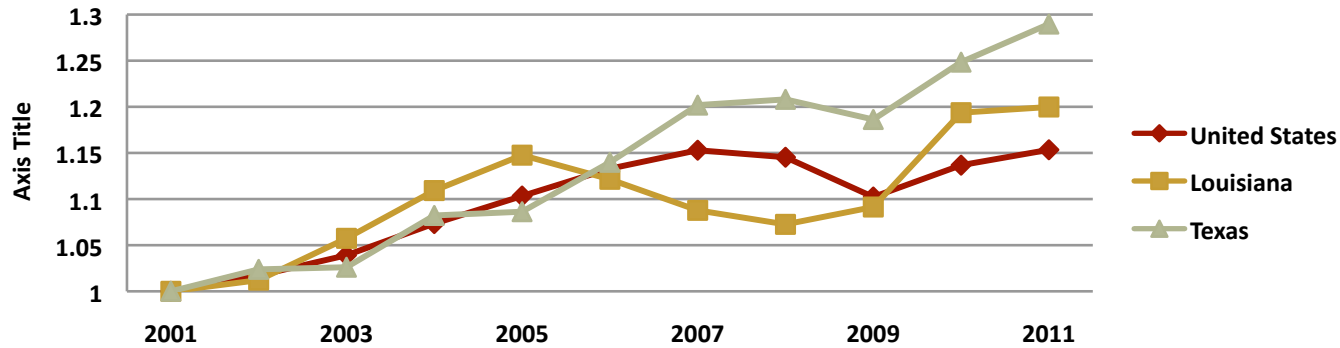
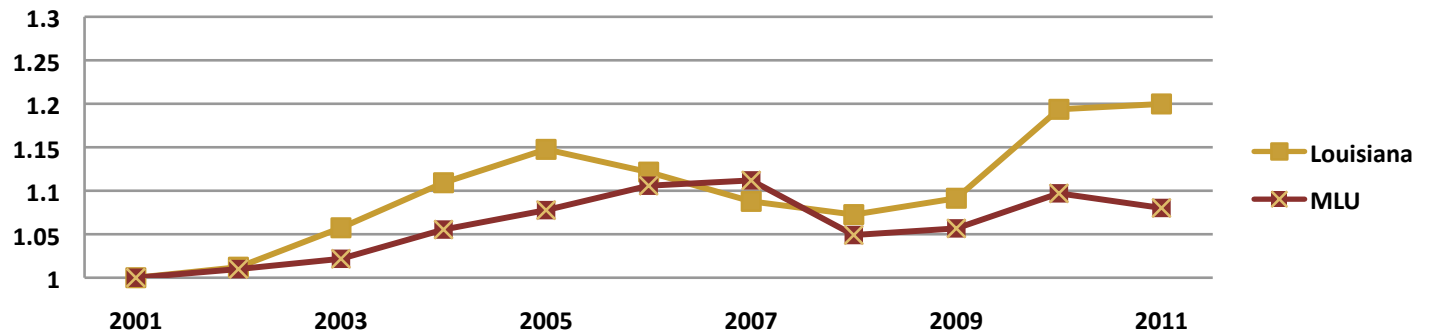


Index of Real GSP Growth: US, LA, TX



Index Real GSP Growth: LA, MLU



Northeast Louisiana Business Outlook Summit: 2013

Dr. Robert Eisenstadt, University of LA- Monroe
Dr. John Francis, Louisiana Tech University

CenturyLink Center, Monroe, Louisiana

The Change in Real GSP: All Sectors

State	2007-2011		2010-2011	
	Rank	% change	Rank	% change
North Dakota	1	29.80%	1	7.63%
Oregon	2	14.33%	2	4.74%
Louisiana	3	10.30%	37	0.52%
Alaska	4	9.85%	5	2.55%
District of Columbia	5	7.46%	12	1.95%
Texas	6	7.31%	4	3.31%
U.S.	n/a	0.04%	n/a	1.47%

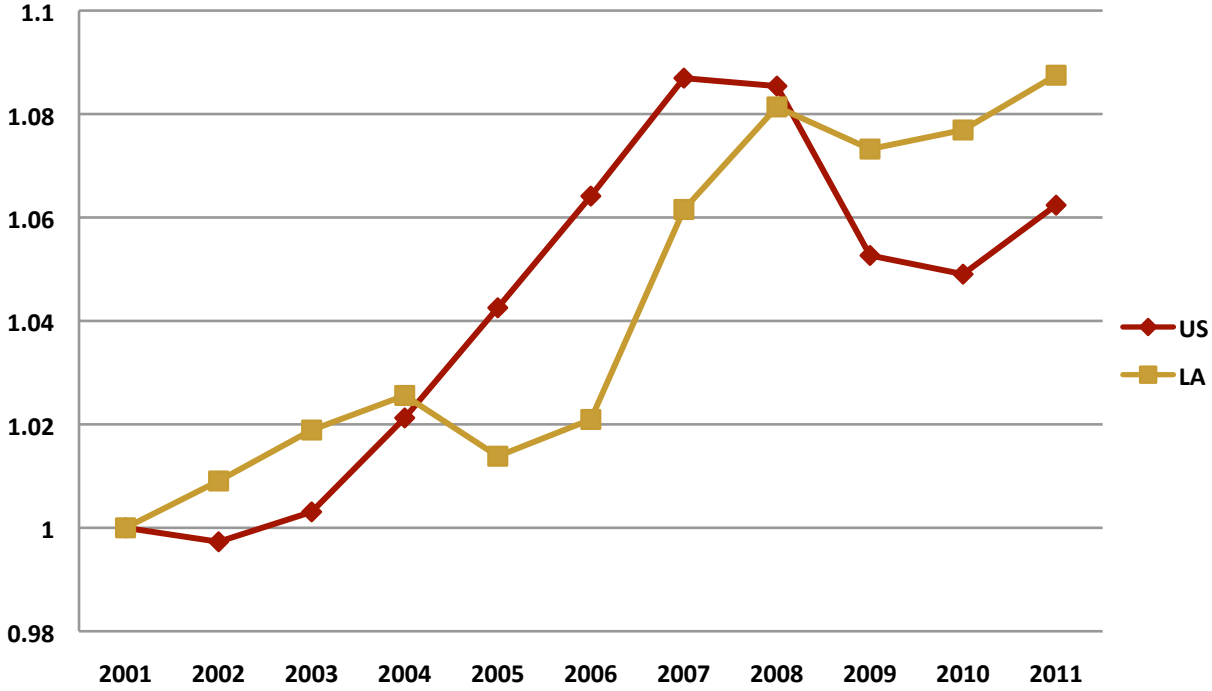


The Change in Real GSP: Private Sector Only

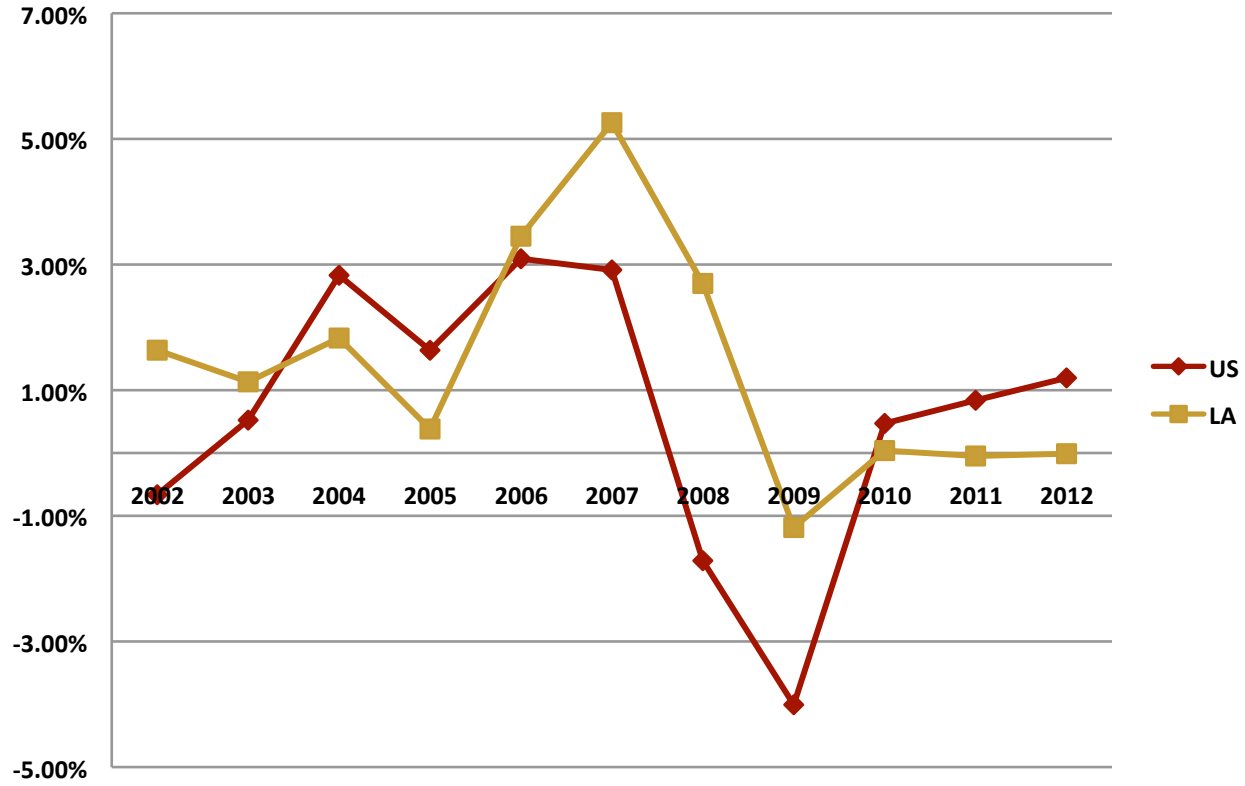
State	2007-2011		2010-2011	
	Rank	% change	Rank	% change
North Dakota	1	33.33%	1	8.68%
Oregon	2	15.80%	3	5.47%
Louisiana	3	10.39%	33	0.84%
Alaska	4	9.05%	6	2.98%
West Virginia	5	7.92%	2	5.67%
Utah	6	7.44%	11	2.22%
U.S.	n/a	-0.25%	n/a	1.76%



