASTRUCTURE AND RESILIENCY PLAN that shows new utility routes that connect to existing buildings and long-term development sites, and specifies the appropriate size of all utilities to accommodate the preferred concept as well as anticipated sizes to accommodate subsequent phases of build-out.
- PRELIMINARY CC&R RECOMMENDATIONS
- COST ESTIMATING
- SYMPOSIUM III: Concept Plan Presentation to JEDCO project leadership and advisory groups, including presentation of the concept plan alternatives, facilitated discussion to solicit feedback regarding the preferred plan alternative and refinement. A community meeting was also held.

#### Phase 4: Master Plan Development

- MASTER PLAN REFINEMENT, taking the preferred concept alternative, comments, and direction given during Symposium III and distilling it into a final physical master plan layout for inclusion in the final document.
- SYMPOSIUM IV/MASTER PLAN PRESENTATION: Presentation of the substantially complete master plan to the JEDCO project leadership and advisory groups to seek final feedback.
- PREPARATION OF THE FINAL DOCUMENT, including:
  - A. Master Plan Framework: a series of graphics that communicate the principal spatial configuration of the development needed to achieve the overall development goals.
  - B. Phasing strategy including identification of near-term and long-term projects and outline for potential incremental buildout of the site.
  - E. Plans for utilities infrastructure.
  - F. A resiliency plan that identifies major threats to the site and potential infrastructure needs and recommendations.
  - G. Transportation and mobility strategies, including roadway plans/sections and recommendations for transportation and mobility upgrades.
  - H. Cost Estimates and Funding Analysis
  - I. CC&R Recommended Amendments
- PROJECT CLOSEOUT, including a presentation of the Final Master Plan to the JEDCO Board of Commissioners for approval followed by production, printing, and delivery of hard copies of the final document.

Perkins+Will engaged several subcontractors to complete some of the above deliverables: Point A Consulting, a strategic planning practice focused on technology-based economic development initiatives, undertook the review of economic development studies, targeted industries, interviews regarding market forces, and the recommendations for the CC&Rs; Nelson\Nygaard Consulting Associates, Inc., a full-service transportation firm, completed all of the transportation and mobility planning and analysis; and Morphy, Makofsky, Inc. (MMI), a New Orleans-based civil, structural, and foundation engineering firm, completed all of the utilities and engineering-related work.

The master plan document presents several key design features that sets Churchill Park apart from typical design in Jefferson Parish and the Greater New Orleans area, including:

- Shared, integrated stormwater management: The master plan calls for a series of green/blue streets and larger water features that allows for shared stormwater retention rather than a series of individual detention ponds.
- Shared parking: The plan calls for shared parking among various developments rather than minimum parking requirements at each development site.
- Density and complete streets: The plan, wherever possible, calls for minimal setbacks with parking in the rear of the development, as well as complete streets, to encourage greater pedestrian use.

- Focus on creating a heart of Fairfield: The plan goes beyond a typical business/corporate park and recognizes the importance of the inclusion of multi-family residential uses and mixed use developments as well as gathering spaces and community programming, creating a plaza and series of parks.

Finally, the Plan also includes implementation guidelines and next steps, which include the creation of a Strategic Business Plan, working with Jefferson Parish Planning to adopt this plan through the appropriate planning channels, revising the Covenants, Codes & Restrictions, and creating a marketing plan. The creation of the Master Plan and its adoption by the JEDCO Board of Commissioners as the official plan for Park development are key first steps in the journey toward successful development of Churchill Park.

**Recommendation:**

We are requesting that the JEDCO Board of Commissioners adopt the accompanying resolution which does the following:

1. Formally accepts and adopts the Churchill Technology & Business Park Master Plan submitted by Perkins+Will as the official guiding plan for development of the Park;
2. Authorizes and instructs Jerry Bologna, President & CEO, to carry out the recommendations of the plan to the fullest ability of his staff and available funding.

**Attachments (2):**

- JEDCO Board Resolution
- Exhibit A –Churchill Technology & Business Park Master Plan







*MEMORANDUM*

DATE: February 14, 2019  
TO: JEDCO Board of Commissioners  
FROM: *OB*erry Bologna, President & CEO  
via Lacey Bordelon, Vice President & COO *LB*  
SUBJECT: A resolution approving an Intergovernmental Agreement with the Parish of Jefferson for economic development and related services

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Background:

For many years, JEDCO and GNO, Inc. have successfully collaborated on various economic development efforts for the benefit of Jefferson Parish, including business retention and expansion projects, business recruitment projects and workforce development initiatives, to name a few. Over the past few years, GNO, Inc. operated under a Cooperative Endeavor Agreement with Jefferson Parish whereby the Parish provided funding directly to GNO, Inc. for the delivery of a range of economic development services.

In an effort to promote greater synergy between JEDCO and GNO, Inc. and to maximize and streamline the delivery of economic development services for the benefit of Jefferson Parish, the Parish and JEDCO desire to join an Intergovernmental Agreement ("IGA") whereby the Parish will remit funding in the amount of \$90,000 to JEDCO, its economic development arm, for distribution to GNO, Inc. in exchange for GNO, Inc.'s implementation of a list of economic development-related deliverables. The IGA instructs JEDCO to direct and supervise the delivery of all services. The term of the agreement is for one year.

Discussion:

JEDCO and GNO, Inc. have crafted a Cooperative Endeavor Agreement along with a list of economic development deliverables focused on business development, enhancing the business environment, marketing and other activities. Those deliverables, which incorporate many of JEDCO's priorities for the calendar year, including EDGE initiatives, are incorporated within the proposed IGA with Jefferson Parish. It is expected that the Parish Council will consider the proposed IGA at its next Council meeting in February. The actual CEA with GNO, Inc. will be presented to the JEDCO Board for its consideration at its February 21, 2019 meeting. Approval of the CEA will be contingent upon Council approval of the IGA.

Recommendation:

JEDCO staff recommends the Board approve the resolution presented to them which approves the IGA with the Parish of Jefferson and authorizes its execution by JEDCO's President & CEO.

Attachments (2):

1. JEDCO Board Resolution
2. Intergovernmental Agreement



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

This Intergovernmental Agreement (hereinafter "Agreement") is made and entered into on this \_\_\_ day of \_\_\_\_\_, 2019 by and between **Parish of Jefferson** (hereinafter "Parish") represented herein by Cynthia Lee-Sheng, Chairperson of the Jefferson Parish Council, the Parish's governing authority, duly authorized to act pursuant to Resolution No. \_\_\_\_\_ adopted on the \_\_\_ day of \_\_\_\_\_, 2019, and **Jefferson Parish Economic Development and Port District** (hereinafter "JEDCO"), represented herein by Jerry Bologna, its President & CEO.

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

**WITNESSETH**

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

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

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

**WHEREAS**, pursuant to La. R.S. 38:2022(J), JEDCO serves as the principal parish organization for furthering economic development of the parish and for promoting and assisting the growth and development of parish industrial and business concerns; and

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

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

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

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

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

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

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

**I. SERVICES/DELIVERABLES**

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

**Business Development:**

- 1) Proactively market Jefferson Parish to national site selectors, corporate location advisors, and to companies seeking to locate operations in the Greater New Orleans region. Attraction efforts will focus on target sectors for GNO, Inc. and the Jefferson EDGE, as well as on major Jefferson Parish assets such as Avondale Shipyard, Churchill Technology & Business Park, Louis Armstrong New Orleans International Airport, Fat City, Gretna, and other strategic assets as determined by JEDCO.
  - a. Proactively engage with lead development strategies identifying prospective companies that are a fit for Jefferson Parish. All relevant business development leads will be shared with JEDCO, and GNO, Inc. will work closely with JEDCO to market Jefferson opportunities to prospects.
  - b. Collaborate to organize a site selector familiarization tour of Jefferson Parish sites and assets.
- 2) Cooperate to ensure that JEDCO is notified of all business retention and expansion endeavors in Jefferson Parish, and that every effort is made to include JEDCO in these meetings.
- 3) Work closely with LED site certification team to identify potential sites in Jefferson Parish for certification and assist with the certification process.
- 4) Promotion of Jefferson Parish's approved Opportunity Zones in order to capture investment and increase redevelopment opportunities, including but not limited to

organizing at least one tour of a Jefferson Parish Opportunity Zone project for investors and brokers.

