





**2017 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 9, 2017 | 8:30AM – 12:30PM**



***Agenda***

- 8:00 – 8:30AM                      Registration & Networking
- 8:30 – 8:45AM                      Welcome & Opening Remarks  
Dr. John Williams, Dean, College of Business Administration,  
University of New Orleans  
  
Dr. John Nicklow, President, University of New Orleans
- Seminar Moderator                Dr. Robert Penick, Interim Director, UNO Institute for Economic Development  
and Real Estate Research, Adjunct Professor, University of New Orleans, Vice  
President & CFO, Latter & Blum, Inc.
- 8:45 – 10:15AM                    *2016 Floods – Recovery Updates and Economic Impacts*  
Jeff Haley, Homeowner Programs Director, Louisiana Office of Community  
Development, Disaster Recovery Unit  
  
David Bennett, President, Livingston Economic Development Council  
  
Alyson Lapuma, Director, Tangipahoa Parish Office of Community Development  
Junior Shelton, Mayor, Central, Louisiana
- 10:15 – 10:30AM                    Break
- 10:30 – 11:30AM                    *Impacts of 2016 Floods – Commercial Property Market*  
Sergio Mesa, Sales and Leasing Associate, Latter & Blum Classic  
Joseph Moore, Division Director, RE/MAX First  
  
John Case, Co-Owner, Lowry-Dunham, Case & Vivien Insurance
- 11:30AM – 12:30PM                *Impacts of 2016 Floods – Residential Real Estate Market*  
John Crifasi, Sales & Leasing Associate, C.J. Brown (Livingston Parish Office)  
  
Richard Haase, President, Latter & Blum, Inc.  
  
Dwayne LeBlanc, Vice President of Business Development, Wright National  
Flood Insurance Company

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# THE UNIVERSITY OF NEW ORLEANS / LATTER & BLUM, INC.

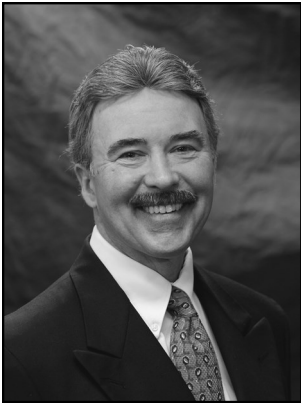
## 2017 Economic Outlook & Real Estate Forecast Seminar for the Northshore Region

### SPEAKER BIOGRAPHIES



#### *Dr. John Nicklow, President, the University of New Orleans*

Dr. John Nicklow is the seventh leader in the history of the University of New Orleans. He was selected President by the University of Louisiana System Board of Supervisors on March 16, 2016. Prior to his ascent to the presidency, he spent nine months as the University's Provost and Vice President for Academic Affairs. President Nicklow brings to the position nearly 18 years of higher education experience as a faculty member and administrator with extensive experience in research, enrollment management, student success initiatives, fundraising, campus-wide collaborations and academic program innovation. As Provost, Dr. Nicklow served as the Chief Academic Officer for the University of New Orleans and was responsible for managing academic programs and support units and the policies and practices that affect the academic success of students at the University. He oversaw undergraduate and graduate education, recruitment and retention of students, faculty affairs, including promotion and tenure, outreach to the community, information technology, and institutional effectiveness and assessment. President Nicklow previously held the position of Provost and Vice Chancellor for Academic Affairs at Southern Illinois University, as well as earlier appointments as Assistant Provost for Enrollment Management, Associate Dean of Engineering, and Professor of Civil Engineering at that institution. As Provost, Dr. Nicklow led an effort that resulted in increased overall student enrollment, following more than 10 years of consecutive declines. Other highlights of his tenure included two of the largest freshmen classes in 20 years, the largest international student population in 30 years and strong gains in the number of transfer students as well as rates of student persistence. Dr. Nicklow helped triple the size of the University Honors Program; grew accredited online programs and online enrollment; managed new, successful recruitment initiatives; created centralized First-Year Advisement; and established a number of cross-disciplinary and new academic programs. President Nicklow has been widely recognized at the university level by the American Society of Civil Engineers and by industry for his teaching and research. His research interests are focused on STEM education and on environmental and water resources systems optimization. He has published more than 75 articles and is the author of four books. He is a registered professional engineer, a certified professional hydrologist, a Fellow of the American Society of Civil Engineers, and a Diplomat of the American Academy of Water Resources Engineers. President Nicklow earned B.S. and M.S. degrees in Civil Engineering from Bucknell University in Lewisburg, Pennsylvania and a Ph.D., in Civil Engineering from Arizona State University. He began his career as an Environmental Engineering Officer with the U.S. Public Health Service and was responsible for design and construction of water supply and waste disposal facilities for American Indian communities. President Nicklow is a native of Berlin, Pennsylvania. He is married with one son.



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

John A. Williams, Ph.D. is Dean of the College of Business Administration and Veta Professor of Strategy at the University of New Orleans. He holds a Ph.D., Master of Science, and Bachelor of Science from the Pennsylvania State University. Prior to joining the University of New Orleans, Dr. Williams held administration positions at Penn State University, Virginia Tech, and Kansas State University. His oversight of the AACSB accredited College of Business Administration includes the Department of Accounting, Department of Economics & Finance, Department of Management and Marketing, and the Lester E. Kabacoff School of Hotel, Restaurant & Tourism Administration. In addition to undergraduate programs in those areas, graduate programs include the MBA, Master of Science in Health Care Management, MS in Accounting and Taxation, MS in Hospitality and Tourism Management, and the Ph.D. degree program in Financial Economics. Executive Education Programs include an Executive Master of Business Administration Program, Executive Master of Health Care Management Program, and the on-line Master of Science in Hospitality and Tourism Management. Dr. Williams also oversees the AT&T Center, the Center for Economic Development, the Real Estate Market Data Center, the Hospitality Research Center, and the Division of Business & Economic Research. He serves as Director of the Hospitality Research Center (HRC), a Board of Regents Center of Excellence, and the premier university-based hospitality and tourism center in the nation. He also serves as Director of the Division of Business & Economic Research (DBER). Dr. Williams has published numerous articles on hospitality and tourism and has achieved over \$3 million grants and contracts focusing on the tourism industry in New Orleans and the state of Louisiana. He began his position at the University of New Orleans one month prior to Hurricane Katrina and has conducted many studies and collected a volume of longitudinal data on tourism resiliency and the transformational change of tourism in New Orleans. He is an active member on many boards in the greater New Orleans area and is the President of the South Western Business Dean's Association.



