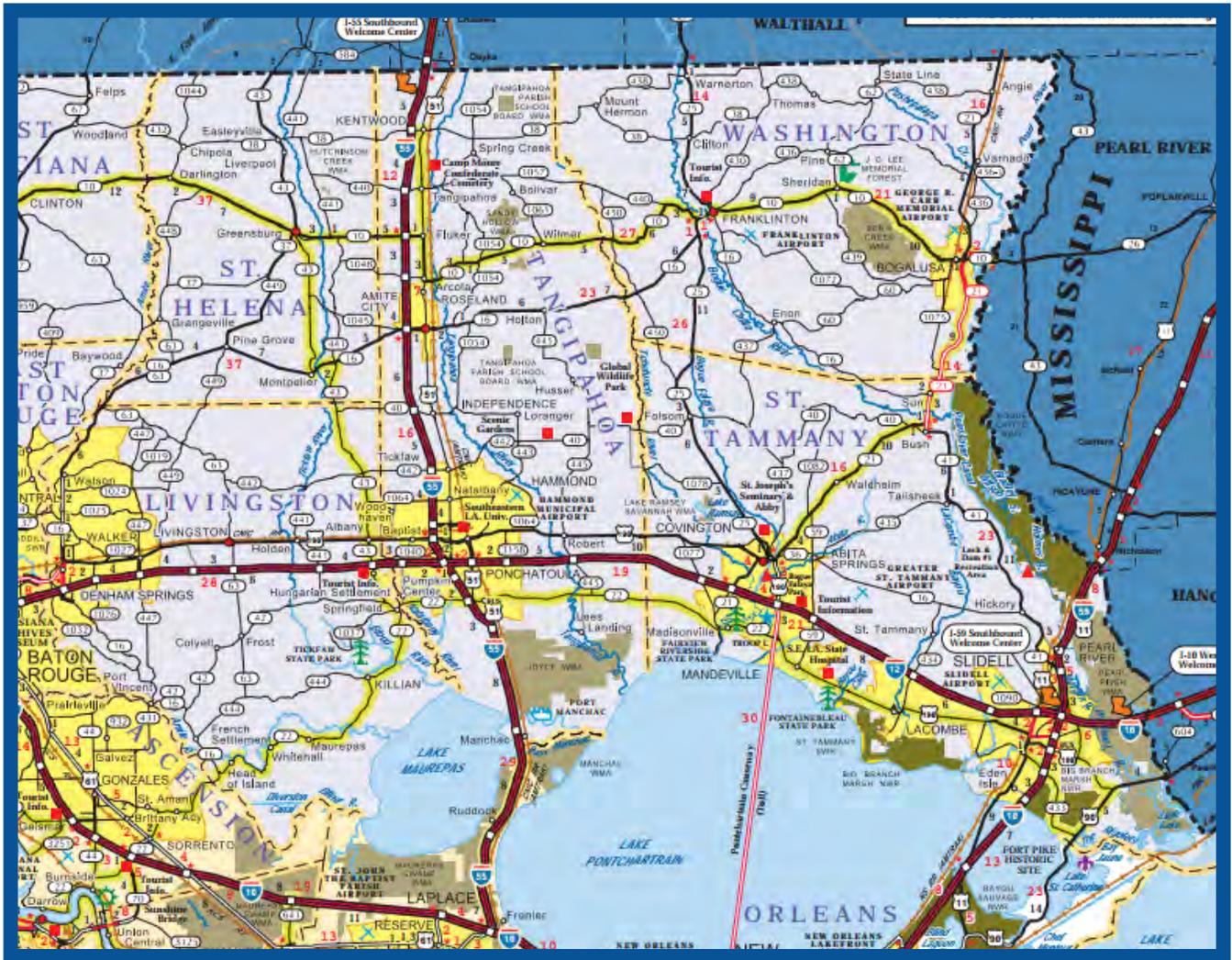


**THE DR. IVAN MIESTCHOVICH  
UNIVERSITY OF NEW ORLEANS / LATTER & BLUM, INC.  
2015 ECONOMIC OUTLOOK AND REAL ESTATE FORECAST  
FOR THE NORTHSHORE REGION**



THE UNIVERSITY OF  
NEW ORLEANS

Hosted by:  
Institute for Economic Development  
and Real Estate Research  
Executive Partner: Latter & Blum, Inc.





**2015 Dr. Ivan Miestchovich**  
**UNO/Latter & Blum Economic Outlook & Real Estate Forecast Seminar**  
**for the Northshore Region**  
**Clarion Inn & Suites Conference Center, Covington, LA**  
**Friday, June 12, 2015 | 8:30AM – 12:30PM**



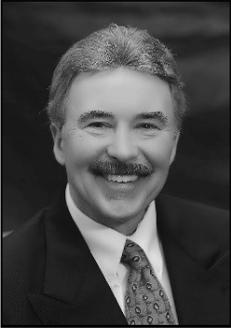
**Agenda**

- 8:00 – Registration & Networking  
8:30AM
  
- 8:30 – Welcome & Opening Remarks  
8:45AM
  - Dr. John Williams, Dean, College of Business Administration, University of New Orleans
  - Honorable Pat Brister, President, St. Tammany Parish
  - TBD, UNO International Alumni Association
  
- 8:45 – Northshore Economic Development: Projects, People and Places  
10:15AM
  - Moderator Ms. Ashley Cangelosi Llewellyn, Programs Manager, St. Tammany Parish Economic Development Foundation
  - Mr. Quentin Messer, Assistant Secretary, Louisiana Economic Development
  - Ms. Brenda Bertus, CEO, St. Tammany Parish Economic Development Foundation
  - Ms. Stacey Neal, Executive Director, Tangipahoa Parish Economic Development Foundation
  - Mr. Larry Collins, President & CEO, Livingston Parish Economic Development Council
  
- 10:15 – Break  
10:30AM
  - Sponsored by: 
  
- 10:30AM – Real Estate Panels: Trends and Outlook  
12:30PM
  - Moderator Dr. Robert Penick, Senior Vice President & CFO, Latter & Blum, Inc., Adjunct Professor, UNO
  
- 10:30 – Residential Real Estate Panel  
11:30AM
  - Single Family Richard Haase, President, Latter & Blum, Inc.
  - Apartments Larry Schedler, President, Larry G. Schedler & Associates
  
- 11:30AM – Commercial Real Estate Panel  
12:30PM
  - Retail & Office Michael Saucier, President, Gulf States Real Estate Services
  - Warehouse & Robert “Terry” Blackwell, Real Estate Consultant, Gulf States Real Estate Services
  - Distribution

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**THE DR. IVAN MIESTCHOVICH  
UNIVERSITY OF NEW ORLEANS / LATTER & BLUM, INC.  
2015 Economic Outlook & Real Estate Forecast Seminar for the Northshore  
SPEAKER BIOGRAPHIES**



***Dr. John Williams, Dean, College of Business Administration, University of New Orleans***

Dr. John A. Williams became Dean of the College of Business Administration at the University of New Orleans in August 2010. Dr. Williams worked in the hospitality industry for seventeen years managing both chain restaurants and independent restaurants that included a Mobile Guide four-star restaurant. He holds a Ph.D., Master of Science, Bachelors, and Associates Degree, all from the Pennsylvania State University. Prior to joining the University of New Orleans as Director of the Lester E. Kabacoff School of Hotel, Restaurant and Tourism Administration, Dr. Williams served as Director of the Department of Hotel, Restaurant, Institution Management & Dietetics at Kansas State University and as the Coordinator of the Undergraduate Program at Virginia Tech. Dr. Williams' research in grant procurement and publishing are in the human resource area. He has published refereed articles in a number of journals that include the Journal of Hospitality and Tourism Research, Journal of Management Development, Journal of the American Dietetics Association, Journal of Child Nutrition and Management, Journal of Foodservice Business Research, Journal of Restaurant and Foodservice Marketing, and Florida International Journal. His current research involves the study of the success, plateau, and derailment of management.



***Honorable Pat Brister, President, St. Tammany Parish***

Parish President Patricia Brister, and her husband Joe, have lived in St. Tammany Parish 34 years. They owned and operated a successful company for over 35 years until recently retiring and selling that business to their employees. Pat served as Vice President and Chief Financial Officer. Elected to the office of Parish President in 2011, Pat previously served eight years on the Parish Council, including two years as Chair. Economic development is one of Pat's key priorities in office. Pat was appointed by Governor Foster to serve on the Louisiana State Museum Board, where she served as Vice Chairman of the Finance Committee, and the St. Tammany Parish Environmental Services Commission. She has served on the Board of the St. Tammany Children's Advocacy Center, the Commission on Families, and the Mayor's Military Advisory Committee. She has been involved with the Lake Pontchartrain Basin Foundation, where she received their Meritorious Service Award and served on the St. Tammany West Leadership Foundation. Pat served as Chairman of the Women's Build Habitat for Humanity home in 2004, served for two years as Chairman of the Board of Directors of St. Tammany West Habitat for Humanity, and also served on the Board of the Volunteers of America-Greater New Orleans. She was named Woman of the Year in 2004 by the St. Tammany Business and Professional Women's Organization and Alumna of the Year in 2007 by the St. Tammany Leadership Foundation. In February, 2001 she received an appointment to the nineteen member Board of the Federal Home Loan Bank of Dallas. In January, 2004 she was elected as Vice Chairman of the Board and continues to serve on this Board. President George W. Bush appointed Pat as one of three delegates representing him at the United Nations Commission on the Status of Women in 2005. In 2006, President Bush appointed Pat as Head of Delegation to that UN Commission. This appointment holds the rank of United States Ambassador and she was confirmed for that position by the U. S. Senate.



***Ashley Cangelosi Llewellyn, Programs Manager, St. Tammany Parish Economic Development Foundation***

Ashley Cangelosi Llewellyn joined the St. Tammany Economic Development Foundation (STEDF) in June 2013. She currently serves as Programs Manager, overseeing strategic partnerships and all activities designed for business retention and development, workforce development, and entrepreneurship. Prior to joining STEDF, Ashley served as Manager of Transition Programs in the Office of First Year Initiative at the University of Southern Mississippi. She also served as a graduate assistant in the Trent Lott National Center for Excellence in Economic Development and Entrepreneurship, and as a national consultant for Chi Omega Fraternity. Llewellyn's range of skills and work experiences include strategic communication, leadership training, organizational development, and event planning. Llewellyn graduated from the University of Southern Mississippi with a Master's degree in Economic Development and a Bachelor's degree in Speech Communication.



***Quentin L. Messer, Jr., Assistant Secretary, Louisiana Economic Development***

Quentin L. Messer, Jr. is Assistant Secretary for Louisiana Economic Development (LED.) Quentin manages initiatives and programs related to business intelligence, community competitiveness, small business services and state economic competitiveness. In his capacity, as a member of the department's executive management team, Quentin is *President* of the Louisiana Economic Development Corporation (LEDC), Secretary Stephen M. Moret's designate to the Research Park Corporation board, where he is the *Board Treasurer and Chairperson, Audit Committee*, staff lead for the Louisiana Innovation Council (LIC), and the agency's representative on ratings agency calls related to the State's General Obligation and other indebtedness. Quentin was selected as a 2015 Dr. Martin Luther King, Jr. Distinguished Leadership Award recipient of the *Fannie Lou Hamer Community Service and Leadership Award* by Grambling State University. He is member of the Council for a Better Louisiana's (CABL) *Leadership Louisiana 2014*. A native of Jacksonville, FL, Quentin is a former corporate transactions attorney, charter school operating executive, and strategy consultant with the Boston Consulting Group (BCG), Quentin is excited daily by the opportunity to work on better leveraging Louisiana's human capital, geological and regional assets to transform the life trajectories of more Louisianans. The father of two daughters, including a Lance Corporal in the U.S. Marines, and a son, Quentin, is married to Kenya LeNoir Messer, Ed.D, Associate Vice Provost, Office of Diversity, Office of Academic Affairs at LSU. He holds an AB, Woodrow Wilson School of Public and International Affairs from Princeton University and JD/MBA from Columbia University's Law and Business Schools, respectively.



***Brenda Bertus, Executive Director, St. Tammany Economic Development Foundation***

Brenda Bertus has been Chief Executive Officer St. Tammany Economic Development Foundation since July 2002, during which time the organization has become a driving force in parish and regional economic development efforts. She was instrumental in leading the organization of regional parishes into both informal and recognized consortia to pool resources, seek grant funding, and coordinate efforts in U.S. regional and national marketing and in pursuing business-friendly legislation in Baton Rouge. She has testified before legislative committees and the state Bond Commission on numerous occasions, working towards progressive legislation and bond approval for local and regional projects. Prior to leading the STEDF, Brenda served as President and CEO of the Slidell Chamber of Commerce (now East St. Tammany Chamber), and was co-owner of a successful real estate development company for 10 years. Brenda is a graduate of both the Louisiana Leadership program and Leadership Northshore. She is a graduate of the Economic Development Institute (OU/EDI) at the University of Oklahoma, and studied at the Institute for Organizational Management at the University of Georgia. She is a 35-year resident of St. Tammany Parish and is married to Don Bertus, who works in the automotive industry.



***Stacey Neal, Executive Director, Tangipahoa Parish Economic Development Foundation***

Stacey Neal was named Executive Director of Economic Development for Tangipahoa Parish in May of 2012. Prior to working for the parish, Stacey was the Community Developer for the Hammond Area Economic and Industrial Development District for seven years. She grew up in Tangipahoa Parish and graduated from Southeastern Louisiana University in 1991 with a BA in Marketing. Stacey completed training through the Community Development Institute in Conway, AR, where she received the Professional Community and Economic Development certification. Stacey also holds the Certified Louisiana Economic Developer certification through LIDEA. She is an active member of the area Chambers of Commerce, a member of the I-12 Alliance for Economic Development, a member of the Northshore Technical and Community College Advisory Board in Greensburg, current President of the Southeastern Louisiana University Alumni Association, past board member of the Louisiana Industrial Development Executives Association (LIDEA), and a graduate and past board member of Leadership Tangipahoa. Stacey and her husband Michael, have two daughters; Jordyn and Laken. They attend St. Thomas Aquinas High School and Holy Ghost Catholic School and are very active in track and soccer. They attend St. Helena Catholic Church in Amite.