**Business Environment:**

- 5) Legislative lobbying, research, and advocacy activities on mutually defined projects and initiatives that benefit economic development in Jefferson Parish and the Greater New Orleans region, including but not limited to advocacy regarding the National Flood Insurance Program.
- 6) Collaborate on the development and execution of two events related to major Jefferson EDGE action items, to be mutually agreed upon by JEDCO and GNO, Inc.
- 7) Implementation of Jefferson Transit's Strategic Plan and action items from the Regional Planning Commission's Comprehensive Operations Analysis and RTA's Strategic Mobility Plan that seek to increase ridership and promote transportation options and workforce mobility in Jefferson Parish. Research and identify possible funding sources to address JeT's estimated funding gaps as identified in the JeT Strategic Plan, and provide recommendations on how to obtain those funding sources.
- 8) Provide research through EMSI and economic impact analyses through IMPLAN upon request.

**Marketing:**

- 9) Develop new marketing campaigns highlighting the Greater New Orleans region and Jefferson Parish through print, radio, television, and social media. Means to achieve these earned media goals will include press releases for major wins, press events, when appropriate and impactful; editorials and op-ed pieces; regular scheduled appearances on local TV and radio; media tours to major external markets.
- 10) Develop alignment around a coordinated brand for the region's medical infrastructure, as specified in the Jefferson EDGE 2020 economic development strategic plan. Align strategies around marketing efforts to ensure clear and integrated messaging around promoting Jefferson Parish to the business community at large and within other key growth industry clusters.
- 11) Work with Jefferson Parish companies to drive curriculum change at regional universities and technical colleges through its GNOu initiative.
- 12) Offer quality of life tours, job placement and other talent needs to existing and prospective Jefferson Parish companies.
- 13) Update Destination GNO's Jefferson Parish features and community information with input from JEDCO.

**Other:**

- 14) Support in all other areas as needed in order to create jobs and wealth in Jefferson Parish and promote Jefferson in general.
- 15) Implementation of the Jefferson Parish Housing Stock Enhancement Strategic Plan as requested.

- 16) Provide quarterly activity reports to the Jefferson Parish Council and Jefferson Parish President regarding progress made under these deliverables, and an annual presentation reporting on progress to the JEDCO Board of Commissioners.

## **II. PAYMENT**

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

## **III. TERM**

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

## **IV. TERMINATION**

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

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

## **V. FORCE MAJEURE**

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

## **VI. INDEMNIFICATION**

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

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

## **VII. REPORTS**

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

## **VIII. COST AND COLLECTION RECORDS**

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

## **IX. NOTICE**

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

PARISH: Jefferson Parish Council  
c/o Council Chairperson  
200 Derbigny Street, Suite 6200  
Gretna, Louisiana 70053

JEDCO: Jefferson Parish Economic Development and Port District  
c/o President & CEO  
700 Churchill Parkway  
Avondale, Louisiana 70094

## **X. ASSIGNMENT**

This Agreement shall be binding upon the successors and assigns for the Parties hereto.



## **XI. LEGAL COMPLIANCE**

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

## **XII. EMPLOYMENT OF PARISH PERSONNEL**

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

## **XIII. COVENANT AGAINST CONTINGENT FEES**

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

## **XIV. DISCRIMINATION CLAUSE**

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

## **XV. ANNUAL APPROPRIATION**

This Agreement is contingent upon the appropriation of funds by Parish. If the Jefferson Parish Council fails to appropriate sufficient monies to provide for the continuation of this Agreement, the Agreement shall terminate on the last day of the fiscal year for which funds were appropriated. Such termination shall be without penalty or expense to Parish except for

payments which have been earned prior to the termination date. Termination of this Agreement by Parish under the provision of this section shall not constitute an event of default. The decision to fund or not to fund this Agreement for the next fiscal year will be made by the Jefferson Parish Council in its unfettered discretion based upon what the Jefferson Parish Council believes to be in the best interests of Parish. The Jefferson Parish Council may in its discretion opt not to fund this Agreement for a subsequent fiscal year or years for any reason.

#### **XVI. JURISDICTION**

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

#### **XVII. SEVERABILITY**

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

#### **XVIII. DUTY TO COOPERATE WITH INSPECTOR GENERAL**

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

#### **XIX. ENTIRE AGREEMENT**

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

This Agreement is executed in 4 originals on the day, month, and year first above written.

**WITNESSES:**

**PARISH OF JEFFERSON**

\_\_\_\_\_  
Print Name: \_\_\_\_\_

By: \_\_\_\_\_  
CYNTHIA LEE-SHENG, Chairperson  
Jefferson Parish Council

\_\_\_\_\_  
Print Name: \_\_\_\_\_

**WITNESSES:**

**JEFFERSON PARISH ECONOMIC  
DEVELOPMENT AND PORT DISTRICT**

\_\_\_\_\_  
Print Name: \_\_\_\_\_

By: \_\_\_\_\_  
JERRY BOLOGNA, President & CEO

\_\_\_\_\_  
Print Name: \_\_\_\_\_



## MEMORANDUM

DATE: February 14, 2019

TO: JEDCO Board of Commissioners

FROM: *AB*erry Bologna, President & CEO  
via Lacey Bordelon, Vice President & COO *LP*

SUBJECT: A resolution approving a Cooperative Endeavor Agreement with Greater New Orleans, Inc. for economic development and related services

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### Background:

For many years, JEDCO and GNO, Inc. have successfully collaborated on various economic development efforts for the benefit of Jefferson Parish, including business retention and expansion projects, business recruitment projects and workforce development initiatives, to name a few. Over the past few years, GNO, Inc. operated under a Cooperative Endeavor Agreement with Jefferson Parish whereby the Parish provided funding directly to GNO, Inc. for the delivery of a range of economic development services.

In an effort to promote greater synergy between JEDCO and GNO, Inc. and to maximize and streamline the delivery of economic development services for the benefit of Jefferson Parish, the Parish, JEDCO and GNO, Inc. desire to establish a formal arrangement whereby GNO, Inc. continues to provide a specified list of economic development and related services for the benefit of Jefferson Parish, but JEDCO, the parish's economic development arm, has oversight over the contract. The Parish would continue funding the efforts of GNO, Inc., however, rather than remitting funding directly to GNO, Inc. the Parish would instead remit the funding for distribution to GNO, Inc. to JEDCO under an Intergovernmental Agreement ("IGA").

### Discussion:

JEDCO and GNO, Inc. have crafted a CEA which includes a list of economic development deliverables focused on business development, enhancing the business environment, marketing and other activities. The deliverables incorporate many of JEDCO's priorities for the calendar year, including EDGE initiatives. The CEA is for a term of one year, and payment to GNO, Inc. under this CEA (maximum \$90,000) is contingent upon JEDCO receiving funding for this endeavor from Jefferson Parish via an Intergovernmental Agreement ("IGA"). It is expected that the Parish Council will consider the proposed IGA at its next Council meeting in February. A resolution approving the IGA with Jefferson Parish will be presented to the JEDCO Board for its consideration at its February 21, 2019 meeting. Approval of the CEA will be contingent upon Council approval of the IGA.

### Recommendation:

JEDCO staff recommends the Board approve the resolution presented to them which approves the CEA with GNO, Inc. and authorizes its execution by JEDCO's President & CEO contingent upon Jefferson Parish Council's approval of the related IGA.

Attachments (2): 1. JEDCO Board Resolution  
2. Cooperative Endeavor Agreement



**Cooperative Endeavor Agreement**

**Between**

**Jefferson Parish Economic Development and Port District  
And  
Greater New Orleans, Inc.**

This Agreement is made and entered into on this \_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by and between Jefferson Parish Economic Development and Port District, hereinafter called JEDCO, represented by its President and Chief Executive Officer Jerry Bologna and duly authorized by JEDCO's Board of Commissioners to act pursuant to Resolution No. \_\_\_\_\_, adopted on \_\_\_\_\_, 20\_\_\_\_, and Greater New Orleans, Inc., Federal ID No. 720272090, hereinafter called ORGANIZATION, represented by Michael Hecht, its President and Chief Executive Officer; and

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

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

**WHEREAS**, the valuable and public purpose of the Agreement is for the overall economic development of Jefferson Parish through regional marketing, business development, public policy initiatives, workforce development and other strategic economic development support provided by the ORGANIZATION; and

**WHEREAS**, since 2008, through past initiatives and agreements, ORGANIZATION has provided economic development services to Jefferson Parish which far exceed the Ninety Thousand Dollars (\$90,000.00) provided for in this Agreement; and

**WHEREAS**, JEDCO and ORGANIZATION have fostered a robust working relationship to further economic development in Jefferson Parish and the Greater New Orleans region and wish to formalize and advance these efforts and new activities through this Agreement and a set of deliverables set forth in "Exhibit A";

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

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

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

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

**1.0 - Services** - Since 2008, ORGANIZATION has provided vital and valuable economic development services to Jefferson Parish, including business development, regional marketing and the improvement of regional business conditions through policy, workforce and research initiatives. Through this Agreement, JEDCO and ORGANIZATION will formalize a contractual

relationship in which these beneficial services to Jefferson Parish will continue and in which JEDCO's economic development efforts will be greatly enhanced by the expertise, resources, and regional partnerships provided by ORGANIZATION.

