



Baton Rouge Area Chamber®

ATTRACTING AND RETAINING
BIO BASED COMPANIES

AGENDA

▶	Economic Development Overview
▶	Business Climate
▶	Workforce Support
▶	Transportation and Logistics
▶	Quality of Life
▶	Real Estate Options
▶	BRAC Services

COMPANIES EVALUATE SEVERAL CRITERIA WHEN CONSIDERING A CAPITAL INVESTMENT

BUSINESS CLIMATE <ul style="list-style-type: none">• TAXES• PERMITTING	QUALITY OF LIFE	PRODUCT MARKETS
RAW MATERIAL INPUTS <ul style="list-style-type: none">• COST• AVAILABILITY (Timber)	ECONOMIC DEVELOPMENT INCENTIVES	CAPITAL COST
REAL ESTATE OPTIONS	WORKFORCE <ul style="list-style-type: none">• SKILLS• AVAILABILITY	TRANSPORTATION INFRASTRUCTURE

SEVERAL TARGETED INDUSTRIES OF ECONOMIC DEVELOPMENT ARE TIED TO AGRICULTURE



- Aerospace
- Agribusiness
- Automotive
- Energy
- Entertainment
- Manufacturing
- Process industries
- Software development
- Water management

LOUISIANA HAS EIGHT ECONOMIC DEVELOPMENT REGIONS



FOREST PRODUCTS INVESTMENT REPRESENTS APPROXIMATELY \$1.4 BILLION, 3,500 JOBS



Selected Forestry Projects	
Capital Expenditure / Direct Jobs	
1	KPAQ \$15 MM / 230 jobs
2	Ronpak, Inc. \$16.8 MM / 275 jobs
3	Sundrop Fuels \$450 MM / 150 jobs
4	JELD-WEN, Inc. \$120 MM / 75 jobs
5	International Paper \$44 MM / 411 jobs
6	Graphic Packaging International, Inc \$8.6 MM / 503 jobs
7	Weyerhaeuser Co. \$6 MM / 205 jobs
8	Drax Biomass International \$120 MM / 63 jobs
9	Boise, Inc. \$111 MM / 494 jobs
10	Idaho Timber \$3.5 MM / 90 jobs
11	RoyO Martin-Martco Ltd. Partnership \$20 MM / 710 jobs
12	Cool Planet Energy Systems \$188 MM / 72 jobs
13	Paperworks Industries \$1.6 MM / 43 jobs
14	Bayou State Lumber* \$5 MM / 40 jobs
15	German Pellets* \$290 MM / 80 jobs
16	Hinterland, LLC* \$100 MM / 50 jobs

DRAX BIOMASS INTERNATIONAL

“This is an exciting step for us. With Louisiana’s support, we are looking forward to moving these projects through development and into construction during the first part of 2013. Drax Biomass is focused on building and operating clean, safe manufacturing facilities that will support local economies, create long-term jobs, and interface with regional forest industries.”

—CHUCK DAVIS, CEO,
Drax Biomass International (2011-2015)



NEW JOBS

63

CAPITAL INVESTMENT

\$120 MILLION



WEYERHAEUSER CO.

“This investment reflects the commitment of our company in this community and is a result of the tremendous work ethic and dedication of our associates and the local workforce.”

—STEVE STORY,
Plant Manager, Weyerhaeuser Natchitoches

NEW JOBS

30 (175 retained)

AVG. SALARY

\$31,000

CAPITAL INVESTMENT

\$6 MILLION



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THE BATON ROUGE AREA IS RECOGNIZED AS A TOP-PERFORMING REGION



Top city for capital investment and job creation in Louisiana

Southern Business and Development, 2015



Top five metro areas for Tier Two new and expanded facilities

Site Selection, 2016



Top fifty metro area exporters

U.S. Commerce Department, 2014



Top two cost-friendly cities for business

KPMG, 2016

ADVANTAGES OF LOUISIANA'S BUSINESS CLIMATE

BUSINESS-FRIENDLY TAX STRUCTURE

- Single-sales factor apportionment for corporate income taxes (companies pay no income tax for products destined for out-of-state locations)
- 100% annual rebate for inventory taxes in perpetuity
- Electricity, water, natural gas, machinery and equipment used by manufacturers are exempt from Louisiana state sales tax

EMPLOYER-ORIENTED BUSINESS CLIMATE

- Louisiana is a Right-to-Work state
- Bureau of Labor and Statistics ranked Louisiana's union membership the sixth lowest in the U.S. in 2013

SAFETY FIRST WORK ENVIRONMENT

- The Federal Occupational Safety & Health Administration ranked Louisiana the state with the fewest work related injuries in 2012.
- Non-fatal work-related injuries and illnesses in Louisiana dropped to 2.3 per 100 full-time workers in 2012 and remains below the national average of 3.4

FAST TRACK PERMITTING

- One permit system (NSR/Title V), issued within 180 days
- Flexible, performance-based approach to control technologies

COMPANIES ENJOY A SUPPORTIVE BUSINESS ENVIRONMENT IN LOUISIANA

“GP has enjoyed a very good relationship with LDEQ, and have found their staff to be professional and responsive to our needs...the expedited permit process has significantly shorted permit processing time...