***Dr. Robert Penick, Interim Director, Institute for Economic Development & Real Estate Research and Adjunct Professor, UNO; Senior Vice President & CFO, Latter & Blum, Inc.***

Dr. Robert Penick has been appointed the Interim Director of the Institute for Economic Development and Real Estate Research. He also serves as an Adjunct Professor of Finance, teaching undergraduate and graduate courses in real estate principles and real estate finance. He currently serves as Senior Vice President and Chief Financial Officer for the Latter & Blum Companies in New Orleans. Dr. Penick holds a B.S. in Finance and an M.B.A. in business administration and management from Loyola University of New Orleans. He also holds a M.Ed. in supervision and administration from Our Lady of Holy Cross College of New Orleans. His University of New Orleans education includes a M.S. in Urban Studies and a Ph.D. in Urban Studies with a concentration in real estate and real estate ethics. Dr. Penick also holds an Insurance license in the State of Louisiana. Dr. Penick authored his dissertation on *Real Estate Ethics in the State of Louisiana*. His writings were referenced in the Real Estate Journal in 2006. He also wrote a Thesis entitled *A Qualitative Study of Real Estate Ethics* while a student at the University of New Orleans. He is currently on the faculty of the NAR Realtor University which offers master's degrees in real estate to Realtors across the country. He teaches Personal Finance courses at St. Joseph Abbey and Seminary College in Covington, Louisiana and previously taught at Southeastern Louisiana University in Hammond, Louisiana. In 2011 he was named one of the top Money Makers by the City Business publication in New Orleans. He is active in many civic, business, and professional organizations and serves on or has served on the boards of several of them. He currently serves on the International Alumni Association at the University of New Orleans and on the Board of the University of New Orleans Foundation. He also has served on the Board of a local school board as a member and President of that School Board. He is a veteran of the U.S. Army and the U.S. Army Reserves having served more than 30 years and retiring as a Lt. Colonel, Engineer Branch.



***Jeff Haley, Homeowner Programs Director, Louisiana Office of Community Development, Disaster Recovery Unit***

As the Homeowner Programs Director, Jeff Haley serves as the lead for policy and program implementation related to homeowner recovery programs. Haley provides planning and direction for the U.S. Department of Housing and Urban Development-funded Homeowner Assistance Road Home program, as well as the 2016 Floods Restore Louisiana Homeowner Assistance program. He works closely with Executive Director Pat Forbes and Executive Counsel Dan Rees and may represent the agency and testify in court matters such as litigation or criminal charges relative to OCD-DRU programs. Prior to his state service, Haley worked at ICF International as an Operations Project Manager. Haley holds a bachelor’s degree in psychology from Louisiana State University, a Master of Divinity degree from New Orleans Baptist Theological Seminary and a master’s degree in business administration from Southeastern University.



***David Bennett, President, Livingston Economic Development Council***

David Bennett is the President of the Livingston Economic Development Council. Prior to joining the LEDC, David was Assistant Director of the Business Expansion and Retention Group at Louisiana Economic Development (LED), where he worked with a diverse group of business executives to expand their operations in Louisiana. David also had the opportunity to work with Louisiana small businesses at LED through administration of successful and impactful programs such as the Economic Gardening Program and CEO Roundtables. David has over 13 years of experience managing small businesses in the private sector prior to his work in economic development.



***Alyson Lapuma, Director, Tangipahoa Parish Office of Community Development***

As a life-long resident of Tangipahoa Parish, Alyson has enjoyed serving 25 years of service with Tangipahoa Parish Government holding various titles, from Permit Office Manager, Floodplain Manger, Building Official to Planning Director. Last year she was appointed as the Director of the Office of Community Development, where she manages the staff from the Permit, Inspections, Planning, Environmental and Public Health offices. In 2001, Alyson became one of the first 200 Certified Floodplain Managers in the United States and has served on the board for the Louisiana Floodplain Management Association for 20 years. She has assisted with mitigation projects and legislature during the Biggert-Water flood insurance reform act 2012. She worked in the Parish’s Emergency Operations Center during the past two flood events and has served as a liaison for FEMA, their contractors and the public during the recovery period.



***Junior Shelton, Mayor, City of Central, LA***

Mayor Shelton is a lifelong resident of East Baton Rouge Parish. He graduated from Broadmoor High School in 1969 and LSU in 1973 with a BS in Business Administration. The Mayor grew up in his family business, a building supply business and later became a realtor with C.J. Brown. His family is rich with public servants as his father was a School Board Member in EBR during the mid-sixties and his uncle later served that same board as Central’s representative. Mayor Shelton is married to Rita Miller Shelton and has 4 adult children and 7 grandchildren. “Being certain that Central has a foundation to sustain family values” is of utmost importance to the Mayor. Elected in 2014, the Mayor has taken an aggressive stand to make Central a leader in all facets of developments, from commercial, residential and retail. Shelton takes to heart advice from the popular Mayor Tom Ed McHugh, who told him, “there are only 2 kinds of cities, you’re either growing, or you’re dying.” Mayor Shelton’s pledge to Central’s citizens is to give them a place to live that they can enjoy and be proud of.



**Sergio Mesa, Sales & Leasing Associate, Latter & Blum Classic**

Sergio Mesa is a native of New Orleans and currently resides on the Northshore in the cross-roads of Hammond, Louisiana. He has eight years of experience in the Residential and Commercial Real Estate market including involvement in retail and industrial sales. In addition, Mr. Mesa is also pursuing his CCIM designation in commercial real estate sales being a licensed real estate sales person in the State of Louisiana since January 2009. Sergio is based out of Hammond at Latter & Blum Classic Homes & Properties and services all of Tangipahoa and St. Tammany Parishes alike in addition to the New Orleans area and all other parishes along the I-12 and I-10 corridors. Sergio is a commercial real estate appraiser trainee with Murphy Appraisal Services and since that time, has assisted in the valuation of a wide array of property types including vacant land, office and retail facilities, restaurants, apartment complexes, self-storage facilities, shopping centers, and industrial properties. His clients are always first priority by educating them with viable facts to make the best decision in their Real Estate Investments. Sergio is fluent in both English and Spanish languages.



**Joseph Moore, Division Director, RE/MAX First**

Mr. Moore has been a licensed Realtor in LA & MS for 15 years and has been a developer for over 25 years. Projects he has developed include 6 residential subdivisions, 2 hotel/motels, 3 office/commercial projects and he developed the original master plan for the Mississippi Gulf Coast Casino Development. Two of his most recent project developments include Riverside Landing at Bass Pro Shoppes and Pointe of Isle, both in Livingston Parish. Mr. Moore areas of expertise includes Community & Development Block Grant Certification in Mississippi, HUD – CDBG Block Programs, Commercial Investment Construction/Contracting Commercial, Multi-Family and Industrial Leasing, Mortgage Brokerage and Net Leased Properties. He belongs to the International Council of Shopping Centers and Counselors of Real Estate. He earned his Bachelor of Science and Masters of Science in Planning, Management and Administration at the University of Missouri.



**John Case, Co-Owner, Lowry-Dunham, Case and Vivien**

John is a co-owner of Lowry-Dunham, Case and Vivien in Slidell, Louisiana. He has been a licensed producing agent since 1975 with an emphasis on property and casualty protection. John’s specialty is medium sized contractors, municipalities, condominium associations and non-profits. His expertise in flood evolved from necessity, as his geographical location has suffered four major flooding events including Hurricane Katrina. John understands that the implementation of flood insurance rules and regulations are an evolving event. John is a past president of Rotary, and the St. Tammany East Chamber of Commerce, former member of the St. Tammany Parish Board of Flood Elevation Variances, Slidell Planning Commission and Literacy Foundation. His hobbies include writing short stories that are published monthly in the local Slidell Magazine.



**John Crifasi, Sales & Leasing Associate, C.J. Brown (Livingston Parish Office)**

John Crifasi studied Business Administration at Louisiana State University before moving to the New Orleans area to begin a career as a Financial Advisor. After 25 years of delivering financial and retirement plans to his clients through bank channels, such as Bank One (now Chase) and Regions Bank, John decided to pursue his passion in photography. While working for a local Real Estate Photography company, he was introduced to the exciting and challenging world of Real Estate. Acquiring his Realtors License in 2015, John joined the firm of CJ Brown, a Latter & Blum Company, and works with the Denham Springs office in Livingston Parish. In addition to his membership in the Greater Baton Rouge Association of Realtors, John is also a member of the Louisiana Photographic Society in Baton Rouge, and has had his work published in the *Times-Picayune*, *Country Roads* magazine, and a number of travel websites. As of June, 2017, John is a contributing writer to the monthly-published *Livingston Business Journal*. John has four adult children who reside in New Orleans, Metairie and Bush, Louisiana, as well as Seattle, Washington. John and his wife, Terri, are residents of Baton Rouge, Louisiana.