***Larry Collins, President & CEO, Livingston Parish Economic Development Council***

Lawrence B. “Larry” Collins, a native of Baton Rouge, graduated from Louisiana State University with a degree in International Trade and Finance in 1983. In October of 2012, he joined the Baton Rouge Area Chamber as the Director of Economic Development for the eight parish region surrounding Baton Rouge and to direct BRAC’s international business development efforts. In May of 1989, he began working with the Louisiana Office of International Trade, Finance and Development, a Division of the Louisiana Department of Economic Development. In 1991, he was appointed Director of the Trade Division, in 2003, he was named Director of the Department’s International Services Office. During his time with the department, he managed projects in over 30 countries. Under his direction, Louisiana established its trade promotion offices in Mexico, Taipei, Hong Kong and London. He has also served on advisory panels to the Louisiana Board of Regents, Louisiana State University, Southeastern and Loyola in areas regarding international commerce. He also served on the International Business Committee of the New Orleans World Trade Center and was appointed to the U.S. District Export Council. In 1997, Mr. Collins was elected Chair of the National Association of State Development Agency’s International Division. Before joining the Department of Economic Development, Mr. Collins spent seven years with a major retailer serving as a buyer and in management positions. Upon graduating from Louisiana State University in 1985, he founded his own businesses in Louisiana.



***Dr. Robert Penick, Senior Vice President & CFO, Latter & Blum, Inc.; Adjunct Professor, UNO***

Robert (Bob) Penick joined Latter & Blum in 1989 as Vice President and Chief Financial Officer. In May 2013 he was appointed Senior Vice President, Treasure and Chief Financial Officer. This experience spans forty years in a management capacity with companies in New Orleans like A. Copeland Enterprises, Farm Credit Banks of New Orleans, D.H. Holmes Companies and Ingram Corporation. He has served as a Corporate Controller, Director of Finance and as a Treasurer and Chief Financial Officer of these local companies. Bob earned B.S. and M.B.A. degrees from Loyola University and M.Ed. Degree from Our Lady of Holy Cross College and also M.S. and Ph.D. degrees from the University of New Orleans in Urban Studies and Planning. During his tenure with Latter & Blum, Bob has been in charge of financial operations for each company within the Latter & Blum family of companies and is involved in the mergers and acquisitions process. He also manages the corporate insurance, leasing, budgets, planning, human resources and branch operations. Bob serves as an Adjunct Professor of Finance at UNO and is on the Adjunct faculty of the NAR "Realtor University" which offers a master's degree to REALTORS across the country. His military career ended with his retirement from the US Army Reserves as a Lt. Colonel with almost 30 years of service. Bob is a member of the Institute of Management Accountants, the International Association of Financial Planner, the American Real Estate Society and holds a Louisiana Insurance License. In 2011 he was listed as one of the top "Money Makers" in New Orleans by the local journal City Business.



***Richard Haase, President, Latter & Blum, Inc.***

Richard (Rick) Haase is the President of LATTER & BLUM, Inc., the largest full-service Real Estate brokerage in the Gulf South. LATTER & BLUM Inc. operates Latter & Blum, Inc./REALTORS®, C.J. Brown REALTORS® Inc., Noles-Frye Realty, Van Eaton & Romero® (all four ERA Powered), NAI Latter & Blum Commercial Real Estate, Latter & Blum Insurance Services, Essential Mortgage Corp. and Platinum Title and has four Franchise Offices in LA & MS. Established in 1916, the company has grown to include operations in Greater New Orleans, Greater Baton Rouge, Lafayette, Alexandria and Southern Mississippi and handles all phases of residential, commercial, leasing, property management, insurance, appraisals, title and mortgage services. Mr. Haase has been active in residential Real Estate sales, brokerage, and management for more than 33 years. Before being named as President, Mr. Haase served as President of the Latter & Blum Residential Operations, focusing primarily on the three residential companies within the Latter & Blum Family of Companies. Before joining LATTER & BLUM Inc., Mr. Haase held upper management positions with a number of market leading companies across the US. Mr. Haase has continued to focus on expanding LATTER & BLUM, Inc. and its Real Estate services in the Gulf South and overseeing the management, staff and Agents of all companies within the brand, which includes 27 offices and over 1,200 Agents and Staff. In this capacity, Rick assumes responsibility for the overall strategic focus, growth and profitability of this historic company. Mr. Haase has extensive expertise in delivering integrated, tailored solutions to Agents and consumers, and he is an established leader in the local and national Real Estate community. He is an expert and frequent lecturer at programs dealing with brokerage leadership and management, strategic planning, management and organizational coaching and development. He is a graduate of the Gestalt Institute's Organizational Systems Development program and he holds numerous Real Estate industry designations. Mr. Haase is on the Board of Directors for the New Orleans Police & Justice Foundation, a member of the Board of Governors for Junior Achievement of Greater New Orleans, Inc., a member of the Business Council of New Orleans & the River Region, a member of Greater New Orleans, Inc.



**Larry Schedler, President, Larry G. Schedler & Associates, Inc.**

Larry G. Schedler has been exclusively representing buyers and sellers of apartment communities for 30 years, and has successfully handled the sale of more than 40,000 multi-family units, with a market capitalization in excess of \$1,000,000,000 in value. Mr. Schedler began his career as an acquisition representative for a private, regional investment firm that specialized in multi-family assets and then as a multi-family broker. Larry formed Larry G. Schedler & Associates, Inc. to specifically represent buyers and sellers of multi-family properties throughout the Gulf South. He has consistently been recognized by various professional organizations as the top multi-family broker in the State of Louisiana and the Gulf South. Larry has successfully represented conventional market-rate buyers and sellers, as well as non-profit housing organizations, institutional investors, insurance companies, and financial institutions. He has experience in working with not only all cash and conventionally financed transactions, but also on tax-exempt and taxable bond transactions, Low Income Housing Tax Credits (LIHTC), Historic Tax Credits and with the various HUD/FHA financing programs. He is a graduate of Loyola University of the South and holds the Certified Commercial Investment Member designation (CCIM). Larry is a licensed real estate broker in Louisiana, Mississippi and Alabama. Larry is a frequent guest speaker as a representative of the local and regional apartment market for The University of New Orleans, as well as numerous professional organizations. He has been a guest on local radio broadcasts and was asked to testify at a Congressional Hearing of the Gulf South Apartment Market in the wake of Hurricanes Katrina and Rita. Larry currently chairs the Board of Directors of Christopher Homes, Inc. and serves on an advisory board of the Willwoods Foundation. Larry is a co-publisher of the Greater New Orleans Multi-Family Report, which is a bi-annual publication on the local multi-family market which provides an overview of rental rates, occupancy and sales and construction activity.



**Michael Saucier, President and Founder, Gulf States Real Estate Services**

Michael Saucier is President and Founder of Gulf States Real Estate Services companies that include full real estate development and construction divisions. His drive, vision and knowledge of the development process and project management expertise, as well as his business/governmental contacts have contributed to the creation and success of major projects in the Gulf South. He has made Gulf States Real Estate Services one of the premier real estate development, brokerage, property management, and construction/project management firms in the Gulf Coast Region of the United States. Mike has served as a board member on The State of Louisiana Economic Development Corporation under Governors Blanco and Jindal. Mike is Gulf States qualifying Broker of Record and also possesses licenses in residential and commercial construction fields. Mike is also a founding member of the Northshore Business Council.



**Robert "Terry" Blackwell, Real Estate Consultant, Gulf States Real Estate Services**

Robert "Terry" Blackwell brings 42 years of diverse experience to the GSRES team. A former banker, multi-state business owner and licensed real estate agent, Terry understands the commercial real estate needs of both Seller/Landlord as well as those of the Buyer/Tenant. Terry has lived in Southeast Louisiana for 46 years residing the last 15 years in Covington, Louisiana with his wife Jeanine and their daughters Madison, Mackensie and Riley.



**"BUILDING IT AND THEY ARE COMING"**

THE ARGUMENT FOR CONTINUED OPTIMISM ABOUT LOUISIANA'S IMPROVING BUSINESS CLIMATE  
JUNE 2015

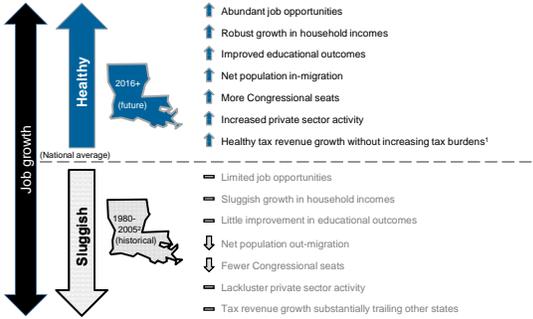
**THE STRATEGIC IMPORTANCE OF THE GULF COAST HAS BEEN RECOGNIZED SINCE THE LOUISIANA PURCHASE**



*"It is New Orleans, through which the produce of three-eighths of our territory must pass to market..."*  
Thomas Jefferson to Robert R. Livingston, Washington, April 18, 1802

LOUISIANA ECONOMIC DEVELOPMENT  
OpportunityLouisiana.com

**WHY DOES ECONOMIC DEVELOPMENT MATTER? HEALTHY JOB & ECONOMIC GROWTH WILL DRIVE EVERYTHING ELSE**



**Healthy (2016+)**

- Abundant job opportunities
- Robust growth in household incomes
- Improved educational outcomes
- Net population in-migration
- More Congressional seats
- Increased private sector activity
- Healthy tax revenue growth without increasing tax burdens<sup>1</sup>

**Sluggish (1980-2005)**

- Limited job opportunities
- Sluggish growth in household incomes
- Little improvement in educational outcomes
- Net population out-migration
- Fewer Congressional seats
- Lackluster private sector activity
- Tax revenue growth substantially trailing other states

<sup>1</sup>For full realization, assumes fiscal/tax reforms strengthen linkages between state tax structure and the state's economy  
<sup>2</sup>Q1 1980 – Q2 2005; Source: Moody's Analytics, U.S. Census; LED analysis

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**WHAT WOULD LOUISIANA LOOK LIKE OVER THE NEXT 25 YEARS WITH CONSISTENT, HEALTHY ECONOMIC GROWTH?**

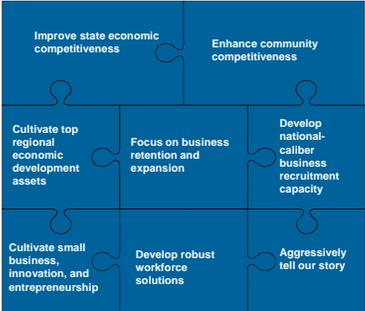
Category	Milestone	Year milestone achieved	
		Healthy job growth rate (40,000 net new jobs annually)	Sluggish job growth rate (18,000 net new jobs annually)
Employment	2.5 million total jobs	2027	2040
	3 million total jobs	2036	-
	5 million total jobs	2020	2022
Population	6 million population	2029	2038
	7 million population	2036	-
	7 million population	2036	-
Cumulative net migration <sup>1</sup>	500k net migrants	2022	2030
	1 million net migrants	2028	-
	2 million net migrants	2038	-
Poverty	Below Southern average	2040	-
Congressional seats	Seventh	2020	-
	Eighth	2030	-
	Ninth	2040	-

Achieving consistent, healthy economic growth would also lead to increased government revenues (without any increase in tax burdens), fueling robust investments in education and transportation infrastructure, as well as lower crime and better quality of life.

<sup>1</sup> Measured from 2016

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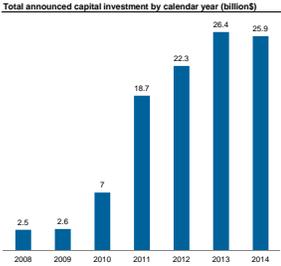
**LED WILL PRIMARILY FOCUS ON EIGHT STRATEGIES TO POSITION LOUISIANA FOR A BRIGHTER ECONOMIC FUTURE**



- Improve state economic competitiveness
- Enhance community competitiveness
- Cultivate top regional economic development assets
- Focus on business retention and expansion
- Develop national-caliber business recruitment capacity
- Cultivate small business, innovation, and entrepreneurship
- Develop robust workforce solutions
- Aggressively tell our story

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**COMPANIES HAVE ANNOUNCED OVER \$100 BILLION OF LOUISIANA CAPITAL INVESTMENTS SINCE 2008**

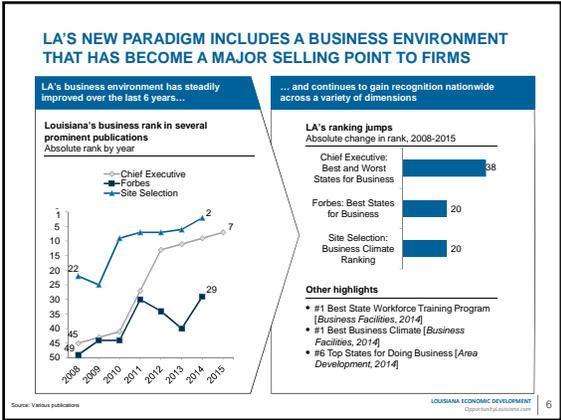


Year	Total announced capital investment (billions)
2008	2.5
2009	2.6
2010	7
2011	18.7
2012	22.3
2013	26.4
2014	25.9

Based on a case-by-case evaluation of these previous announcements, LED conservatively estimates that ~\$62 billion of new capital investment projects will be completed over the next few years.

Source: LED database, company websites

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### LED FASTSTART® RANKED NATION'S BEST STATE WORKFORCE TRAINING PROGRAM

Business Facilities magazine's 2010, 2011, 2012, 2013 and 2014 Ranking Reports

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### LED'S FASTSTART PROGRAM HAS ALLOWED THE STATE TO MAKE STRATEGIC INVESTMENTS IN HUMAN CAPITAL

- Based on a company's immediate and long-term workforce needs, LED FastStart employees develop and deliver custom recruitment and training programs. These tailored programs help to provide a high-quality, flexible workforce that matches a company's particular competency and behavioral needs.
- The FastStart staff includes dozens of experienced professionals from a range of different industry sectors.
- LED FastStart, consistently ranked first in the country among comparable programs, has designed and delivered comprehensive workforce solutions for a variety of Fortune 500 companies, as well as high-tech companies funded by leading venture capital firms.
- Importantly, FastStart not only recruits new employees to the company, but also facilitates in acclimating them to Louisiana and the city of destination with a comprehensive, one-of-a-kind Corporate Concierge service.