—Keith W. Wahoske, Vice President,
Georgia-Pacific, LLC, Port Hudson
Operations

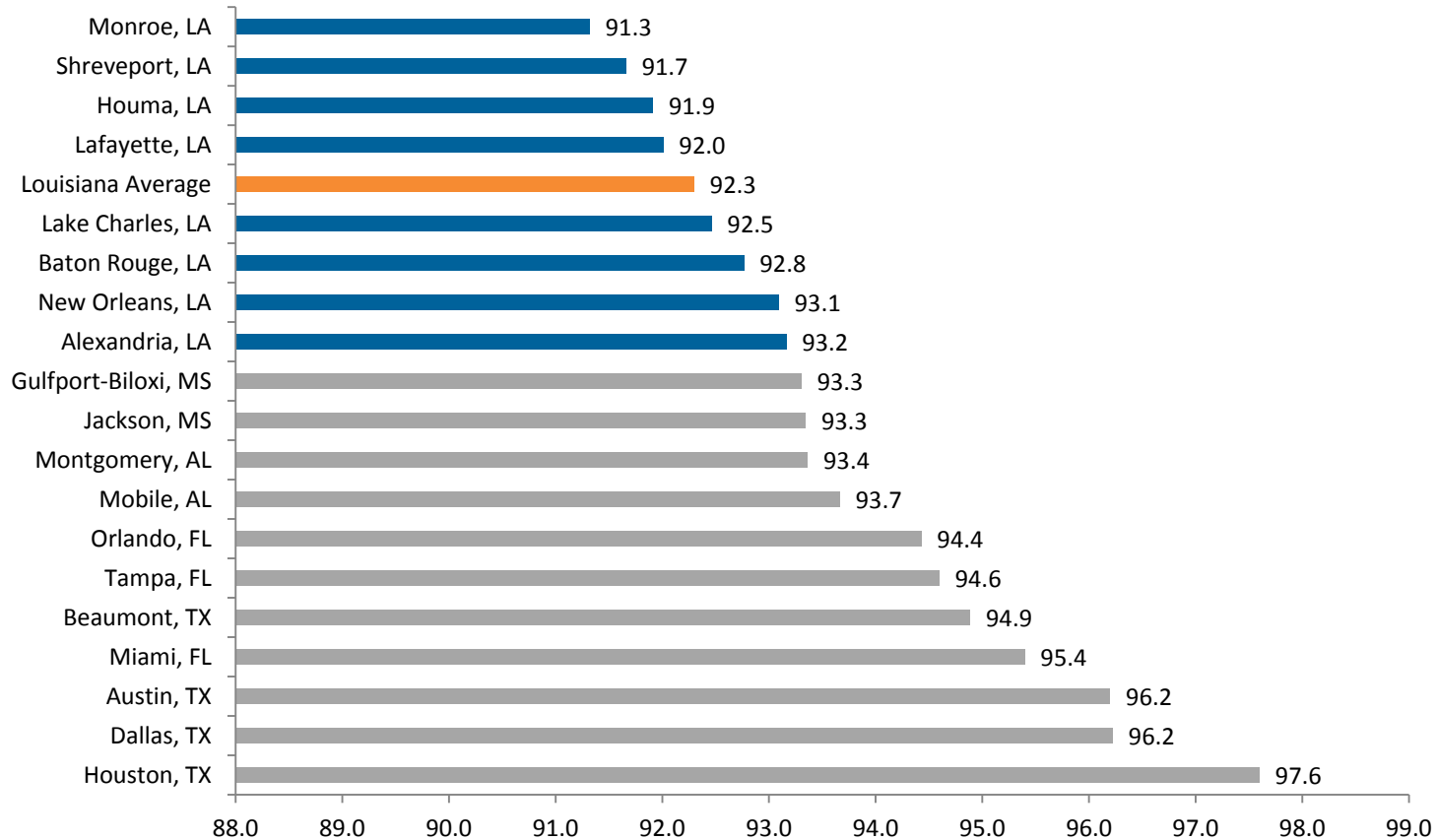
“The state’s highly skilled workforce and business-friendly environment also put Louisiana at the top of our list for this potential expansion.”

—Brett Begemann, President and COO,
Monsanto

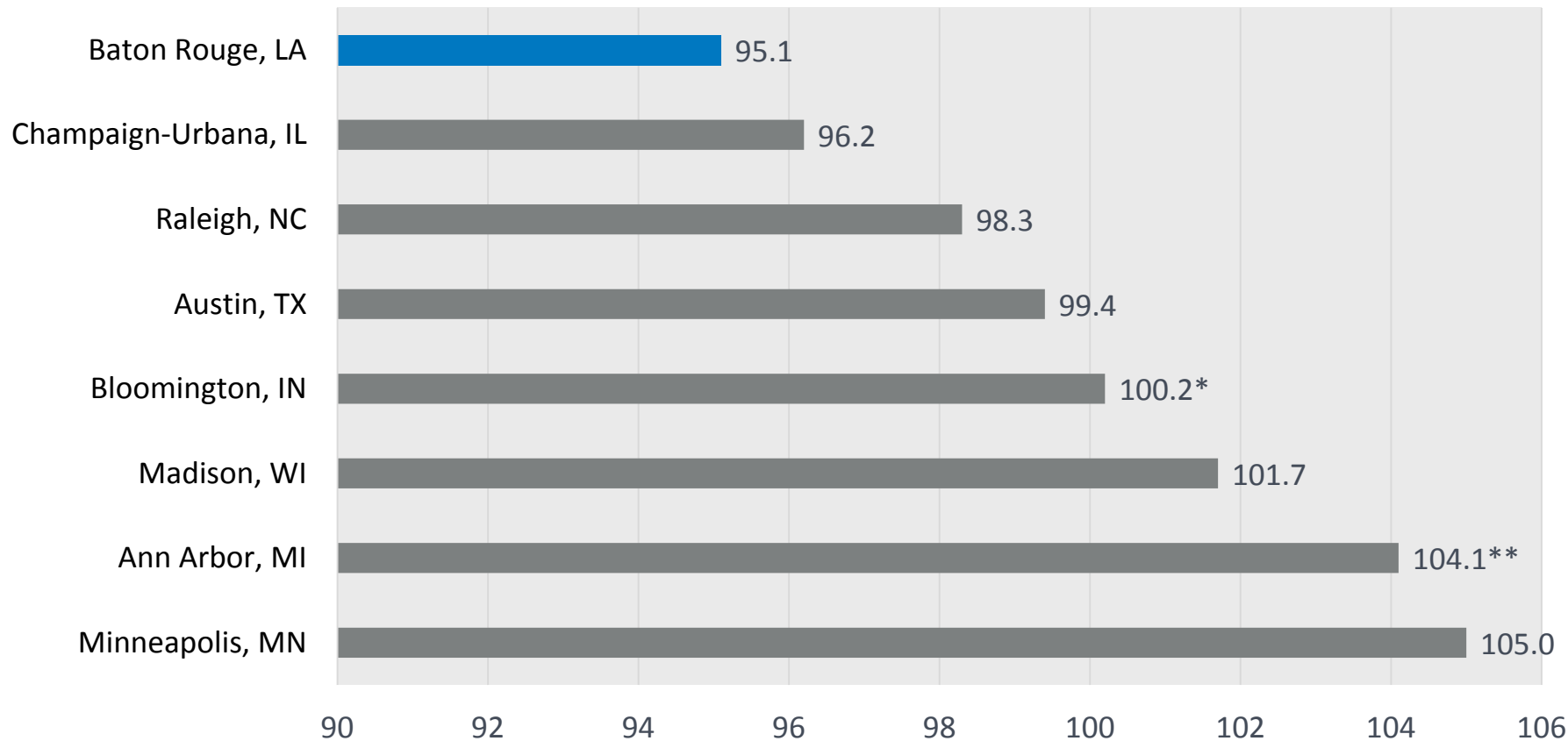
LOUISIANA HAS LOWER OVERALL BUSINESS COSTS THAN THE SOUTHEAST AND U.S.