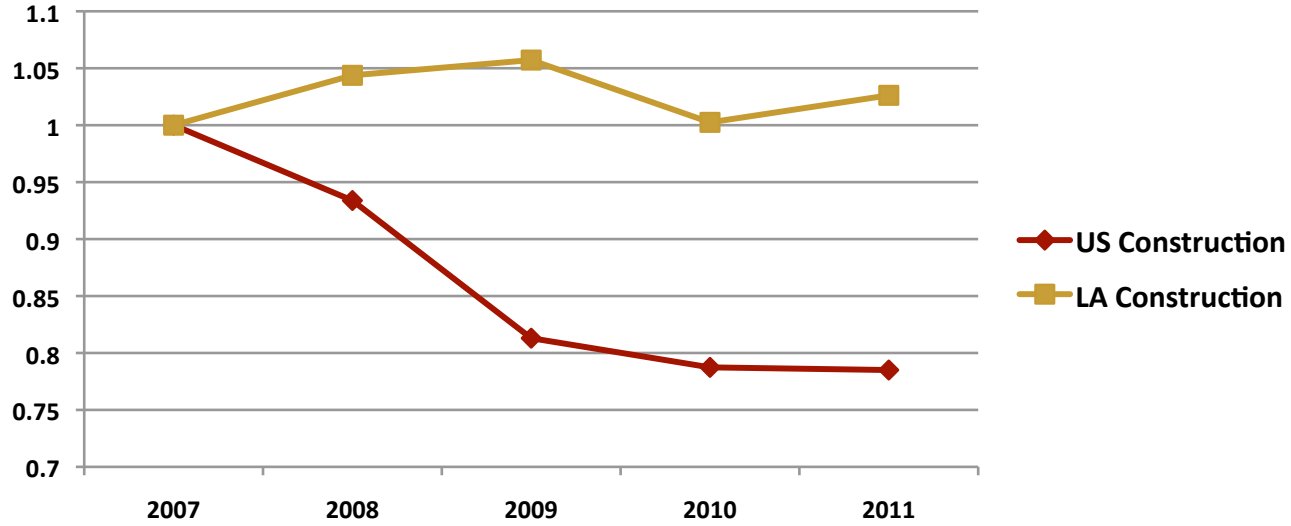
Employment Index



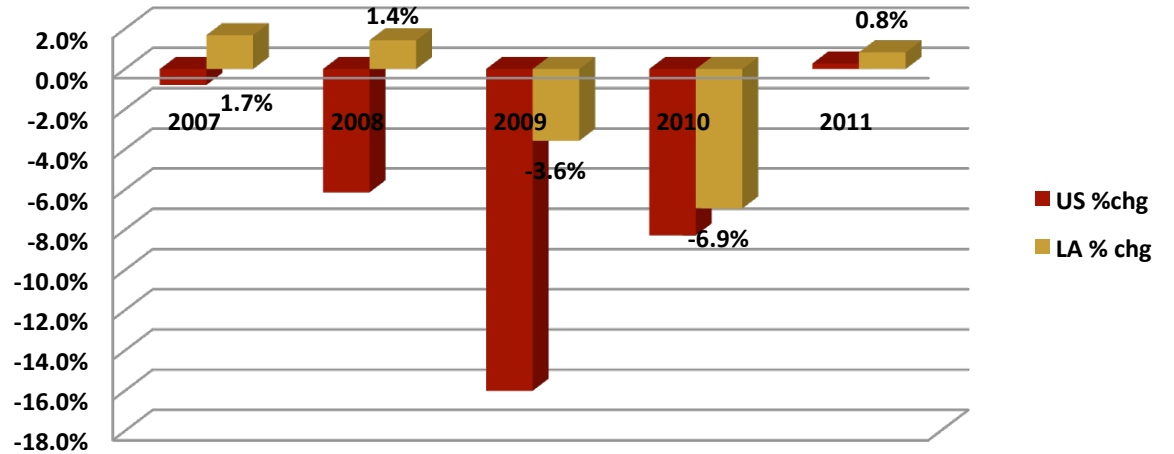
Annual % Change in Real Wage/Salary Disbursements



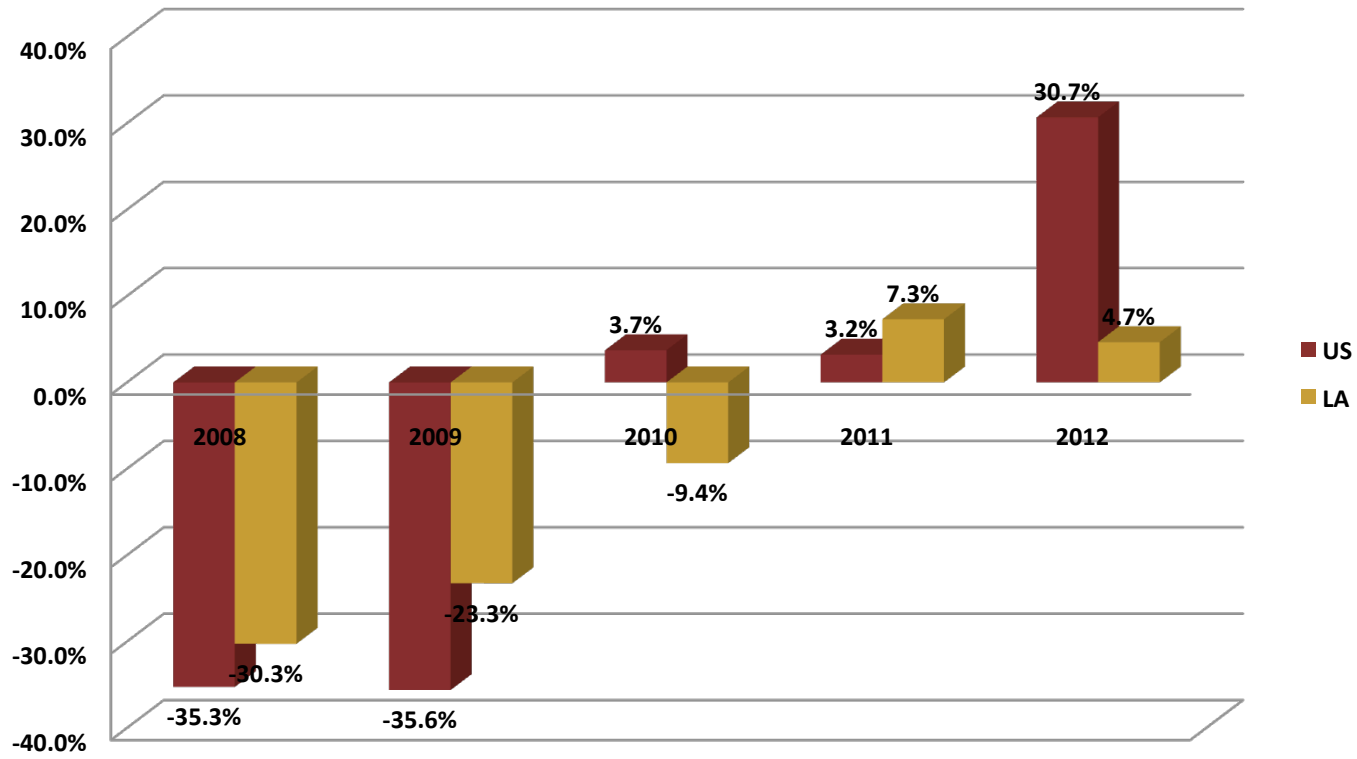
Construction Index: \$ of Real GSP/GDP



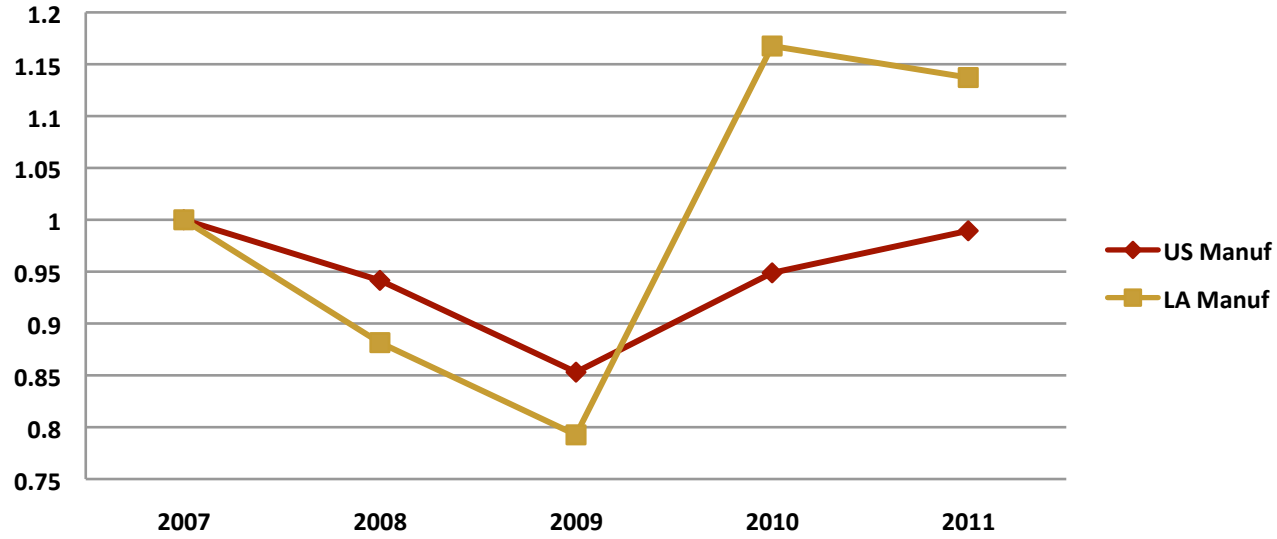
Annual % Change in Construction Employment