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

Richard “Rick” Haase is the President of Latter & Blum Inc. (LBI), the largest independently owned Real Estate brokerage in the Gulf South with more than thirty offices located throughout Louisiana, Texas and Southern Mississippi. LBI is comprised of Latter & Blum Inc./REALTORS®, C.J. Brown REALTORS® Inc., Noles-Frye Realty®, Van Eaton & Romero REALTORS®, Realty Associates, NAI Latter & Blum Commercial Real Estate, Latter & Blum Insurance Services, Essential Mortgage Company and Platinum Title & Settlement Services. Established in 1916, the company’s service footprint has grown to include the markets of Greater New Orleans, Greater Baton Rouge, Houston, Alexandria, Acadiana, Lake Charles, Houma, Thibodaux, South Lafourche Parish, and Southern Mississippi. The firm handles all phases of residential and commercial sales, leasing, property management, insurance, appraisals, title and mortgage services. Latter & Blum’s residential operation is currently ranked number one in Louisiana and is the twenty-seventh largest in the nation. Mr. Haase has been active in residential Real Estate sales and brokerage management for more than thirty-five years. Before being named President of Latter & Blum Inc., Mr. Haase served as President of Latter & Blum’s residential operations and has held senior leadership positions with market-leading companies in the United States. Mr. Haase continues to focus on process improvements and growth of Latter & Blum Inc. and its Real Estate services in the Gulf South and oversees the operations and strategic direction of the Latter & Blum Family of Companies. He is an expert in strategic planning and management and is a graduate of the Gestalt Institute’s Organizational Systems Development program. Mr. Haase serves on the Board of Directors and Executive Committee of the New Orleans Police & Justice Foundation. He is a member of the Business Council of New Orleans and the River Region and the University of New Orleans Research and Technology Foundation Board. He is a member of the Board of Directors of Greater New Orleans, Inc. and the Southeast Super-Region Committee. Mr. Haase is also a member of the Board of Directors of The Real Estate Services Providers Council. He serves on the Board of Trustees of the United Way of Southeast Louisiana (UWSELA) and was the organization’s 2015 Fundraising Campaign Chair.



***Dwayne LeBlanc, Vice President of Business Development, Wright National Flood Insurance Company***

Dwayne LeBlanc is currently the Vice President of Business Development for Wright National Flood Insurance Company, a WYO Participating Company for the National Flood Insurance Program, (NFIP). A native of the Greater New Orleans Area, Mr. LeBlanc started his career in the insurance industry in 1979. He currently holds the following professional designations, Certified Insurance Counselor, Chartered Property and Casualty Underwriter, Certified Risk Manager, Certified Floodplain Manager, Associate in National Flood Insurance, Chartered Life Underwriter, Chartered Financial Consultant, and a Life Underwriting Training Council Fellowship. In addition, he has served the industry as a producer, consultant, company representative, and educator. During his capacity as a representative of a WYO Company, Mr. LeBlanc has responded to numerous disasters. More recently, they include Meteorological Event Sandy and Hurricane Katrina. He has worked with various sectors of emergency response, including federal, state and local governments assisting them in the processes of Public Assistance as it relates to The Stafford Act and the procurement of flood insurance. Some of his projects include the USS Intrepid in New York, Raymond James Stadium in Tampa, the State of Louisiana and various local governments. In addition, he specializes in working with Condominium Developers and/or Condominium Associations in New York, New Jersey, Florida and the Gulf Coast States. As an educator, he has spoken on matters which impact governmental entities, non-profits, insurance brokers/producers and the general public. Mr. LeBlanc is an alumnus of The University of New Orleans and an associate member of both The Independent Insurance Agents of Louisiana and The Professional Insurance Agents of Louisiana. He also is a member of The Society of Certified Insurance Counselors, The Society of CPCU, The Association of State Flood Plain Managers and The International Association of Insurance Professionals.





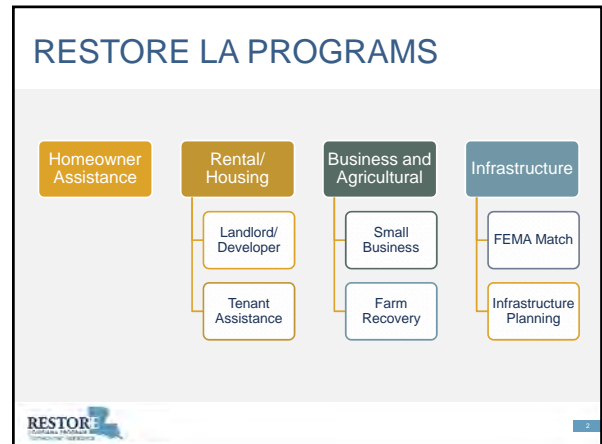
***Dr. Mahyar Amouzegar Provost and Senior Vice President of Academic Affairs, University of New Orleans***

Dr. Mahyar Amouzegar, Provost and Senior Vice President for Academic Affairs, is the Chief Academic Officer for the University of New Orleans. The Provost, through the Office of Academic Affairs, is responsible for managing academic programs and support units and the policies and practices that affect the academic success of students at the University. The Provost provides vision, leadership, and oversight for all academic programs, enrollment management, and information technology. He coordinates strategic planning and initiatives, promotes faculty excellence in teaching, research, and services, and expands opportunities for engagement and outreach in the local, state, national, and global spheres. The Provost reports to the President and collaborates with him in setting and supporting overall academic programs and priorities for the University. He serves our campus community by overseeing undergraduate and graduate education, recruitment and retention of students, faculty affairs, including promotion and tenure, and outreach to the community. The individual colleges and departments that report to the Provost work collectively to support and ensure our students' success.

Dr. Amouzegar earned a B.S. in Applied Mathematics from San Francisco State University. He earned his M.S. in Electrical Engineering, D. Engineering and Ph.D. in Operations Research from the University of California, Los Angeles. He began his career as an Assistant Professor of Mathematics at Massey University in New Zealand. Dr. Amouzegar then spent several years at California State University, Long Beach, serving as the Associate Dean for Research and Development.

He previously held the position of Dean of the College of Engineering at Cal Poly Pomona where he oversaw more than 300 faculty and staff, 12 accredited programs and more than 5,000 students. Dr. Amouzegar was also a Senior Policy Analyst at RAND Corporation, which is internationally recognized as a premier policy think tank. There he served as a researcher supporting military policy issues and was responsible for managing a large group of research and support staff across three sites.

Dr. Amouzegar is passionate about championing student success, engaging with the community, expanding the diversity of the faculty and student body and finding new resources in support of our students, faculty and staff.