Overall business cost index (U.S. baseline = 100)

The overall results combine all operations, including manufacturing and non-manufacturing



BATON ROUGE OFFERS A LOWER COST OF DOING BUSINESS COMPARED TO PEER CITIES

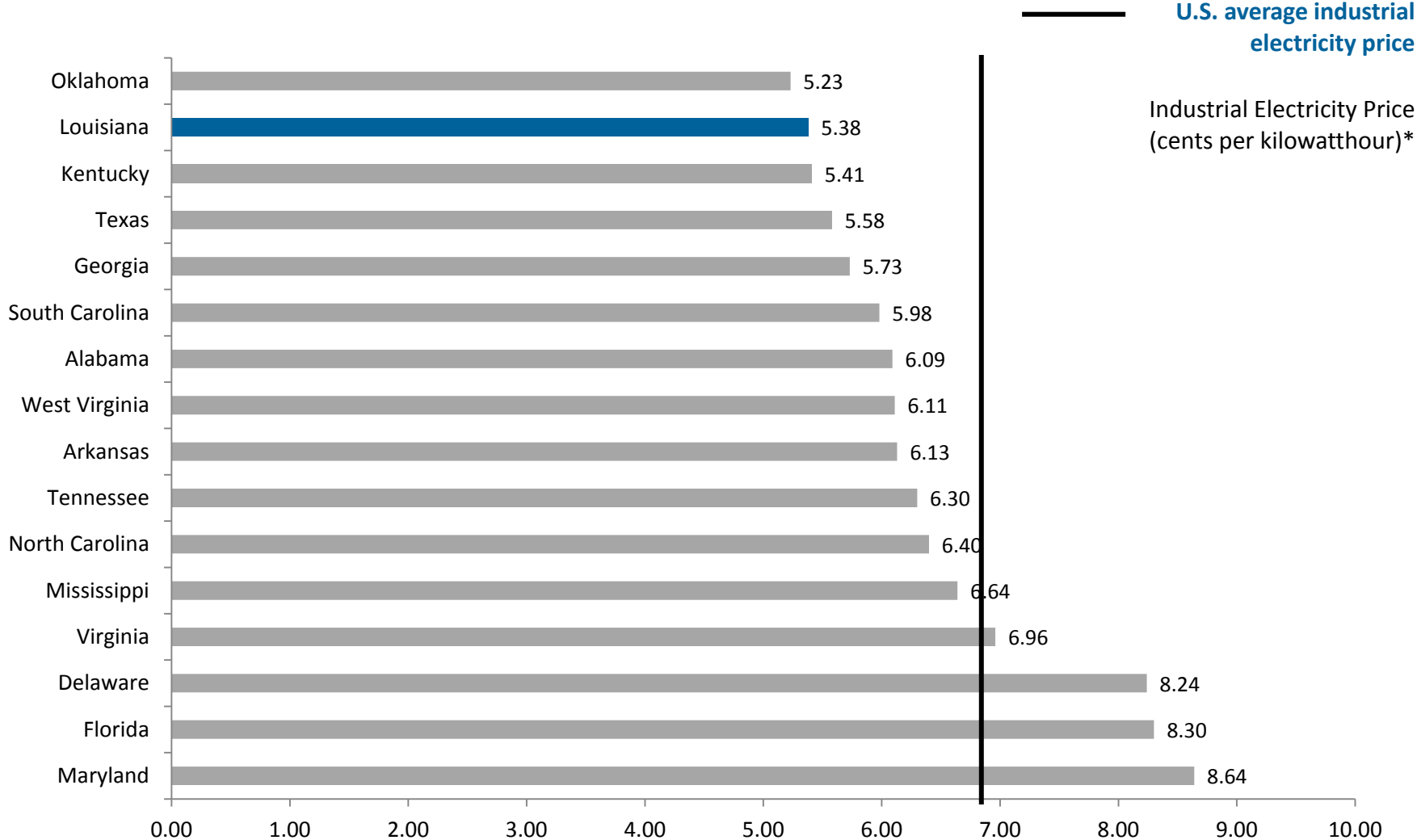


The Baton Rouge Area has the lowest overall business costs factoring in taxes, wages, facilities, depreciation, capital investment, and other expenses. (U.S. average = 100)

*Data for Indianapolis, closest in-state MSA in Model **Data for Detroit, closest in-state MSA in Model

