



Executive Director's Report — December 2019

Greetings! Hard to imagine that the holidays are upon us. Many thanks to all of you that participated in the SLED Holiday Event at the Steamboat Warehouse earlier this month. Based on the feedback we have received, this event far exceeded expectations – our team worked hard to make this a special event for everyone. We are truly thankful for the unprecedented support and collaboration we have seen this year. We hope to continue to grow this event year over year.

Building foundations for sustainable future growth is one of our main goals here at SLED and we hope the following thoughts provide value and insight as you navigate your roles and responsibilities in the development of this Parish. The entire Economic Development organization thanks you for your selfless efforts and we are excited to continue to push for progress in St. Landry Parish. Here's to building a future filled with opportunities for good health, robust education, abundant employment opportunities and a bustling economy. See you all in 2020!



Bill Rodier
President/CEO

The SLED Team

| October St. Landry Composite Sales Taxes Collection |
|---|
| <ul style="list-style-type: none"> • \$5,187,306 Oct. 2019 • \$6,060,416 Sept. 2019 • \$5,469,250 Oct. 2018 • \$4,995,308 Oct. 2017 |

| October St. Landry Unemployment Comparisons |
|---|
| <ul style="list-style-type: none"> • Oct 2019 6.2 % • Aug 2019 5.9% • Oct 2018 5.9 % • Oct 2017 5.5 % • Oct 2016 7.8 % • Sep 2015 7.7 % |

As a parish, we again saw modest declines in unemployment rates and Sales Tax Collection - two of our key forward indicators. For the year, we have seen improvement in these areas for 10 out of the past 12 months.

Regional Real Estate

We are continuing to track the residential real estate trends for the area – looking particularly at a report written on December 9 by the Acadiana Advocate’s Adam Daigle and containing input from Bill Bacque.

Acadiana home sales are on pace to surpass 2018 which set the record, real estate analyst Bill Bacque said. Already at 5,162 home sold, the region should eclipse the 5,268 homes sold last year, Bacque's data shows. “It hasn’t been a straight line upward this year and not all facets of our housing market have performed well, i.e. new construction sales, but in the end it appears that 2019 will close with the title of being the best ever,” he wrote.

Compared to 2018, sales in the five-parish region and inside Lafayette are ahead of last year’s pace.

In Lafayette Parish, while the 250 homes sold in November fell just short of the 252 sold in November 2018, the parish's 3,145 homes sold this year remains ahead of last year's 3,132 sold through November. Another 232 would need to be sold to top last year's mark of 3,376, also an all-time high.

Based on pending sales in November, that mark is within reach. Lafayette Parish reported 298 pending sales in November, up from 245 a year ago. Pending sales for the year are at 3,385, which is also above the 3,178 sold by November 2018.

The region topped the \$1 billion mark in dollar volume with a month remaining at \$1,001,227,076. Last year the market topped the \$1 billion mark for the first time in the final month of the year and finished at \$1,005,297,503.

In Lafayette Parish, dollar volume through November is at \$698,564,430, well within reach of the \$754,501,633 from last year that also set a record.

In neighboring parishes, homes sales for the year are up:

+23.8% in Iberia.

NOTE: Iberia Parish leads the way with 463 homes sold for the year.

+13.6% in Acadia

+12% in St. Landry and

+5% in St. Martin

Having a diverse inventory of quality housing developments is imperative for supporting a dynamic workforce population at all income levels. Attracting desirable companies depends largely on available housing options for all levels of their employee structure, from entry to executive level. These rooftops are also a driving force for commercial and retail developments.

Communications

Our Public Relations and Marketing Campaign continues to grow and perform above our initial goals.



There have been 128 articles written for this campaign to shine a light on positive things happening in St. Landry Parish. While we are no longer loading articles into the site, we will be including these and future articles into the newly developed opportunitystlandry site, so people can continue to hear more about some of the great things happening in our area.

<http://www.opportunitystlandry.com/>

We are also working with Golden Shovel to connect the activities of Klout9 seamlessly into the online presence platform as well as to include a landing information page for the I-49 Midway Corridor Project as a public information source.

FACEBOOK

| | Beginning | September | October | Today |
|------------------|------------------|------------------|----------------|--------------|
| Total Page Likes | 33 | 221 | 2,576 | 2,843 |
| New Impressions | 0 | 22,419 | 103,599 | 66,749 |
| New Engagements | 0 | 1,155 | 4,642 | 4,754 |
| New Link Clicks | 0 | 91 | 303 | 287 |
| New Video views | 0 | 3,035 | 16,857 | 6,842 |

LINKEDIN

| | Beginning | September | October | Today |
|----------------------|------------------|------------------|----------------|--------------|
| Total Page Followers | 7 | 34 | 47 | 55 |
| New Page Followers | 0 | 27 | 13 | 8 |
| New Engagements | 0 | 115 | 163 | 228 |
| New Impressions | 0 | 1,250 | 1,986 | 2,740 |
| New Link Clicks | 0 | 7 | 94 | 141 |

Have you heard??