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### LED FASTSTART® WAS ALSO ABLE TO ASSIST IBM WITH OUT-OF-STATE RECRUITING EFFORTS

- FastStart brought together IBM and 17 other Louisiana companies for Louisiana Digital Jobs, a series of unique out-of-state recruiting events. This internet-driven recruitment campaign targets talented software engineers and IT professionals who have an interest in Louisiana.

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### LOUISIANA JOB CONNECTION HAS RAMPED UP TO MATCH EMPLOYERS WITH JOB SEEKERS

**Louisiana Job Connection**  
<https://louisianajobconnection.com/>

- Intuitive job posting functionality and easy-to-use interface
- Flexibility to manually post jobs or to scrape them from existing applicant tracking systems
- More than 35,000 job seekers and over 1,400 employers registered in the system

LOUISIANA ECONOMIC DEVELOPMENT  
OpportunityLouisiana.com

### LED'S "COME HOME, LOUISIANA" CAMPAIGN ATTRACTS LOUISIANA EX-PATS TO RETURN FOR JOB OPPORTUNITIES

**Come Home, Louisiana**  
<http://www.comehomelouisiana.com/>

- Attracts Louisiana natives to Louisiana Job Connection, where they can learn more about available career opportunities
- Features comeback stories of those who have left the state and have recently returned home for a job
- Encourages in-state audience to share e-cards and information to those who no longer live in Louisiana

LOUISIANA ECONOMIC DEVELOPMENT  
OpportunityLouisiana.com

## NEW QUALITY OF LIFE SITES SHOWCASE LOUISIANA'S WORK/LIFE BALANCE

**Quality of Life Sites**

- Provides information to job seekers considering opportunities in Louisiana
- Includes region-specific information on education, health care, neighborhoods, industries, recreation, cultural activities and other quality of life factors
- Print and presentation materials developed for face-to-face meetings

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## LOUISIANA HAS IDENTIFIED SECTORS WITH THE GREATEST ECONOMIC GROWTH POTENTIAL

### SPECIALTY HEALTHCARE

- New investment in two research hospitals for New Orleans will reach over \$2 billion
- Pennington Biomedical Research Center is world renowned for obesity/diabetes research and treatment
- Tulane University is highly ranked in tropical medicine research

### RENEWABLES & ENERGY EFFICIENCY

- Aggressive incentives for clean technology and software development
- Rigorous refinery and agricultural infrastructure
- Onshore facilities and transportation alternatives
- The lowest state and local tax burdens for new firms

### DIGITAL MEDIA & SOFTWARE DEVELOPMENT

- 35% cash refund on development, no project limit
- New Orleans is the No. 1 train magnet in U.S. according to Forbes
- Thriving ecosystem of startups and incubators

### OIL & GAS

- Leader in production of crude oil and natural gas
- Major onshore resources plus premier access to Gulf of Mexico
- Distribution channels through Mississippi River, Gulf of Mexico, six class one railroads and thousands of miles of pipeline

### WATER MANAGEMENT

- Wave-capped spending in tens of billions over next 30 years
- Global "laboratory" for deltas and climate change science
- Creating "Water Institute"
- Intersect science and engineering disciplines are transferable

### NEXT GENERATION AUTO

- Well-positioned within the Southern Automotive Corridor with large inventory of sites and existing facilities
- Experienced manufacturing workforce
- Ready-to-use transportation infrastructure including ports, rail, international airport and trucking

LOUISIANA ECONOMIC DEVELOPMENT | 13

## HIGHER EDUCATION PARTNERSHIPS HAVE BEEN REPLICATED ACROSS THE STATE

Company	Education partner	Industry	Details
EIA	LSU	Digital media	\$29 million to build the Louisiana Digital Media Center
IBM	LSU	Software and information	\$14 million over 10 years to triple the number of computer science graduates
CenturyLink	LSU	Telecommunications	\$2 million over seven years to expand telecommunications curriculum
CSC	LSU	Software and information	\$14 million over 10 years to increase number of computer science graduates
3M	THE UNIVERSITY OF NEW ORLEANS	Software and information	\$5 million over 10 years to fund academic programs
CGI	LSU	Software and information	\$4.5 million over 10 years to increase number of computer science graduates
IBM	LSU	Software and information	\$4.5 million over 10 years to increase number of computer science graduates
SABIC	LSU	Chemical manufacturing	\$20 million for new training facility and equipment
BEETLEBY	LSU	Steel manufacturing	\$22 million for new training facility and equipment

LOUISIANA ECONOMIC DEVELOPMENT | 14

## LOUISIANA POSSESSES THE LEGAL FRAMEWORK AND STAKEHOLDER SUPPORT FOR CORPORATE CHARTERS

**Corporate charters in Louisiana**

**What does the company have to do initially?**

- Companies must invest or donate one or more of the following:
  - Land on which the school is built
  - School building
  - Major renovations or capital improvements, including major investments in technology (estimated minimum investment would be between roughly \$500,000 and \$1MM)

**What does the company have to do after the school is chartered?**

- Corporate partners must provide ongoing support to the school as specified in the charter
- Examples of such support include offering student internships, career counseling, academic tutoring or enrichment activities

**What guarantees can the corporate partner receive?**

- Up to 50 percent of the school's maximum enrollment may be reserved for dependent children of permanent employees of the corporate partner
- In addition, company representatives can hold seats on the school's governing or management board as long as they do not constitute a majority

**Can multiple companies join together to partner with a school?**

- Yes, state law permits companies to form a consortium when partnering with a school

**Are there any location restrictions?**

- No, state law does not limit where corporate partner charter schools may be located

**Has this been done before?**

- Currently, Louisiana has no corporate partner charter schools

**What is the source of these requirements?**

- Louisiana Revised Statutes § 17:3991.1

The minimum investment is calculated as 1% percent of the per pupil allocation of state funds to the Minimum Foundation Program for the year in which the school is opened, multiplied by the number of students. This amount must be amount spent for each school based on where it is located and how many first students transfer.

Source: Louisiana Revised Statutes, Louisiana Administrative Code, Louisiana Department of Education, LED analysis

LOUISIANA ECONOMIC DEVELOPMENT | 15

## ECONOMIC DEVELOPMENT ORGANIZATIONS ENGAGED IN RECRUITMENT OF HIGH QUALITY SCHOOL MODELS

**The new BASIS charter school in Baton Rouge will have a dramatic effect on the quality of K-12 education in the region**

# of schools (U.S.)	17
Grades served	K-12
Average SAT score	1,955
SAT Percentile	91 <sup>st</sup>
Program focus	STEM

**Academic awards**

- US News & World Report: Best High Schools (2014)
- The Washington Post: America's Most Challenging High Schools (2014)
- Newsweek: America's Best High Schools (2013)

LOUISIANA ECONOMIC DEVELOPMENT | 16

## LOUISIANA HAS BOOSTED STANDARDIZED TEST PERFORMANCE AND COLLEGE ENROLLMENT

Year	Students
2008	15,914
2009	16,604
2010	17,333
2011	19,742
2012	20,555
2013	21,744
2014	22,972

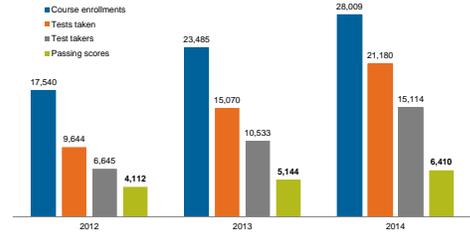
Year	Rate (%)
2008	66
2009	67
2010	67
2011	71
2012	72
2013	74
2014	75

Source: Louisiana Department of Education, Louisiana Office of Student Progress, AED

LOUISIANA ECONOMIC DEVELOPMENT | 17

## LOUISIANA STUDENTS HAVE SURPASSED PRIOR-YEAR BENCHMARKS FOR ADVANCED PLACEMENT CREDITS

Louisiana student performance on the College Board Advanced Placement exams



Source: U.S. Department of Education; Louisiana Department of Education

LOUISIANA ECONOMIC DEVELOPMENT  
OpportunityLouisiana.com

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## JUMP START WILL PROVIDE BOTH COLLEGE AND CAREER-TRACK STUDENTS WITH INDUSTRY-VALUED CREDENTIALS

Jump Start is Louisiana's new program for school districts, colleges, and businesses to collaborate in providing career courses and workplace experiences to high school students, allowing them to continue their education after high school, and certifying them for the career fields most likely to lead to high-wage jobs.

Jump Start will be an **elective path** for students pursuing a **university-preparatory diploma**, while it will be a **required path** for students pursuing a **Career Diploma**.

While in high school, participating students will be provided more time in the school day and school year to achieve **industry certificates or college credentials** in addition to their high school diplomas.

These credentials will qualify graduates to continue their studies after high school or launch a career upon graduating. Jump Start credentials will be **state-approved** and valued by Louisiana employers.

Illustrative curriculum for student pursuing industrial electrician certification as part of career diploma

9th grade credits	<ul style="list-style-type: none"> <li>Algebra I</li> <li>English I</li> <li>Physical Science</li> <li>Agricultural Science I</li> </ul>	<ul style="list-style-type: none"> <li>Career readiness course</li> <li>Keyboarding</li> </ul>
10th grade credits	<ul style="list-style-type: none"> <li>Geometry</li> <li>English II</li> <li>Biology</li> <li>Spanish I</li> </ul>	<ul style="list-style-type: none"> <li>Civics</li> <li>Agricultural Science II</li> <li>Nutrition and Food</li> <li>Art I</li> </ul>
11th grade credits	<ul style="list-style-type: none"> <li>Financial Mathematics</li> <li>English III</li> <li>Spanish II</li> <li>U.S. History</li> </ul>	<ul style="list-style-type: none"> <li>NCCER Core Curriculum</li> <li>Basic Electricity</li> <li>NCCER Introduction to Craft Skills</li> <li>ACT / WorkKeys Preparation</li> </ul>
12th grade credits	<ul style="list-style-type: none"> <li>Applied Electric</li> <li>Mathematics</li> <li>Technical Writing</li> <li>NCCER Electrical I</li> <li>NCCER Electrical II</li> </ul>	<ul style="list-style-type: none"> <li>National Electrical Code I</li> <li>National Electrical Code II</li> <li>Tools, Materials, and Elementary Circuits Lab</li> <li>Electrical Technology</li> </ul>
State credential	<ul style="list-style-type: none"> <li>Career diploma</li> </ul>	
Industry certification	<ul style="list-style-type: none"> <li>NCCER Electrical Level II</li> </ul>	

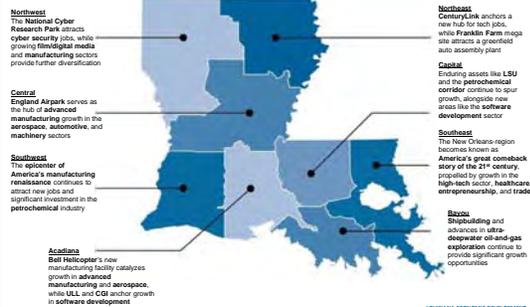
Note: Required and elective courses for industry-based certification in table

Source: Louisiana Department of Education

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## TRANSFORMATIVE POSSIBILITIES EXIST ACROSS EACH OF LOUISIANA'S REGIONS; EFFORTS ARE ALREADY UNDER WAY



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## SO, HOW DO WE GET THERE? WE MUST EMBRACE A VISION FOR SUSTAINED, DIVERSIFIED, HEALTHY ECONOMIC GROWTH



These efforts will all require strong leadership – and not just from within the economic development community. For Louisiana to consistently achieve healthy economic growth and make progress on generational issues holding back our state, unified, concerted efforts across stakeholders are needed.

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## CONTACT

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OpportunityLouisiana.com



## Growing Together

Economic Outlook & Real Estate Forecast Seminar

### Mission

Our mission is to promote a **growing** and **vibrant** economy in St. Tammany.

### Vision

To be nationally recognized as a premier place to **live** and **do business**.



### Seven Years in St. Tammany

**113** projects completed by STEDF since 2008:

- Generated **\$744.2 million** in investments
- Created **4,551** new jobs
- Retained **1,768** existing jobs



### Business Attraction

- We identify potential sites, coordinate meetings and negotiations, and maintain a database of available site locations.
- In 2014, we completed **13** projects:
  - generating **\$54.3 million** in investments
  - representing the retention of **276** jobs
  - creating **315** new jobs



### 2014 New Projects

<p><b>American Tire Distributors</b> Automotive   Slidell Jobs: 25 new   CAPEX: \$8M</p> <p><b>Country Inn &amp; Suites</b> Hospitality   Slidell Jobs: 10 new   CAPEX: \$6M</p> <p><b>E&amp;B Natural Resources Management Corp.</b> Oil &amp; Gas   Covington Jobs: 5 new   CAPEX: \$906K</p> <p><b>Enviro-Tech Systems LLC</b> Oil &amp; Gas   Covington Jobs: 25 new   CAPEX: \$1M</p> <p><b>FEDEX</b> Delivery/Logistics   Covington Jobs: 15 new full-time, 97 new part-time, and 100 indirect   CAPEX: \$24M</p>	<p><b>J.E.T. Slidell Service</b>   Slidell Jobs: 10 new   CAPEX: \$500K</p> <p><b>Lighthouse of Madisonville</b> Restaurant   Madisonville Jobs: 90 new   CAPEX: \$5.5M</p> <p><b>Marine Power</b> Manufacturing   Covington CAPEX: \$2.3M</p> <p><b>Supreme Color Graphics</b> Manufacturing   Abita Springs Jobs: 3 new   CAPEX: \$230K</p>
---	---



### Business Retention

We help companies establish valuable relationships.

We partner with:

- Louisiana Workforce Commission
- U.S. Export Assistance Center
- LSBDC at Southeastern Louisiana University
- Northshore Technical Community College
- MEPOL
- LA-PTAC

In 2014, STEDF performed **112** retention visits representing over **7,891** existing jobs and **300** new jobs.