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

**3.0 - Payment** - In consideration of the services described above, JEDCO hereby agrees to pay the ORGANIZATION a maximum fee of Ninety Thousand Dollars (\$90,000.00), to be made in two equal installments of Forty-Five Thousand Dollars (\$45,000.00). ORGANIZATION will submit accurate invoices for completed work to JEDCO in the sixth and twelfth months of the term of this Agreement prior to payments being processed. Payment is contingent on the allocation of funds by the Jefferson Parish Council to JEDCO as authorized via an intergovernmental agreement approved by Council Resolution No. \_\_\_\_\_, adopted on \_\_\_\_\_, 20\_\_.

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

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

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

**6.1** - The ORGANIZATION shall be entitled to payment for deliverables in progress to the

extent work has been performed satisfactorily.

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

**8.0 - Independent Contractor** - ORGANIZATION hereby agrees and accepts that it shall be acting as an independent contractor in providing services under this Agreement. It is understood and agreed by the parties that ORGANIZATION is entering into this Agreement in the capacity of an independent contractor and that nothing contained in this Agreement is intended to be construed as creating any other relationship between JEDCO and ORGANIZATION. The parties hereto acknowledge and agree that JEDCO shall not:

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

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

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



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

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

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

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

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

- a. In the event ORGANIZATION hires workers within the State of Louisiana it shall obtain Worker's Compensation Insurance. As required by State Statute exception; employer's liability, Section B, shall be at least \$1,000,000 per occurrence when work is to be over water and involves maritime exposures, otherwise this limit shall be no less than \$500,000 per occurrence.
- b. Commercial General Liability Insurance with a Combined Single Limit of at least \$1,000,000.00 per occurrence for bodily injury and property damage.
- c. This insurance coverage shall include coverage for bodily injury and property damage

- d. In the event ORGANIZATION owns or leases automobiles it shall obtain Comprehensive Automobile Liability insurance with a Combined Single Limit of \$1,000,000.00 per occurrence for bodily injury and property damage.
- e. No insurance required herein shall include a deductible greater than \$10,000.00. The cost of the deductible shall be borne by the ORGANIZATION.
- f. Umbrella Liability coverage or excess liability coverage may be used to meet the minimum requirements.

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

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

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

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

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

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

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

JEDCO: Jerry Bologna  
President and Chief Executive Officer  
JEDCO  
700 Churchill Parkway  
Avondale, LA 70094  
Phone No.: (504) 875-3908

ORGANIZATION: Michael Hecht  
President and Chief Executive Officer  
365 Canal Street, Suite 2300  
New Orleans, LA 70130  
Phone No.: (504) 527-6900

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

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

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

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

**19.0 - Discrimination Clause** - The ORGANIZATION agrees to abide by the requirements of the following as applicable: Title VI and VII of the Civil Rights Act of 1964, as amended by the Equal Opportunity Act of 1972, Federal Executive Order 11246, the Federal Rehabilitation Act

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

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

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

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

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

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

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

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

WITNESSES:

JEDCO

Signature: \_\_\_\_\_

Print Name:

BY: \_\_\_\_\_

Jerry Bologna  
President and Chief Executive Officer  
JEDCO

Signature: \_\_\_\_\_

Print Name:

WITNESSES:

Signature: \_\_\_\_\_

Print Name:

BY: \_\_\_\_\_

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

Signature: \_\_\_\_\_

Print Name:

## **EXHIBIT A: Deliverables**

### **Business Development:**

- 1) GNO, Inc. will proactively market Jefferson Parish to national site selectors, corporate location advisors, and to companies seeking to locate operations in the Greater New Orleans region. Attraction efforts will focus on target sectors for GNO, Inc. and the Jefferson EDGE, as well as on major Jefferson Parish assets such as Avondale Shipyard, Churchill Technology & Business Park, Louis Armstrong New Orleans International Airport, Fat City, Gretna, and other strategic assets as determined by JEDCO.
  - a. GNO, Inc. will be proactively engaged with lead development strategies identifying prospective companies that are a fit for Jefferson Parish. All relevant business development leads will be shared with JEDCO, and GNO, Inc. will work closely with JEDCO to market Jefferson opportunities to prospects.
  - b. GNO, Inc. will collaborate with JEDCO to organize a site selector familiarization tour of Jefferson Parish sites and assets.
- 2) GNO, Inc. will notify JEDCO of all business retention and expansion endeavors in Jefferson Parish, and will make every effort to include JEDCO in these meetings.
- 3) GNO, Inc. will work closely with LED site certification team to identify potential sites in Jefferson Parish for certification and assist with the certification process.
- 4) GNO, Inc. will collaborate with JEDCO on promoting Jefferson Parish's approved Opportunity Zones in order to capture investment and increase redevelopment opportunities, including but not limited to organizing at least one tour of a Jefferson Parish Opportunity Zone project for investors and brokers, in partnership with JEDCO.

### **Business Environment:**

- 5) GNO, Inc. will provide legislative lobbying, research, and advocacy activities on mutually defined projects and initiatives that benefit economic development in Jefferson Parish and the Greater New Orleans region, including but not limited to advocacy regarding the National Flood Insurance Program.
- 6) GNO, Inc. will collaborate with JEDCO on the development and execution of two events related to major Jefferson EDGE action items, to be mutually agreed upon by JEDCO and GNO, Inc.
- 7) GNO, Inc. will work with JEDCO on the implementation of Jefferson Transit's Strategic Plan and action items from the Regional Planning Commission's Comprehensive Operations Analysis and RTA's Strategic Mobility Plan that seek to increase ridership and promote transportation options and workforce mobility in Jefferson Parish. GNO, Inc. will research and identify possible funding sources to address JeT's estimated funding gaps as identified in the JeT Strategic Plan, and provide recommendations on how to obtain those funding sources.
- 8) GNO, Inc. will provide research through EMSI and economic impact analyses through IMPLAN upon request from JEDCO and Jefferson Parish.

### **Marketing:**

- 9) GNO, Inc. will continue to develop new marketing campaigns highlighting the Greater New Orleans region and Jefferson Parish through print, radio, television, and social media. Means to achieve these earned media goals will include press releases for major wins, press events, when appropriate and impactful; editorials and op-ed pieces; regular scheduled appearances on local TV and radio; media tours to major external markets.
- 10) GNO, Inc. will work with JEDCO to develop alignment around a coordinated brand for the region's medical infrastructure, as specified in the Jefferson EDGE 2020 economic development strategic plan. GNO, Inc. will align strategies around marketing efforts to ensure clear and integrated messaging around promoting Jefferson Parish to the business community at large and within other key growth industry clusters.
- 11) GNO, Inc. will, in collaboration with JEDCO, work with Jefferson Parish companies to drive curriculum change at regional universities and technical colleges through its GNOu initiative.
- 12) GNO, Inc. Human Capital Manager will offer quality of life tours, job placement and other talent needs to existing and prospective Jefferson Parish companies.
- 13) GNO, Inc. will update Destination GNO's Jefferson Parish features and community information with input from JEDCO.

Other:

- 14) GNO, Inc. will support JEDCO and Jefferson Parish in all other areas as needed in order to create jobs and wealth in Jefferson Parish and promote Jefferson in general.
- 15) GNO, Inc. will provide support to JEDCO on the implementation of the Jefferson Parish Housing Stock Enhancement Strategic Plan as requested by JEDCO.
- 16) GNO, Inc. will provide quarterly activity reports to JEDCO, Jefferson Parish Council and Jefferson Parish President reporting on progress made under these deliverables. Additionally, GNO, Inc. will provide an annual presentation reporting on progress to the JEDCO Board of Commissioners (date of presentation to be coordinated with JEDCO)

# MONTHLY FINANCIAL REPORT HIGHLIGHTS

## JANUARY 2019

### JEDCO-

#### Revenues:

- Received \$246,698 of Occupational License Revenues and departmental fees (\$200,000-Jefferson Parish, \$14,394-Finance, \$24,600-EDS, \$1,200-Marketing, \$1,090-Conference Center and \$5,414 in interest).