Governor Edwards and Savoie's Foods Announce \$12.7 Million Expansion of St. Landry Parish Facility

Expansion will result in 16 new jobs, retention of 100 jobs; company to expand distribution area

ST. LANDRY PARISH, La. — Gov. John Bel Edwards and President Frederick Lafleur of Savoie's Sausage and Food Products Inc. announced a \$12.7 million expansion of the company's food production facility in St. Landry Parish near Opelousas. With the expansion, the company will broaden its distribution area, bringing Cajun-style sausage and other food products to a wider region. The project includes construction of a 41,000-square-foot facility and installation of new production equipment. The larger facility will enable Savoie's to nearly double its production.

Through the expansion, Savoie's will retain 100 employees and create five new direct jobs. The new jobs will provide an average annual salary of \$45,300, plus benefits, and Louisiana Economic Development estimates the expansion will result in 11 new indirect jobs, for a total of 16 new jobs in St. Landry Parish. The project also will generate an estimated 172 construction jobs in St. Landry Parish.

"Savoie's products have been a fixture on Louisiana dinner tables and have delighted our families for generations," said Gov. Edwards. "I am proud to celebrate this progress that will allow Savoie's to share its authentic Louisiana flavor far beyond our state. Today's announcement is a testament to the success of the company, strengthened by our unique culture and the highly skilled workforce of Acadiana."

Construction will start in January 2020 with an estimated completion by August 2020. Commercial operations in the new facility are expected to begin in September 2020.

"Those of us who work for Savoie's Sausage and Food Products Inc. are privileged to carry on the tradition of cooking and distributing the products made from the recipes of our founder, Eula Savoie, who passed away in January of 2010," Lafleur said. "We believe that she would be happy to see her family business expanding and her products distributed to more and more customers. Her legacy to her family, employees and customers continues to grow, and those of us who were fortunate enough to have known her, worked with her and learned from her, take pride in carrying the business that she created forward into 2020 and beyond."

"We would like to thank our loyal customers, employees and vendors for giving us this opportunity. Also, we would like to thank Gov. John Bel Edwards, Secretary Don Pierson and his staff from Louisiana Economic Development, and Bill Rodier, of St. Landry Parish Economic Development for their participation in this endeavor. Together, we hope to make Ms. Eula proud of her family, her employees and, most importantly, her customers by continuing the tradition that she began in 1955."

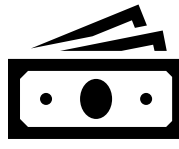
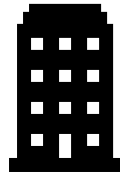
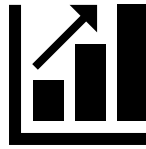
Savoie's has participated in Louisiana's Economic Gardening Initiative, facilitated by LED's Small Business Services team. The program provides participating companies with market research, a review of core strategies and an analysis of threats and opportunities. Savoie's exposure to those market research strategies served as a catalyst for the new expansion.

"We are grateful to have companies like Savoie's Foods in St Landry Parish," said Parish President Bill Fontenot. "Their leadership and their employees are true assets to the parish, and we are delighted to help promote their continued company growth."

Louisiana Economic Development began working on the expansion with Savoie's in July 2018. To secure the facility expansion in St. Landry Parish, the State of Louisiana offered the company a competitive incentive package that includes a performance-based, forgivable loan of \$100,000 from the state's Economic Development Award Program. Additionally, Savoie's is expected to participate in the state's Quality Jobs and Industrial Tax Exemption programs.

"Savoie's is a great example of collaborative business expansion outreach that leads to growth opportunities for local companies," said Executive Director Bill Rodier of St. Landry Parish Economic Development. "Our local, regional and state economic development partners all contributed to making this exciting expansion a reality. We are fortunate to be a part of such a great team."

Who's Growing?



2019 Projects Pending Public Announcements

FTE: Full Time Employee

Capex: investment in property and equipment



Twenty-Five St. Landry Parish projects announced over the past 46 months have created

- 1,348 new fulltime jobs.
- Retention of 640 existing jobs.
- Creation of at least 451 indirect jobs
- Support of an estimated 7,596 temporary constr. jobs
- 348 Million in direct capital investment

Project Clean aka Westport Medical – Recruitment. 2.3m capex. 25 growing to 50 FTE's (Project is now hiring. Working to coordinate timing on a formal announcement) Facility is in operation in Opelousas. Public Announcement anticipated by the end of 2019.