## 2014 Expansion Projects

**CDIT Solutions**  
Technology | Slidell  
Jobs: 90 new | CAPEX: \$50K

**Synergy Glass Company, LLC**  
Manufacturing | Mandeville  
Jobs: 20new | CAPEX: \$700K

**Northshore Millworks, LLC**  
Manufacturing | Mandeville  
Jobs: 12new | CAPEX: \$2M

**Rotolo Consultants, Inc.**  
Landscape Architects | Slidell  
Jobs: 10 new, 196 retained | CAPEX: \$2M



## Growing Together

As the year progresses, we plan to further develop our **programs** and the **assets** of our parish. We hope to:

- Cultivate **physical** assets, devoting more attention to land and site opportunities
- Foster **entrepreneurship** and **workforce development** in St. Tammany
- Focus on our **accessibility** to partners and residents



## Workforce Development Series

In 2014, we hosted a five-part series facilitated by regional and statewide leaders, engaging **33 local businesses** to identify workforce needs.

Speakers included representatives of Greater New Orleans, Inc., Louisiana Economic Development, the Louisiana Workforce Commission, the Northshore Technical Community College, and The Data Center.



## Entrepreneurship Program

In 2015, we hope to create an ecosystem for **entrepreneurial-minded** individuals and companies.

The Entrepreneurship Program will **equip** them with the knowledge necessary to flourish and **connect** them with the resources to succeed.

Topics will include intellectual property, marketing, sales, finance, and business structure.



## Location, Location, Location!

- **Corporate Headquarters**
  - Netchex
  - Textron Marine & Land Systems
  - POOLCORP
  - Hornbeck Offshore Services
  - Nestle Health Science-Pamlab
- **Business Parks**
  - Fremaux on I-10
  - River Chase off I-12
  - Northpark off I-12
- **Site Database**
  - 5 certified sites
  - 90 buildings
  - 117 shovel-ready sites



## Staff

**Brenda Bertus**  
Chief Executive Officer

**Tracy Clanton, CLED, SPHR, SHRM-SCP**  
Finance & Operations Manager

**Ashley Cangelosi Llewellyn, M.S.**  
Programs Manager

**Michael Tomlinson, CLED**  
Economic Development Specialist

**Ronda Sides**  
Administrative Specialist

**Julie Landry, M.A.**  
Communications Specialist



## Contact Us

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[in linkedin.com/company/3552587](https://www.linkedin.com/company/3552587)



## Tangipahoa Economic Development Foundation

Tangipahoa  
ECONOMIC  
DEVELOPMENT  
FOUNDATION, INC.



## Tangipahoa Parish Demographics

- Parish population:
  - 2000 100,588
  - 2010 121,097
  - 2015 130,320
  - Projection for 2020 is 140,343
- Median HH income (current): \$39,873
- Average wage: \$36,296
- 8 incorporated municipalities
- Zoning inside of the city limits only
- Hammond and Ponchatoula do their own permitting; Tangipahoa Parish Government issues permits for all areas outside of those 2 municipalities

Source: Southeastern Business Research Center; ESRI 2015; LWC

## Transportation Assets



- Intersection of I-12 and I-55
- Canadian National Railroad dissects the parish; public and private spurs throughout the parish
- Port Manchac is a 140 acre inter-modal facility with buildings available for lease; 4,000 ft of storage track and new bulk head is being constructed with new barge offloading docks
- Hammond Northshore Regional Airport; 2 runways that are 5,000 and 6,500 ft long; new control tower opened the beginning of 2015; 2 FBO's on site

## Education

- Higher Education:
  - Southeastern Louisiana University
  - Northshore Technical & Community College
- K-12 Education:
  - 32 public schools
    - 7 Magnet Schools
    - 2 Montessori Schools
    - 1 International Baccalaureate Diploma Programme
  - 7 Private/Parochial Schools

## Top Employers in Tangipahoa

North Oaks Medical Center	Southeastern Louisiana University
Evergreen Life Services (Northlake)	Wal-mart Distribution Center
Inner Parish Security Corp	CARE Inc
Sanderson Farms, Inc	C&S Distribution (formerly Winn Dixie)
Smitty 's Supply	Elmers Candy
J&M Industries	Neill Corp
Entergy (Distribution /Office /Field)	Bradken
Scariano Brothers	S&W Wholesale
Cypress Pointe Surgery Center	Guico Machine Works

## New Projects in the 2014-15

- MKS Plastics, Inc
- Universal Plant Services
- NIKO Industries (a division of Ruelco)
- New Orleans Sno Balls to Go
- Torus Software School
- Plastic Bottle Manufacturer
- Expansions to Smitty's, Elmers, J&M Ind.

## Sites & Buildings

- 61 Industrial or Commercial Sites
  - 31 sites are 20 acres or bigger
  - 3 Certified Sites (had 5, 2 have sold)
  - 2 Sites at LED waiting for approval to move forward with application
  
- 18 Industrial or Commercial Buildings
  - 9 buildings are 20K sq ft or bigger
  - 100K sq ft spec building – leased before it was finished

Tangipahoa Economic Development  
Foundation  
Stacey Neal, Executive Director  
985-549-3170  
sneal@tangipahoa.org

## LIVINGSTON PARISH

Business Development Wins  
And  
Growth Trends  
June 12, 2015



## MAJOR INDUSTRIAL WINS 2014 & 2015

**Martin Brower - Warehouse/Distribution Facility  
(Walker/Hwy 190)**

190+ New Jobs

\$20mm CAPEX

\$10mm Annual Payroll

**EPIC Piping - Metals Manufacturing Facility (Hwy 63 @  
I12)**

560+ New Jobs

\$43mm CAPEX

\$33mm Annual Payroll



## FASTEST COMMERCIAL GROWTH AREAS

Juban Crossing

Academy/BELK/Rouses/Old Navy/ULTA/Bed Bath &  
Beyond/Michaels/Shoe Carnival/Ross

Coming soon: Kohls/Theater

Range Avenue Bass Pro-north to Watson

Restaurants/Banks/Specialty Retail/Housing

Hwy 16 toward Port Vincent

Residential and retail

Hwy 190 Amite River to the parish line

Population growth/retail services



## INFRASTRUCTURE IMPROVEMENTS

Interstate bridge widening to three lanes

Major interchange improvements at Satsuma and Walker

HWY 190 widening and safety features (roundabouts)

Livingston Industrial Park road extension



## DRIVING FORCES IN LIVINGSTON PARISH

Geography Interstate 12

Baton Rouge/Hammond/New Orleans

Population 46% Growth since 2000

Schools Home to 3 of the nation's best public schools

Consistently ranked in top districts in Louisiana

Housing Options include affordable entry level and golf  
courses to waterfront/yacht capable

Lifestyle Recreation and entertainment options abound



## BEYOND THE HORIZON

Livingston Regional Airport (south at Satsuma)

Additional Medical Facilities to compliment existing operations  
of North Oaks and OLOL

Additional Sites for Development

Business and Political Leaders who are progressive and  
business friendly



**THE UNIVERSITY of NEW ORLEANS**

North Shore  
2015 Economic Outlook  
&  
Real Estate Forecast

**LATTER & BLUM**  
SINCE 1916 COMPANIES

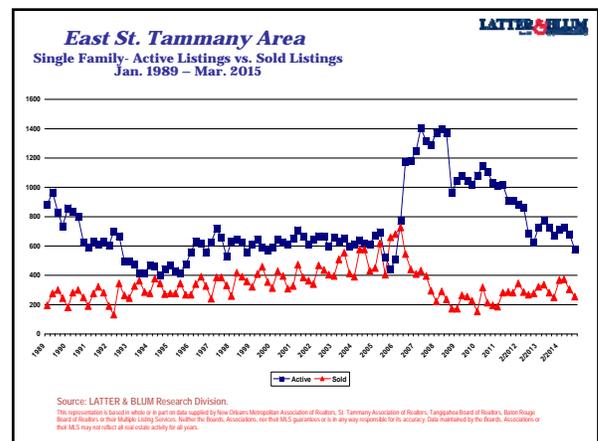
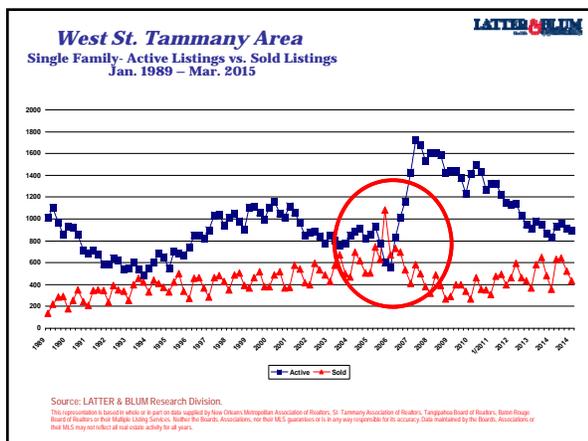
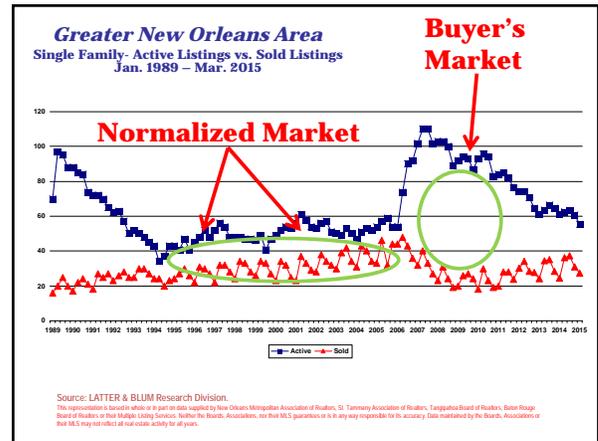
Information provided by the LATTER & BLUM Research Division

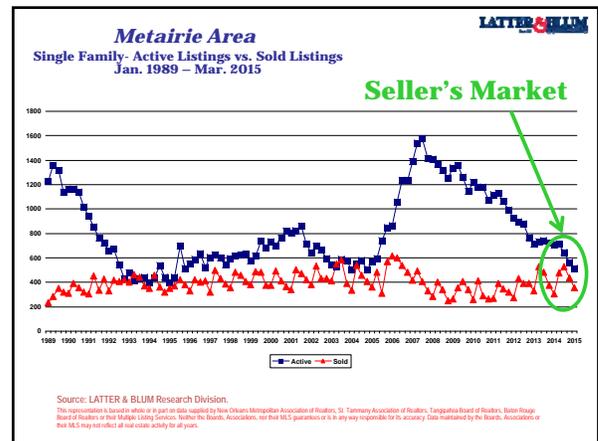
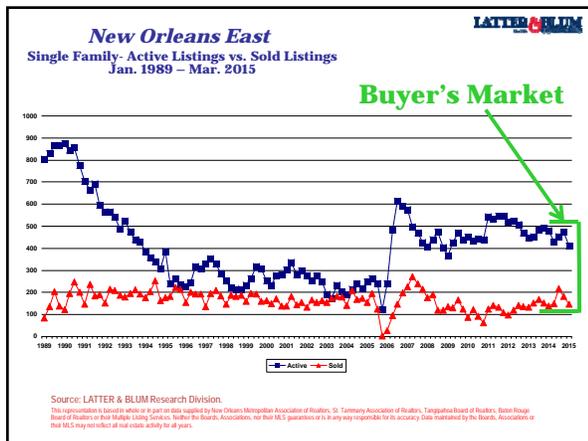
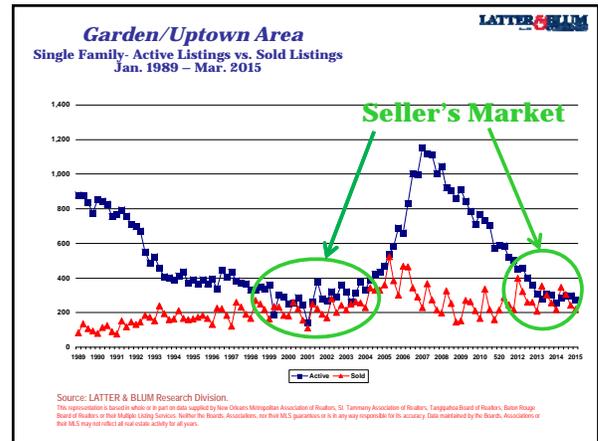
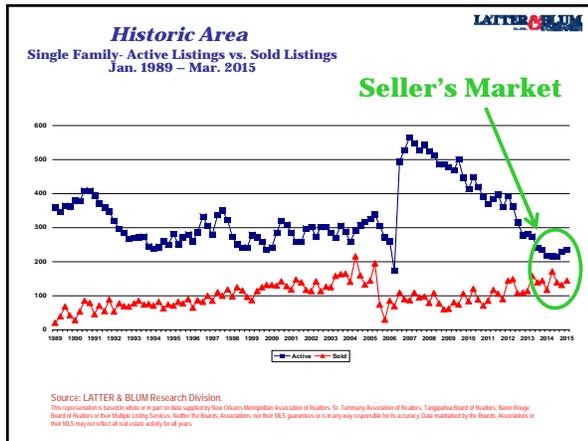
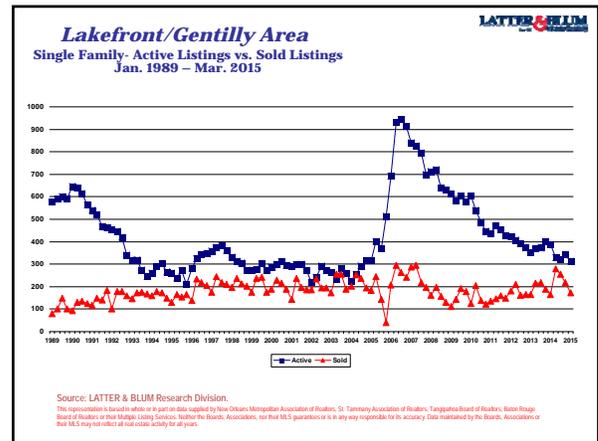
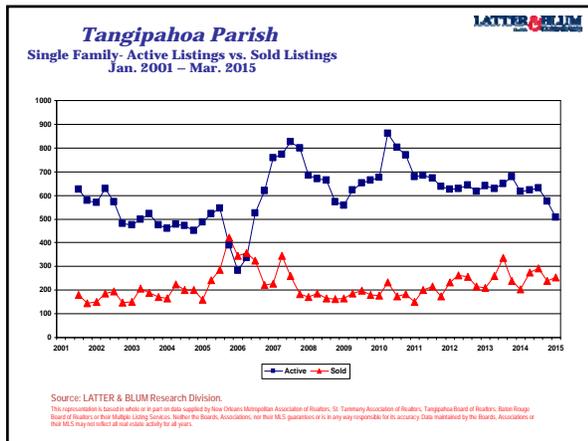
Last Year we looked at where the market was headed?