#### Expenses:

- PR/Advertising expenses for Finance and Marketing programs totaling \$6,790 (Entercom \$4,590 and N.O. Publishing Group \$2,170-Finance) (\$30-Marketing)
- Computer/Equip./Svc. charges equaling \$2,434 for license renewal, software, support service and subscription renewal (Administration)
- Lawn Maintenance fees of \$4,410 for landscaping services (Building)
- JEDCO Loan payment 2019 annual fee of \$212,095 (Building)

#### Others:

- JEDCO LAMP account balance at January 31, 2019 was \$2.56M

### JEFFERSON EDGE-

#### Revenues:

- Collected interest revenues of \$1,802

#### Expenses:

- Tech Park Implementation charges related to Master Plan of \$26,937 (Perkins + Will)
- Misc. Project Fund expenses totaling \$3,747 (GCR \$2,255, Washington Mardi Gras \$1,450 and FORE-Kids \$42)

#### Others:

- EDGE LAMP account balance at January 31, 2019 was \$829K

### SUPPLEMENTARY INFORMATION-

- Processing JEDCO 2018 Financial Report



**JEDCO'S INVESTMENT REPORT**  
1/31/2019

<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	\$2,561,760	2.48%	DAILY		OPEN
	TOTAL	<u>\$350,000</u>	<u>\$2,561,760</u>				

Updated February 14, 2019

JEFFERSON ECONOMIC DEVELOPMENT COMMISSION (JEDCO)  
 End of Month-January 2019  
 Fiscal Year Ending December 31, 2019

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date ( @ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Occupational Licenses	\$ 2,020,000	\$ 2,052,320	\$ 200,000	\$ 200,000	\$ 1,911,837	\$ 2,111,837
Business Innovation Ctr. (Schedule A)	-	16,800	-	-	18,000	18,000
Financing Activities (Schedule B)	211,000	315,000	14,394	14,394	269,356	283,750
Econ. Dev. Svc. Fees (Schedule C)	126,720	193,210	24,600	24,600	101,000	125,600
Strategic Initiatives (Schedule D)	25,500	25,000	-	-	25,000	25,000
Marketing - P/R (Schedule E)	67,000	57,220	1,200	1,200	51,450	52,650
Administration (*) (**) (Schedule F)	158,330	-	-	-	-	-
Interest, Misc.	22,000	47,000	5,414	5,414	5,586	11,000
Kenner Program (Schedule G)	25,000	-	-	-	-	-
Tech. Park Revenues (Schedule I)	15,650	19,200	-	-	22,000	22,000
FORJ (Ground Lease Payment)	-	-	-	-	-	-
Conference Center (Schedule J)	9,200	15,000	1,090	1,090	19,910	21,000
Delgado Escrow Revenues	-	-	-	-	510,714	510,714
<b>Total Revenues from Local Sources</b>	<b>\$ 2,680,400</b>	<b>\$ 2,740,750</b>	<b>\$ 246,698</b>	<b>\$ 246,698</b>	<b>\$ 2,934,853</b>	<b>\$ 3,181,551</b>
<b>SUMMARY OF EXPENDITURES BY AGENCY</b>						
<b>JEDCO</b>						
<b>Total Expenditures by Agency</b>	<b>\$ 2,442,960</b>	<b>\$ 2,731,208</b>	<b>\$ 397,070</b>	<b>\$ 397,070</b>	<b>\$ 2,353,470</b>	<b>\$ 2,750,540</b>
<b>SUMMARY OF EXPENDITURES BY DEPARTMENTS</b>						
<b>Departments:</b>						
Business Innovation Ctr. (Schedule A)	124,789	63,950	5,952	5,952	60,048	66,000
Finance (Schedule B)	245,900	278,900	23,035	23,035	263,665	286,700
Econ. Dev. Svc. (Schedule C)	258,100	306,180	29,676	29,676	312,024	341,700
Strategic Initiatives (Schedule D)	66,600	126,506	8,471	8,471	133,379	141,850
Marketing - P/R (Schedule E)	244,850	243,812	8,876	8,876	205,174	214,050
Admin. Exp. (Schedule F)	877,700	1,046,900	79,939	79,939	936,891	1,016,830
Kenner Program (Schedule G)	25,000	-	-	-	-	-
JEDCO Bldg. Expenses (Schedule H)	482,200	560,390	237,696	237,696	280,404	518,100
Tech. Park Expenses (Schedule I)	68,550	74,770	1,646	1,646	96,254	97,900
Conference Center (Schedule J)	49,271	29,800	1,779	1,779	65,631	67,410
<b>Total Expenditures by Departments</b>	<b>\$ 2,442,960</b>	<b>\$ 2,731,208</b>	<b>\$ 397,070</b>	<b>\$ 397,070</b>	<b>\$ 2,353,470</b>	<b>\$ 2,750,540</b>

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

Additional related expenses incurred by JEDCO are also included.

\*\*Restricted funds of \$158,330 received from J.P. in 2017 for Select Comfort project. Expenses are expected to be paid out in 2018 (\$100,000), 2019 (\$33,330) and 2020 (\$25,000).

JEFFERSON ECONOMIC DEVELOPMENT COMMISSION (JEDCO)  
 End of Month-January 2019  
 Fiscal Year Ending December 31, 2019

	(A)	(B)	(C)	(D)	(E)	(F)
	2017	2018		Actual	Estimate	Projected
	Final Amended	Final Amended	Actual	Year-to-Date	Remaining for	Actual Result at
	Budget	Budget	January-19	( @ 01/31/2019)	Year	Year End-2018 Final
						Amended Budget
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
Salaries/HB&Taxes/SEP-Retirement	1,316,590	1,503,556	135,204	135,204	1,453,646	1,588,850
Communications	32,250	40,300	2,460	2,460	38,540	41,000
Equipment Rental/Maintenance	7,375	13,150	313	313	12,937	13,250
Office Supplies & Postage	19,540	33,550	1,302	1,302	31,048	32,350
Dues & Subscriptions	33,900	45,100	4,999	4,999	41,951	46,950
PR/Advertising/Video Equip. Expense	58,500	71,500	6,790	6,790	53,610	60,400
Travel/Mileage	9,170	16,500	101	101	19,699	19,800
Staff & Professional Development	15,300	18,000	441	441	21,059	21,500
Special Project/Programs/Events	79,900	48,630	81	81	37,919	38,000
Attorney Fees	14,000	10,500	55	55	10,445	10,500
Data Base Analysis/Website Update	9,300	3,400	75	75	4,925	5,000
Gretna Expenses	25,000	25,000	5,320	5,320	19,680	25,000
Entrepreneur Challenge	25,200	28,432	-	-	28,000	28,000
Seminars/Conferences & Conventions	14,000	14,500	350	350	12,650	13,000
Admin.Fees/Personnel & Emergency Exp.	19,000	21,000	665	665	22,335	23,000
Computer/Equip./Svc.	80,100	73,000	2,434	2,434	77,566	80,000
Committee Mtg./Business Development	13,000	16,500	1,695	1,695	13,305	15,000
Utilities/Water	63,700	52,300	4,376	4,376	63,024	67,400
Repairs and Maintenance	17,000	11,500	230	230	14,770	15,000
Janitorial & Contract Services	53,000	37,000	3,310	3,310	50,190	53,500
Insurance and Security	73,650	88,500	5,201	5,201	82,299	87,500
Accounting/Audit	32,000	40,000	1,350	1,350	38,650	40,000
Lawn Maintenance	13,000	15,000	4,410	4,410	10,590	15,000
Generator Expenses	3,500	13,270	-	-	5,500	5,500
Bldgs. Supplies	3,821	2,800	-	-	13,000	13,000
HVAC Expenses	16,800	25,000	1,402	1,402	16,598	18,000
Elevator Repairs and Maintenance	6,200	5,400	535	535	4,865	5,400
Landscaping	5,700	9,500	1,587	1,587	9,413	11,000
Grass Cutting/Clearing/Fill	9,000	13,500	-	-	41,400	41,400
Access Road Expenses	6,800	-	-	-	-	-
Hog Abatement	38,550	38,500	-	-	38,500	38,500
Appraisal Expenses	4,500	-	-	-	-	-
Sales and Marketing	-	-	-	-	5,500	5,500
Program Costs	9,275	1,000	73	73	4,927	5,000
Garbage Collection/Pest Control/Door Mat	6,600	5,020	216	216	6,384	6,600
JEDCO Loan Payment	212,000	212,000	212,095	212,095	5	212,100
Food & Beverage Expenses	-	-	-	-	1,000	1,000
Neighborhood Revitalization Expenses *	4,000	-	-	-	2,000	2,000
Services	12,500	-	-	-	-	-
Contract Svc./Loan Processing	24,000	-	-	-	-	-
AEDO Accrediation	-	4,900	-	-	-	-
Business Attraction	2,000	2,500	-	-	2,500	2,500
Economic Dev. (Select Comfort)	-	100,000	-	-	33,330	33,330
Bad Debt	53,239	-	-	-	-	-
Prosper Jefferson	-	2,500	-	-	1,800	1,800
Pond Maintenance	-	8,000	-	-	1,000	1,000
Office Build-out	-	42,000	-	-	-	-
Press Announcements Expenses	-	9,130	-	-	-	-
Delgado Road Expenses	-	9,270	-	-	-	-
Fire System	-	-	-	-	6,910	6,910
<b>Total Expenditures by Characters</b>	<b>2,442,960</b>	<b>2,731,208</b>	<b>397,070</b>	<b>397,070</b>	<b>2,353,470</b>	<b>2,750,540</b>