Source: KPMG Business Cost Model, Shared Services

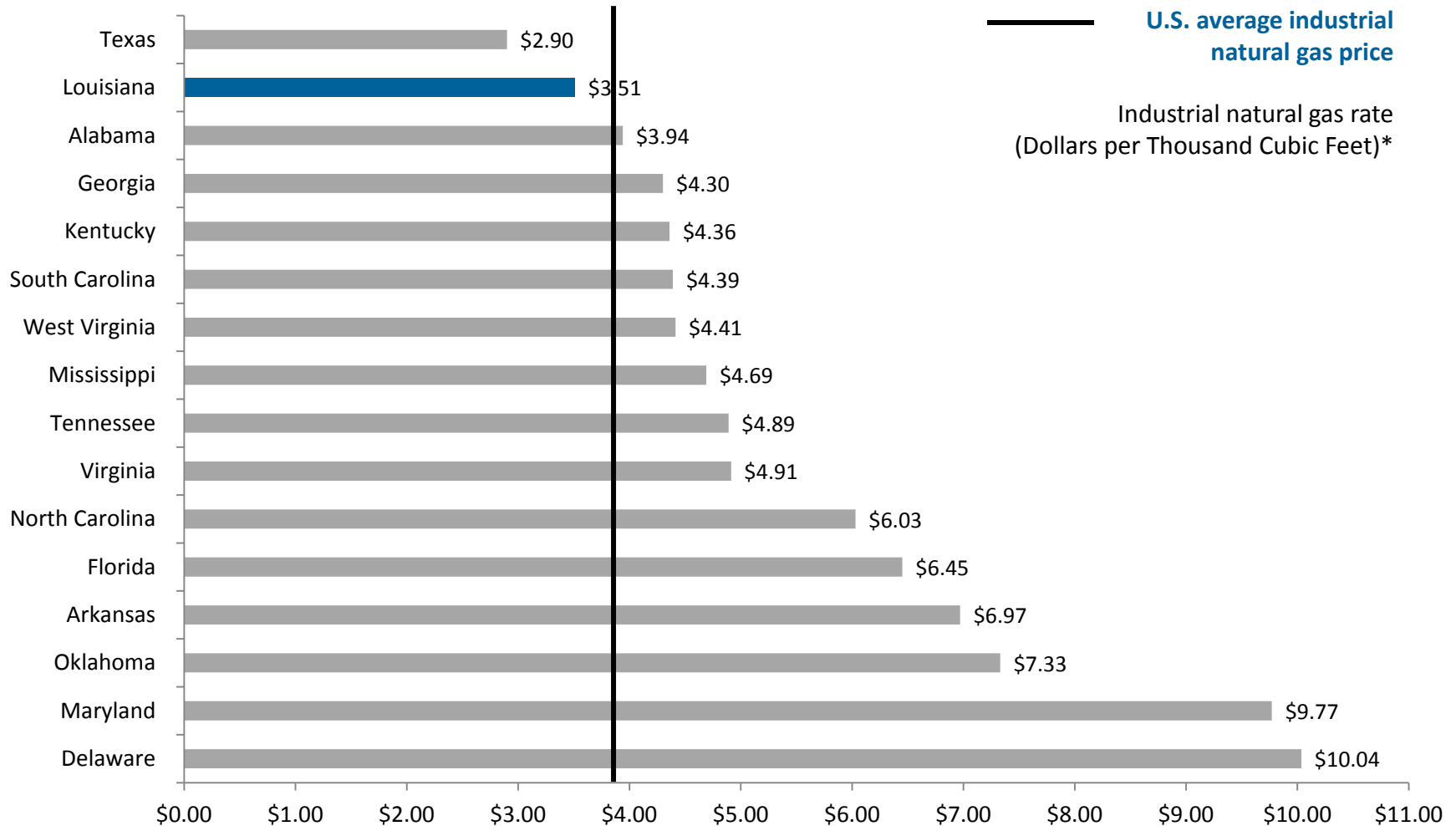
LOUISIANA HAS THE SECOND-LOWEST INDUSTRIAL ELECTRICITY RATES IN THE SOUTH



* 2015 average

Source: U.S. Energy Information Administration

LOUISIANA HAS THE SECOND LOWEST INDUSTRIAL NATURAL GAS RATES IN THE SOUTH



* 2015 average

Source: U.S. Energy Information Administration

LOUISIANA OFFERS A COMPETITIVE TAX STRUCTURE

	CAPITAL-INTENSIVE MANUFACTURING	LABOR-INTENSIVE MANUFACTURING	R&D FACILITY	CORPORATE HEADQUARTERS
Illinois	13	23	29	25
Indiana	38	20	5	12
Louisiana	1	1	1	2
Michigan	24	4	21	36
Minnesota	6	29	23	46
North Carolina	21	9	24	7
Texas	42	43	43	35
Wisconsin	14	6	4	3

Louisiana has achieved top rankings for some of the lowest state and local tax burdens across several categories of new firms

A VARIETY OF INCENTIVES OFFERS A COMPETITIVE ADVANTAGE

LOUISIANA IS ONE OF 10 STATES THAT EARNED AN “A” IN POLLINA’S 2014 EVALUATION OF STATE BUSINESS INCENTIVES, CONSIDERING VALUE, APPLICATION PROCESS, FLEXIBILITY, AND RISK

QUALITY JOBS

- Up to 6% rebate on annual gross payroll for 10 years; and either a 4% sales/use tax rebate on building materials, or a 1.5% refundable tax credit on capital expenditures (excluding land, building, interest, and tax-exempt machinery and equipment)

INDUSTRIAL TAX EXEMPTION

- 100% property tax abatement for up to 10 years for manufacturers

ENTERPRISE ZONE

- \$2,500 tax credit per qualifying new permanent, full-time job; and either a 4% sales/use tax rebate on building materials, or a 1.5% refundable tax credit on capital expenditures (excluding land, building, interest, and tax-exempt machinery and equipment)

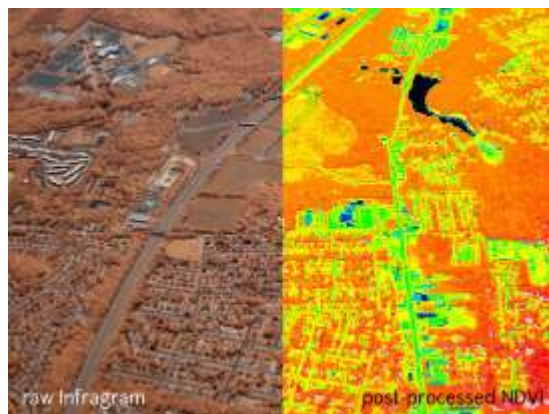
LOUISIANA'S DIGITAL MEDIA AND SOFTWARE DEVELOPMENT INCENTIVE CAN ATTRACT AGTECH FIRMS

ELIGIBILITY

LED offers this incentive to businesses in the digital media and software industry that develop products including video games, enterprise software and mobile applications

PROGRAM DETAILS

- Up to a 25 percent tax credit is provided for digital interactive media expenditures made in Louisiana
- Up to a 35 percent tax credit is provided on payroll expenditures for Louisiana residents
- There is no annual cap on tax credits
- The tax credit is available at the end of each calendar year for a refund of 100 percent of its value claimed on Louisiana state tax returns. Alternatively, at any time during the year certified applicants can receive 85 percent of the value earned as a rebate



LOUISIANA'S ENVIRONMENTAL SCHEDULES ARE FASTER THAN OTHER STATES'

START

Application Received at LDEQ

Administrative Completeness Review
(Public Participation and Permit Support Division)

Application Forwarded to Air Permits Division

Application Formally Assigned to a Permit Writer

Permit Writer Reviews Application and Prepares
Draft Permit(s), Statement of Basis, and
Public Notice Template

Draft Permit(s) Reviewed Internally

Technical Review Period

Responses to Technical Review Comments Prepared;
Internal Review Completed

Assistant Secretary Evaluates for Public Notice

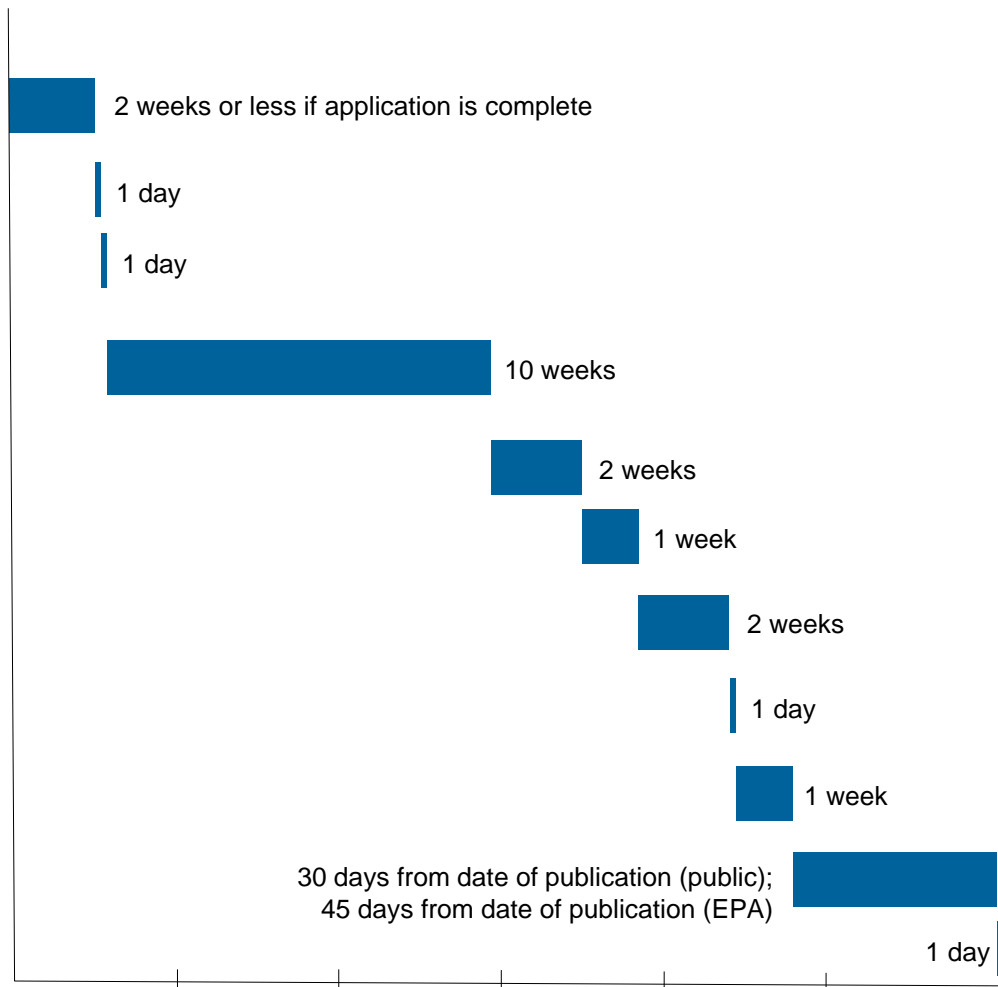
Public Participation Group Arranges for Publication
of Notice