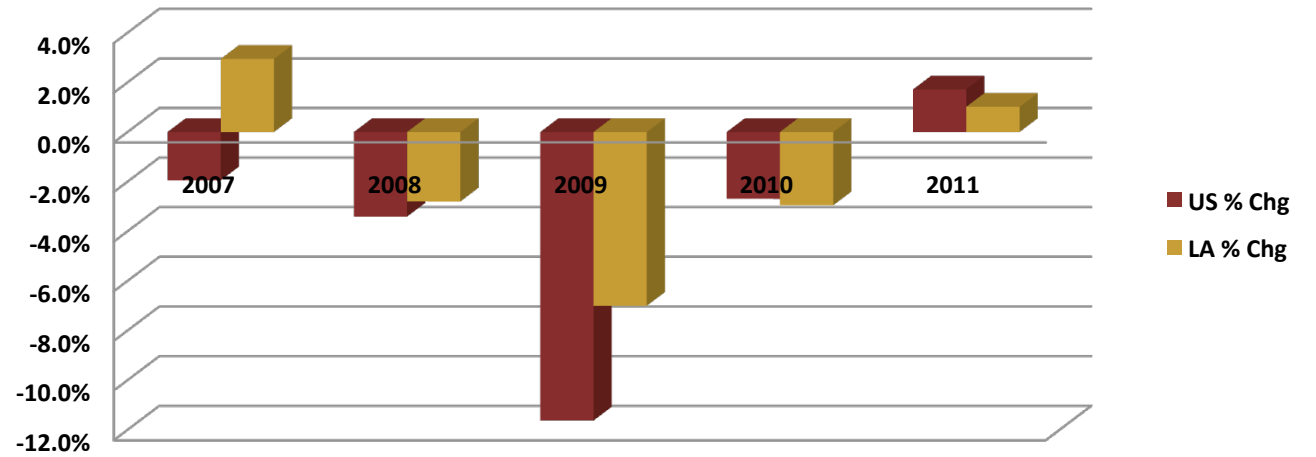
Annual % Change in Permits: Total Units



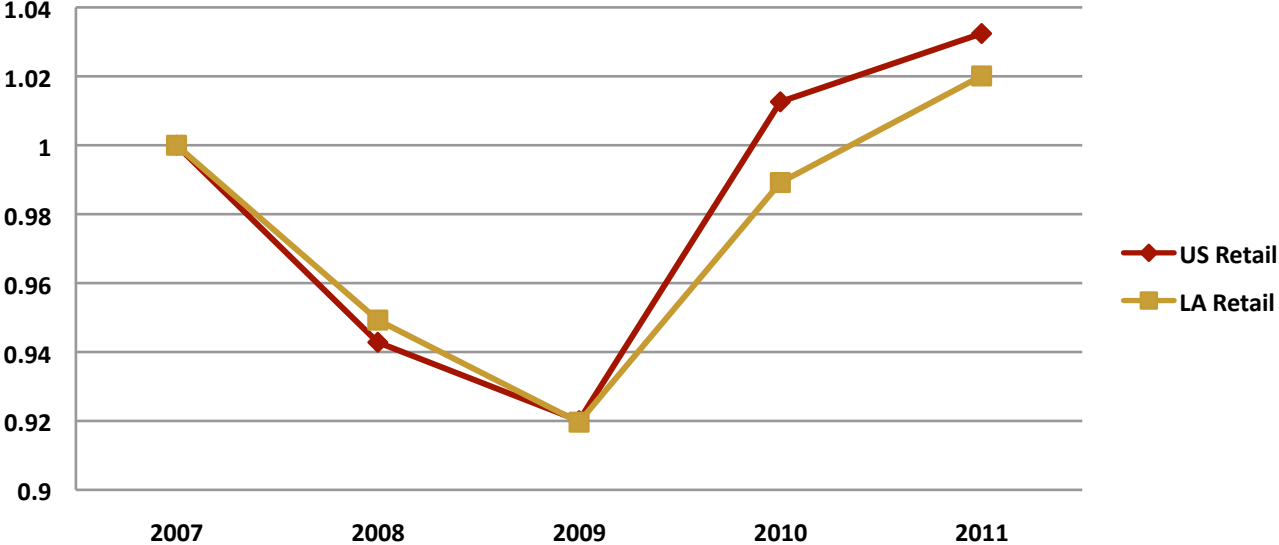
Manufacturing Index: \$ of Real GSP/GDP



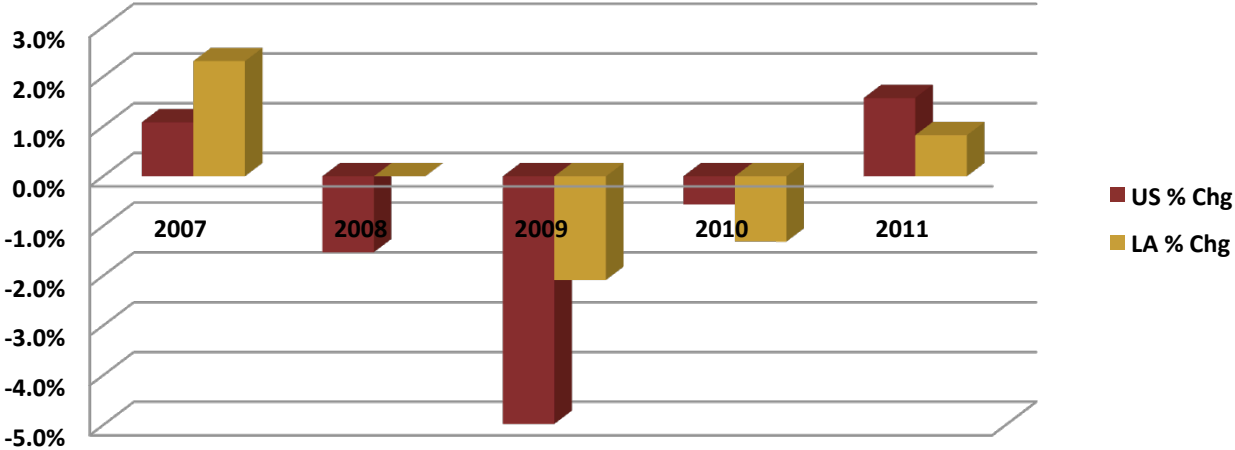
Annual % Change in Manufacturing Employment



Retail Index: \$ of Real GSP/GDP

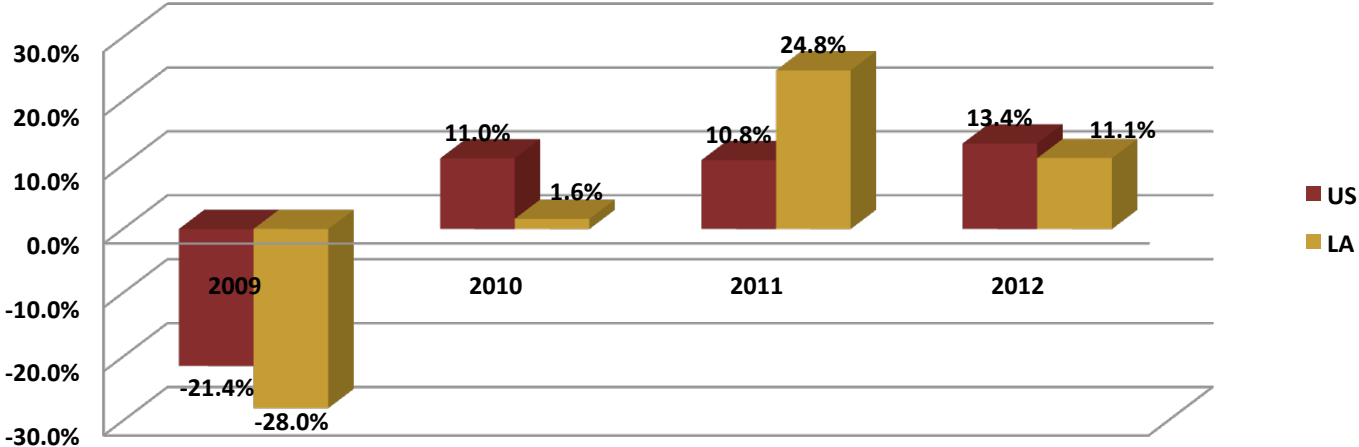


Annual % Change in Retail Employment



New Purchases of Motor Vehicle: US and Louisiana

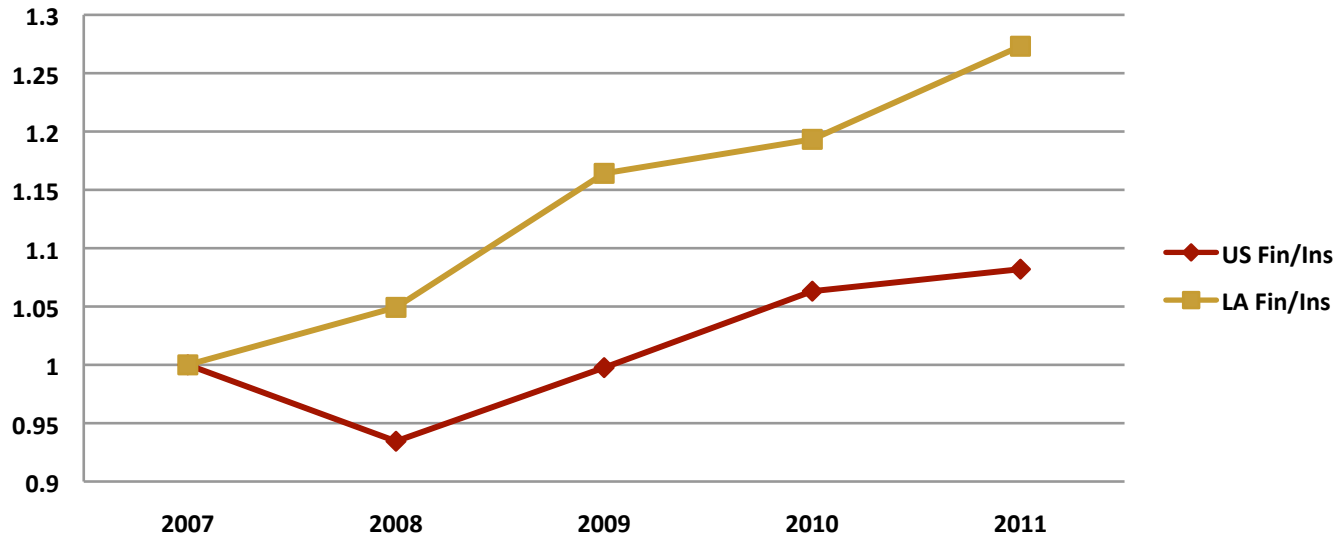
Annual Percentage Change in New Vehicle Sales