February 21, 2019

JEFFERSON ECONOMIC DEVELOPMENT COMMISSION (JEDCO)  
 End of Month-January 2019  
 Fiscal Year Ending December 31, 2019

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date ( @ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2018 Final Amended Budget
<b>SUMMARY OF OTHER FINANCING USES</b>						
Transfer to other funds	-	-	-	-	-	-
Transfer from other funds	-	-	-	-	-	-
<b>Total Other Financing Uses</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>237,440</b>	<b>9,542</b>	<b>(150,372)</b>	<b>(150,372)</b>	<b>581,383</b>	<b>431,011</b>
<b>ESTIMATED BEGINNING BALANCE</b>	<b>2,489,660</b>	<b>2,534,391</b>				<b>2,534,391</b>
Committed Funds (Capital Improvements)						440,000
Committed Funds (Future T.P. Expenses)						510,714
Unassigned Fund Balance						1,063,974
<b>ESTIMATED ENDING BALANCE</b>	<b>\$ 2,727,100</b>	<b>\$ 2,543,933</b>				<b>\$ 2,965,402</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date ( @ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Private Funds	\$ 217,500	\$ 222,500	\$ -	\$ -	\$ 250,000	\$ 250,000
Investment Income	7,100	13,500	1,802	1,802	2,198	4,000
<b>Total Revenues from Local Sources</b>	<b>\$ 224,600</b>	<b>\$ 236,000</b>	<b>\$ 1,802</b>	<b>\$ 1,802</b>	<b>\$ 252,198</b>	<b>\$ 254,000</b>
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
<b>Marketing P/R:</b>						
Local Market/PR Campaign	9,500	20,000	1,195	1,195	28,805	30,000
Site Selection Initiative	5,000	-	-	-	5,000	5,000
<b>Sub-Total</b>	<b>\$ 14,500</b>	<b>\$ 20,000</b>	<b>\$ 1,195</b>	<b>\$ 1,195</b>	<b>\$ 33,805</b>	<b>\$ 35,000</b>
<b>Technology Park Development:</b>						
Tech. Park Implementation	40,000	255,000	26,937	26,937	23,063	50,000
Tech Park Marketing	-	25,000	2,075	2,075	37,925	40,000
Infrastructure Expenses	-	-	-	-	20,000	20,000
<b>Sub-Total</b>	<b>\$ 40,000</b>	<b>\$ 280,000</b>	<b>\$ 29,012</b>	<b>\$ 29,012</b>	<b>\$ 80,988</b>	<b>\$ 110,000</b>
<b>Administrative:</b>						
Misc. Project Fund	10,000	12,500	3,747	3,747	6,253	10,000
EDGE Fundraising	18,000	18,000	1,513	1,513	17,687	19,200
Strategic Initiatives	-	-	-	-	27,500	27,500
Investor Relations/Staff Support	1,000	5,000	-	-	500	500
Meetings/Meals	5,000	4,000	-	-	2,000	2,000
<b>Sub-Total</b>	<b>\$ 34,000</b>	<b>\$ 39,500</b>	<b>\$ 5,260</b>	<b>\$ 5,260</b>	<b>\$ 53,940</b>	<b>\$ 59,200</b>
<b>Total Expenditures by Characters</b>	<b>\$ 88,500</b>	<b>\$ 339,500</b>	<b>\$ 35,467</b>	<b>\$ 35,467</b>	<b>\$ 168,733</b>	<b>\$ 204,200</b>
<b>SUMMARY OF OTHER FINANCING USES</b>						
Transfer to other funds(JEDCO-Clearing	-	-	-	-	-	-
Transfer from other funds	-	-	-	-	-	-
<b>Total Other Financing Uses</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ 136,100</b>	<b>\$ (103,500)</b>	<b>\$ (33,665)</b>	<b>\$ (33,665)</b>	<b>\$ 83,465</b>	<b>\$ 49,800</b>
<b>ESTIMATED BEGINNING FUND BALANCE</b>	<b>\$ 894,550</b>	<b>\$ 948,486</b>				<b>\$ 786,986</b>
<b>ESTIMATED ENDING FUND BALANCE</b>	<b>\$ 1,030,650</b>	<b>\$ 844,986</b>				<b>\$ 836,786</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Account Balance	\$ 10,000	\$ 10,000	\$ -	\$ 10,000	\$ -	\$ 10,000
JEDCO Bldg. Lease Income	-	-	-	-	-	-
Insurance Revenues	-	-	-	-	-	-
<b>Total Revenues from Local Sources</b>	<b>\$ 10,000</b>	<b>\$ 10,000</b>	<b>\$ -</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	-	-	-	-	-	-
Insurance	-	-	-	-	-	-
Other Fees	-	-	-	-	-	-
<b>Total Expenditures by Characters</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>SUMMARY OF OTHER FINANCING USES</b>						
Transfer to other funds (JEDCO)	-	-	-	-	-	-
<b>Total Other Financing Uses</b>	<b>-</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>\$ -</b>	<b>\$ 10,000</b>	<b>-</b>	<b>\$ 10,000</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date ( @ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Interest Earned from Payment	\$ 175,000	\$ 195,000	\$ 20,363	\$ 20,363	\$ 179,637	\$ 200,000
Interest Earned from Investment	1,800	2,800	241	241	1,259	1,500
Recovery Revenues	-	-	-	-	4,000	4,000
<b>Total Revenues From Local Sources</b>	<b>\$ 176,800</b>	<b>\$ 197,800</b>	<b>\$ 20,604</b>	<b>\$ 20,604</b>	<b>\$ 184,896</b>	<b>\$ 205,500</b>
<b>SUMMARY OF EXPENDITURES</b>						
Administration Expenses	100,000	110,000	3,885	3,885	126,115	130,000
Loan Loss Reserve	1,872,283	-	-	-	1,872,789	1,872,789
Bad Debt	112,442	-	-	-	-	-
<b>Total Expenditures by Characters</b>	<b>\$ 2,084,725</b>	<b>\$ 110,000</b>	<b>\$ 3,885</b>	<b>\$ 3,885</b>	<b>\$ 1,998,904</b>	<b>\$ 2,002,789</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ (1,907,925)</b>	<b>\$ 87,800</b>	<b>\$ 16,719</b>	<b>\$ 16,719</b>	<b>\$ (1,814,008)</b>	<b>\$ (1,797,289)</b>
<b>ESTIMATED BEGINNING FUND BALANCE</b>	<b>\$ 8,190,698</b>	<b>\$ 8,203,365</b>				<b>\$ 8,508,865</b>
<b>ESTIMATED ENDING FUND BALANCE</b>	<b>\$ 6,282,773</b>	<b>\$ 8,291,165</b>				<b>\$ 6,711,576</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date ( @ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Interest Earned from Payment	\$ 33,000	\$ 51,000	\$ 4,938	\$ 4,938	\$ 40,062	\$ 45,000
Interest Earned from Investment	1,050	1,600	44	44	56	100
<b>Total Revenues from Local Sources</b>	<b>\$ 34,050</b>	<b>\$ 52,600</b>	<b>\$ 4,982</b>	<b>\$ 4,982</b>	<b>\$ 40,118</b>	<b>\$ 45,100</b>
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
Administrative Expenses	45,000	47,000	3,270	3,270	46,730	50,000
<b>Total Expenditures by Characters</b>	<b>\$ 45,000</b>	<b>\$ 47,000</b>	<b>\$ 3,270</b>	<b>\$ 3,270</b>	<b>\$ 46,730</b>	<b>\$ 50,000</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ (10,950)</b>	<b>\$ 5,600</b>	<b>\$ 1,712</b>	<b>\$ 1,712</b>	<b>\$ (6,612)</b>	<b>\$ (4,900)</b>
<b>ESTIMATED BEGINNING FUND BALANCE</b>	<b>\$ 1,347,675</b>	<b>\$ 1,359,325</b>				<b>\$ 1,360,575</b>
<b>ESTIMATED ENDING FUND BALANCE</b>	<b>\$ 1,336,725</b>	<b>\$ 1,364,925</b>				<b>\$ 1,355,675</b>