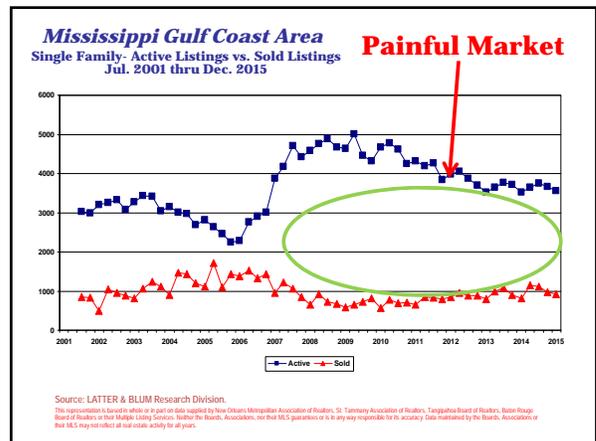
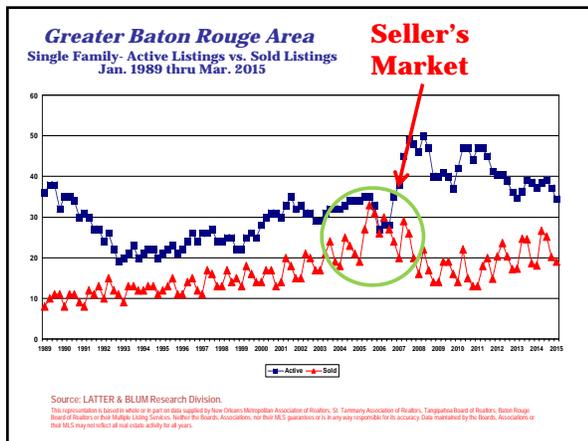
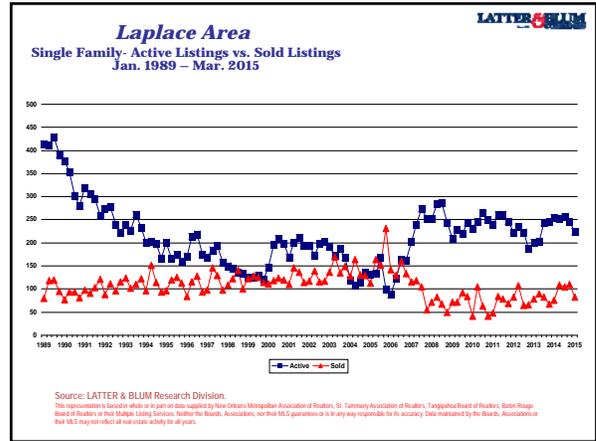
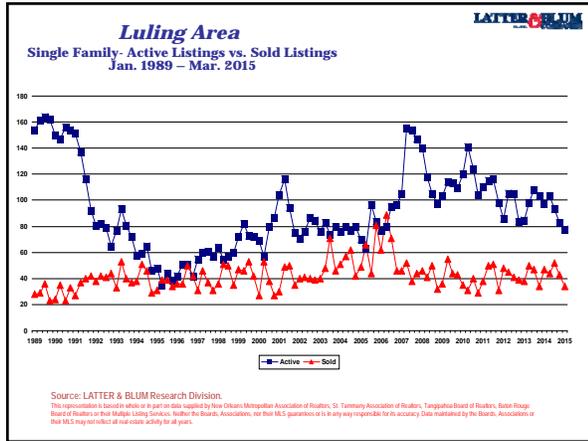
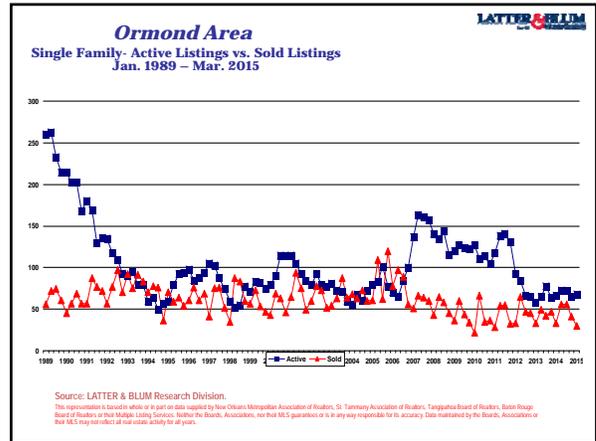
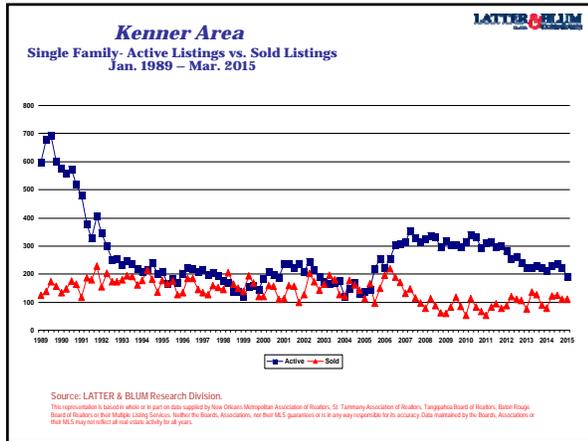
Let's check the typical market phases again & compare to where we were last year...

**Typical Phases of Real Estate Market**

- Phase I PEAK**  
Unit Sales Increasing ↑ Prices Increasing ↑ Inventory Decreasing ↓
- Phase II CORRECTION**  
Unit Sales Decreasing ↓ Prices Increasing ↑ Inventory Increasing ↑
- Phase III TROUGH**  
Unit Sales Decreasing ↓ Prices Decreasing ↓ Inventory Increasing ↑
- Phase IV RECOVERY**  
Unit Sales Increasing ↑ Prices Decreasing ↓ Inventory Decreasing ↓







How long have we been in a Peak Market pattern?

Information provided by the LATTER & BLUM Research Division

## Key Indicators From 2010 - 2015

### Unit Sales

- | First 3 months | 2015  | 2014  |
|----------------|-------|-------|
|                | 6,844 | 5,944 |
- 2014 – 30,322
  - 2013 – 30,356
  - 2012 – 26,880
  - 2011 – 24,270
  - 2010 - 21,954
- 79% Increase in Unit Sales Over Past Five Years!**

## Key Indicators From 2010 - 2015

- **Unit Sales** from 21,954 to 30,322 ↑ 79%
- **Average Sale Price** from \$197,300. to \$212,610. ↑ 7.8%
- **Months of Available Inventory** from 10 to 5 ↓ 50%

## Inventory - 2010 - 2015



Information provided by the LATTER & BLUM Research Division

**Classic Peak Market Pattern for Roughly the Past Five Years!**

Information provided by the LATTER & BLUM Research Division

## Top Expected Influencers 2015

- Consumer Confidence
- Jobs
- Cost of Financing – Mortgage Rates
- Availability of Credit
- New Household Creation Rate
- Millenials
- Shadow Inventory
- Oil/Energy Sector
- National Debt

Source: LATTER & BLUM Research Division

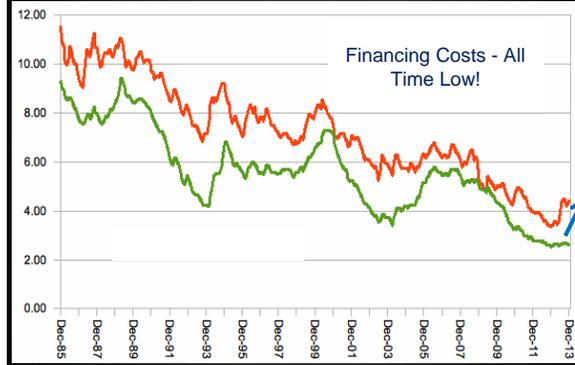
## Top Expected Influencers 2015

- Consumer Confidence
  - Jobs - “will I have one”
  - Am I under-employed?
  - Price stability – “will I overpay if I buy now”

Source: LATTER & BLUM Research Division

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## Mortgage Rates Trend – 30 years



## Top Expected Influencers 2015

### Dodd-Frank law - Wall Street Reform Act –

- Massive over correction
- Over 300 rules disproportionately & negatively impact LA
- Credit scores - 100 point increase in score of closed loan....50 pts higher than it need to be

Source: LATTER & BLUM Research Division

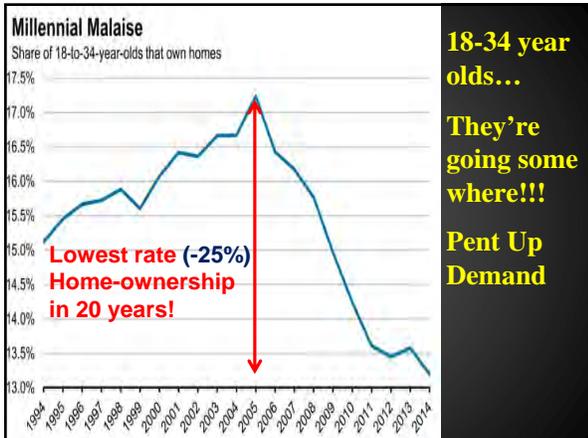
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## Homeownership Rate Slip - Q1 2015

- Overall rate at 26-year low (63.8%)
- Falling for the right reasons
- Homeowners are NOT dropping out... “Hordes” of new “renter” households are being formed
- 2014 - 1.5 million households formed
- 2013 - 1.7 million were formed
- 2007 – 2012 only 500,000 per year

Source: LATTER & BLUM Research Division

28



18-34 year olds...

They're going some where!!!

Pent Up Demand

## G.N.O. Foreclosure Actions -2014 (pre-foreclosure, auction date set, bank owned)

- Jefferson – 1 in 836
- St. Tammany – 1 in 1,034
- St. John – 1 in 1,250
- St. Charles – 1 in 1,334
- St. Bernard – 1 in 1,677
- Orleans – 1 in 2,641
- Nation – 1 in 1,295
- Highest (worst) - Maryland – 1 in 564
- Lowest (best) - N. Dakota 1 in 64,942

Source: LATTER & BLUM Research Division

## Potential Serious Issues for Housing

- Oil price falls and layoffs
- Loss of Home Mortgage Tax Deductibility
- Elimination of the GSE's (Freddie Mac & Fannie Mae) as Mortgage Financing Market Makers

Source: LATTER & BLUM Research Division



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**Thank You!**

**Hyatt Hood**  
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COMPANIES

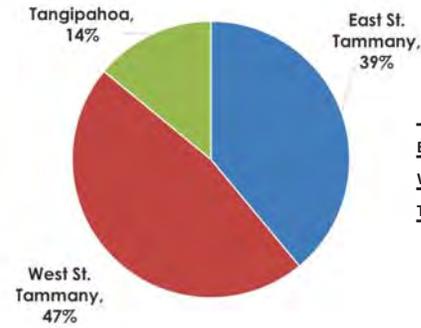
## Northshore Multi-Family Market -- An Overview --



UNO Real Estate Market Forecast  
June 12, 2015

Larry G. Schedler Associates, Inc.  
Multifamily Acquisitions and Dispositions

## Northshore Multi-Family Inventory



	# of Units	
East St. Tammany	39%	2,689
West St. Tammany	47%	3,193
Tangipahoa	14%	976
<b>Total</b>		<b>6,858</b>

Larry G. Schedler Associates, Inc.  
Multifamily Acquisitions and Dispositions

## St. Tammany Snapshot

**Occupancy: 94%**

**Average Rents: \$1,021**

**Average Rent/Sq Ft: \$1.03**

Larry G. Schedler Associates, Inc.  
Multifamily Acquisitions and Dispositions

## East St. Tammany

# of Units	2,689
% of Total	39%
Occupancy	94%
Rental Rate Range	\$681 - \$1,145
Average Monthly Rent	\$952
New Construction (Units)	296

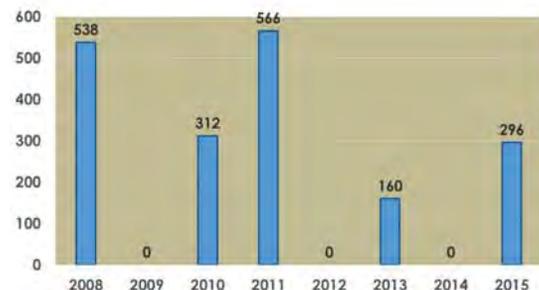
Larry G. Schedler Associates, Inc.  
Multifamily Acquisitions and Dispositions

## West St. Tammany

# of Units	3,193
% of Total	47%
Occupancy	93%
Rental Rate Range	\$857 - \$1,173
Average Monthly Rent	\$1,062
New Construction	0

Larry G. Schedler Associates, Inc.  
Multifamily Acquisitions and Dispositions

## St. Tammany – New Unit Inventory 2008 - 2015



Larry G. Schedler Associates, Inc.  
Multifamily Acquisitions and Dispositions

## Springs of Fremaux at Towne Center Slidell, LA

- Developer: Continental Properties (Milwaukee, WI)
- 16.5 Acre Site (18 Units/ Acre)
- 296 Units (Market Rate)
- Studio, 1, 2, & 3 Bedroom Units
- Conventionally Financed (U.S. Bank)
- Total Development Cost: \$35,000,000 (\$118,000/ Unit)



Larry G. Schedler Associates, Inc.  
Multifamily Acquisitions and Dispositions

## Springs of Fremaux at Towne Center Slidell, LA

- Average Rents: \$1,075 / month
- Rent Per Square Foot: \$1.07
- Average Unit Size: 1,000 SF
- Now Leasing (Move-in- August)
- 4,000 SF Clubhouse
- Attached/ Detached Garages
- Resort Style Swimming Pool



Larry G. Schedler Associates, Inc.  
Multifamily Acquisitions and Dispositions

Larry G. Schedler & Associates, Inc.  
Multifamily Acquisitions and Dispositions



[www.larryschedler.com](http://www.larryschedler.com)