Public/EPA Review Period



Assistant Secretary Makes Final Decision

PERMIT ISSUED

SIX MONTHS FOR PERMIT



LOUISIANA'S ADVANTAGES ARE COMPARABLE OR BETTER THAN THOSE FOUND IN TEXAS

	 LOUISIANA	 TEXAS
Workforce training programs	<ul style="list-style-type: none"> ▪ LED FastStart® offers customized, comprehensive training at no cost (and no cap) for expanding firms ▪ Ranked No. 1 in U.S. 	<ul style="list-style-type: none"> ▪ Texas Skills Development Fund capped at \$1,450 per new employee ▪ Firms must engage schools to draft training plan
Business costs	<ul style="list-style-type: none"> ▪ 7.7% lower overall costs vs. U.S. baseline 	<ul style="list-style-type: none"> ▪ 4.1% lower overall costs vs. U.S. baseline
Total effective tax rate	<ul style="list-style-type: none"> ▪ 0.1% (#1 in the U.S. by KPMG) 	<ul style="list-style-type: none"> ▪ 19.8% (#45 in the U.S. by KPMG)
Customer service and incentives	<ul style="list-style-type: none"> ▪ Ranked No. 4 on Pollina's incentives and ED agency factors 	<ul style="list-style-type: none"> ▪ Not ranked in the top 10 on Pollina's incentives and ED agency factors
Permitting	<ul style="list-style-type: none"> ▪ One permit system (NSR/Title V), issued within 180 days ▪ Flexible, performance-based approach to control technologies 	<ul style="list-style-type: none"> ▪ Complex permitting system requiring up to 365 days ▪ Prescriptive approach to control technologies
Site availability	<ul style="list-style-type: none"> ▪ 315 large sites listed in state economic development site database 	<ul style="list-style-type: none"> ▪ 133 large sites listed in state economic development site database
Electricity rates (industrial)	<ul style="list-style-type: none"> ▪ 5.38 cents per kilowatt hour 	<ul style="list-style-type: none"> ▪ 5.58 cents per kilowatt hour

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LED FASTSTART® PROVIDES A DISTINCTIVE WORKFORCE SOLUTION



LED FASTSTART PROVIDES CUSTOMIZED EMPLOYEE RECRUITMENT, SCREENING, TRAINING DEVELOPMENT AND TRAINING DELIVERY FOR ELIGIBLE, NEW OR EXPANDING COMPANIES – ALL AT NO COST.

- **ANALYZE**

LED FastStart's team pairs with the company's subject matter experts at any location in the world mirroring the new operations. If the company has a unique process, FastStart will work with the R&D and engineering departments to gather the necessary critical data.

- **ATTRACT**

After a complete analysis of the company, FastStart determines the competencies that match the cultural and technical abilities that will help define the most successful employee.

- **EVALUATE**

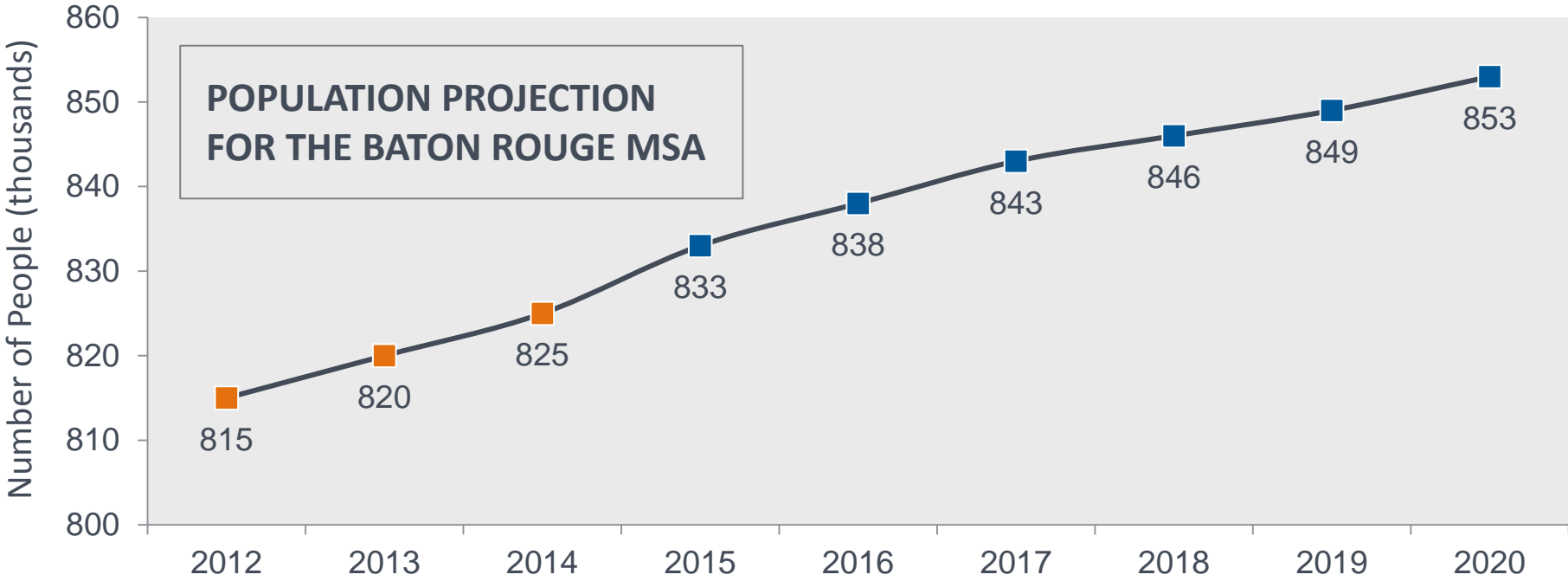
Critical data is collected for each applicant through behavioral interviews, pre-employment training, hands-on simulations and more. Evaluations are scored and sorted, allowing the company to select the best candidates.

- **TRAIN**

Training programs are sequenced and delivered to engage new employees.