- ### ELIGIBILITY REQUIREMENTS
- To be eligible for one of the six phases of the program, homeowners must meet all of the eligibility criteria listed below:
- Must have been the owner occupant at time of the disaster event
  - The damaged address must have been the homeowner's primary residence at the time of the disaster event
  - The damage suffered must be a result of the March or August 2016 severe storms and flooding events
  - The structure must be eligible as determined by the program, which includes single family homes, duplexes, mobile homes, & condominiums
  - The structure must be located in one of 51 disaster-declared parishes
- RESTORE LOUISIANA PROGRAM

### PROGRAM PHASES

ALL PHASES		
Must have major/severe home damage, and no structural flood insurance at the time of the flood		
PHASE I	PHASE II	PHASE III
<ul style="list-style-type: none"> <li>• Low-to-moderate income</li> <li>• Elderly or persons with disabilities</li> <li>• Outside the floodplain</li> </ul>	<ul style="list-style-type: none"> <li>• Low-to-moderate income</li> <li>• Elderly or persons with disabilities</li> <li>• Inside the floodplain</li> </ul>	<ul style="list-style-type: none"> <li>• Reside within one of the 10 most impacted or distressed parishes</li> <li>• Outside the floodplain</li> <li>• No priority due to income</li> </ul>
PHASE IV	PHASE V	PHASE VI
<ul style="list-style-type: none"> <li>• Reside within one of the 10 most impacted or distressed parishes</li> <li>• Inside the floodplain</li> <li>• No priority due to income</li> </ul>	<ul style="list-style-type: none"> <li>• All other disaster-declared parishes</li> <li>• Inside and outside the floodplain</li> </ul>	<ul style="list-style-type: none"> <li>• Reimbursement for homeowners who have completed the rebuilding process at the time they answer the survey or complete the application</li> </ul>

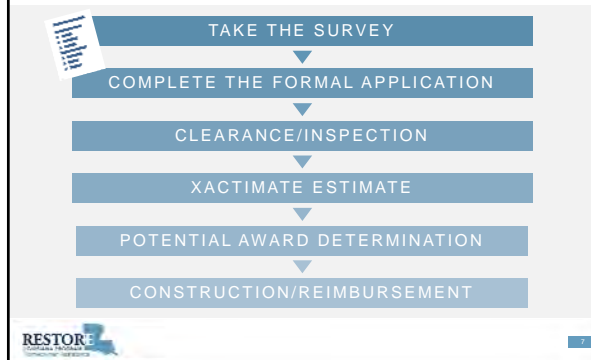
RESTORE LOUISIANA PROGRAM

### AVAILABLE SOLUTIONS

PROGRAM MANAGED	HOMEOWNER MANAGED	REIMBURSEMENT
<ul style="list-style-type: none"> <li>• Program manages and completes construction process</li> <li>• Homeowners do not select contractors or deal directly with the contractor</li> <li>• The program's contractors will repair or reconstruct damaged properties</li> <li>• Economy-grade materials/finishes only</li> </ul>	<ul style="list-style-type: none"> <li>• Homeowners manages repair or reconstruction work</li> <li>• Homeowners select contractors and deal directly with the contractor</li> <li>• Program provides advisory services and monitoring</li> <li>• Program reimburses for economy-grade finishes only but homeowner is allowed to pay the difference for higher grade materials/finishes</li> </ul>	<ul style="list-style-type: none"> <li>• Homeowners who have completed partial or full repairs before applying to the assistance program may qualify for reimbursement of eligible expenses incurred before the application process or by September 8, 2017, whichever is sooner.</li> </ul>

RESTORE LOUISIANA PROGRAM

## HOW THE PROGRAM WORKS



## PHASES AND TIERS

**RESTORE LOUISIANA HOMEOWNER ASSISTANCE PROGRAM**

**PHASES AND TIERS**


		PHASE I	PHASE II	PHASE III	PHASE IV	PHASE V	PHASE VI
DAMAGE LEVEL	MAJOR AND SEVERE	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	100% OF REPAIRS COMPLETED	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
STATUS OF REPAIRS	PARTIAL REPAIRS COMPLETED	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	REMAINING PROSPECTIVE WORK	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
INSURANCE	NO DIFF.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
GEOGRAPHY	ALL 61 IMPACTED PARISHES	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	10 MOST IMPACTED PARISHES	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
FLOOD PLAIN	INSIDE	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	OUTSIDE	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
INCOME	ALL INCOME LEVELS	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	LMI ONLY	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
HOMEOWNER 62+ AND/OR PERSON WITH DISABILITY IN HOME	YES	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	NO	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TIERED AWARD	REIMBURSEMENT OF COMPLETED WORK	LMI EQUAL OR LESS THAN \$25K AM	100%	100%	25%	25%	25%
		OVER \$25K AM	N/A	N/A	25%	25%	25%
	PROSPECTIVE CONSTRUCTION	EQUAL OR LESS THAN \$25K AM	100%	100%	100%	100%	100%
		OVER \$25K AM	N/A	N/A	50%	50%	50%

**RESTORE**  
LOUISIANA PROPERTY  
REPAIR ASSISTANCE PROGRAM

THANK YOU

# Livingston Parish

Flood Recovery Update and Economic Impact  
June 9, 2017



## Fastest Commercial Growth Areas (As of June 2015)

- Juban Crossing
- Academy/BELK/Rouses/Old Navy/ULTA/Bed Bath/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


**Things changed after August 2016**



## Livingston Parish August 2016 Flood


- Much of the parish inundated by flood waters
- Over 100,000 residents impacted
- Estimates of over 40,000 homes were affected
- Nearly every business was impacted
- \$122 million of estimated damage to the Livingston Parish Public School System
- \$800 Million of estimated economic impact\*

\*Estimates from LEDC following review of Lewis Terrell and Associates, LLC report for Louisiana Economic Development




## Current State of Flood Recovery in Livingston Parish

- FEMA has received over 43,000 applications for Individual Assistance demonstrating over \$235 million dollars of individual recovery needs
- Over \$57 million has been obligated so far to Livingston Parish through FEMA Public Assistance for the August 2016 flood
- Additional federal funds starting to flow through the Restore Louisiana Task Force
- Livingston Parish Public School System
- Parish-wide drainage improvement projects




## LEDC Role in Recovery

- Advocate for additional funding on behalf of Livingston Parish
- Work with Parish leadership to identify needs and opportunities
- Promote economic development



## Invest in Infrastructure Improvements

- Interstate widening to three lanes throughout the Parish
- Major interchange improvements at Satsuma and Walker
- HWY 190 widening and safety features (round-a-bouts)
- Livingston Industrial Park road extension
- Drainage improvement projects



### Driving Forces in Livingston Parish (As of June 2015)

Geography	Interstate 12 Baton Rouge/Hammond/New Orleans
Population	Significant 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

**Some things haven't changed**



### Livingston Economic Development Council

David Bennett, President & CEO  
225-686-3982  
David@ledc.net



# Great Flood of 2016

BASS PRO AND RANGE AVENUE IN DENHAM SPRINGS



Juban Crossing Morning of August 2016  
The Flooding Enters the West Side of Juban Crossing Development



Juban Crossing at Peak of Flood  
Interstate 12 at Juban with Flood Water Level with Center Barrier Wall



Bass Pro Outparcels on Morning of August 8th 2016  
Range Avenue at Range 12 Blvd and I 12 Exit Ramp



Bass Pro Shops High and Dry throughout the Flood  
Parking lot received water and store closed 1 week to serve as Emergency FEMA Logistics Center



Springs Plaza Early on August 16 2016  
Water Levels Rising Fast

Presented by Joe Moore, Re/Max  
First Commercial

Recovery Is Well Underway



Juban Crossing Restored and East Side Juban Market Place

All Retail Has Re-Opened with exception of Movie Tavern

Frontage Pads Underway on East Side of Juban Road include 2 Auto Dealerships, 6 Pad Sites for Retail, QSR and Special Service