# Commercial Real Estate Sectors Global Intro

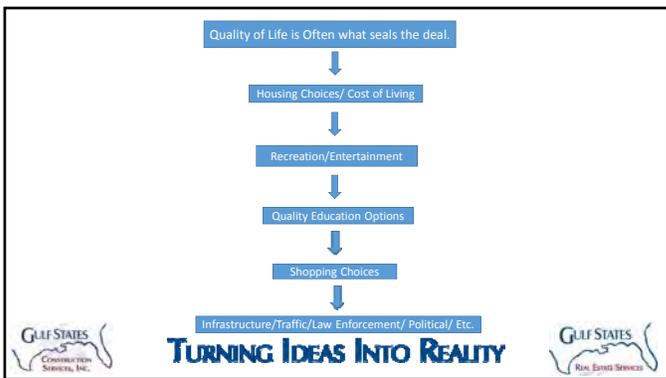
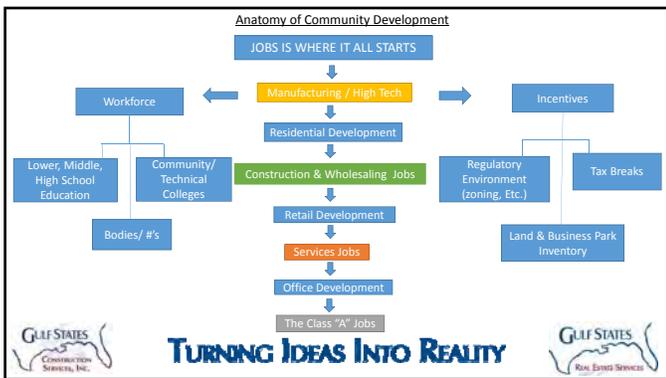
- Office
- Retail
- Industrial/ Warehouse

Presented by Mike Saucier  
President  
Gulf States Real Estate Services  
June 12, 2015

### Related Issues & Comparisons for all 5 Parishes

- St. Tammany Clearly job creation Leader. (See UNO Report Comments & Slides)
- Livingston Tied/ Tangipahoa Third (See LACDB office and retail summary slide for Livingston and Tangipahoa.)
- Livingston & St. Helena primarily driven by Baton Rouge, St. Tammany & Washington By New Orleans
- Tangipahoa is poised for growth as it has some, special assets.
  - Two Interstates (Railroads/Regional Airport/SLU only fully accredited University on Northshore)
  - High Land (Less Wetlands)
  - Lower Property Tax Burden than St. Tammany
  - Generally no zoning battles

Note: But job growth has been stagnant post Katrina.



### The Primary Driver (Jobs)

Table 1-1: Employment Trends by Parish, Metropolitan New Orleans Labor Market Area 2005 - 2013 (Annual) and Second Quarter 2014 and 2014

Parish	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014 Q2	Change 2005-2013	Change 2013-2014 Q2
Jefferson	345,000	385,000	425,000	465,000	505,000	545,000	585,000	625,000	665,000	705,000	+360,000	+40,000
Orleans	280,000	320,000	360,000	400,000	440,000	480,000	520,000	560,000	600,000	640,000	+360,000	+40,000
St. Bernard	15,000	16,000	17,000	18,000	19,000	20,000	21,000	22,000	23,000	24,000	+9,000	+1,000
St. Charles	45,000	48,000	51,000	54,000	57,000	60,000	63,000	66,000	69,000	72,000	+27,000	+3,000
St. James	12,000	13,000	14,000	15,000	16,000	17,000	18,000	19,000	20,000	21,000	+9,000	+1,000
St. John	10,000	11,000	12,000	13,000	14,000	15,000	16,000	17,000	18,000	19,000	+9,000	+1,000
St. Landry	8,000	9,000	10,000	11,000	12,000	13,000	14,000	15,000	16,000	17,000	+9,000	+1,000
St. Martin	5,000	6,000	7,000	8,000	9,000	10,000	11,000	12,000	13,000	14,000	+9,000	+1,000
St. Tammany	110,000	120,000	130,000	140,000	150,000	160,000	170,000	180,000	190,000	200,000	+90,000	+10,000
<b>Total Metropolitan</b>	<b>810,000</b>	<b>900,000</b>	<b>980,000</b>	<b>1,060,000</b>	<b>1,140,000</b>	<b>1,220,000</b>	<b>1,300,000</b>	<b>1,380,000</b>	<b>1,460,000</b>	<b>1,540,000</b>	<b>+730,000</b>	<b>+80,000</b>

75%

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St. Charles	45,000	48,000	51,000	54,000	57,000	60,000	63,000	66,000	69,000	72,000	+27,000	+3,000
St. James	12,000	13,000	14,000	15,000	16,000	17,000	18,000	19,000	20,000	21,000	+9,000	+1,000
St. John	10,000	11,000	12,000	13,000	14,000	15,000	16,000	17,000	18,000	19,000	+9,000	+1,000
St. Landry	8,000	9,000	10,000	11,000	12,000	13,000	14,000	15,000	16,000	17,000	+9,000	+1,000
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Handwritten note: Katrina shows Influence

Table 1-2: Employment Trends by Major Business Sector, Metropolitan New Orleans Labor Market Area, 2009 – 2015 (Annual) and Second Quarter 2013 and 2014

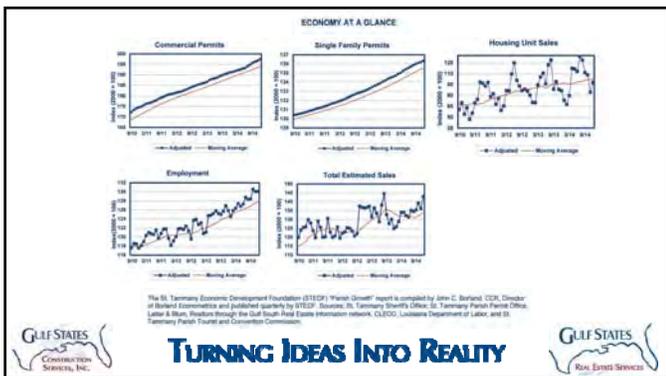
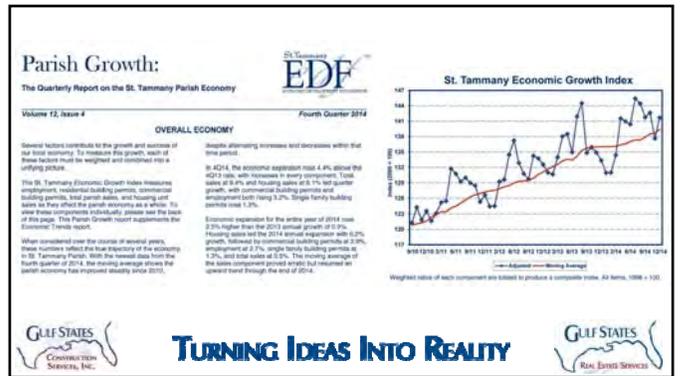
Employment Sector	2009				2010				2011				2012				2013				2014			
	Q1	Q2	Q3	Q4																				
Government	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Manufacturing	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343	44,343
Retail Trade	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107	12,107
Healthcare and Social Assistance	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Education and Arts, Entertainment, and Recreation	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Professional, Scientific, and Technical Services	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Information	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Finance and Insurance	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Real Estate and Rental and Leasing	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Arts, Entertainment, and Recreation	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Accommodation and Food Services	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Other Services (except Public Administration)	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Public Administration	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Unemployed	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107
Total	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107	15,107

Other Drivers (Incentives)

Program Name	Program Description	Program Status	Program Results
EDF	...	...	...
...	...	...	...

Only two that directly affect Developers.

Table with multiple columns and rows detailing economic data and program information.



Shopping Center Summary – April, 2015  
Tangipahoa County, LA

Insufficient Data

Retail-Commercial Summary – April, 2015  
Livingston County, LA

Insufficient Data

Shopping Center Summary – April, 2015  
Livingston County, LA

Insufficient Data

# Northshore Office Sector



The Past



The Future

Presented by Mike Saucier  
President  
Gulf States Real Estate Services  
June 12, 2015



# Preview: Basic Data & Talking Points

- Define the Class A, B & C Divisions
- State of Office Sector
- Signature Projects/Trends
- Challenges in Office (Class A)
- Office Market Opportunities  
(Medical, Class A, B & C, Owner Occupied)



**TURNING IDEAS INTO REALITY**



## UNO/ Latter & Blum Report

Office Buildings: Description of Classes  
New Orleans Metropolitan Area

- New Office Towers**  
Over 300,000 square feet of rentable area usually built since 1980, with excellent quality and full range of tenant services, typically with one or more major corporate tenants as anchors
- Old Class A (Urban)**  
Over 300,000 square feet of rentable area built prior to 1980, with average quality
- Suburban Class A**  
Over 200,000 square feet of rentable area and under 10 floors in height and built after 1980
- Class B**  
Generally between 20,000 and 100,000 square feet of good quality and modern design. High quality suburban structures of 10 floors or less have been placed in Class B category
- Class C & Garden Office**  
Structures smaller than 100,000 square feet as well as older structures with functional or environmental issues larger than 10,000 square feet

Real Estate Market Analysis, New Orleans & Northshore Region, 2015

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## UNO/ Latter & Blum Report

maximum during 2014 as average occupancy rose 120 bps to 82.5% as expected. At the same time, asking rents for buildings in this product class rose by just under 3% to \$16.41 PSF.

Table 6-1: Office Occupancy & Rent by Area and Class, New Orleans Metro, Fall 2014 - Fall 2012  
(Page 1)

Geography	Class A						Class B						Class C					
	2012	2013	2014	2012	2013	2014	2012	2013	2014	2012	2013	2014	2012	2013	2014			
New Orleans Metro	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100			
Class A	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100			
Class B	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100			
Class C	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100			

Real Estate Market Analysis, New Orleans & Northshore Region, 2015

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## UNO/ Latter & Blum Report

Table 6-1: Office Occupancy & Rent by Area and Class, New Orleans Metro, Fall 2014 - Fall 2012  
(Page 2)

Geography	Class A						Class B						Class C					
	2012	2013	2014	2012	2013	2014	2012	2013	2014	2012	2013	2014	2012	2013	2014			
New Orleans Metro	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100			
Class A	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100			
Class B	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100			
Class C	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100			

Real Estate Market Analysis, New Orleans & Northshore Region, 2015

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## UNO/ Latter & Blum Report

### Northshore Office Market

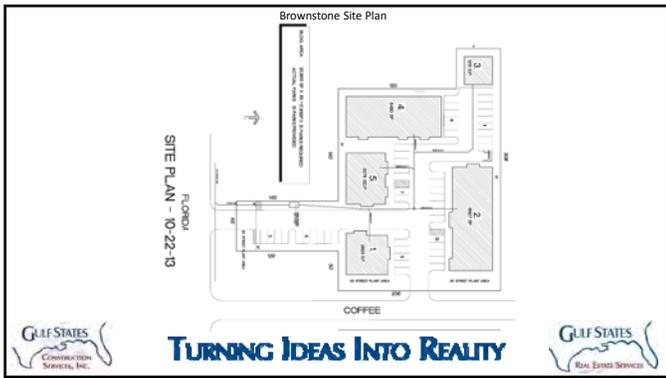
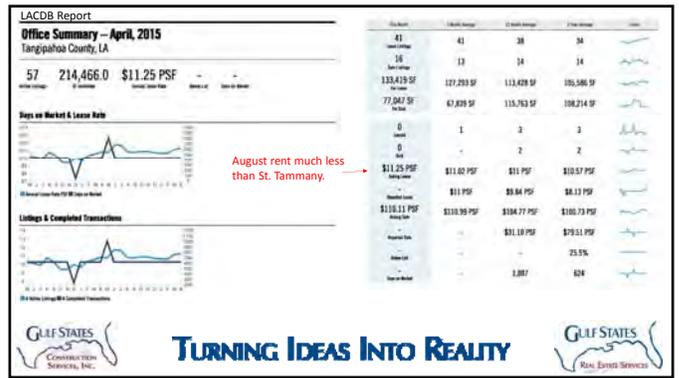
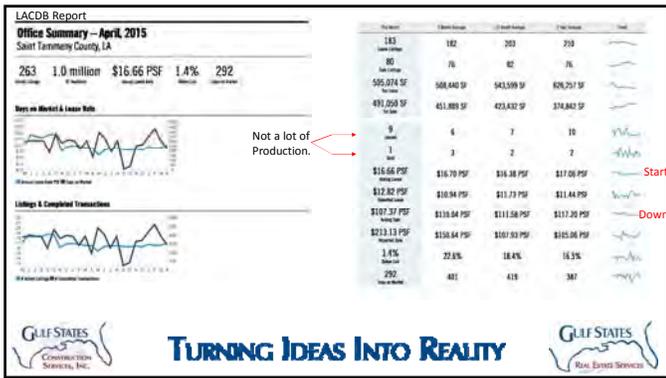
**Made from St. Tammany Parish, the Northshore's office market is relatively immature and lacking in high-end opportunities.** The largest footprint of the region's office inventory is located in St. Tammany with 103 buildings with about 2.1 million square feet of space or about 50% of the region's total. The balance of the inventory is spread between Livingston and Tangipahoa Parishes and virtually nonexistent in Washington and St. Helene Parishes. This does not mean these parishes have no office space but that the inventory consists primarily of non-commercial institutional buildings or those built to suit for owners-occupants (i.e. attorneys, physicians, etc.). **All of the commercial buildings surveyed fall within the Class B and Class C product categories.**

Demand among the 15 buildings surveyed in Livingston Parish strengthened during 2014 as average occupancy rose 100 bps to 91.1%. At the same time, average asking rents remained unchanged at about \$13.42 PSF. In Tangipahoa Parish, office demand surged ahead during 2014 as average occupancy rose from 68.5% to 79.2% and average asking rents increased from \$12.72 PSF to \$13.35 PSF or by 5.0%.

Real Estate Market Analysis, New Orleans & Northshore Region, 2015

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**SITES AVAILABLE** Northport Business Park - Highway 190, Covington, LA [lot plan](#)

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GULF STATES CONSTRUCTION SERVICES, INC. ROX EYRE SERVICES

Class "B"  
19,000 Square Feet (Completed 2015) Covington, LA

Multiplex Office  
Tammany West Multiplex

**TURNING IDEAS INTO REALITY**

GULF STATES CONSTRUCTION SERVICES, INC. ROX EYRE SERVICES

FMT/Expansion (Mandeville, LA)

"A RELENTLESS PURSUIT OF EXCELLENCE"

greenleaf FMT KENT

**TURNING IDEAS INTO REALITY**

GULF STATES CONSTRUCTION SERVICES, INC. ROX EYRE SERVICES

60,000 Square Feet Total (30,000 SF expansion/ proposed 2016)

PELICAN ENERGY - SKYBRIDGE  
COVINGTON, LOUISIANA

ZITO • RUSSELL ARCHITECTS, P.C.