BATON ROUGE HAS SUSTAINABLE POPULATION GROWTH THAT SUPPORTS WORKFORCE DEMAND



Source: Census Bureau; Moody's; EMSI

BATON ROUGE DRAWS THOUSANDS OF SKILLED WORKERS IN RELATED INDUSTRIES FROM MULTIPLE CITIES



JOBS	NUMBER OF EMPLOYEES
Industrial Machine Mechanics	5,261
Farmworkers and Laborers	2,070
Software and Systems Developers	909
Production Workers	4,673
Maintenance and Repair Workers	20,382
	33,295

There are more than 550,000 total workers available in the Capital Region. Currently, there are approximately 3.5 million people within one hundred miles, and 4.9 million within 150 miles.

BATON ROUGE HAS A QUALITY, AFFORDABLE WORKFORCE

AGTECH JOBS	AVG. WAGE PER HOUR OF INDUSTRIAL MACHINE MECHANICS	AVG. WAGE PER HOUR OF FARMWORKERS AND LABORERS	AVG. WAGE PER HOUR OF SOFTWARE AND SYSTEMS DEVELOPERS	AVG. WAGE PER HOUR OF PRODUCTION WORKERS	AVG. WAGE PER HOUR OF MAINTENANCE & REPAIR WORKERS
Baton Rouge, LA	\$21.29	\$8.97	\$33.29	\$14.31	\$16.96
Austin, TX	\$23.24	\$10.07	\$46.42	\$15.92	\$16.66
Birmingham, AL	\$21.50	\$11.75	\$41.06	\$16.46	\$17.93
Columbia, SC	\$26.00	\$9.79	\$30.53	\$14.44	\$15.79
Little Rock, AR	\$22.15	\$10.92	\$33.31	\$11.44	\$14.94
Louisville, KY	\$23.78	\$11.11	\$40.44	\$12.04	\$18.34
Memphis, TN	\$23.18	\$9.13	\$38.13	\$15.79	\$16.79
Nashville, TN	\$26.73	\$10.79	\$40.83	\$12.30	\$18.05
Raleigh, NC	\$23.08	\$11.79	\$47.78	\$18.34	\$17.96

51,000 POST-SECONDARY STUDENTS OFFER A STABLE PIPELINE OF TALENT



BATON ROUGE AREA POST-SECONDARY SCHOOLS

Baton Rouge Community College

Louisiana State University

Our Lady of the Lake College

River Parishes Community College

Southern University

There are an additional nine post-secondary institutions within a seventy mile radius with a total enrollment of 88,577.

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LOUISIANA'S STRATEGIC LOCATION MEANS COST EFFECTIVE TRANSPORTATION OPTIONS

UNSURPASSED CAPABILITY

With seven commercial service/primary airports, an international airport, six major interstate highways, and the world's largest port complex.



TOP U.S. PORT

The Port of South Louisiana is the largest single port in the nation (measured by tonnage).

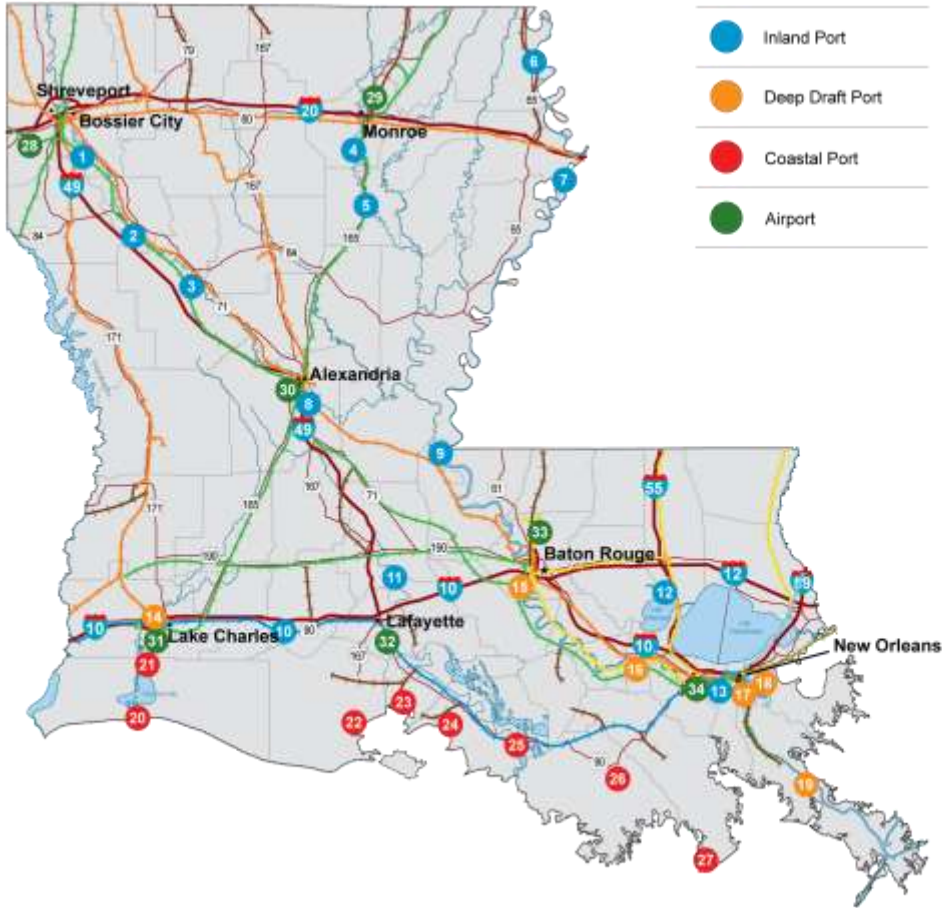


KING OF THE RAIL

Louisiana is one of only two states in the nation where all six of North America's class one railroads converge.



LOUISIANA HAS A ROBUST TRANSPORTATION AND DISTRIBUTION INFRASTRUCTURE



- Inland Port
- Deep Draft Port
- Coastal Port
- Airport

- | | |
|---|---|
| ● 1 Port of Shreveport-Bossier | ● 20 West Cameron Port Commission |
| ● 2 Red River Parish Port | ● 21 West Calcasieu Port |
| ● 3 Natchitoches Parish Port | ● 22 Port of Vermilion |
| ● 4 Greater Ouachita Parish Port | ● 23 Port of Iberia |
| ● 5 Columbia Port Commission | ● 24 Port of West St. Mary |
| ● 6 Port of Lake Providence | ● 25 Port of Morgan City |
| ● 7 Port of Madison | ● 26 Port of Terrebonne |
| ● 8 Port of Alexandria | ● 27 Port Fourchon |
| ● 9 Port of Pointe Coupee | ● 28 Shreveport Regional Airport |
| ● 10 Mermentau River Harbor & Terminal District | ● 29 Monroe Regional Airport |
| ● 11 Port of Krotz Springs | ● 30 Alexandria International Airport |
| ● 12 Port Manchac | ● 31 Lake Charles Regional Airport |
| ● 13 Jefferson Parish Port District | ● 32 Lafayette Regional Airport |
| ● 14 Port of Lake Charles | ● 33 Baton Rouge Metropolitan Airport |
| ● 15 Port of Greater Baton Rouge | ● 34 Louis Armstrong New Orleans International Airport |
| ● 16 Port of South Louisiana | |
| ● 17 Port of New Orleans | |
| ● 18 St. Bernard Port, Harbor & Terminal District | |
| ● 19 Plaquemines Harbor & Terminal District | |