	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date ( @ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>SUMMARY OF REVENURES BY SOURCES</b>						
<b>LOCAL SOURCES:</b>						
Interest Earned from Payment	\$ 42,000	\$ 60,000	\$ 8,360	\$ 8,360	\$ 39,640	\$ 48,000
Interest Earned from Investment	600	950	78	78	372	450
<b>Total Revenues from Local Sources</b>	<b>\$ 42,600</b>	<b>\$ 60,950</b>	<b>\$ 8,438</b>	<b>\$ 8,438</b>	<b>\$ 40,012</b>	<b>\$ 48,450</b>
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
Administrative Expenses	18,000	35,000	3,153	3,153	26,847	30,000
<b>Total Expenditures by Characters</b>	<b>\$ 18,000</b>	<b>\$ 35,000</b>	<b>\$ 3,153</b>	<b>\$ 3,153</b>	<b>\$ 26,847</b>	<b>\$ 30,000</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>\$ 24,600</b>	<b>\$ 25,950</b>	<b>\$ 5,285</b>	<b>\$ 5,285</b>	<b>\$ 13,165</b>	<b>\$ 18,450</b>
<b>ESTIMATED BEGINNING FUND BALANCE</b>	<b>\$ 2,350,229</b>	<b>\$ 2,393,865</b>				<b>\$ 2,412,723</b>
<b>ESTIMATED ENDING FUND BALANCE</b>	<b>\$ 2,374,829</b>	<b>\$ 2,419,815</b>				<b>\$ 2,431,173</b>

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date ( @ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>SUMMARY OF REVENUES BY SOURCES</b>						
<b>LOCAL SOURCES</b>						
Fee Payments	\$ 60,000	\$ 83,000	\$ 3,640	\$ 3,640	\$ 81,360	\$ 85,000
<b>Total Revenues from Local Sources</b>	<b>\$ 60,000</b>	<b>\$ 83,000</b>	<b>\$ 3,640</b>	<b>\$ 3,640</b>	<b>\$ 81,360</b>	<b>\$ 85,000</b>
<b>SUMMARY OF EXPENDITURES BY CHARACTERS</b>						
Administrative Expenses	60,000	83,000	3,640	3,640	81,360	85,000
<b>Total Expenditures by Characters</b>	<b>\$ 60,000</b>	<b>\$ 83,000</b>	<b>\$ 3,640</b>	<b>\$ 3,640</b>	<b>\$ 81,360</b>	<b>\$ 85,000</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-December 2019  
Business Innovation Center (BIC)-Schedule A

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM REVENUES</b>						
Tenant Revenue	\$ -	\$ 16,800	\$ -	\$ 16,781	\$ 1,219	\$ 18,000
Services	-	-	-	-	-	-
<b>Total Revenues</b>	<b>\$ -</b>	<b>\$ 16,800</b>	<b>\$ -</b>	<b>\$ 16,781</b>	<b>\$ 1,219</b>	<b>\$ 18,000</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	45,500	47,500	4,108	4,108	43,892	48,000
Health Benefits & Taxes	5,600	6,800	1,285	1,285	6,815	8,100
SEP/IRA-Retirement	6,000	5,800	501	501	5,399	5,900
Communications	700	700	58	58	642	700
Equipment Rental/Maintenance	1,000	3,050	-	-	3,050	3,050
PR/Advertising	-	-	-	-	-	-
Office Supplies	-	-	-	-	-	-
Dues & Subscriptions	250	100	-	-	250	250
Postage	-	-	-	-	-	-
Travel/Mileage	-	-	-	-	-	-
Staff Development	-	-	-	-	-	-
Special Projects	-	-	-	-	-	-
Services	12,500	-	-	-	-	-
Bad Debt	53,239	-	-	-	-	-
<b>Total Expenditures</b>	<b>\$ 124,789</b>	<b>\$ 63,950</b>	<b>\$ 5,952</b>	<b>\$ 5,952</b>	<b>\$ 60,048</b>	<b>\$ 66,000</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>\$ (124,789)</b>	<b>\$ (47,150)</b>	<b>\$ (5,952)</b>	<b>\$ 10,829</b>	<b>\$ (58,829)</b>	<b>\$ (48,000)</b>

Jefferson Economic Development Commission  
 End of Month-December 2018  
 Financing-Schedule B

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM REVENUES</b>						
Financing Income	\$ 113,000	\$ 195,000	\$ 10,509	\$ 10,509	\$ 143,241	\$ 153,750
BRGL & LRCF Fees	98,000	120,000	3,885	3,885	126,115	130,000
<b>Total Revenues</b>	<b>\$ 211,000</b>	<b>\$ 315,000</b>	<b>\$ 14,394</b>	<b>\$ 14,394</b>	<b>\$ 269,356</b>	<b>\$ 283,750</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	160,000	192,500	11,234	11,234	195,766	207,000
Health Benefits & Taxes	9,100	10,000	2,025	2,025	9,975	12,000
SEP/IRA-Retirement	20,000	23,500	1,370	1,370	23,830	25,200
Communications	5,000	6,000	477	477	5,523	6,000
Program Costs	500	-	82	82	(82)	-
Equipment Rental/Maintenance	1,500	900	72	72	(72)	-
PR/Advertising	800	14,000	6,760	6,760	3,240	10,000
Office Supplies	1,500	5,000	136	136	3,364	3,500
Postage & Coping	2,000	2,200	-	-	2,500	2,500
Travel/Mileage	1,500	6,200	45	45	3,955	4,000
Staff Development	4,000	4,000	37	37	3,963	4,000
Dues & Subscriptions	11,000	10,100	742	742	9,258	10,000
Attorney Fees	5,000	4,500	55	55	1,445	1,500
Contract Svc./Loan Processing	24,000	-	-	-	-	-
<b>Total Expenditures</b>	<b>\$ 245,900</b>	<b>\$ 278,900</b>	<b>\$ 23,035</b>	<b>\$ 23,035</b>	<b>\$ 262,665</b>	<b>\$ 285,700</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (34,900)</b>	<b>\$ 36,100</b>	<b>\$ (8,641)</b>	<b>\$ (8,641)</b>	<b>\$ 6,691</b>	<b>\$ (1,950)</b>

**Jefferson Economic Development Commission**  
**End of Month-December 2018**  
**Economic Development Services (EDS)-Schedule C**

	( A )	( B )	( C )	( D )	( E )	( F )
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM REVENUES</b>						
Incentive Fees	\$ 1,120	\$ 2,000	\$ 90	\$ 90	\$ 1,910	\$ 2,000
Gretna Revenues	-	-	-	-	-	-
Pilot Administration Fees	125,600	168,305	24,510	24,510	99,090	123,600
Bond Closing Fees	-	22,905	-	-	-	-
<b>Total Revenues</b>	<b>\$ 126,720</b>	<b>\$ 193,210</b>	<b>\$ 24,600</b>	<b>\$ 24,600</b>	<b>\$ 101,000</b>	<b>\$ 125,600</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	152,000	192,700	17,879	17,879	199,121	217,000
Health Benefits & Taxes	27,500	39,920	5,214	5,214	29,786	35,000
SEP/IRA-Retirement	20,900	23,880	2,181	2,181	24,819	27,000
Communications	8,000	8,300	477	477	7,823	8,300
Program Costs	8,500	500	73	73	3,927	4,000
Equipment Rental/Maintenance	1,200	2,000	72	72	1,928	2,000
Office Supplies	1,500	1,000	42	42	958	1,000
Dues & Subscriptions	15,500	22,400	2,770	2,770	19,630	22,400
Postage	2,000	2,000	162	162	1,838	2,000
Data Base Analysis	6,000	-	-	-	3,000	3,000
Travel/Mileage	4,500	3,500	56	56	5,944	6,000
Staff Development	6,000	2,000	400	400	5,600	6,000
Special Projects	4,500	2,980	-	-	4,000	4,000
Gretna Expenses	-	-	-	-	-	-
Seminars/Conferences & Conventions	-	5,000	350	350	3,650	4,000
<b>Total Expenditures</b>	<b>\$ 258,100</b>	<b>\$ 306,180</b>	<b>\$ 29,676</b>	<b>\$ 29,676</b>	<b>\$ 312,024</b>	<b>\$ 341,700</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (131,380)</b>	<b>\$ (112,970)</b>	<b>\$ (5,076)</b>	<b>\$ (5,076)</b>	<b>\$ (211,024)</b>	<b>\$ (216,100)</b>

Jefferson Economic Development Commission  
End of Month-December 2018  
Strategic Initiatives-Schedule D