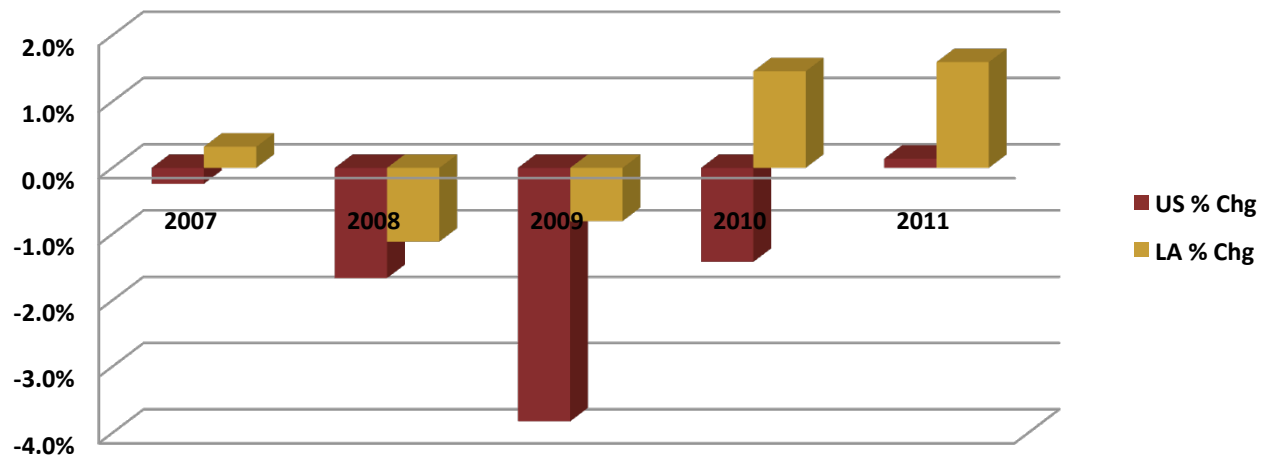
Truck/SUV as Percent of Total Sales

	US	LA
2008	48.4%	59.3%
2009	47.5%	58.3%
2010	50.4%	61.6%
2011	51.4%	61.9%
2012	49.0%	60.3%

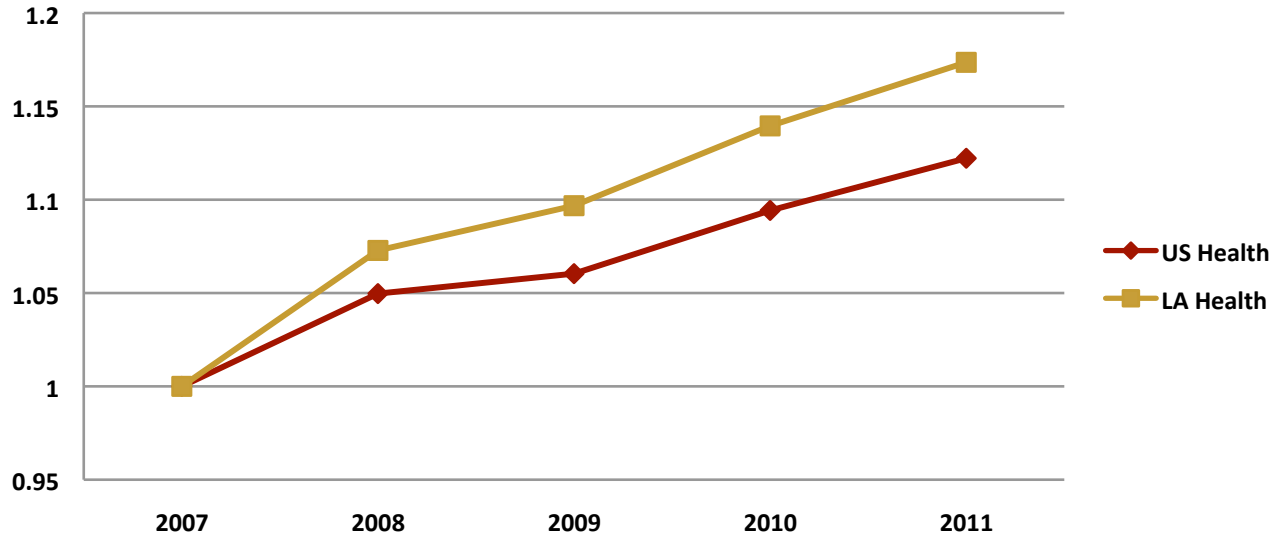
Finance/Insu Index: \$ of Real GSP/GDP



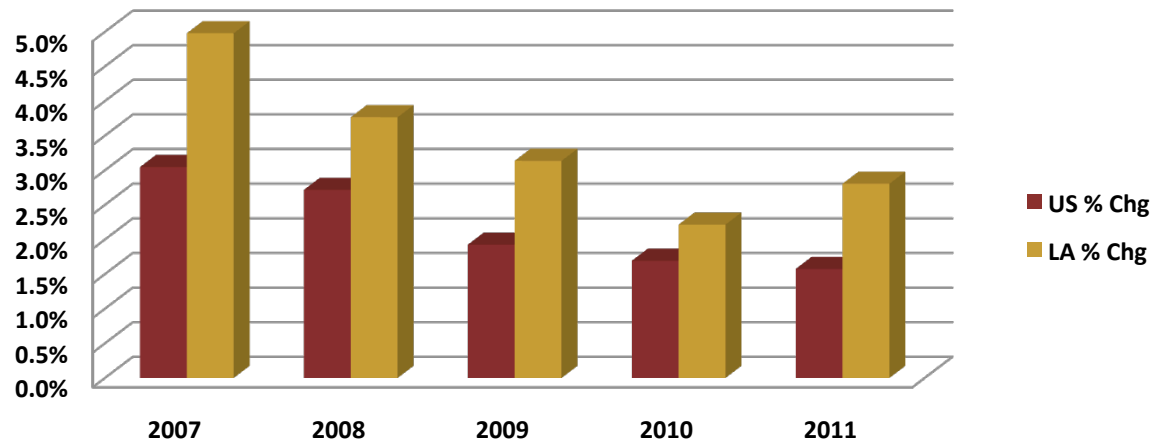
Annual % Change in Finance/Insu Employment



Health/Social Asst: \$ of Real GSP/GDP



Annual % change in Healthcare/Soc. Asst. Employment



New Investment in Louisiana

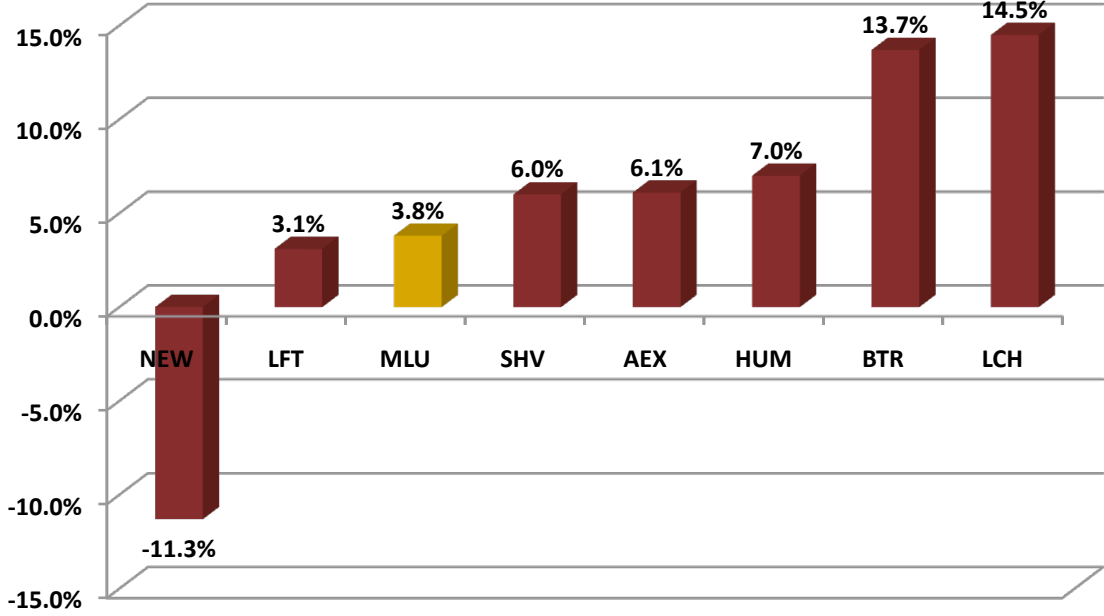
- **Nucor Steel (Convent LA) Region 11,250 jobs**
 - Intermediate steel products
- **Lockheed Martin (New Orleans) Region 1166 jobs**
 - Liquefied natural gas
- **IBM (Baton Rouge) Region 2800 jobs**
 - Software development/support
- **Sasol (Lake Charles) Region 51,275 jobs**
 - Natural gas to liquids
- **G2X (Lake Charles) Region 5243 jobs**
 - Natural gas to gasoline.
- **Sundrop Fuels (Alexandria) Region 6150 jobs**
 - Biofuels
- **Century Link (Monroe) Region 81000 jobs**
 - Telecommunications
- **Elio Motors (Shreveport) Region 7 1,500 jobs**
 - Automotive manufacturing

Statewide aggregated outcomes:

Total full-time equivalent jobs: 24,400

Total Household Income: \$1 billion.

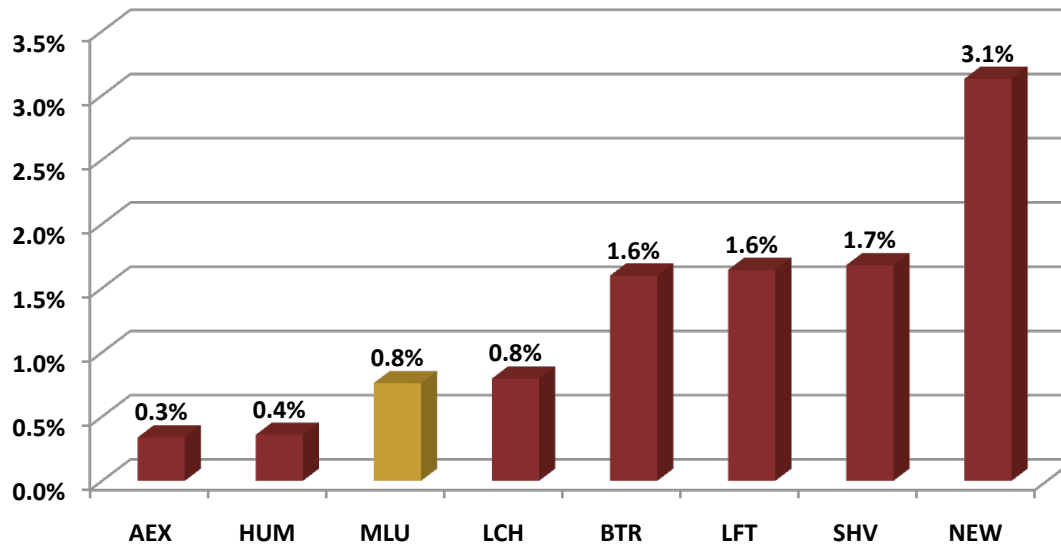
Population Change by MSA: 2000-2010



2000-2010 change in US = 9.7%
2000-2010 change in LA = 1.4%



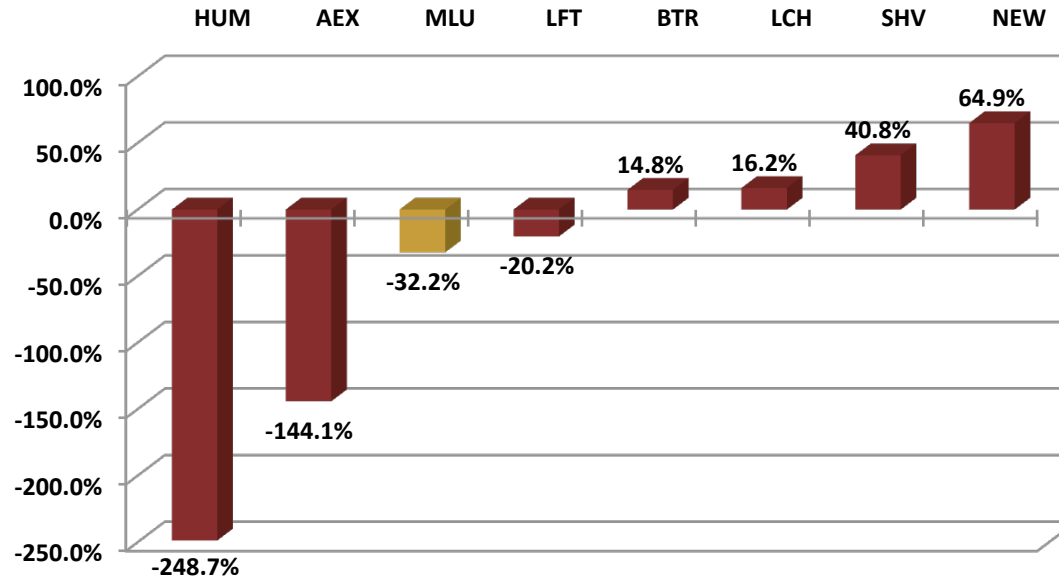
% Change in Population: 2010-12



% change for LA = 1.5%
% change for US = 1.7%
% change all MSAs = 1.9%



Net Migration as % of Population Change: 2010-12



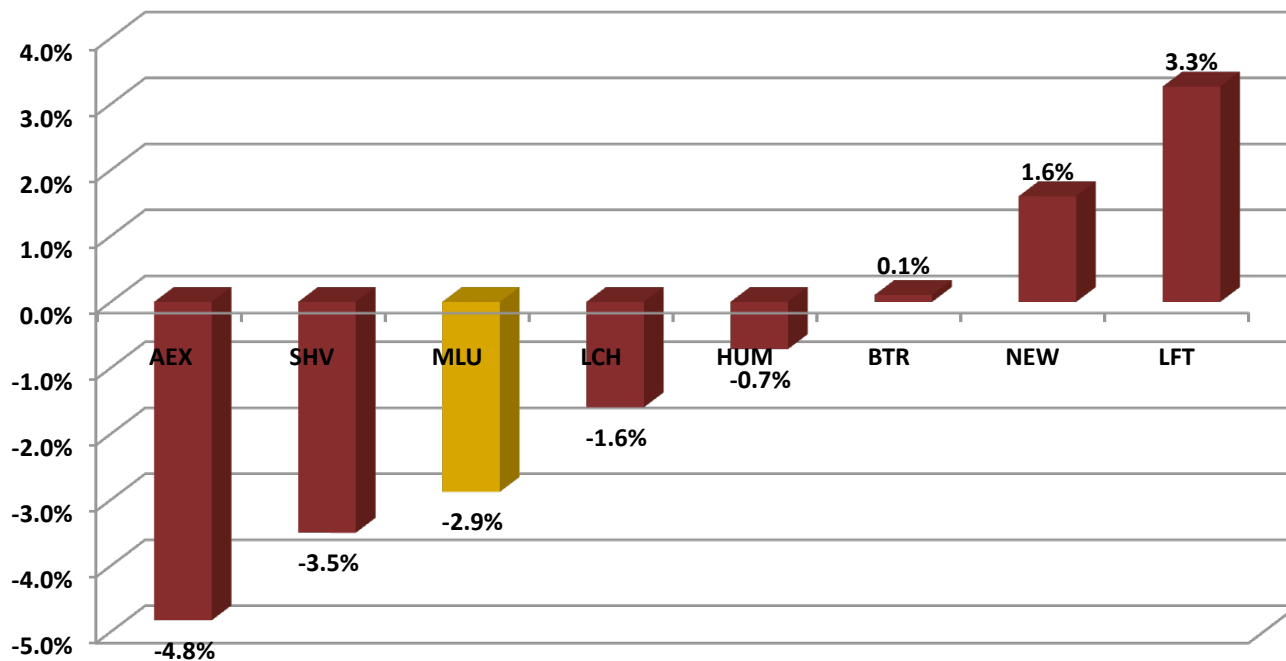
% of Population of Hispanic Origin		
	Louisiana	USA
2007	3.1%	15.1%
2011	4.4%	16.7%