- | | |
|---|---|
| - - - - - KCS | - - - - - CSX Transportation |
| - - - - - Burlington Northern & Santa Fe RR | - - - - - Norfolk Southern |
| - - - - - Union Pacific | - - - - - Short Line / Regional |
| - - - - - Canadian National | |

DOMESTIC TRAVEL TIMES FROM BATON ROUGE ARE TYPICALLY SHORTER THAN FROM OTHER REGIONAL AIRPORTS IN SOUTHEAST

Departure Airport	Arrival City					
	Baton Rouge	Charlotte	Dallas	Houston	Washington DC	New York City**
BTR/MSY***	N/A	3:33	3:08	3:58	5:22	5:53
CLT	3:59	N/A	4:52	4:29	3:15	3:42
DFW	3:33	4:33	N/A	3:27	5:14	5:17
HOU	N/A	4:43	3:18	N/A	N/A	5:33

*Total Travel time includes drive to airport, total flight time, security wait time (TSA Statistics)

**New York City = Shortest time frame from either LGA or JFK

***Bolded travel time will denote that flight is out of MSY, but driving from Baton Rouge. All other times are direct out of BTR.

Additional Notes: Dates used to search for flights June 8-12 . Travel time represents a direct flight.

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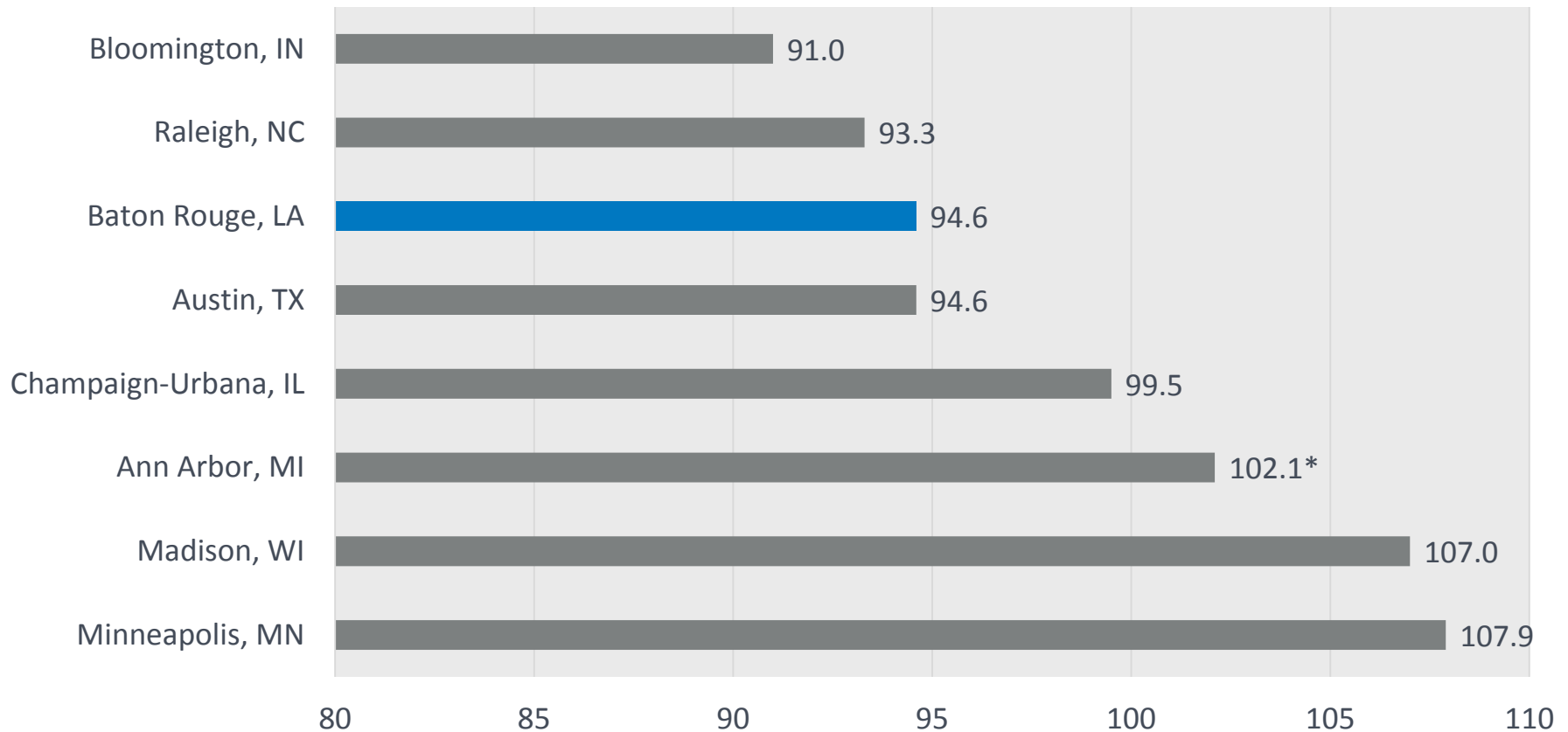
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THE BATON ROUGE AREA IS HARDWORKING, BUT FUN-LOVING COMMUNITY



- A music-centric culture with nightlife, special events, world-class dining, and outdoor activities
- Year-round events including festivals, top-ranked collegiate sports, live music, and performances
- Conveniently located within one hour drive time of the nightlife of New Orleans and the heart of Cajun country in Lafayette

EMPLOYEES IN BATON ROUGE ARE AFFORDED A HIGHER QUALITY OF LIFE THAN IN PEER CITIES



ACCRA Cost of Living Composite Index (U.S. average = 100) The composite results combine all cost factors including: housing, utilities, transportation, and health care.