Video Compliments of  
Dev/Null on YOUTUBE by  
Aaron Colona

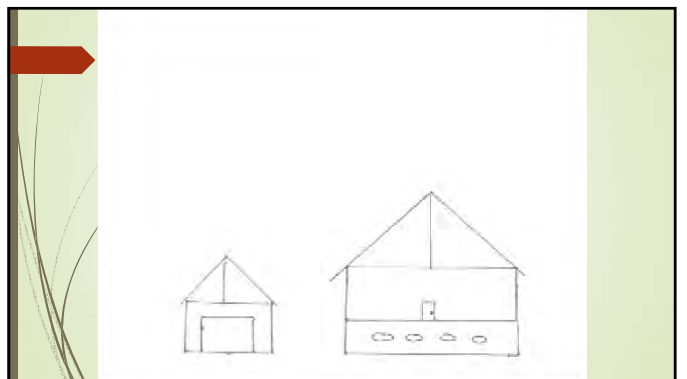
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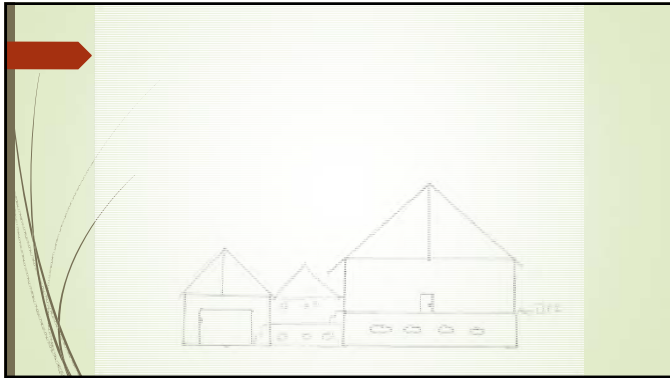
Flood Insurance  
John Case, CIC, Lowry-Dunham ....

My Chauffer









### Dodging The Flood Insurance Bullet

- Is the property under consideration in a Special Flood Hazard Zone? (Zones "A" and "V")
- Ways to find out:
  - Ask owner for a Flood Elevation Certificate
  - Consult on-line map. Google Louisiana Flood Map and look for LSU Ag Center
  - Call an agent you trust

### Is a change in mapping being considered?

- **Ways to find out:**
  - Consult above on-line map for Preliminary map
  - Call the municipality
  - Call an agent you trust

- If not in a flood zone or the area is not becoming a flood zone, you are probably ok. This does not mean the purchaser does not need flood insurance, it just means that it probably won't be required by the lender and it should be easy to get reasonably.
- So, your property is in a flood zone. First, is it a Pre-Firm Property or a Post-Firm Property? This means, was the house built before or after the community joined the flood program and had a map to follow. (FIRM simply means Flood Insurance Rate Map)

### Local FIRM Dates

- Slidell 12/16/80
- St. Tammany Parish unincorporated 12/31/74
- Covington 11/19/80
- Mandeville 9/28/79
- For more, you can Google, *Louisiana Community Flood Status Report*

## **DANGER**

- If it is a Pre-Firm building and in a special flood hazard area you need to be careful. It is unlikely that the house was built to the present base flood elevation. If the current rules stay in force, this building will lose its subsidy and over a few years the premium will escalate to the actuarial rate. Could be VERY high.
- If it is Post-Firm and built to flood code, and HAS NOT been altered, you should be ok.
- Alterations that can cause a problem. Enclosed porches, that are of a lower elevation. Enclosed garages turned into living area.

## **DANGER**

- Buildings that are Post-Firm and elevated.
- Elevated buildings that have an attached garage.
- Buildings that have more than one elevated floor.
- Elevated buildings that have enclosures.

## **Dodging The Flood Insurance Bullet**

Is the property under consideration in a Special Flood Hazard Zone? (Zones "A" and "V")

Ways to find out:

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Some Dates:

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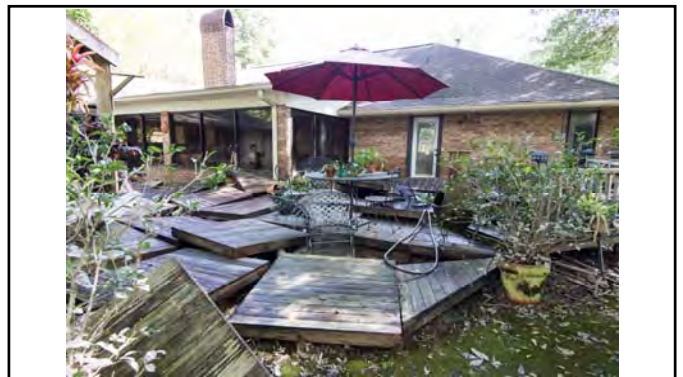
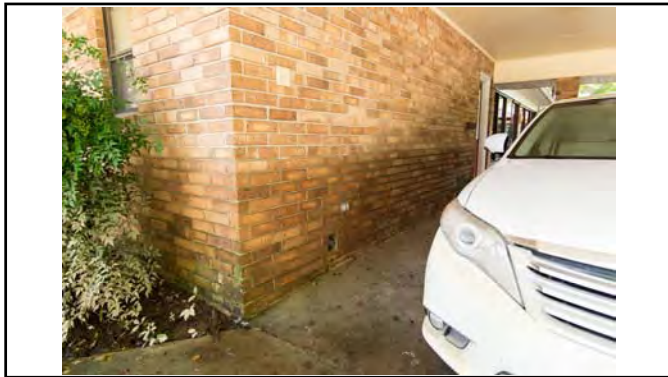
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- Buildings that have more than one elevated floor.
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**DANGER DANGER DANGER**

Any building in a "V" zone. I have seen so many infractions here you should always consult a professional.