**TURNING IDEAS INTO REALITY**

GULF STATES CONSTRUCTION SERVICES, INC. ROX EYRE SERVICES

22,000 Square Feet (Commenced in June 2015)

PSX BUILDING  
COVINGTON, LOUISIANA

ZITO • RUSSELL ARCHITECTS, P.C.

**TURNING IDEAS INTO REALITY**

GULF STATES CONSTRUCTION SERVICES, INC. ROX EYRE SERVICES

Class "B" ± Project  
48,000 Square Feet (Under Construction) Mandeville, LA

Sam Camp Building

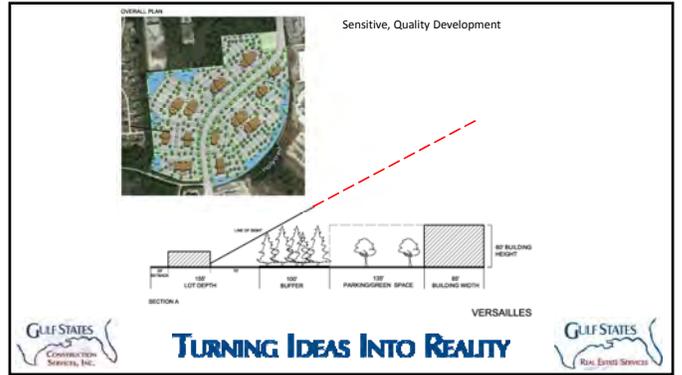
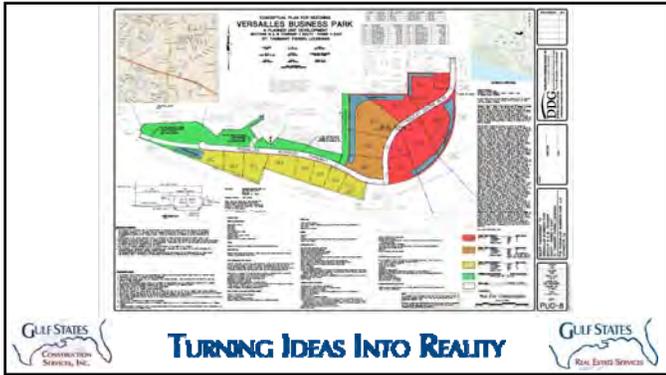
KENT

A NEW OFFICE BECOMES THE NEW COURT  
Mandeville, Louisiana  
July 15, 2014

11+ WB

**TURNING IDEAS INTO REALITY**

GULF STATES CONSTRUCTION SERVICES, INC. ROX EYRE SERVICES



# Northshore Retail Sector



Presented by Mike Saudier  
President  
Gulf States Real Estate Services  
June 12, 2015



# UNO/Northshores & LACDB (LA. Commercial Data Base) (now includes South Mississippi) Preview: Basic Data & Talking Points

- St. Tammany and Tangipahoa Signature Projects
- Washington, Livingston & St. Helena
- Demographic Trends (Strengths & Weaknesses)
- Drivers for Industry Change



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## UNO/ Latter & Blum Report

Table 3-4: Northshore Retail Occupancy and Rent by Area and Building Class, 2012-2014 (Page 1)

Area	Building Class	2012	2013	2014
St. Tammany	Big Box	85%	85%	85%
	Strip Center	85%	85%	85%
	Other	85%	85%	85%
Tangipahoa	Big Box	85%	85%	85%
	Strip Center	85%	85%	85%
	Other	85%	85%	85%

Modest increase



TURNING IDEAS INTO REALITY



## UNO/ Latter & Blum Report

Table 3-4: Northshore Retail Occupancy and Rent by Area and Building Class, 2012-2014 (Page 1)

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St. Tammany	Big Box	85%	85%	85%
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Tangipahoa	Big Box	85%	85%	85%
	Strip Center	85%	85%	85%
	Other	85%	85%	85%



TURNING IDEAS INTO REALITY



## LACDB Report

### Retail-Commercial Summary – April, 2015

Saint Tammany County, LA

219 853,760.0 \$12.44 PSF 8.8% 340

Days on Market & Lease Rate

Listings & Completed Transactions

Modest Changes

2Q 2015	1Q 2015	4Q 2014	3Q 2014	2Q 2014
173	317	389	355	317
46	43	43	40	40
397,207 SF	387,630 SF	404,081 SF	373,387 SF	373,387 SF
449,553 SF	379,363 SF	368,746 SF	322,631 SF	322,631 SF
3	6	9	8	8
1	1	1	1	1
\$12.44 PSF	\$12.61 PSF	\$12.59 PSF	\$12.89 PSF	\$12.89 PSF
\$14.37 PSF	\$12.32 PSF	\$14.00 PSF	\$13.48 PSF	\$13.48 PSF
\$58.30 PSF	\$69.23 PSF	\$78.99 PSF	\$84.40 PSF	\$84.40 PSF
\$116.31 PSF	\$116.31 PSF	\$111.94 PSF	\$124.81 PSF	\$124.81 PSF
8.8%	8.8%	7.2%	20.1%	20.1%
340	340	303	309	309



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## LACDB Report

### Shopping Center Summary – April, 2015

Saint Tammany County, LA

82 385,311.0 \$26.29 PSF

Days on Market & Lease Rate

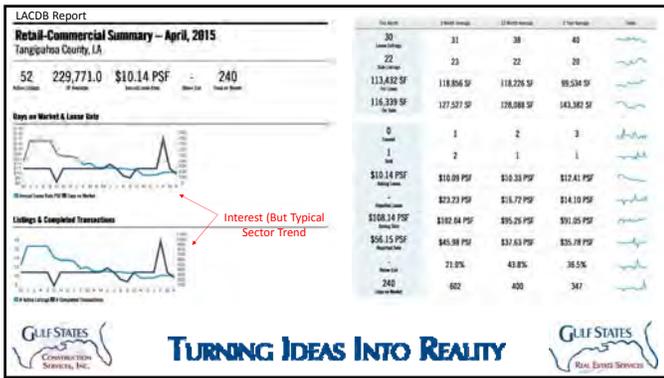
Listings & Completed Transactions

2Q 2015	1Q 2015	4Q 2014	3Q 2014	2Q 2014
76	77	92	91	91
6	6	6	7	7
334,700 SF	339,919 SF	373,033 SF	320,952 SF	320,952 SF
43,980 SF	18,484 SF	108,787 SF	153,328 SF	153,328 SF
2	2	3	4	4
0	1	1	1	1
\$26.29 PSF	\$26.02 PSF	\$24.87 PSF	\$19.58 PSF	\$19.58 PSF
\$23.63 PSF	\$20.35 PSF	\$14.93 PSF	\$12.00 PSF	\$12.00 PSF
\$133.38 PSF	\$90.50 PSF	\$66.52 PSF	\$67.81 PSF	\$67.81 PSF
-	-	\$119.67 PSF	\$63.23 PSF	\$63.23 PSF
-	-	11.5%	18.4%	18.4%
-	-	107	333	333



TURNING IDEAS INTO REALITY





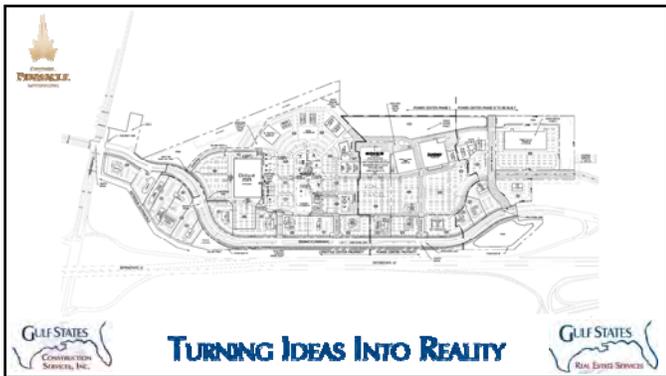
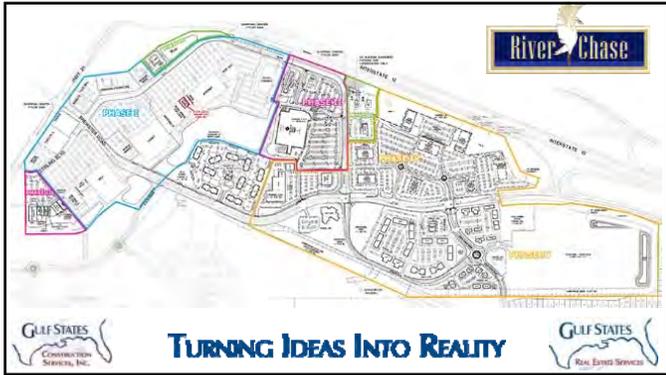
Washington, Livingston & St. Helena

NO "LACDB" TRENDS DATA AVAILABLE AT THIS TIME.

GULF STATES CONSTRUCTION SERVICES, INC. TURNING IDEAS INTO REALITY RISK. EXCEEDS SERVICES.

- St. Tammany and Tangipahoa Signature Projects  
other Parishes not reporting
- Fremaux Town Center (Slidell, LA.)  
400,000 SF (Phase I A & B)  
350,000 SF (Phase II)
  - Juban Crossing (Denham Springs, LA.)  
470,000 SF
  - River Chase (Covington, LA.)  
Approximately 780,000 SF GLA
  - Pinnacle @ Nord Du Lac (Covington, La.)  
904,000 SF
  - Hammond Square (Hammond, La.)  
Original Development 430,000 SF  
New Redevelopment is Twice the original footprint
  - Tamanend – Approved for 400,000 SF of Retail
- GULF STATES CONSTRUCTION SERVICES, INC. TURNING IDEAS INTO REALITY RISK. EXCEEDS SERVICES.





### Demographic Trends (Strengths & Weaknesses)

- See IKEA Requirements
- St. Tammany – Excellent Household Income
  - But not enough people
- Better Jobs = Better Retail
- Fremaux Town Centers Success (MASS)
- Restaurants (Eating out) See Maren Millshap Report

TURNING IDEAS INTO REALITY

**Parent Corporations:**  
 IKEA International A/S  
 420 Alan Wood Road  
 Columbus GA 31928  
 Tel: 610-834-0180  
 Fax: 610-834-0872  
 Email: [franchise@us.ikea.com](mailto:franchise@us.ikea.com)  
 Web: [ikea.com](http://ikea.com)  
 Franchised: Yes  
 Publicly Traded: No

**Contact Information:**  
 Mr. Mike Maier  
 (TDA) US Real Estate Manager  
 420 Alan Wood Road  
 Columbus GA 31928  
 Tel: 610-834-0180  
 Fax: 610-567-2856  
 All Email: [mike.maier@ikea.com](mailto:mike.maier@ikea.com)  
 Web: [ikea.com](http://ikea.com)

**Comments:** All States. All Site Proposals should be submitted to [IKEA.PropertyUSA@IKEA.com](mailto:IKEA.PropertyUSA@IKEA.com).

**Demographics:**  
 All values are relative to a (40) Mile Demographic Range.  
 Mile Range: 40 Miles  
 Minimum Required Population: 2,000,000

Desired Customer Base: Demographic range is 40 - 60 miles or 40 - 60 minutes drive time.




**TURNING IDEAS INTO REALITY**

## Drivers of Industry Change

- Redevelopment opportunities
  - Whole Foods
  - Slidell Mall
  - Hwy 190 Corridor (Veterans Blvd. Analogy)
- Technology (on line shopping)
- Smaller Stores (more Specialized)
- Discount Retailing (TJ Max, Ross, Etc.)
- Small Anchored Centers (Less & Less)




**TURNING IDEAS INTO REALITY**

Redevelopment Opportunities  
 Slidell Northshore Mall – Former Sears, Dillard's Opportunities



NORTH SHORE SQUARE MALL




**TURNING IDEAS INTO REALITY**

Redevelopment Opportunities  
 Premier Centre Former Albertsons – Now Whole Foods





**TURNING IDEAS INTO REALITY**



**North Shore Symposium  
Warehouse & Industrial Sector  
June 12, 2015  
Terry Blackwell**




**GNO** **BR MSA**

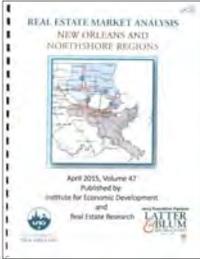



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*“In God we trust, all others must bring data.”  
Dr. W. Edward Deming*

**Real Estate Market Analysis**  
April 2015  
by  
Ivan J. Miestchovich, Jr. Ph.D., CEcD

**UNO**  
Institute for Economic Development  
And Real Estate Research



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**Special Thanks**



Brenda Bertus  
Chief Executive Officer  
St. Tammany Parish



Larry Collins  
President & CEO  
Livingston Parish



Stacey Neal, PCED, CLED  
Executive Director  
Tangipahoa Parish



Ryan Seal  
Executive Director  
Washington Parish

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**What is a Certified Site?**



- A development ready site
- Minimum of 25 acres
- Undergoes rigorous 3<sup>rd</sup> party review
- Wetlands Mitigated
- Environmental Studies
- Zoning
- Soil Analysis
- Title



Shovel Ready!