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM REVENUES</b>						
Gretna Revenues	\$ 25,000	\$ 25,000	\$ -	\$ -	\$ 25,000	\$ 25,000
Scholarship	500	-	-	-	-	-
<b>Total Revenues</b>	<b>\$ 25,500</b>	<b>\$ 25,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 25,000</b>	<b>\$ 25,000</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	20,000	58,000	5,705	5,705	58,795	64,500
Health Benefits & Taxes	4,000	11,225	1,410	1,410	11,840	13,250
SEP/IRA-Retirement	5,000	10,381	649	649	10,351	11,000
Communications	900	1,300	150	150	1,850	2,000
Program Costs	275	500	-	-	1,000	1,000
Equipment Rental/Maintenance	125	700	25	25	675	700
Office Supplies	150	400	102	102	298	400
Dues & Subscriptions	2,500	6,000	392	392	7,608	8,000
Postage	100	200	-	-	200	200
Conferences/Conventions	5,000	5,000	-	-	5,000	5,000
Travel/Mileage	300	800	-	-	800	800
Staff Development	1,000	3,500	-	-	3,500	3,500
Business Attraction Strategy	2,000	2,500	-	-	2,500	2,500
Gretna Expenses	25,000	25,000	-	-	25,000	25,000
Special Projects	250	1,000	38	38	3,962	4,000
<b>Total Expenditures</b>	<b>\$ 66,600</b>	<b>\$ 126,506</b>	<b>\$ 8,471</b>	<b>\$ 8,471</b>	<b>\$ 133,379</b>	<b>\$ 141,850</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (41,100)</b>	<b>\$ (101,506)</b>	<b>\$ (8,471)</b>	<b>\$ (8,471)</b>	<b>\$ (108,379)</b>	<b>\$ (116,850)</b>

Jefferson Economic Development Commission  
End of Month-December 2018  
Marketing-Schedule E

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM REVENUES</b>						
Program/Event Revenues	\$ 14,000	\$ 15,000	\$ 540	\$ 540	\$ 15,460	\$ 16,000
Entrepreneur Challenge	20,000	20,500	-	-	20,000	20,000
Sponsorship	33,000	11,750	-	-	15,000	15,000
Prosper Jefferson	-	2,900	660	660	990	1,650
Press Announcement Fees	-	7,070	-	-	-	-
<b>Total Revenues</b>	<b>\$ 67,000</b>	<b>\$ 57,220</b>	<b>\$ 1,200</b>	<b>\$ 1,200</b>	<b>\$ 51,450</b>	<b>\$ 52,650</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	60,000	64,000	5,288	5,288	60,712	66,000
Health Benefits & Taxes	6,800	7,100	2,105	2,105	5,495	7,600
SEP/IRA-Retirement	6,500	6,850	645	645	7,355	8,000
Communications	6,000	7,000	477	477	6,523	7,000
Equipment Rental/Maintenance	1,500	2,500	72	72	2,428	2,500
PR/Advertising	57,700	57,000	30	30	50,370	50,400
Office Supplies	1,500	3,000	32	32	2,968	3,000
Dues & Subscriptions	500	4,500	-	-	4,500	4,500
Postage	750	750	61	61	689	750
Travel/Mileage	-	500	-	-	500	500
Staff Development	100	2,000	-	-	2,000	2,000
Web-Site Update	3,300	3,400	75	75	1,925	2,000
Programs/Event	75,000	44,650	43	43	29,957	30,000
Video Equipment Expenses	-	500	-	-	-	-
Entrepreneur Challenge	25,200	28,432	-	-	28,000	28,000
Prosper Jefferson	-	2,500	48	48	1,752	1,800
Press Announcement Expenses	-	9,130	-	-	-	-
<b>Total Expenditures</b>	<b>\$ 244,850</b>	<b>\$ 243,812</b>	<b>\$ 8,876</b>	<b>\$ 8,876</b>	<b>\$ 205,174</b>	<b>\$ 214,050</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (177,850)</b>	<b>\$ (186,592)</b>	<b>\$ (7,676)</b>	<b>\$ (7,676)</b>	<b>\$ (153,724)</b>	<b>\$ (161,400)</b>

Jefferson Economic Development Commission  
End of Month-December 2018  
Administration-Schedule F

	(A)	(B)	(C)	(D)	(E)	(F)
	2017	2018		Actual	Estimate	Projected
	Final Amended	Final Amended	Actual	Year-to-Date	Remaining for	Actual Result at
	Budget	Budget	January-19	(@ 01/31/2019)	Year	Year End-2019
						Adopted Budget
<b>PROGRAM REVENUES</b>						
Economic Assist. (Select Comfort) **	\$ 158,330	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Revenues</b>	<b>\$ 158,330</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	526,000	566,000	53,607	53,607	511,393	565,000
Health Benefits & Taxes	60,000	65,000	9,577	9,577	82,423	92,000
SEP/IRA-Retirement	62,500	70,000	5,923	5,923	65,077	71,000
Communications	10,000	11,000	741	741	10,259	11,000
Equipment Rental/Maintenance	2,000	4,000	72	72	3,928	4,000
Office Supplies	7,000	16,000	347	347	15,653	16,000
Dues & Subscriptions	2,500	1,500	1,074	1,074	426	1,500
Postage	3,000	3,000	338	338	2,662	3,000
Committee Meetings	8,000	10,000	850	850	9,150	10,000
Seminars/Conventions	9,000	4,500	-	-	4,000	4,000
Accounting/Audit	32,000	40,000	1,350	1,350	38,650	40,000
Insurance	35,000	36,000	2,158	2,158	33,842	36,000
Business Development	5,000	6,500	845	845	4,155	5,000
Travel/Mileage	2,500	5,000	-	-	8,000	8,000
Staff Development	1,200	3,500	5	5	2,995	3,000
Administrative Fees	12,000	13,000	618	618	12,382	13,000
Computer/Equip./Svc.	80,000	73,000	2,434	2,434	77,566	80,000
AEDO Accreditation	-	4,900	-	-	-	-
Personnel Expenses	7,000	5,000	-	-	7,000	7,000
Emergency Expenses	-	3,000	-	-	3,000	3,000
Attorney Fees	9,000	6,000	-	-	9,000	9,000
Neighborhood Revitalization Expenses *	4,000	-	-	-	2,000	2,000
Economic Assist. (Select Comfort) **	-	100,000	-	-	33,330	33,330
<b>Total Expenditures</b>	<b>\$ 877,700</b>	<b>\$ 1,046,900</b>	<b>\$ 79,939</b>	<b>\$ 79,939</b>	<b>\$ 936,891</b>	<b>\$ 1,016,830</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (719,370)</b>	<b>\$ (1,046,900)</b>	<b>\$ (79,939)</b>	<b>\$ (79,939)</b>	<b>\$ (936,891)</b>	<b>\$ (1,016,830)</b>

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

\*\*Restricted funds of \$158,330 received from J.P. in 2017 for Select Comfort project. Expenses are expected to be paid out in 2018 (\$100,000), 2019 (\$33,330) and 2020 (\$25,000).



Jefferson Economic Development Commission  
 End of Month-December 2018  
 Kenner-Schedule G

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM REVENUES</b>						
City of Kenner	\$ 25,000	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenues	\$ 25,000	\$ -	\$ -	\$ -	\$ -	\$ -
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	17,350	-	-	-	-	-
Health Benefits & Taxes	3,050	-	-	-	-	-
SEP/IRA-Retirement	2,340	-	-	-	-	-
Communications	450	-	-	-	-	-
Equipment Rental/Maintenance	50	-	-	-	-	-
Office Supplies	40	-	-	-	-	-
Seminar	-	-	-	-	-	-
Travel Expenses	320	-	-	-	-	-
Program & Project Expenses	150	-	-	-	-	-
Staff Development	-	-	-	-	-	-
Computer Expenses	100	-	-	-	-	-
Data Base Analysis	-	-	-	-	-	-
Dues and Subscriptions	1,150	-	-	-	-	-
Total Expenditures	25,000	-	-	-	-	-
NET PROGRAM SURPLUS/DEFICIT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