John Crifasi, C.J. Brown

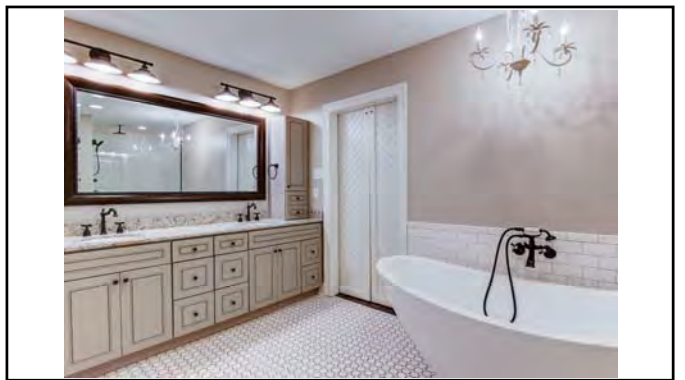














**THE UNIVERSITY of  
NEW ORLEANS**

Institute for Economic Development & Real Estate Research

**2017 Economic Outlook & Real Estate Forecast**  
Northshore



**Buyers Market or Sellers Market?**

**Sellers – Under 3 Months Inventory**  
**Buyers – Over 6 Months Inventory**

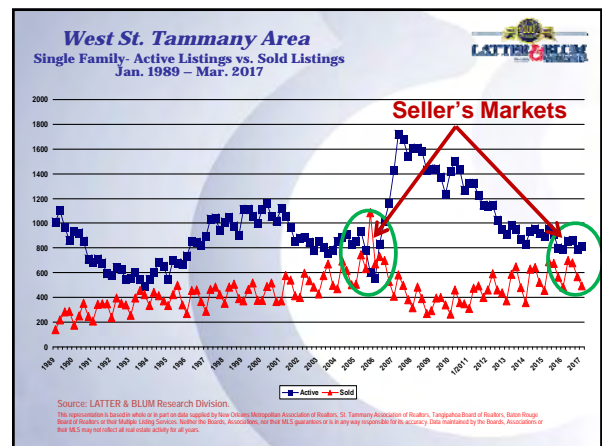
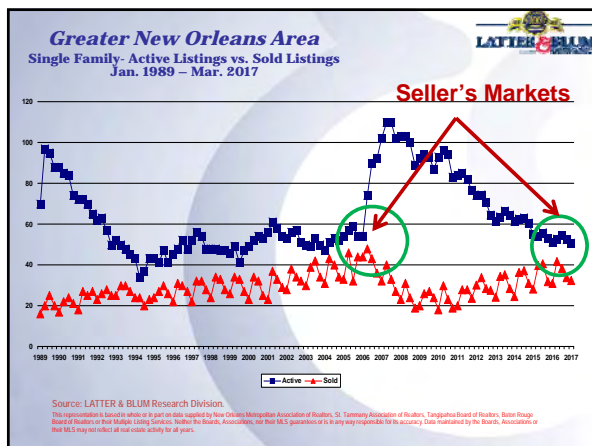
**The markets behave differently...  
relative to pricing!**

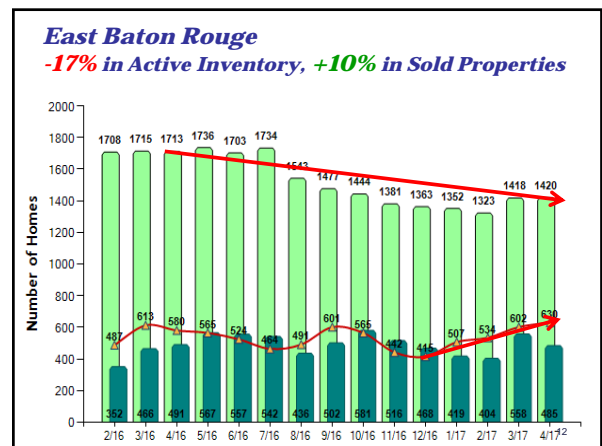
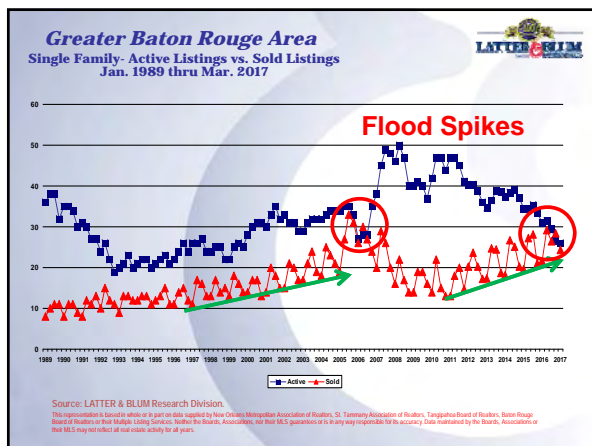
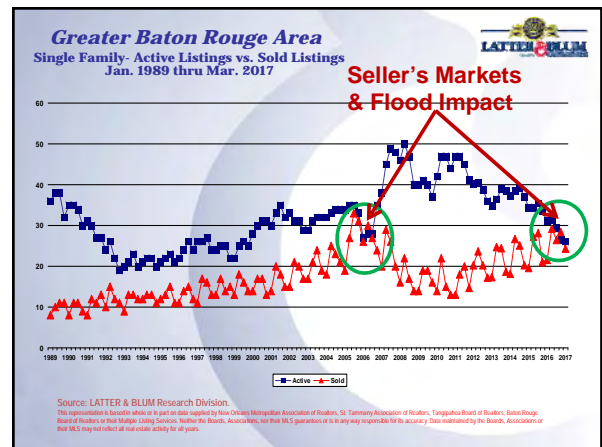
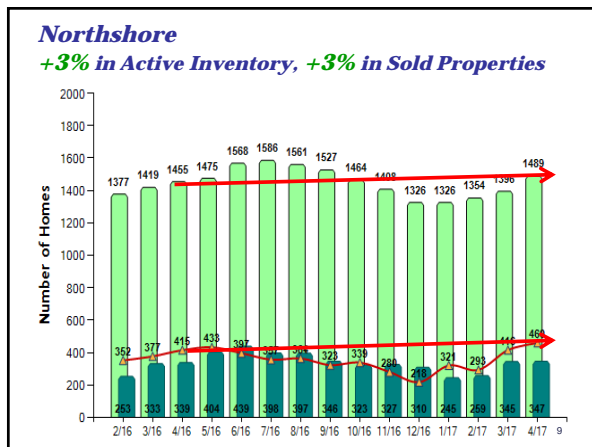
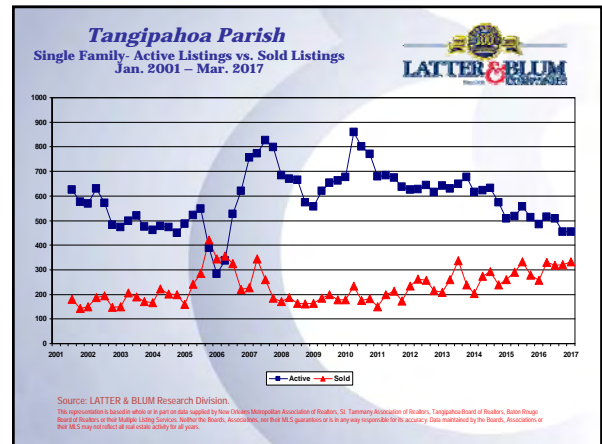
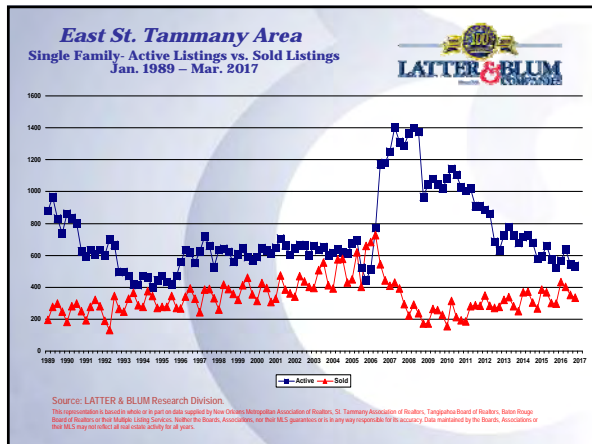
**Northshore Real Estate Market - 2015 (last year)**

- 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**  
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**Northshore Real Estate Market - 2017**

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### **Top Expected Influencers 2017**

- Interest Rates
- Pent Up Demand
- Consumer & CEO Confidence
- Jobs layoffs
- Oil & Gas Prices & Investments

### **Latter & Blum Companies are cautiously optimistic...**

- Opportunities – 1<sup>st</sup> time buyers, pent up demand & household creation
- Threats - jobs, mtg rates, MID, inventory shortage
- Non-events - GSE reform & election

#### **Forecast**

- Closed sales volume up 6%
  - 50% units & 50% price

#### **Budgets**

- Based on “Flat Market Performance”

THANK YOU!