Project Wellcana – Recruitment, 2.75m, 106 FTE's projected. Announcement pending the next 30 days

Project Wolf Pack – Expansion, 2.1m Capex, 19 Retained, 25 FTE's projected. Announcement expected in the next 30 days

Project Build – Area expansion – 3.1m Capex, 33 FTE Retained, 10 FTE created Announcement expected in the next 30 days.

Project Doughnut – Area recruitment, in state expansion. 3.5m capex, 15FTE's (1st quarter public announcement anticipated.

Project Blackpool – Recruitment, Capex 500m, 110 FTE's. The group now has capital call offerings out. Project capitalizes heavily on existing multi-model resources.

Project Wrench – Area expansion, .9m capex, 12FTE's (Soft announcement. Construction Delayed)

Project Gateway aka Lily Pad Pediatrics - This is a large multi-use development project in the central parish on a 100-acre site. Ribbon cutting in January, multiple new medical facilities anticipated to be in construction in 2020. (See also Project Ride)

2019 Public Announcements

Project Link – Savoie’s Foods (see Press Release on pg. 5)

Project Anchor aka Geaux Bear Development – Expansion 2.5m capex 45 FTE’s, 15 retained.

Project Belt aka Noble Plastic Expansion – Opelousas Site. Area expansion. 2.1m capex 15 FTE’s

Project Boost aka Delek Refinery Alkalization Facility – Area expansion/retention. 107m capex, 5 FTE’s, 90K Annual, 8 Indirect Jobs, 800 Temp Constr.

Project Drop Off aka Dixie Storage Expansion - Area expansion. 1.5m capex, 10FTE’s

Project Vista aka Delek Refinery – Area expansion, 156.5m Capex, or more, and 30 FTE creation, 90k Annual Salary, 48 indirect jobs, and up to 1500 temp construction jobs. 200 FTE retained.

Project Ride aka Team Honda – In state expansion, area recruitment 9m capex, 55FTE’s. Ribbon cutting ceremony held on November 6th. (Gateway Project. See also Lilypad Pediatrics)

Business Outreach (BERG)

We continue ongoing conversations driver employers in area. This includes roughly 25 companies. It is not uncommon for our group to engage with them multiple times on challenges they may be having through the year that may affect their competitiveness, or growth potential. We often become their bridge with government

BERG Contacts

- Savoies Foods
- Coburn Supply
- Riceland Crawfish
- Dixie Storage
- Opelousas General
- Gaubert Oil
- Noble Plastics
- C&G Container
- Evangeline Downs
- DCG Insurance
- Giles Automotive Group
- Prairie Construction
- Gaienne Lumber
- Delek Refinery
- Med Express
- Wal Mart Distribution Center
- Piggly Wiggly Stores
- MANCO Containers
- Sunland Construction
- Lowes Opelousas
- Acadian Medical Group
- Courville Toyota
- Stage Retail
- Lemoyen Timber
- Design Precast



Vision St Landry

Group of 17 C-Level Executive Leaders focused on identifying long term challenges to area growth and developing effective strategy suggestions to address these long-term challenges.

Vision has approved a plan for contracted business outreach to 85 businesses leaders of the area, along with some of the key community leaders. The purpose of this campaign will be to identify the opportunities and concerns shared by areas businesses that could slow growth potential over the next 5 – 10. This kind of effort will be used to validate the activities and strategies included in the overall economic development strategic plan.

The Downtown Development District Board (DDD)

Current Initiatives:

- CPEX Master Planning work is scheduling for first quarter work for 2020.
- Preliminary plans for the Downtown TAP Grant are complete and submitted to BR DOTD for amended approval. Anticipate feedback/approval in January.
- Phase I Environmental of the New Life Center is complete. Phase II in progress. Complete in the 1st quarter of 2020.
- Public input meetings held for the New Life Center Building were held in November at the SLED Business Center.



Central St Landry Economic Development District, CSLEDD

This group continues to accomplish great progress along the I-49 Corridor.

Priority initiatives include:

- Improving wastewater capacities to the north and south
 - The plant designs for the wastewater facility plant to south end of the district has been drafted.
 - Project expected to be in full construction late 2nd quarter 2020.