% Change and Rank in Gross MSA Product

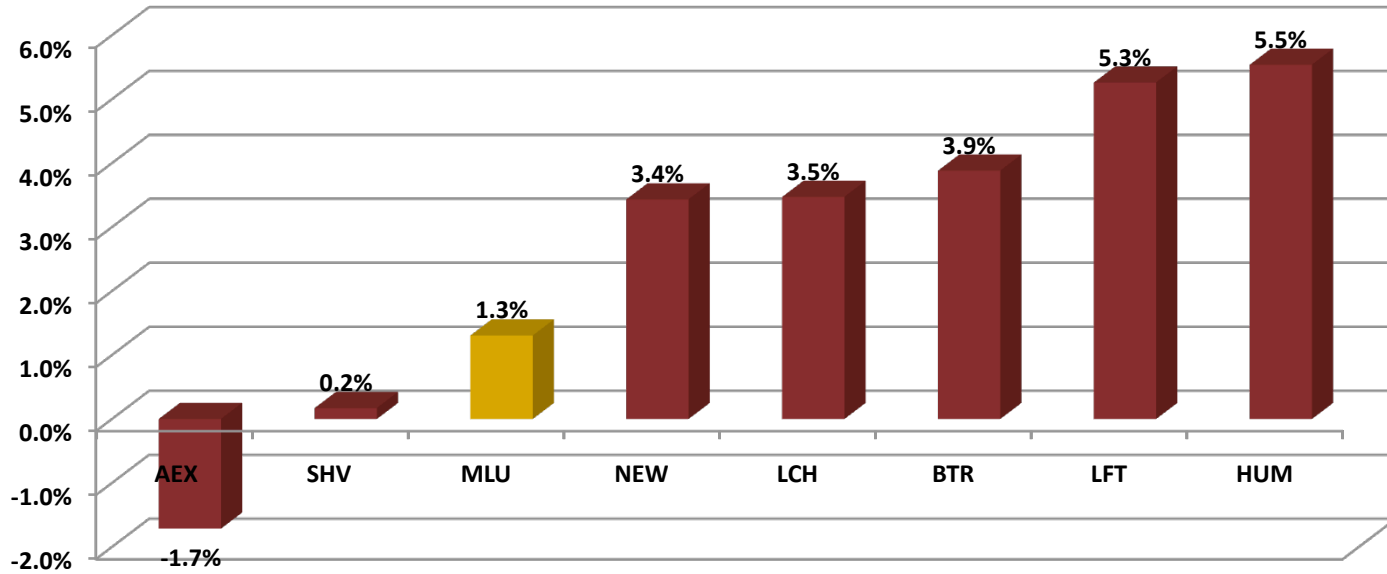
Area	2007-11 Growth	2007-11 Rank	2010-11 Growth	2010-11 Rank
LFT	29.6%	1	5.5%	1
HUM	15.9%	2	-1.6%	8
SHV	11.0%	3	3.7%	2
BTR	8.7%	4	-0.1%	4
NEW	8.2%	5	-0.8%	5
LCH	7.6%	6	2.0%	3
AEX	1.6%	7	-1.1%	6
MLU	-2.9%	8	-1.5%	7

% Change in Non-Farm Employment: 2007-12



% Change in Private Sector Employment: 2007-12							
AEX	SHV	MLU	LCH	HUM	BTR	NEW	LFT
-2.0%	-1.4%	-2.2%	-4.0%	-1.1%	1.3%	3.3%	4.5%

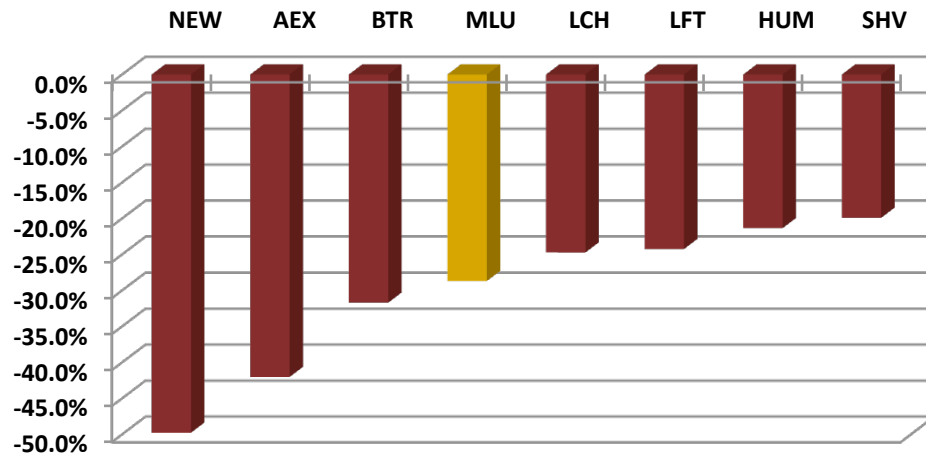
% Change in Non-Farm Employment: 2009-12



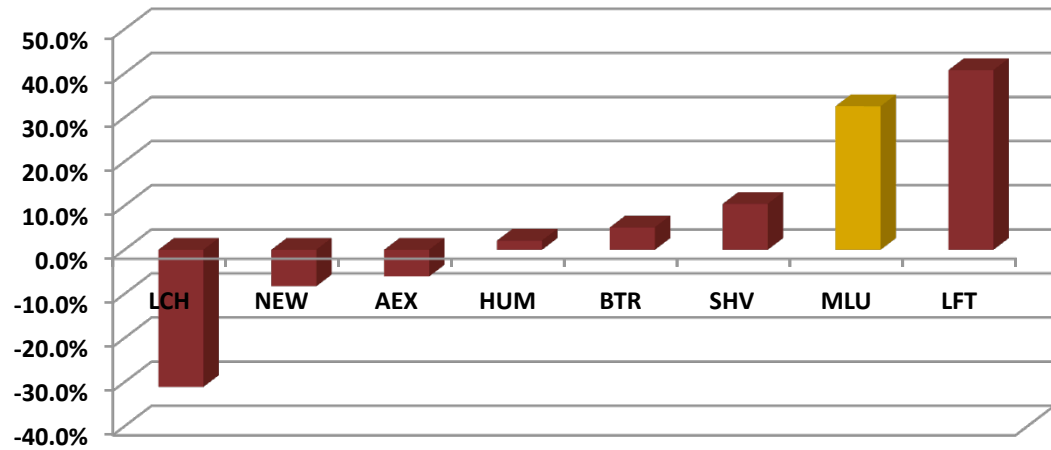
% Change in Private Sector Employment: 2009-12