Source: ACCRA Cost of Living Index, 2014 *2014 data unavailable for Ann Arbor, 2013 data used

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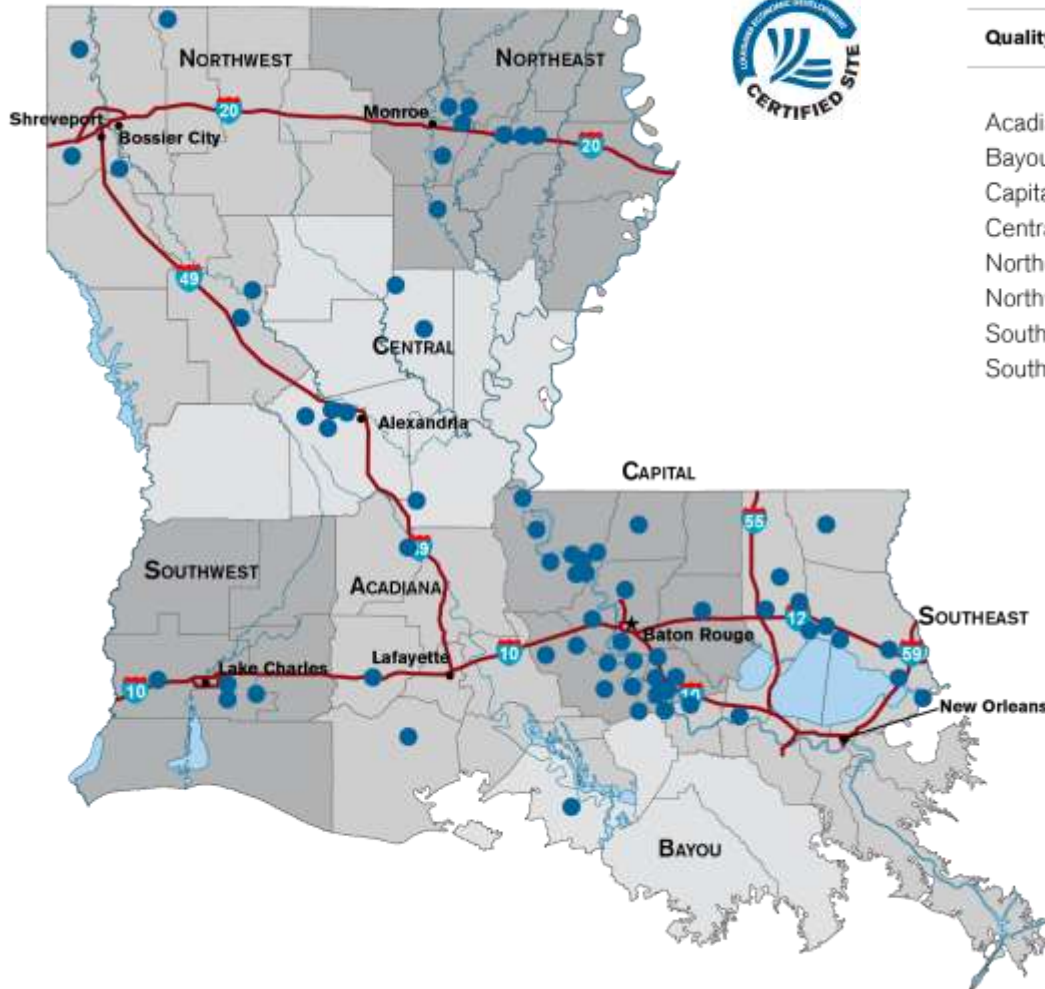
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LOUISIANA HAS CULTIVATED A WIDE INVENTORY OF 67 QUALITY DEVELOPMENT READY SITES



Quality Sites by Region

Acadiana	3
Bayou	1
Capital	27
Central	7
Northeast	8
Northwest	6
Southeast	11
Southwest	4

ASCENSION WEST INDUSTRIAL PARK

Ascension Parish | Donaldsonville, LA



SPECIFICATIONS	
AVAILABLE ACREAGE	17,000 contiguous
PROPERTY TYPE	Industrial
INTERSTATES	I-10: 6.2 mi I-55: 35.6 mi
HIGHWAYS	LA-405: 1.3 mi LA-3189: 2.8 mi
AIRPORTS	26.6 mi to BR Metro NO International
RAILROADS	Direct access to Union Pacific 4.5 mi of railway access
PORTS/ NAVIGABLE WATER	Port of Greater BR: 21.6 mi Port of South Louisiana: 28.7 mi
RIVER FRONTAGE	10+ mi; two sites cleared for deep-water docks

WATERLOO SITE

Ascension Parish | Geismar, LA



SPECIFICATIONS

AVAILABLE ACREAGE	156 contiguous
PROPERTY TYPE	Industrial
INTERSTATES	I-10: 4.6 mi I-55: 14.8 mi
HIGHWAYS	LA-75: 0.3 mi LA-73: 0.6 mi
AIRPORTS	BR Metro: 23.5 mi NO International (MSY): 48.8 mi
RAILROADS	Direct access to Canadian National: 0.2 mi Kansas City Southern: 6.5 mi
PORTS/NAVIGABLE WATER	Port of Greater BR: 18.7 mi Port of South Louisiana: 29.5 mi Panamax Dock on-site
UTILITIES	Sewer: Self-treatment chlorine & hydrogen lines on-site

ALLSTAR SITE

West Baton Rouge Parish | Port Allen, LA



SPECIFICATIONS

AVAILABLE ACREAGE	204 contiguous
PROPERTY TYPE	Industrial
INTERSTATES	I-10: 0.9 mi I-110: 2.9 mi
HIGHWAYS	LA-415: 0.4 mi LA-76: 0.4 mi
AIRPORTS	BR Metro: 6.8 mi Lafayette Regional: 48.6 mi
RAILROADS	Union Pacific: 1.1 mi Kansas City Southern: 2.1 mi
PORTS/NAVIGABLE WATER	Port of Greater BR: 2.2 mi
UTILITIES	Entergy substation adjacent to site; two 34.5 kV distribution lines on-site; pipeline infrastructure; hydrogen line adjacent to site; Ethylene & NG lines on-site

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THE BATON ROUGE AREA CHAMBER PROVIDES COMPREHENSIVE BUSINESS SOLUTIONS

TALENT DEVELOPMENT

- Talent attraction and assimilation
- Executive recruitment and orientation
- Quality of life web portal, LIVEcapitalized.com
- Resume database

REGIONAL DEVELOPMENT

- More development-ready sites for software development, manufacturing, and industrial projects
- Cultivation of top regional economic assets – LSU, Southern, Pennington, CAMD, incubators
- Regional focus on attractive, livable communities and enhancing QOL issues

BUSINESS DEVELOPMENT

- Retention and expansion of existing business and industry, and entrepreneurship support
- Attraction of diverse new growth industries (e.g., water management, IT, agriculture, etc.)
- Leverage relationships to help businesses achieve broader geographic success

POLICY DEVELOPMENT

- Leading voice for issues impacting and improving the Capital Region and state
- Solutions for regional airport
- Impact of Environmental Regulation
- Transportation infrastructure solutions

BRAC AND ITS PARTNERS ALIGN TO PROVIDE BEST-IN-CLASS SERVICES

- Confidential site selection services
- Plans and estimates of operating and capital expenditure
- Introductions to business and community leaders
- Site tours and field visit coordination
- Management of legal permitting and infrastructure requirements
- Strategic analysis, research and business intelligence data, including industries, workforce, markets, supply, raw materials, and more
- Community profiles and analysis, and assist communities in developing sites that meet companies' requirements
- Subject matter experts assigned specifically to support companies from project inceptions through completion
- Facilitation of incentives discussions

CONTACT INFORMATION

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THANK YOU



Baton Rouge Area Chamber®