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### Rigolets Estates PUD Commercial

LA HWY 459 AND U.S. HWY 90  
ST. TAMMANY PARISH, LOUISIANA, 70461

St. Tammany  
COORDINATES  
30.178376, -89.723669

SALE PRICE: 100,000 ACRE  
LEASE PRICE: 10,000 ACRE

PROPERTY TYPE: Commercial  
AVAILABLE ACREAGE: 52  
TOTAL ACREAGE: 52

DEVELOPABLE: True  
DEVELOPABLE TERRAIN: FLAT

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### Market Summary – May, 2015 Saint Tammany County, LA

2.5 million SF  
Commercial Space For Sale

1.6 million SF  
Commercial Space For Lease

3,618 Acres  
Land & Farm For Sale

\$453.5 million  
Total Sale Price

#### Current Statistics for Saint Tammany County, LA

Property Type	Listings	Asking Lease Rate	Asking Sale Price	Below List	Days on Market	Total Available
Industrial	59	\$6 PSF	\$12.53 PSF	-	-	1.6 million SF
Office	266	\$16.80 PSF	\$106.53 PSF	14.2%	283	1.0 million SF
Retail-Commercial	213	\$12.29 PSF	\$76.24 PSF	-	-	751,752 SF
Shopping Center	76	\$26.76 PSF	\$136.12 PSF	-	-	356,582 SF
Vacant Land	347	\$1.96 PSF	\$2.28 PSF	12.4%	1,308	150.9 million SF
Farm/Ranch	4	-	\$0.46 PSF	-	-	11.2 million SF
Multi-Family	4	-	\$64.48 PSF	43.8%	158	41,061 SF

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### St. Tammany Parish Population: 275,901

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### Market Summary – May, 2015 Slidell, LA

1.4 million SF  
Commercial Space For Sale

620,813 SF  
Commercial Space For Lease

638 Acres  
Land & Farm For Sale

\$90.0 million  
Total Sale Price

#### Current Statistics for Slidell, LA

Property Type	Listings	Asking Lease Rate	Asking Sale Price	Below List	Days on Market	Total Available
Industrial	14	\$6.53 PSF	\$13.80 PSF	-	-	909,486 SF
Office	45	\$11.56 PSF	\$84.09 PSF	-	-	191,640 SF
Retail-Commercial	87	\$11.37 PSF	\$51.99 PSF	-	-	139,790 SF
Shopping Center	36	\$35.49 PSF	-	-	-	283,489 SF
Vacant Land	91	\$2.43 PSF	\$1.86 PSF	-	-	28.0 million SF
Multi-Family	4	-	\$40.84 PSF	-	-	96,455 SF

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### Johnny F. Smith Memorial Business Park - Phase II

JOHNNY SMITH MEMORIAL BUSINESS PARK  
SLIDELL, LA 70461

St. Tammany  
COORDINATES  
30.127865, -89.772844

SALE PRICE: 100,000 ACRE  
LEASE PRICE: 10,000 ACRE

PROPERTY TYPE: Industrial  
AVAILABLE ACREAGE: 52  
TOTAL ACREAGE: 52

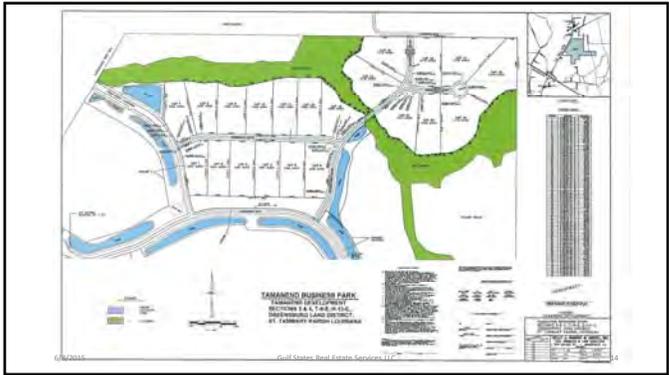
DEVELOPABLE: True  
DEVELOPABLE TERRAIN: FLAT

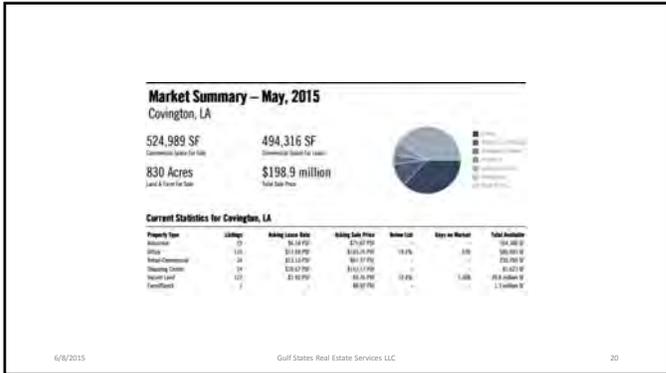
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850,000 SF

760,000 SF

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### River Chase

512 AND BREWSTER RD  
COVINGTON, LA, 70433

PARISH: St. Tammany  
COORDINATES: 30.441903, -90.133424

SALE PRICE: \$522,720/acre  
LEASE PRICE: See Agent

PROPERTY TYPE	AVAILABLE ACRES	TOTAL ACRES
Commercial	124.8	124.8

GENERAL FURNISH: Full

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### Nord du Lac

LOCATED JUST NORTH OF INTERSTATE 12 AND WEST OF HWY 21 IN COVINGTON, LOUISIANA COVINGTON, LOUISIANA, 70433

PARISH: St. Tammany  
COORDINATES: 30.456147, -90.164681

SALE PRICE: \$6.50 - \$12.00 per square foot  
LEASE PRICE: Negotiable with seller

PROPERTY TYPE	AVAILABLE ACRES	TOTAL ACRES
Industrial	170	305.5

GENERAL FURNISH: Full

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### Market Summary – May, 2015

Tangipahoa County, LA

962,638 SF  
Commercial Space For Sale

761,242 SF  
Commercial Space For Lease

3,436 Acres  
Land & Farm For Sale

\$282.7 million  
Total Sale Price

**Current Statistics for Tangipahoa County, LA**

Property Type	Listings	Asking Lease Rate	Asking Sale Price	Below List	Days on Market	Total Available
Industrial	46	\$4.20 PSF	\$53.70 PSF	-	-	539,048 SF
Office	59	\$1.12 PSF	\$108.43 PSF	-	-	240,265 SF
Retail-Commercial	54	\$3.68 PSF	\$118.31 PSF	-	-	313,213 SF
Shopping Center	16	\$14.18 PSF	-	-	-	79,518 SF
Vacant Land	228	\$0.54 PSF	\$1.44 PSF	-	-	151.1 million SF
Farm/Ranch	1	-	\$0.23 PSF	-	-	4.3 million SF
Multi-Family	8	-	\$77.41 PSF	-	-	125,407 SF

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### Tangipahoa Parish

Population: 129,086

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### Robert (SE Quadrant) - The Haven

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### HAMMOND

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### Market Summary – May, 2015

Hammond, LA

526,964 SF  
Commercial Space For Sale

598,070 SF  
Commercial Space For Lease

2,498 Acres  
Land & Farm For Sale

\$213.7 million  
Total Sale Price

**Current Statistics for Hammond, LA**

Property Type	Listings	Asking Lease Rate	Asking Sale Price	Below List	Days on Market	Total Available
Industrial	30	\$5.12 PSF	\$66.63 PSF	-	-	567,809 SF
Office	50	\$10.65 PSF	\$111.12 PSF	-	-	192,643 SF
Retail-Commercial	42	\$9.72 PSF	\$114.82 PSF	-	-	200,321 SF
Shopping Center	16	\$14.18 PSF	-	-	-	70,518 SF
Vacant Land	168	\$1.67 PSF	\$1.51 PSF	-	-	110.0 million SF
Multi-Family	6	-	\$89.43 PSF	-	-	67,634 SF

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### Airport Road Exit

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## Encore Development



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### Conrad Anderson

4744 CONRAD ANDERSON  
HAMMOND, LOUISIANA, 70401

PARISH  
**Tangipahoa**

COORDINATES  
**30.539614, -90.421338**

SALE PRICE	<b>\$5,625 per acre</b>	
LEASE PRICE	<b>not available</b>	
PROPERTY TYPE	AVAILABLE ACREAGE	TOTAL ACREAGE
<b>Industrial</b>	<b>45</b>	<b>45</b>
DEVELOPABLE	<b>Yes/Yes</b>	
<b>True</b>	<b>Cleared/Should Be Ready</b>	




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## Airport Plaza

PRIDE DRIVE  
HAMMOND, LOUISIANA, 70401

PARISH  
**Tangipahoa**

COORDINATES  
**30.523674, -90.430205**

SALE PRICE **\$90,000 per acre**

LEASE PRICE **Contact Clark Forrest**

PROPERTY TYPE	AVAILABLE ACREAGE	TOTAL ACREAGE
<b>Industrial</b>	<b>20.03</b>	<b>20.03</b>
DEVELOPABLE	<b>Yes/Yes</b>	
<b>True</b>	<b>Cleared</b>	



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## Tower Drive

TOWER ROAD  
HAMMOND, LA - LOUISIANA, 70401

PARISH  
**Tangipahoa**

COORDINATES  
**30.511363, -90.442135**

SALE PRICE **\$1,800,000**

LEASE PRICE **n/a**

PROPERTY TYPE	AVAILABLE ACREAGE	TOTAL ACREAGE
<b>Industrial</b>	<b>41.69</b>	<b>41.69</b>



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## Port Manchac

Location, On-site Rail & Ample Storage:



## THE DAILY STAR

SERVING HAMMOND AND SURROUNDING COMMUNITIES

### Port Manchac drawing ag interest

By Clark Forrest

Hammond, La. (The Daily Star) - The Port of Hammond is drawing significant interest from agricultural producers and processors as it prepares to open a new 100-acre facility for grain storage and handling.

The new facility, located on the east side of the port, will provide a much-needed increase in storage capacity for the region's major agricultural products, including corn, soybeans and wheat.

The port's expansion is part of a larger effort to modernize the facility and improve its efficiency. The new facility will feature advanced storage systems and handling equipment, allowing for faster turnaround times and reduced risk of spoilage.

The port's expansion is expected to create new jobs and boost the local economy. It is also expected to attract new investment in the region, further solidifying Hammond's position as a major port city.

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### Market Summary – May, 2015

Livingston County, LA

508,708 SF  
Commercial Space For Sale

119,281 SF  
Commercial Space For Lease

1,232 Acres  
Land & Farm For Sale

\$198.6 million  
Total Sale Price

#### Current Statistics for Livingston County, LA

Property Type	Listings	Ailing Lease Rate	Ailing Sale Price	Broker List	Days on Market	Total Available
Residential	1	\$150 P/F	\$11,175 P/F	1.0%	1.0	12,225 SF
Office	0	\$11.85 P/F	\$16,111 P/F	11.6%	0	15,440 SF
Hotel/Commercial	40	\$2.12 P/F	\$18,200 P/F	1.0%	1.0	100,000 SF
Shopping Center	17	\$24.95 P/F	\$17,127 P/F	1.0%	1.0	133,800 SF
Warehouse	146	\$2.48 P/F	\$2,227 P/F	12.2%	1.0	343,000 SF
Manufacturing	1	-	\$2,181 P/F	17.6%	1.0	10,000 SF

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### Livingston Industrial Park

30000 INDUSTRIAL PARK DRIVE  
WALDEN, LOUISIANA, 70785

LEAD: **Livingston**

COORDINATES: **30.502987, -90.820081**

MSL PRICE: **\$8,848,800.00**

LEASE PRICE: **Currently only available for sale**

PROPERTY TYPE: **Industrial**

WALKSHE: **94.31**

TOTAL HOORAGE: **94.31**

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### Washington Parish

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### WASHINGTON

Economic Development Foundation

Site Name	Street Address	City	Parish	Acreage
Bogalusa Business Park	Industrial Parkway	Bogalusa	Washington	25
LED Certified Industrial Parkway	Industrial Parkway	Bogalusa	Washington	25
Bogalusa Industrial Site	City Limits Road	Bogalusa	Washington	12.84
Development Sites	City Limits Road	Bogalusa	Washington	12.84
Forest Hills Estates	Williams Rd	Franklinton	Washington	17.5
LED Certified Franklinton Industrial Park	Taft St.	Franklinton	Washington	100

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### Bogalusa Business Park

INDUSTRIAL PARKWAY  
BOGALUSA, LA, 70427

PARISH  
**Washington**

COORDINATES  
**30.810565, -89.857349**




SALE PRICE	<b>TBD</b>	
LEASE PRICE	<b>TBD</b>	
PROPERTY TYPE	AVAILABLE ACREAGE	TOTAL ACREAGE
<b>Industrial</b>	<b>25</b>	<b>100</b>
SUBDIVIDABLE	GENERAL TERRAIN	
<b>True</b>	<b>Shovel Ready</b>	

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### Franklinton Industrial Park

TAF T ST.  
FRANKLINTON, LA, 70438

PARISH  
**Washington**

COORDINATES  
**30.841889, -90.124798**




SALE PRICE	<b>TBD</b>	
LEASE PRICE	<b>TBD</b>	
PROPERTY TYPE	AVAILABLE ACREAGE	TOTAL ACREAGE
<b>Industrial</b>	<b>100</b>	<b>100</b>
SUBDIVIDABLE	GENERAL TERRAIN	
<b>True</b>	<b>Shovel Ready Field</b>	

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### Conclusion and Questions



*“Learn from yesterday,  
hope for tomorrow,  
the important thing is  
not to stop asking questions.”*

Albert Einstein

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# General Commercial Real Estate Market Wrap up



Presented by Mike Saucier  
 President  
 Gulf States Real Estate Services  
 June 12, 2015



# New Development Challenges/ Opportunities

### Challenges

- Inadequate Infrastructure
- Unstable Regulatory Environment
- Some Quality of life gaps exist
- Negative 1<sup>st</sup> Impressions
- High property tax burdens
- True Coordinated Regional Marketing
- Broaden Our Marketing Data
- Wetlands Mitigation

### Opportunities

- Direct Economic Development Incentives to Infrastructure
- Provide for clear cut & fair code and ordinance (wetlands)
- Identify them & focus on them (Education, Family, Entertainment)
- Cut grass, Clean up major corridors, lighting
- Create new development property tax incentives (Freeze)
- Create Regional Marketing material for Local Commute, with Regional & Statewide Links.
- Create "Mini" site certification designation for areas less than 25 acres
- Defund the CORP!



**TURNING IDEAS INTO REALITY**



### 1<sup>st</sup> Impressions



**TURNING IDEAS INTO REALITY**



### Quality of Life



**TURNING IDEAS INTO REALITY**



### Tickfaw 200

Recreation & Entertainment ("Area" Marketing)



**TURNING IDEAS INTO REALITY**



**THANK YOU!**

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*University of New Orleans*  
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Senior



Junior

Favrot & Shane Companies



Louis "Pat" Miramon, Jr.



Associate

American Bank & Trust

Jefferson Parish Economic Development Commission (JEDCO)

Liberty Bank & Trust

Max J. Derbes, Inc.

Metairie Bank & Trust

Resource Bank

St. Tammany Economic Development Foundation (STEDF)

The Park Companies

Walker & Dunlop