Rick Haase, Latter & Blum  
[rhaase@latterblum.com](mailto:rhaase@latterblum.com)

6th Annual  
**ECONOMIC & REAL ESTATE FORECAST SYMPOSIUM**



**Dwayne LeBlanc**  
CIC, CPCU, CRM, CFM, ANFI  
Vice President of  
Business Development  
Sales and Marketing



wrightflood.com

1



### 2016 By the Numbers

PAID **83,540** insured survivors more than


**\$4 Billion** dollars for

CLAIMS in all **50** States, plus Washington, DC and Puerto Rico

**3<sup>rd</sup>** highest year for claims paid in the NFIP

August 2016 Floods

- \$300 million in 30 days
- Average NFIP Payment \$80,000
- Average FEMA IA Payment \$9,000

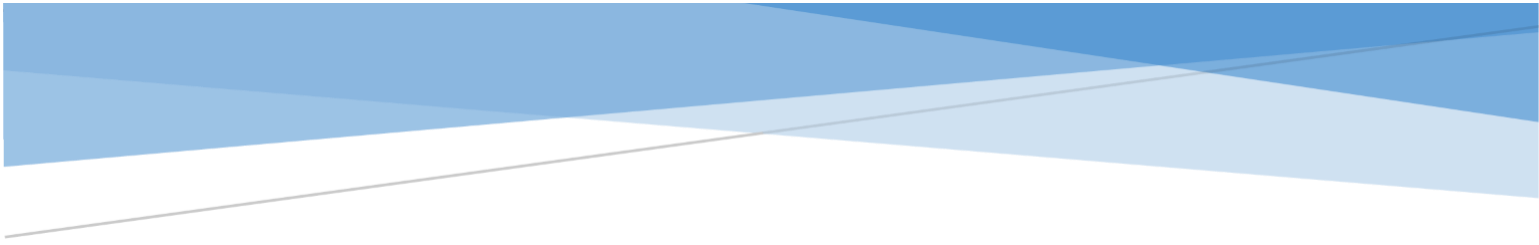


**INCREASE INVESTMENT**

**in Mitigation x4**  
by 2023

**Double Coverage**  
by 2023





2016 Louisiana Flooding  
Flood Insurance Overview

Prepared by  
Institute for Economic Development & Real Estate Research  
University of New Orleans

With Funding Provided By  
College of Business Administration  
University of New Orleans

June 9, 2017

## **Purpose and Data Limitations**

This report addresses the role of flood insurance in the flood events that occurred in March and August of 2016. The report is an extension of the Economic Outlook and Real Estate Forecast Seminar for the Northshore Region hosted by the University of New Orleans Institute for Economic Development and Real Estate Research (Institute) annually. The topic focus for the 2017 edition of this seminar is the economic effects and recovery status on the parishes of St. Tammany, Tangipahoa, Livingston, Washington and St. Helena. Livingston and Tangipahoa were two of the most heavily damaged parishes. Much of the discussion following the flood events focused on flood insurance, especially the lack of coverage.

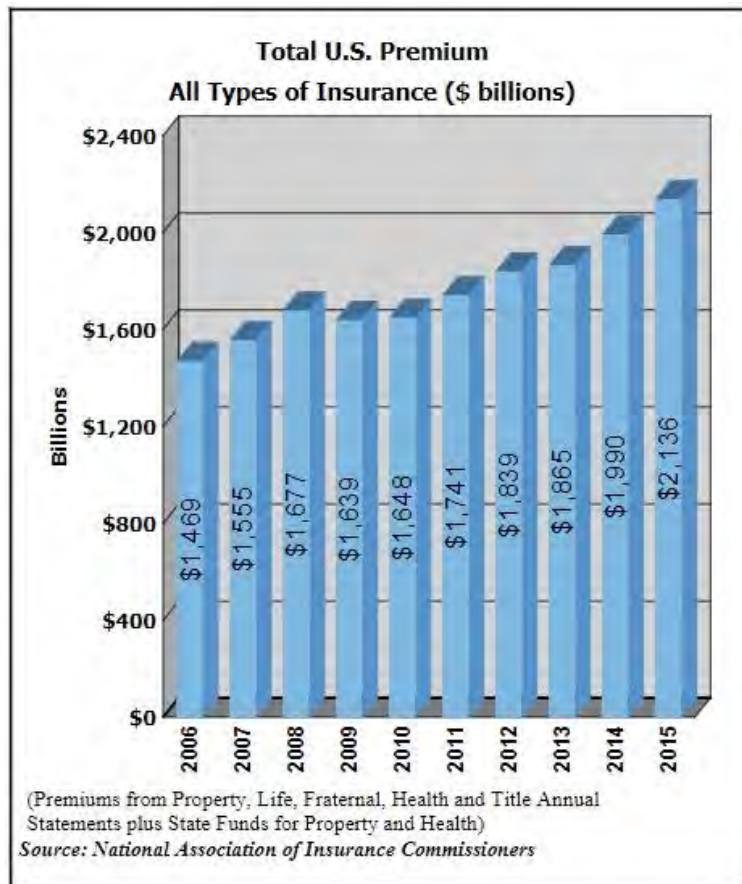
The following report is preliminary in nature as the March flood event just had its one year anniversary, and it is still a couple of months from the first anniversary of the August floods. Given the newness of the events, portions of the data the Institute hoped to collect are still unavailable or incomplete at this time. As more complete data, such as, but not limited to, structures damaged, repaired and with or without flood insurance becomes available, this report will be updated and expanded upon.

## Overview

Louisiana experienced two different flood disasters in 2016, one in March, and a much costlier one in August. This report is the first result of the Institute’s research examining the recovery of the affected areas and the role insurance has played in the recoveries. The National Flood Insurance Program (NFIP) is main focus of this research since both disasters were floods. However, the private insurance industry does have a role here as well, but not as big a role as the NFIP.

The majority of information has been gathered from government sources. This includes local, state, and federal findings on the recovery so far, which is ongoing. The second largest data source is the news media, so parts of this report will read like a news article. While there is plenty of data available, more of it is not, particularly information on the private insurance industry. However, the private insurance companies do report statewide numbers to the Louisiana Department of Insurance, and that is where we would get the best information. This report will be updated as more information becomes available.

On a more macro level, information on the insurance industry as a whole has been included to get an idea of the size of the industry and to provide perspective on the different industry sectors. This information came from the National Association of Insurance Commissioners. The total premiums paid for all types of insurance in the U.S. in 2015 (the latest year for which this data is available) was \$2.1 trillion. This represents a 7% increase over 2014 and a 45% increase over 2006.





Of that \$2.1 trillion in premiums, 28%, or \$589 billion, went to property and casualty (P/C) lines of business.