- Maintenance of the grounds and trash along the I-49
 - The lawn maintenance schedule for 2019 has been cut back for the off season
 - Litter abatement will continue into the off growing season. Looking to get youth groups involved in beautification
 - Tree trimming and mulching on all sides of Hwy-190 and I-49 is 100% complete.

- Lighting along the I-49
 - Harry Guilbeau – The lights are complete and lit. Still lacking (1) pole.
 - Creswell Lane/I-90 – Contractor has completed the work and the poles are up.
 - Waiting on LED lighting on the poles.
 - Permitted through DOTD to do the lighting and waiting on state approval.
 - A meeting was held with the LA Dept of Development in Baton Rouge. The State of Louisiana has not addressed LED lighting standards and may delay the project about six (6) months.
 - Judson Walsh Exit – The estimated cost to complete new lighting at interchange is \$1.35 million – \$1.5 million. DOTD will do the work in their district at no cost to us, and this would cut \$200,000 off on our end.

- Master planning the EVD Property.
 - Ongoing conversation and dialogue with Boyd Execs on the plan.
 - CSLEDD Presentation by the consultants was held on October 10th
 - Meeting with Boyd Gaming Senior Execs anticipated to facilitate the plan, consultants and land ownership anticipated immediately following the holiday season in January.

- Retail Strategies
 - Nationwide outreach is underway through the attendance of ICSC conferences as well as individual prospect outreach

In the Region

One Acadiana - SLED takes an active leadership role in many of the One Acadiana Committees and board efforts. The committees include:

1. Site Development Committee – St. Landry currently has the most certified sites in the region with 3. We just got a signed MOU to begin the bid process on a 4th St Landry Parish Site on Hwy 182 north of Sunset.
2. Urban Revitalization and Development Committee – Currently focused on providing awareness for the introduction of six economic development districts through Lafayette Parish, including downtown Lafayette. All will be voted on today, 12/17.
3. Transportation Infrastructure Committee – The RIVR Report was amended in November to include the reconstruction of Vine Street in Opelousas as one of the top regional priorities.
4. Government Affairs Committee – Continued focus on evaluating the impact of the most recent local, regional and state election cycles.
5. Workforce Development Committee – Champion of the 55 by 25 Project designed to get workers more prepared through two-year degree and certifications for tomorrows work force.



Acadiana Planning Commission (APC) We regularly engage on a broad range of planning and related efforts that include:

- The I-49 Midway Corridor Project which includes a working board and policy board
- New Life Center Environmental Evaluations - Phase I complete. Phase II still in process.
- Opportunity Zone Prospectus Development
- New Life Center public input session with Kansas State University Team in November.
- Sunset/Grand Coteau 182 Overlay Project.
- Sunset/Grand Coteau MPO related projects – Exit 11 Roundabout



AEDC, Acadiana Economic Development Council:

Economic development professionals from 7 Parishes focused on making progress on issues that impact all the parishes in Acadiana, particularly in the parishes surrounding Lafayette. This group works to find solutions to common challenges faced by the economic development leaders in Acadiana. Currently our group is looking at how to more effectively use the cultural economy and young professional organizations in the region as a catalyst for the expansion of initiatives in Lafayette Parish to outside areas.

Educational Progress



District K-12 Education: Supporting Patrick Jenkins, his staff and the SLP School Board through efforts that include:

- Partnership in a Shop Local Campaign
- Junior Achievement Financial Skills Program for Opelousas Junior High
- Direct support of the SLPS JAG Program.
- Direct support for the St Landy Parish Louisiana Extension Academy.
- Advisory Board for the OHS Bio-Med Academy
- Continuing advocacy support for St. Landry Parish Schools Plan Strategic Plan.
- Presentation in recent convocation event on education as a pillar of community.



T.H. Harris: The TH Harris enrollment figures are up again in for the fall. We continue to work with the TH Harris on:

- Identifying critical area workforce shortages and proactive educational solutions, which has led to current considerations for CDL and scaffolding training for OHS Students.
- The new LPN/RN Program supported by SLED has the initial cohort session for fall 2019.
- SLED Scholarship through Vision St Landry for 2019/2020.
- Continue with Quarterly meetings with key leadership of SLCC to discuss current needs, building bridges out of poverty, and K-12 partnerships.



LSU-Eunice: LSU-E looks to increase its enrollment with to increase for fall with to over 3000-students. Our engagement includes:

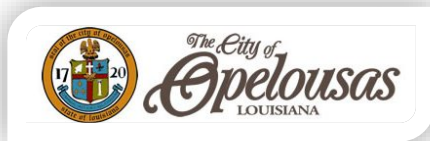
- Worked with our governmental affairs team for a 900k capital outlay request for an emergency building repair project.
- An active member of the LSUE Board of Advisors
- Active member of the LSUE Business Management Advisory Committee
- SLED Scholarship through Vision St Landry for 2019/2020.