AEX	SHV	MLU	NEW	LCH	BTR	LFT	HUM
-1.4%	1.3%	1.6%	3.4%	0.9%	2.6%	6.0%	2.4%

% Change in Total Permits: 2007-2012

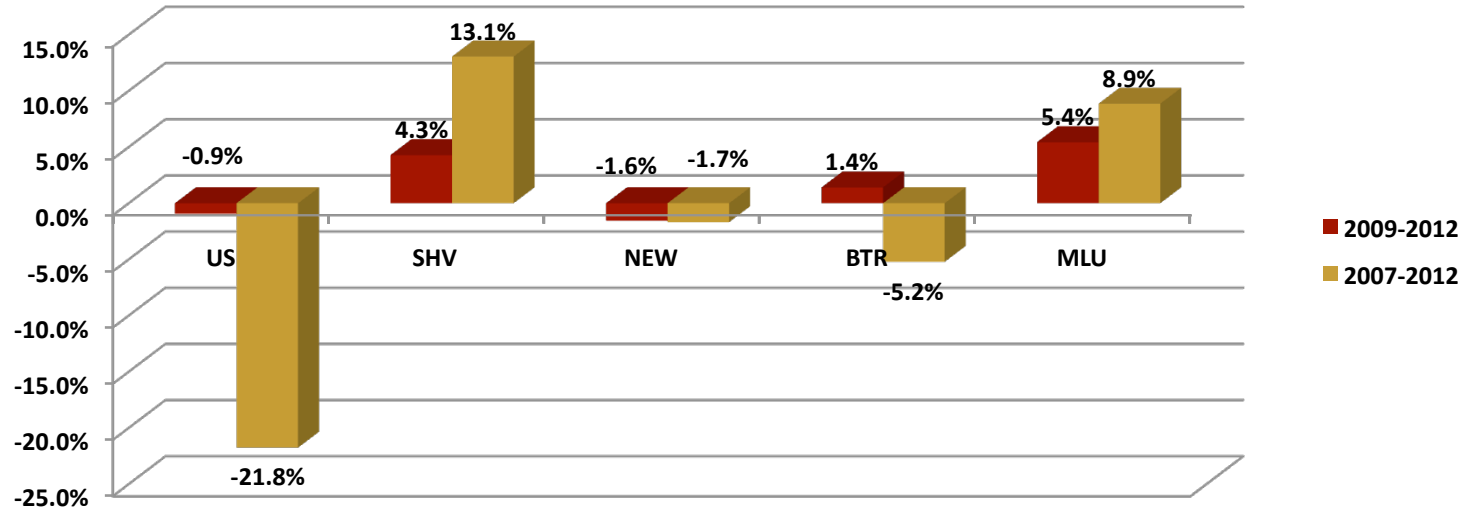


% Change in Total Permits 2009-2012



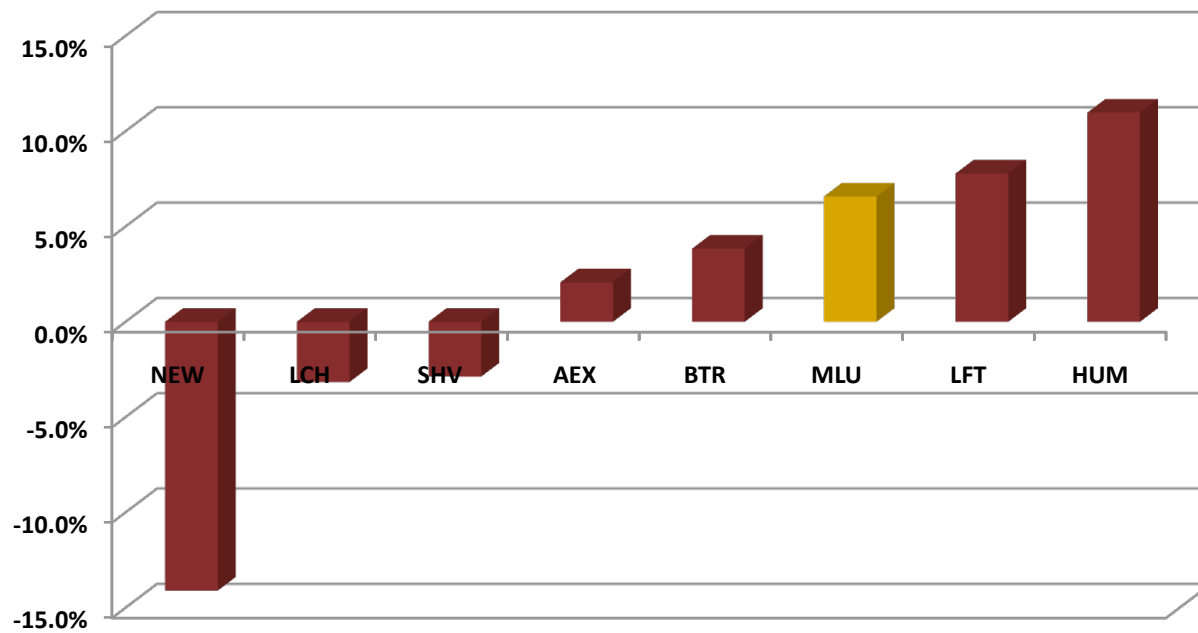
Existing Home Sales

Percentage Change in Average Selling Prices

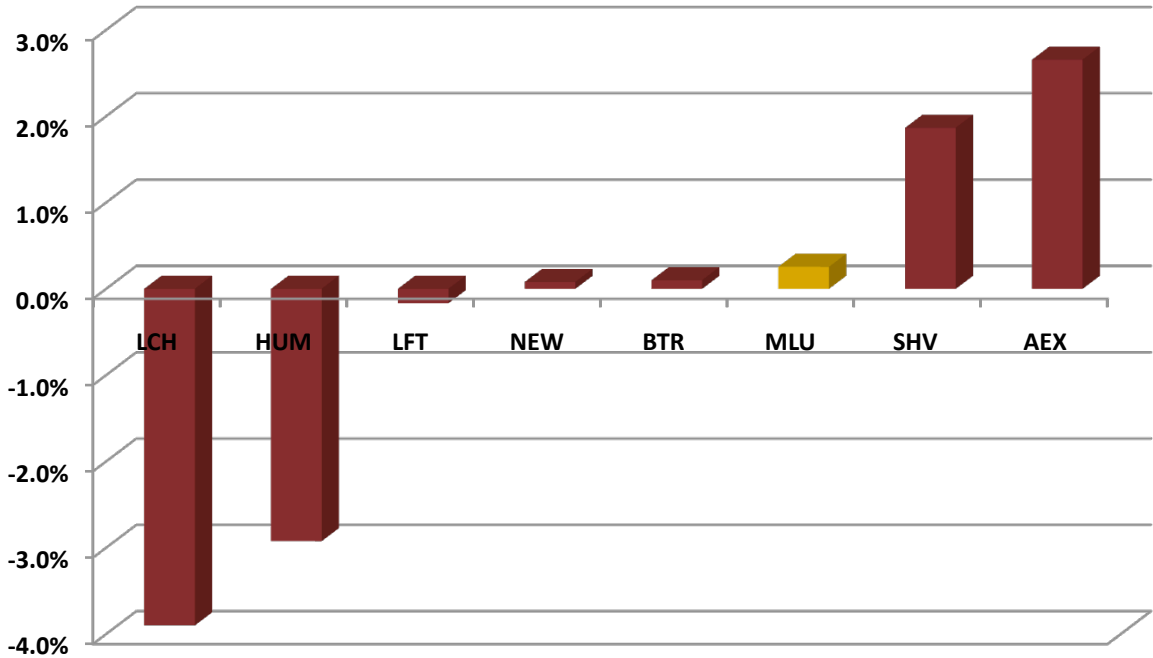


Metro	2006	2007	2008	2009	2010	2011	3-qtr 2012. mean
US	\$221.90	\$217.90	\$196.60	\$172.10	\$173.10	\$166.20	\$170.50
SHV	\$132.20	\$135.60	\$138.50	\$147.00	\$156.60	\$156.20	\$153.30
NEW	\$173.10	\$160.30	\$160.50	\$160.10	\$159.70	\$153.00	\$157.60
BTR	\$169.50	\$174.40	\$165.00	\$163.00	\$169.60	\$163.40	\$165.30
MLU	\$143.50	\$147.80	\$145.10	\$152.60	\$154.70	\$163.90	\$160.90

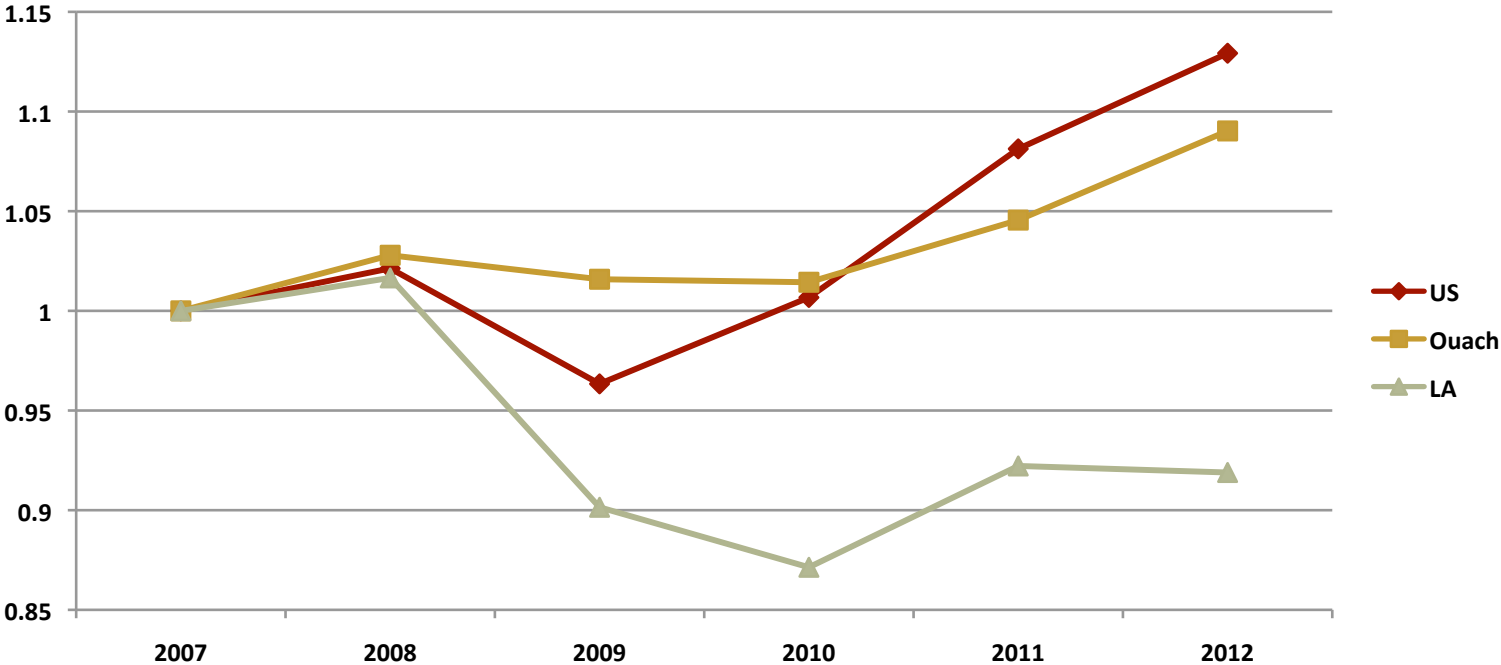
% Change in Manufacturing Employment: 2009-2012



% Change in Retail Employment: 2009-2012



Index of Retail Sales Activity: Non-automotive*



Ouachita Parish and Louisiana Retail estimated from sales tax collections.

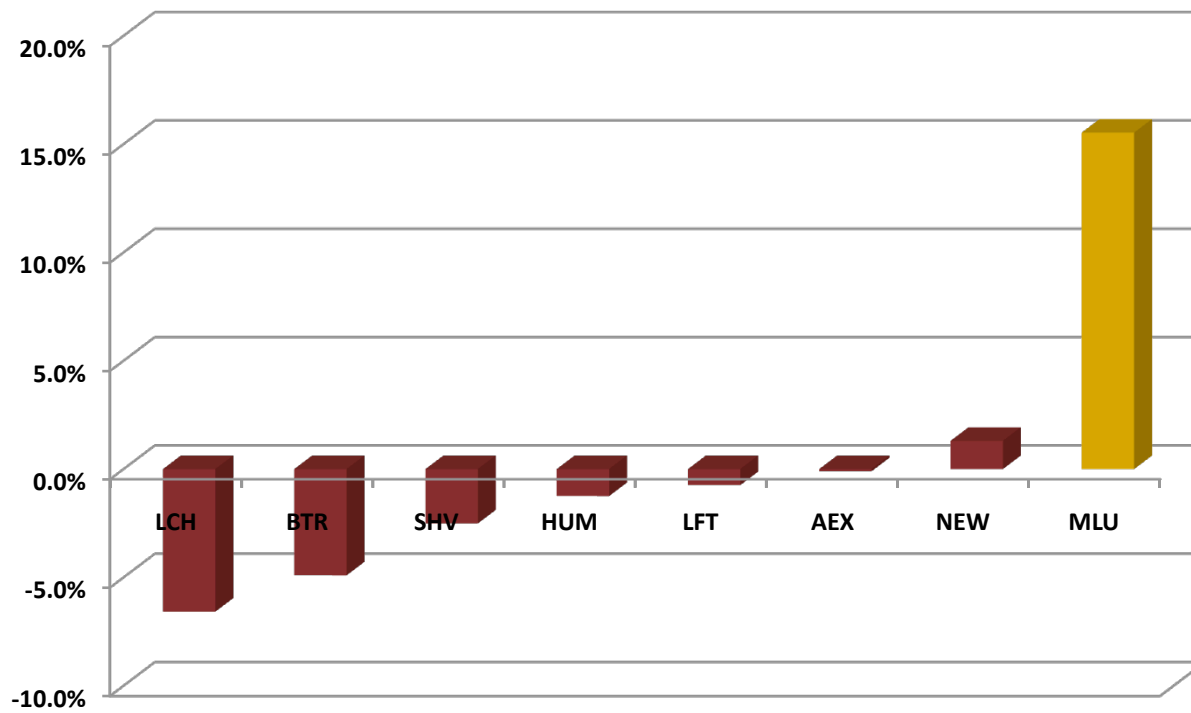
Year over Year Change in Seasonal Sales		
	US	Ouachita
2010-11	6.50%	-0.30%
2011-12	3.80%	5.00%

New Vehicle Sales (Lincoln, Morehouse, Ouachita): 2011 to 2012

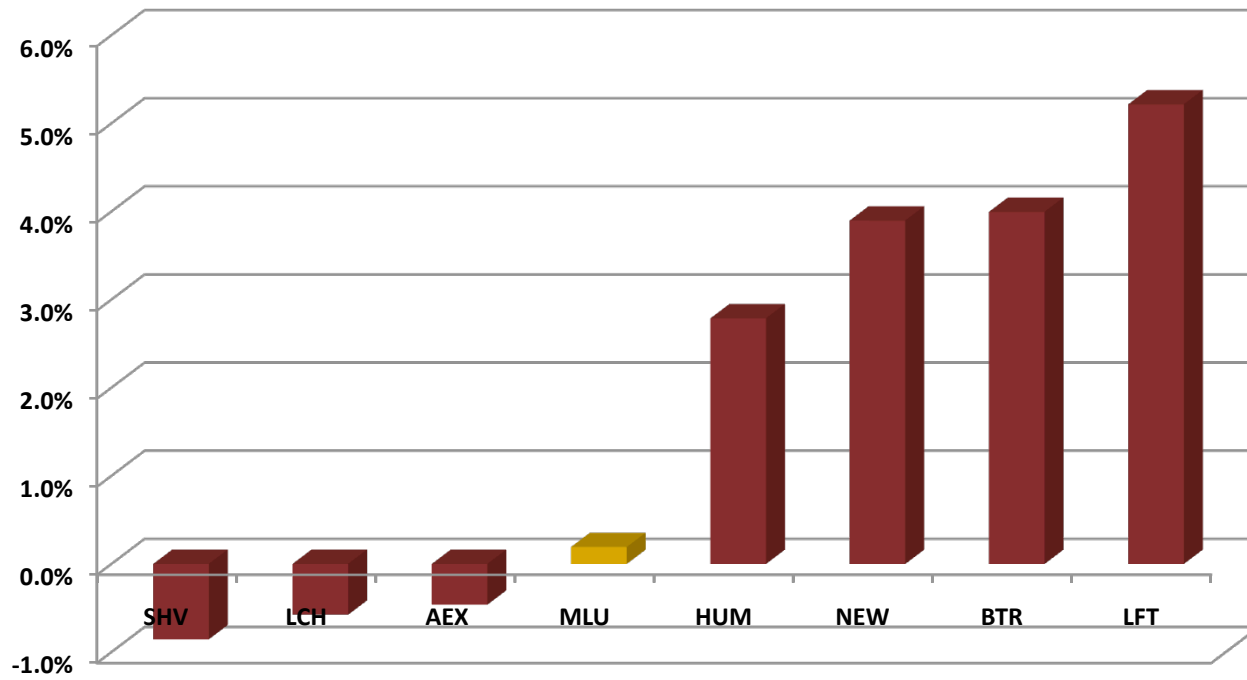
	Automobiles	SUV/Trucks	Ouachita Vehicle Registration (estimated)
2011	2,362	5,089	\$264.8 million
2012	2,720	5,356	\$278.5 million
% chg	15.16%	5.25%	5.17%

2007 Ouachita Vehicle Registration = \$254.7 million

% Change in Finance/Insurance Employment: 2009-2012



% Change in Healthcare Employment: 2009-2012



And the winner is Chemical Manufacturing....