**Jefferson Economic Development Commission  
End of Month-December 2018  
Building Operations-Schedule H**

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	75,200	78,500	6,734	6,734	72,466	79,200
Health Benefits & Taxes	12,000	14,200	2,260	2,260	13,940	16,200
SEP/IRA-Retirement	9,250	9,700	822	822	9,078	9,900
Communications	1,200	6,000	83	83	5,917	6,000
Travel/Mileage	50	500	-	-	500	500
Repairs and Maintenance	5,500	4,000	-	-	5,500	5,500
Janitorial Services	35,000	29,000	2,445	2,445	32,555	35,000
Utilities	39,500	32,000	3,273	3,273	36,727	40,000
Security	1,500	2,500	202	202	798	1,000
Insurance	37,000	50,000	2,841	2,841	47,159	50,000
JEDCO Bldg. Lease Expenses	-	-	-	-	-	-
Lawn Maintenance	13,000	15,000	4,410	4,410	10,590	15,000
Garbage Collection	2,000	1,620	128	128	1,872	2,000
Generator Maintenance	3,500	3,200	-	-	3,000	3,000
Bldg. Supplies	2,000	1,500	361	361	5,139	5,500
Water	2,400	3,300	-	-	2,400	2,400
Dues and Subscriptions	500	500	21	21	279	300
HVAC Maintenance	16,800	25,000	1,402	1,402	16,598	18,000
Elevator Repairs and Maintenance	6,200	5,400	535	535	4,865	5,400
Door Mat Services	2,100	1,800	84	84	2,016	2,100
Pest Control	2,500	1,600	-	-	2,500	2,500
Generator Repairs	-	10,070	-	-	2,500	2,500
Professional Development	3,000	3,000	-	-	3,000	3,000
JEDCO Loan Payment	212,000	212,000	212,095	212,095	5	212,100
Pond Retention	-	8,000	-	-	1,000	1,000
Office Build-out	-	42,000	-	-	-	-
<b>Total Expenditures</b>	<b>\$ 482,200</b>	<b>\$ 560,390</b>	<b>\$ 237,696</b>	<b>\$ 237,696</b>	<b>\$ 280,404</b>	<b>\$ 518,100</b>

Jefferson Economic Development Commission  
 End of Month-December 2018  
 Tech Park Expenses-Schedule I

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM REVENUES</b>						
Common Area Revenues	\$ 15,650	\$ 19,200	\$ -	\$ -	\$ 22,000	\$ 22,000
Insurance (Pond)	-	-	-	-	-	-
<b>Total Revenues</b>	<b>\$ 15,650</b>	<b>\$ 19,200</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 22,000</b>	<b>\$ 22,000</b>
<b>PROGRAM EXPENDITURES</b>						
Landscaping	5,700	9,500	1,588	1,588	9,412	11,000
Grass Cutting/Clearing/Fill	9,000	13,500	-	-	41,400	41,400
Utilities	3,000	2,000	-	-	3,000	3,000
Repairs and Maintenance	1,000	2,000	58	58	3,942	4,000
Liability Insurance	-	-	-	-	-	-
Access Road Expenses	6,800	-	-	-	-	-
Lease Expenses	-	-	-	-	-	-
Hog Abatement	38,550	38,500	-	-	38,500	38,500
Appraisal Expenses	4,500	-	-	-	-	-
Delgado Road Extension	-	9,270	-	-	-	-
<b>Total Expenditures</b>	<b>\$ 68,550</b>	<b>\$ 74,770</b>	<b>\$ 1,646</b>	<b>\$ 1,646</b>	<b>\$96,254</b>	<b>\$ 97,900</b>
<b>OTHER FINANCING SOURCES (USES)</b>						
Transfer to other funds	-	-	-	-	-	-
Transfer from 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>\$ (52,900)</b>	<b>\$ (55,570)</b>	<b>\$ (1,646)</b>	<b>\$ (1,646)</b>	<b>(74,254)</b>	<b>\$ (75,900)</b>

Jefferson Economic Development Commission  
 End of Month-December 2018  
 Conference Center-Schedule J

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM REVENUES</b>						
Building Rent	\$ 9,200	\$ 15,000	\$ 1,090	\$ 1,090	\$ 18,910	\$ 20,000
Food & Beverage Revenues	-	-	-	-	1,000	1,000
<b>Total Revenues</b>	<b>\$ 9,200</b>	<b>\$ 15,000</b>	<b>\$ 1,090</b>	<b>\$ 1,090</b>	<b>\$ 19,910</b>	<b>\$ 21,000</b>
<b>PROGRAM EXPENDITURES</b>						
Repairs and Maintenance	10,500	5,500	172	172	5,328	5,500
Utilities	18,800	15,000	742	742	21,258	22,000
Contract Services	18,000	8,000	865	865	17,635	18,500
Insurance	-	-	-	-	-	-
Sales and Marketing	-	-	-	-	5,500	5,500
Supplies	1,821	1,300	-	-	7,500	7,500
Security	150	-	-	-	500	500
Food & Beverage Expenses	-	-	-	-	1,000	1,000
Fire System	-	-	-	-	6,910	6,910
<b>Total Expenditures</b>	<b>\$ 49,271</b>	<b>\$ 29,800</b>	<b>\$ 1,779</b>	<b>\$ 1,779</b>	<b>\$ 65,631</b>	<b>\$ 67,410</b>
<b>NET PROGRAM SURPLUS/DEFICIT</b>	<b>\$ (40,071)</b>	<b>\$ (14,800)</b>	<b>\$ (689)</b>	<b>\$ (689)</b>	<b>\$ (45,721)</b>	<b>\$ (46,410)</b>

**BRGL Dedicated Funds  
End of Month-December 2018**

	(A)	(B)	(C)	(D)	(E)	(F)
	2017 Final Amended Budget	2018 Final Amended Budget	Actual January-19	Actual Year-to-Date (@ 01/31/2019)	Estimate Remaining for Year	Projected Actual Result at Year End-2019 Adopted Budget
<b>PROGRAM EXPENDITURES</b>						
Staff Salaries	\$ 54,200	\$ 9,968	\$ -	\$ -	\$ -	\$ -
Health Benefits & Taxes	8,400	1,046	-	-	-	-
SEP/IRA-Retirement	<u>6,600</u>	<u>1,089</u>	-	-	-	-
<b>Total Expenditures</b>	\$ 69,200	\$ 12,103	\$ -	\$ -	\$ -	\$ -

## MONTHLY CASH REPORT

ACCOUNTS:	@12/31/18	REVENUES	EXPENSES	OTHERS	BALANCE
<b>JEDCO Checking</b>	\$381,005.98				
January '19		\$100,522.15	\$391,927.68	\$204,262.01	\$293,862.46
February '19		0.00	0.00	0.00	293,862.46
March '19		0.00	0.00	0.00	293,862.46
April '19		0.00	0.00	0.00	293,862.46
May '19		0.00	0.00	0.00	293,862.46
June '19		0.00	0.00	0.00	293,862.46
July '19		0.00	0.00	0.00	293,862.46
August '19		0.00	0.00	0.00	293,862.46
September '19		0.00	0.00	0.00	293,862.46
October '19		0.00	0.00	0.00	293,862.46
November '19		0.00	0.00	0.00	293,862.46
December '19		0.00	0.00	0.00	293,862.46
<b>Jefferson EDGE Ck.</b>	\$186,316.55				
January '19		\$0.00	\$32,386.73	(\$1,435.78)	\$152,494.04
February '19		0.00	0.00	0.00	152,494.04
March '19		0.00	0.00	0.00	152,494.04
April '19		0.00	0.00	0.00	152,494.04
May '19		0.00	0.00	0.00	152,494.04
June '19		0.00	0.00	0.00	152,494.04
July '19		0.00	0.00	0.00	152,494.04
August '19		0.00	0.00	0.00	152,494.04
September '19		0.00	0.00	0.00	152,494.04
October '19		0.00	0.00	0.00	152,494.04
November '19		0.00	0.00	0.00	152,494.04
December '19		0.00	0.00	0.00	152,494.04
<b>INVESTMENTS:</b>					
<b>JEDCO Lamp</b>	\$2,556,434.82				
January '19		\$5,325.06	\$0.00	\$0.00	\$2,561,759.88
February '19		0.00	0.00	0.00	2,561,759.88
March '19		0.00	0.00	0.00	2,561,759.88
April '19		0.00	0.00	0.00	2,561,759.88
May '19		0.00	0.00	0.00	2,561,759.88
June '19		0.00	0.00	0.00	2,561,759.88
July '19		0.00	0.00	0.00	2,561,759.88
August '19		0.00	0.00	0.00	2,561,759.88
September '19		0.00	0.00	0.00	2,561,759.88
October '19		0.00	0.00	0.00	2,561,759.88
November '19		0.00	0.00	0.00	2,561,759.88
December '19		0.00	0.00	0.00	2,561,759.88

February 21, 2019

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<b>Jefferson EDGE Lamp</b>	<b>\$827,561.74</b>				
January '19	\$1,723.80	\$0.00	\$0.00	\$829,285.54	
February '19	0.00	0.00	0.00	829,285.54	
March '19	0.00	0.00	0.00	829,285.54	
April '19	0.00	0.00	0.00	829,285.54	
May '19	0.00	0.00	0.00	829,285.54	
June '19	0.00	0.00	0.00	829,285.54	
July '19	0.00	0.00	0.00	829,285.54	
August '19	0.00	0.00	0.00	829,285.54	
September '19	0.00	0.00	0.00	829,285.54	
October '19	0.00	0.00	0.00	829,285.54	
November '19	0.00	0.00	0.00	829,285.54	
December '19	0.00	0.00	0.00	829,285.54	