Community/Cultural Development



Eunice: Multiple efforts and initiatives through effort led through:

- Working with developers to repurpose the American Legion Building.
- The Eunice Strategic Plan, which was facilitated by a team from SLED, was unanimously approved presented at the July 2019 Eunice City Council.
- Ongoing meetings with developers on student housing project potential.
- Ongoing work with the Eunice ED Committee on progress steps



Opelousas: Multiple planning efforts and initiatives through effort led through:

- Vine Street Project RIVR inclusion
- Area economic development district, CSLEDD initiatives
- Area economic development district, ODDD initiatives, CPEX Master Plan
- Midway Corridor Project monthly working group and policy meetings
- New Life Center reuse coordination and environmentals
- Bordelon Ford repurpose considerations

Arnaudville: Multiple efforts associated with the cultural economy including:

- Ongoing management of Creative Placemaking Task Force
- St Luc Hospital transition to cultural immersion education center.
- Received revised design for Phase I of the project: "The Sculptural Pathway." This included dimensions and installation under the Hanging Garden Project.
- Community planning efforts were featured in Southern Lifestyle Magazine

Grand Coteau: Ongoing efforts include:

- Midway Corridor Project monthly working group and policy meetings.
- Leading capital outlay requests to fund the roundabout traffic solution at Exit 11.
- Using our government affairs team expedite roundabout design.
- Promotion of the Blue Andrus Certified Industrial site

- TAP Grant coordination for pedestrian access through the business corridor
- *Promoting and engineering plan for overhead lighting at the Exit 11 interchange*

Sunset: Support of the town through:

- *Midway Corridor Project monthly working group and policy meetings.*
- *Assistance in promoting MPO project call request for a 182 Resurfacing Project.*
- *Cultural economy projects; including the Old Sunset High, which just received authorization as a French Immersion Charter School and the Sunset Arena*
- *Continued promotion of the Blue Andrus Certified Site.*

Port Barre:

- *Working on additional pad development in the Port Barre Industrial Park.*
- *Project Well Cana assistance building disposition assistance*
- *Established boundaries for an area economic development district*

Washington:

- *Midway Corridor Project monthly working group and policy meetings.*

We have 9 tenants in the Business Center that include

- Boone Speech and Learning Services
- Miracle-Ear
- Magnolia Community Development Corporation
- Victory Manufacturing
- WIOA 40
- Mind and Body Connections, LLC
- St. Landry – Evangeline United Way
- Infinity Back-Ground Chex
- Starr Staffing, LLC

The Business Center

The Business Center now has more than 30 employees in working out of the Center in addition to hundreds of persons visiting the center in some capacity each month. On average, the CAVE room is getting used multiple times per week.

The LSBDC, ULL SBDC counseling sessions are now being scheduled in the building on an as needed basis as well as the 2nd Tuesday morning of each month. We can schedule off date services at the Business Center as needed. Services are available to any business, are confidential, and are free.

Grants Update

Capital Outlay – Request for 1.395m for a new Guilbeau wastewater plant and 2.67m that will be targeted for the construction of a new roundabout at the Exit 11 Interchange. We also have an additional 2.4m being requested for a Guilbeau Roundabout.

Work with Grand Coteau on their \$460,000 DOTD TAP Grant designed to address the accessibility and safety of pedestrian transportation in the business district area.



Training Opportunities

SLED is committed to paying the tuition of board members, or a limited number of elected officials in the area to participate in the next basic economic development courses. The next course is the LIDEA Basic State Course in New Orleans on January 28th – January 31st covering the following topics:

- Managing the Economic Development Organization; Ethics in Economic Development; Transportation and Logistics; Real Estate Development and Reuse; Community Development; Understanding Retail; Workforce Development; Marketing and Attraction; Finance /Incentives; Strategic Planning; Small Business & Entrepreneurship

Upcoming Meetings

- Opelousas DDA Board Meeting, Dec 15th, 9:00 AM SLED Bldg.
- Central St. Landry EDD Board Meeting, January 9th, 8:30 AM SLED Bldg.
- Vision St Landry Board Meeting, January TBD, SLED Bldg.
- Midway Corridor Working Group January 23rd 12:00 PM, SLED Bldg.
- Midway Corridor Policy Board Meeting January TBD.
- St Landry Industrial Board, January 21st, 10:00 AM, SLED Bldg.