- **Employment Multipliers @ 4.2-7.8**
- **Income Multipliers @ 2.5-3.8**

% Change in Labor Earnings in All Industries and in Chemical Manufacturing: 2007-2011.

	LFT	HUM	SHV	AEX	NEW	BTR	LCH	MLU	US	LA
Chemical Manuf	180.30%	127.90%	70.40%	65.80%	22.70%	19.00%	14.50%	5.10%	3.00%	25.30%
All Earnings	18.80%	18.60%	12.00%	7.60%	10.80%	13.40%	9.40%	4.00%	8.80%	12.60%

The % Change in Earnings by Major Industry Group: 2007-2011

	Chem	All Earn	Manuf	Const'n	Retail	Fin/Ins	Inform	Health	Gov't
LFT	180.3%	18.8%	32.7%	25.6%	11.1%	13.0%	-18.0%	40.9%	15.8%
HUM	127.9%	18.6%	17.9%	19.8%	4.0%	-10.2%	-4.2%	20.3%	22.8%
SHV	70.4%	12.0%	-16.6%	15.2%	12.5%	11.6%	-3.6%	16.7%	18.1%
AEX	65.8%	7.6%	12.8%	-23.0%	9.7%	-0.7%	-25.1%	18.7%	6.1%
NEW	22.7%	10.8%	10.8%	10.0%	-2.2%	8.9%	-9.2%	26.3%	15.7%
BTR	19.0%	13.4%	20.1%	10.8%	6.8%	4.6%	4.5%	27.7%	10.7%
LCH	14.5%	9.4%	22.2%	0.1%	-2.3%	9.1%	-52.0%	33.7%	12.5%
MLU	5.1%	4.0%	n/a	-15.6%	-6.0%	19.5%	-33.8%	16.9%	11.7%
US	3.0%	8.8%	4.2%	17.2%	-0.1%	4.0%	2.1%	19.5%	12.8%
LA	25.3%	12.6%	10.2%	6.9%	4.2%	13.6%	-13.4%	25.1%	15.2%

Taxes and Tax Policy in Louisiana



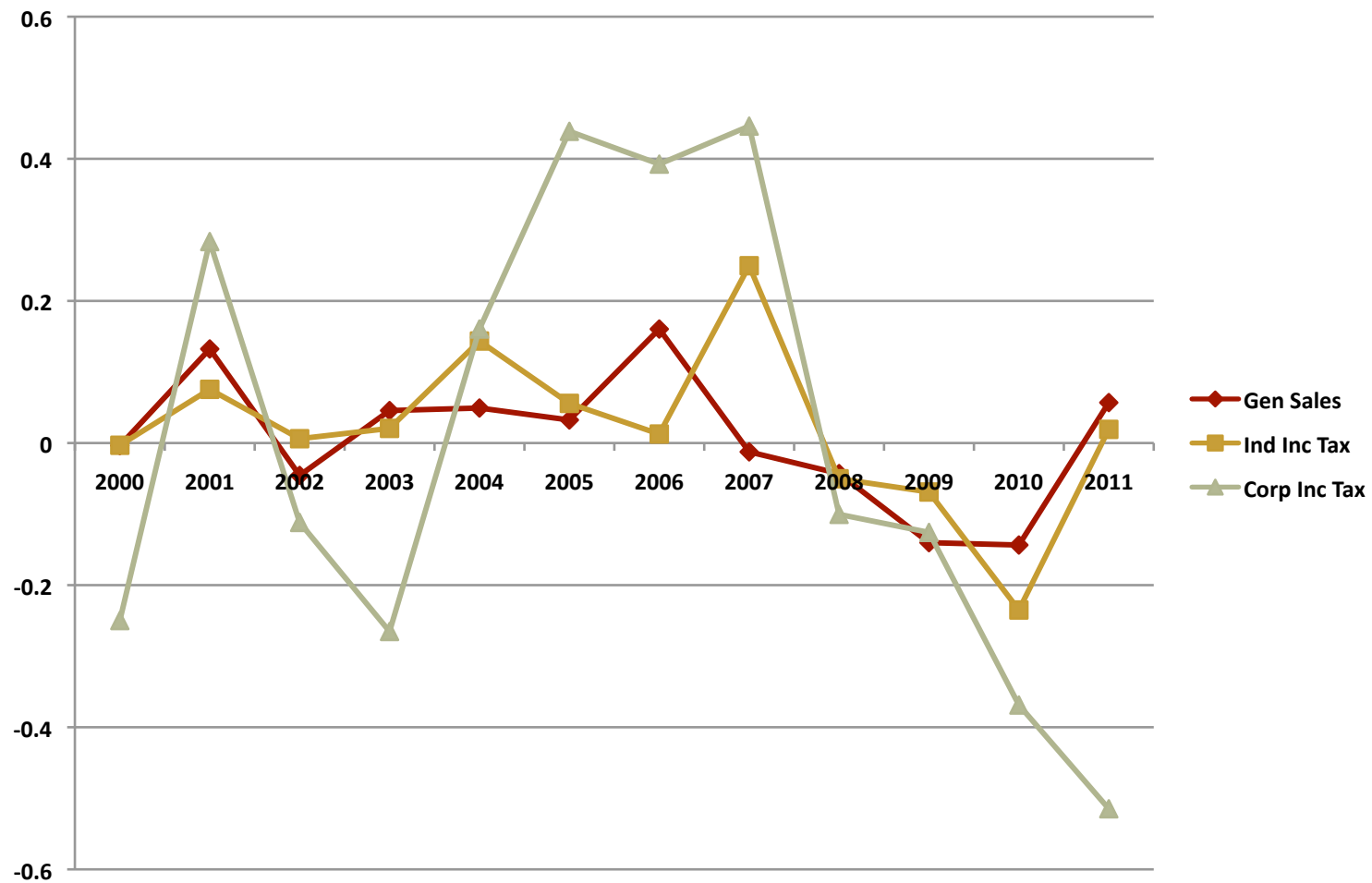
Louisiana Tax Revenues by Major Source: 2007-2012

	Corp Inc.	Ind. Income	Sales	Severance	Other Collections
2007	\$731,261	\$3,269,522	\$2,832,823	\$925,072	\$1,147,226
2008	\$718,029	\$3,189,563	\$2,879,652	\$1,169,161	\$1,102,862
2009	\$687,228	\$2,855,056	\$2,553,674	\$704,050	\$1,123,427
2010	\$139,548	\$2,166,976	\$2,468,394	\$753,394	\$973,221
2011	\$200,367	\$2,422,957	\$2,612,400	\$736,212	\$892,437
2012	\$294,779	\$2,594,763	\$2,603,100	\$874,176	\$887,627

Tax Revenue as a Percentage of Total State Collections

	Corp Inc.	Ind. Income	Sales	Severance	Other Collections
2007	8.2%	36.7%	31.8%	10.4%	12.9%
2008	7.9%	35.2%	31.8%	12.9%	12.2%
2009	8.7%	36.0%	32.2%	8.9%	14.2%
2010	2.1%	33.3%	38.0%	11.6%	15.0%
2011	2.9%	35.3%	38.1%	10.7%	13.0%
2012	4.1%	35.8%	35.9%	12.1%	12.2%

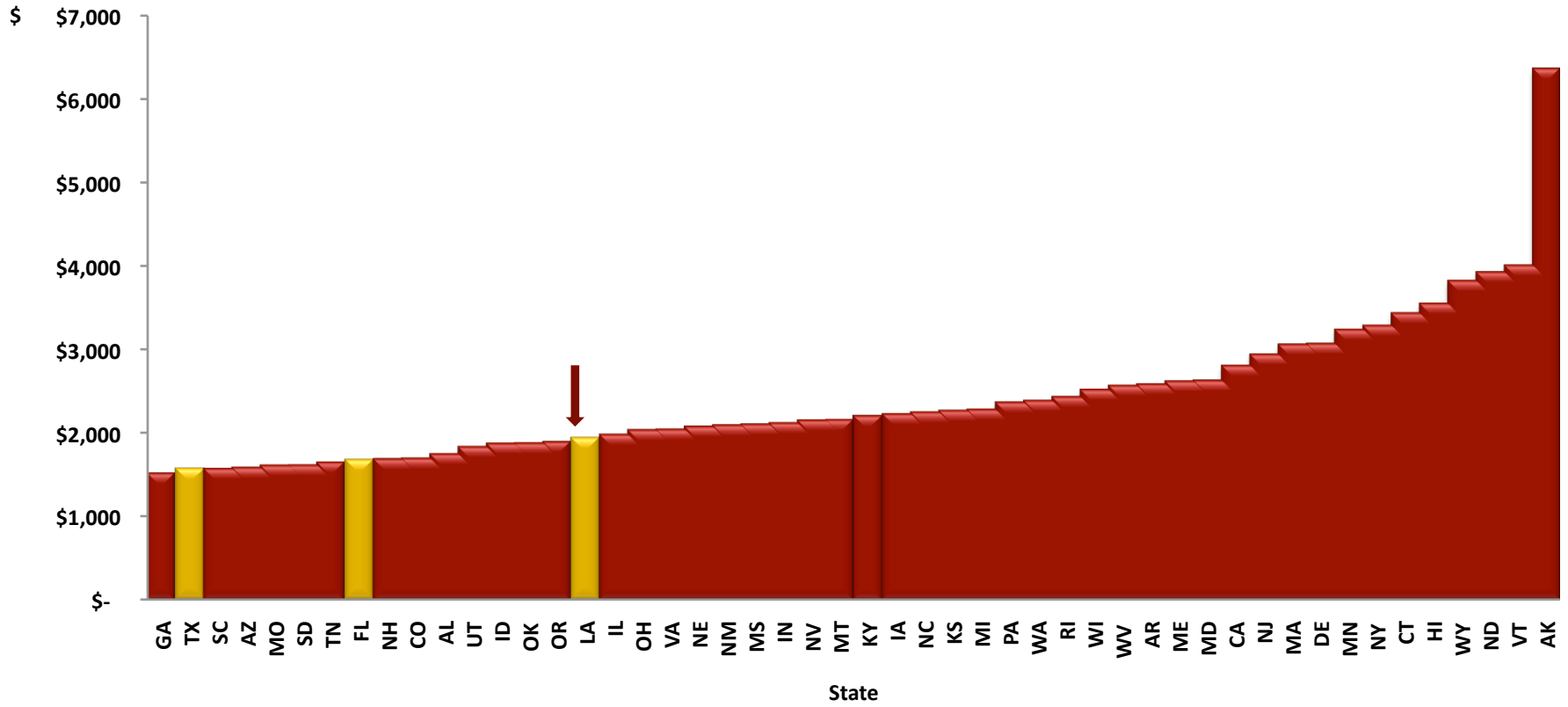
Annual % Change in Inflation-Adjusted LA State Tax Revenue by type of Tax (2012 dollars)



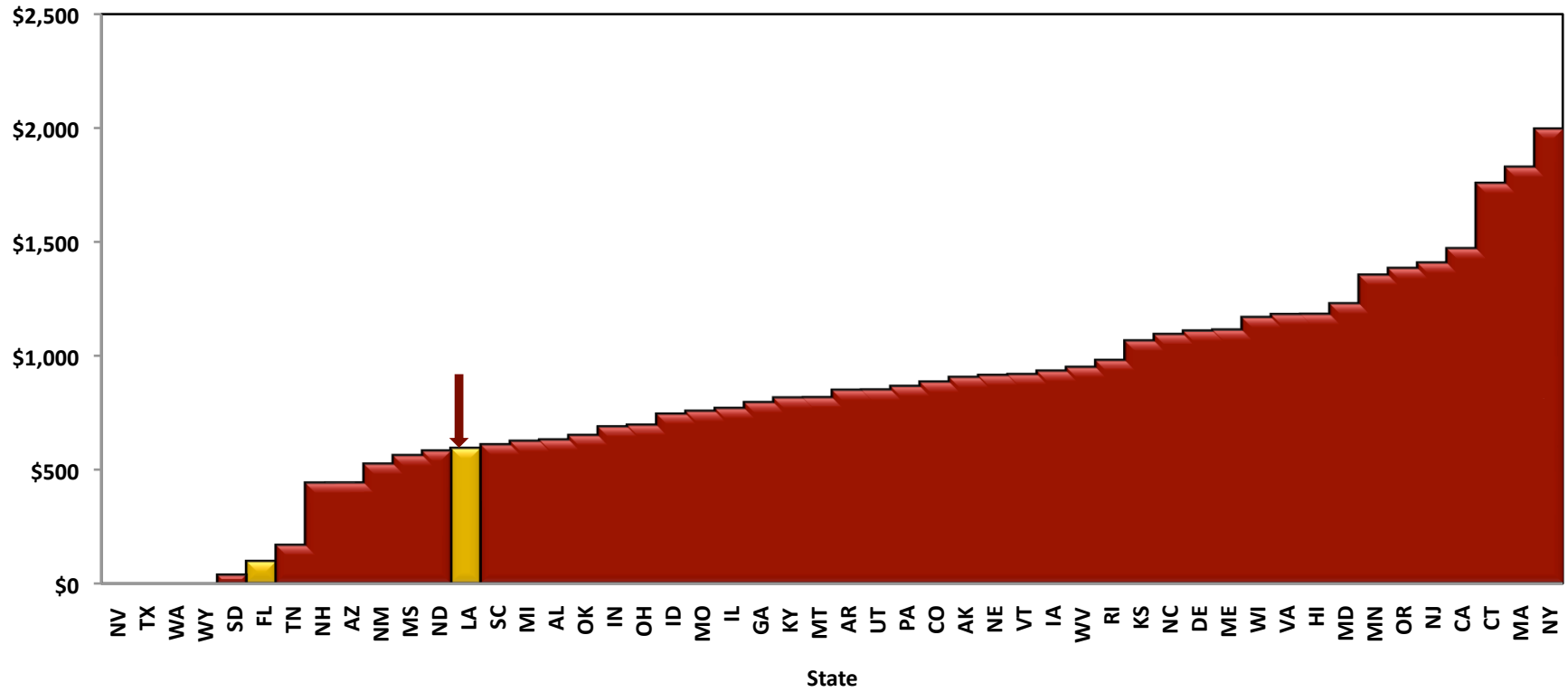
Formerly Proposed Changes to Tax Policy In Louisiana

- Eliminate Corporate Income Tax
 - \$294.8 million in 2012
- Eliminate Personal Income Tax
 - \$2.6 billion in 2012
- Replace Income Tax with increased Sales Tax Revenue
 - Increase State sales tax rate to ~~7.0%~~ 5.88% 6.25%
 - Increase Tax base
 - Add services (lawn care, personal care, transport, Business Services, other.)
 - Increase Cigarette Tax by \$1.05

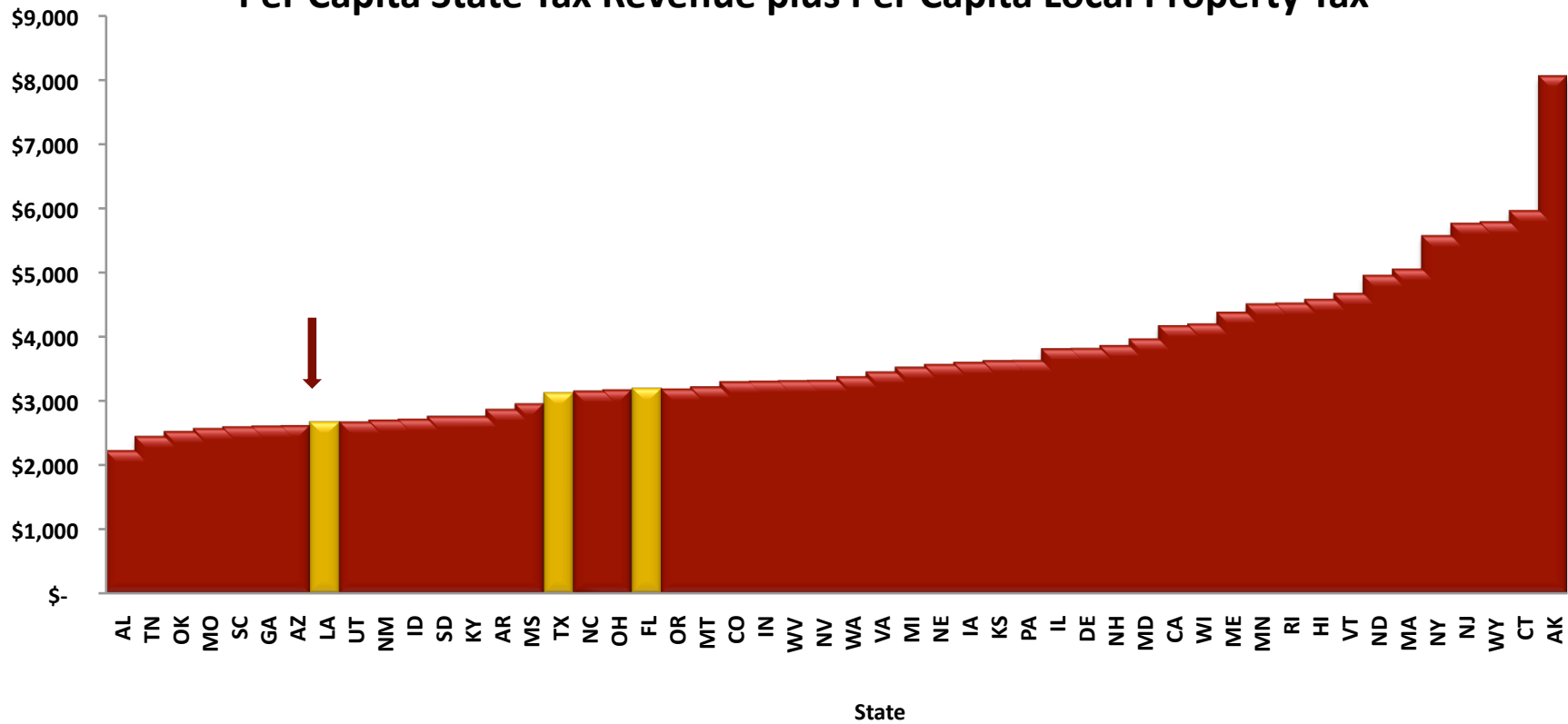
Per Capita State Tax Collections



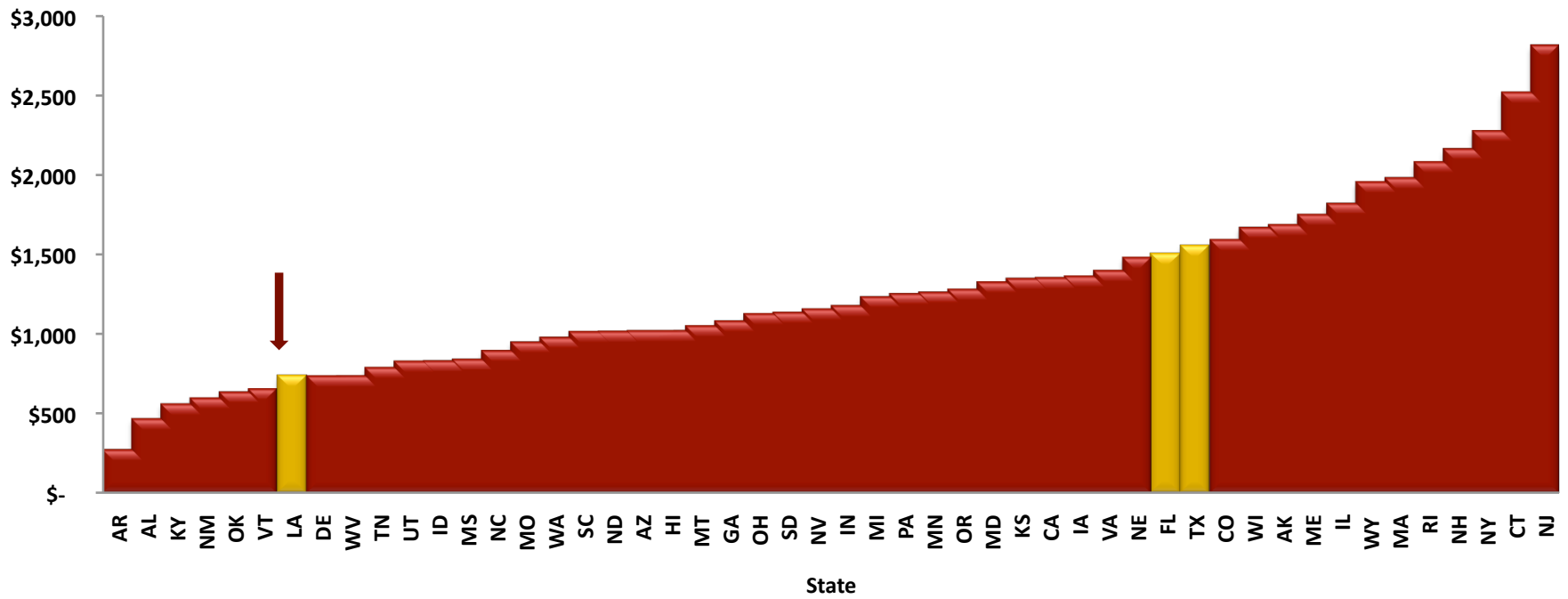
Per Capita Individual & Corporate Income Tax: 2010



Per Capita State Tax Revenue plus Per Capita Local Property Tax



Per Capita Local Property Tax: 2010



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