<b>U.S. Property &amp; Casualty Premium by Line of Business</b>		
<b>Line of Business</b>	<b>2014</b>	<b>2015</b>
Accident & Health	5,601,767,251	5,731,583,174
Allied lines	12,995,129,881	12,441,267,244
Federal flood	3,028,609,117	2,869,911,417
Crop		953,362,225
Farm	13,666,645,811	13,631,209,251
Homeowners multiple peril	86,303,533,486	89,136,725,302
Commercial multi peril	38,961,757,164	39,552,629,282
Mortgage guaranty	4,534,832,939	4,868,941,507
Ocean & Inland Marine	21,586,864,497	23,146,799,019
Financial guaranty	477,564,807	442,849,479
Fire	12,670,360,838	12,321,900,550
Earthquake	2,301,676,840	2,278,381,361
Workers' compensation	59,444,975,584	61,676,481,736
Products liability	3,358,246,777	3,553,210,600
Automobile	218,408,475,982	230,998,398,345
Aircraft (all perils)	1,502,705,778	1,471,297,927
Fidelity	1,211,389,569	1,212,689,003
Surety	5,459,383,404	5,603,942,863
Burglary and theft	265,462,287	280,063,866
Boiler and machinery	1,492,824,809	1,624,547,006
Credit	1,714,424,883	1,690,805,718
Other	61,491,956,150	64,794,550,184
Medical professional liability	9,658,218,108	9,385,864,118
<b>Total</b>	<b>567,104,561,603</b>	<b>589,667,410,724</b>

*Source: National Association of Insurance Commissioners*  
(Premiums from Property Annual Statements plus State Funds)

## Flood Insurance

From 2012 -2016, nine different states were in the top twenty recipients of NFIP payments four of those years: Florida, Mississippi, Missouri, New York, North Carolina, Ohio, Pennsylvania, Virginia, and Texas. Two states were among the top twenty recipients all five of those years: Illinois and Louisiana.

Top Twenty States Receiving NFIP Payments FY 2012 - 2016									
FY 2012		FY 2013		FY 2014		FY 2015		FY 2016	
STATE	TOTAL PAYMENTS	STATE	TOTAL PAYMENTS	STATE	TOTAL PAYMENTS	STATE	TOTAL PAYMENTS	STATE	TOTAL PAYMENTS
New Jersey	\$649,723,326	New Jersey	3,780,204,411	Florida	\$115,839,231	Texas	\$468,461,320	Louisiana	\$804,890,019
New York	\$531,915,261	New York	3,767,369,794	Texas	\$58,519,231	Kentucky	\$25,211,206	Texas	\$696,028,890
Pennsylvania	\$364,768,029	Connecticut	244,259,338	Alabama	\$51,808,848	Oklahoma	\$22,964,982	South Carolina	\$139,809,990
North Carolina	\$176,701,802	Illinois	88,543,037	Ohio	\$14,743,296	Florida	\$22,150,818	Missouri	\$72,072,675
Connecticut	\$95,941,478	Rhode Island	35,848,686	Louisiana	\$14,730,697	Louisiana	\$10,180,997	West Virginia	\$35,021,106
North Dakota	\$95,657,933	Florida	28,448,081	Pennsylvania	\$14,358,295	Massachusetts	\$10,110,833	New Jersey	\$26,047,065
Vermont	\$54,478,392	Maryland	20,788,553	New York	\$13,060,260	Missouri	\$9,206,272	Mississippi	\$20,041,301
Mississippi	\$53,222,667	North Carolina	20,514,498	Iowa	\$7,482,017	Indiana	\$7,978,901	Florida	\$17,024,301
Missouri	\$51,443,813	Massachusetts	19,567,445	Michigan	\$6,984,882	Illinois	\$7,670,863	Arkansas	\$10,359,999
Louisiana	\$43,634,664	Delaware	17,072,237	Maryland	\$6,931,705	Ohio	\$7,534,685	Oklahoma	\$10,111,551
Virginia	\$41,686,513	Virginia	16,325,707	Kentucky	\$6,785,165	Washington	\$7,039,788	Georgia	\$10,079,591
Ohio	\$29,640,894	Indiana	16,112,911	New Jersey	\$6,424,147	California	\$6,979,038	North Carolina	\$9,444,694
Arkansas	\$28,856,029	Louisiana	15,637,295	North Carolina	\$4,651,550	Arkansas	\$4,786,184	Alabama	\$8,509,864
Kentucky	\$18,720,379	Missouri	15,411,953	Mississippi	\$4,431,368	Nebraska	\$3,916,702	Washington	\$7,018,869
Illinois	\$17,497,457	Texas	14,583,052	Illinois	\$4,392,772	South Carolina	\$3,710,568	Oregon	\$5,812,602
South Dakota	\$14,061,984	Pennsylvania	9,366,117	Tennessee	\$4,316,336	West Virginia	\$3,401,122	Illinois	\$4,955,940
Hawaii	\$12,994,842	Mississippi	8,645,574	Indiana	\$4,100,239	Pennsylvania	\$2,481,069	California	\$4,589,636
Massachusetts	\$12,924,541	Michigan	8,225,393	Arizona	\$3,485,664	Iowa	\$2,441,558	Virginia	\$4,361,841
Tennessee	\$11,800,705	Ohio	8,058,918	California	\$3,292,828	New York	\$2,401,486	Maryland	\$3,267,941
Iowa	\$11,469,915	Oklahoma	7,601,878	Washington	\$3,109,495	Virginia	\$2,230,666	Tennessee	\$2,722,402
<b>TOTAL</b>	<b>\$2,317,140,623</b>	<b>TOTAL</b>	<b>8,142,584,878</b>	<b>TOTAL</b>	<b>\$349,448,025</b>	<b>TOTAL</b>	<b>\$630,859,057</b>	<b>TOTAL</b>	<b>\$1,892,170,278</b>

Source: FEMA NFIP Fiscal Year-End Statistics by State

Number of different states by color: 2: All 5 yrs. 9: 4 of 5 years

For Fiscal Year 2015, the NFIP paid 563 claims totaling \$10,181,000 in Louisiana. In FY 2016, the NFIP paid 35,155 Louisiana claims totaling \$804,890,000. As of March 1, 2017, Louisiana has a total of 491,275 NFIP policies in place with \$124 billion of insurance in-force and \$354 million in premiums.

LOUISIANA NFIP MARKET PENETRATION 2/29/2017			
PARISH	HOUSING UNITS	POLICIES IN FORCE	% NFIP
Acadia	25,387	3,595	14.16
Allen	9,733	427	4.39
Ascension	40,784	14,201	34.82
Assumption	10,351	1,558	15.05
Avoyelles	18,042	969	5.37
Beauregard	15,040	347	2.31
Bienville	7,718	23	0.30
Bossier	49,351	10,252	20.77
Caddo	112,028	823	0.73
Calcasieu	82,058	14,384	17.53
Caldwell	4,994	467	9.35
Cameron	3,593	1,663	46.28
Catahoula	4,877	766	15.71
Claiborne	7,761	114	1.47
Concordia	9,383	1,375	14.65
De Soto	12,290	89	0.72
East Baton Rouge	187,353	39,000	20.82
East Carroll	2,904	225	7.75
East Feliciana	8,014	186	2.32
Evangeline	14,662	684	4.67
Franklin	9,034	504	5.58
Grant	8,886	238	2.68
Iberia	29,698	5,199	17.51
Iberville	12,707	1,440	11.33
Jackson	7,680	16	0.21
Jefferson	189,135	112,252	59.35
Jefferson Davis	13,306	1,083	8.14
Lafayette	6,560	19,459	1.39
Lafourche	93,656	12,414	20.78
La Salle	38,582	91	32.18
Lincoln	19,479	120	0.62
Livingston	50,170	18,288	36.45
Madison	4,804	493	10.26
Morehouse	12,423	307	2.47
Natchitoches	18,587	679	3.65
Orleans	189,896	83,572	44.01
Ouachita	64,481	6,272	9.73
Plaquemines	9,596	5,307	55.30
Pointe Coupee	11,130	1,446	12.99
Rapides	55,684	3,588	6.44
Red River	4,128	53	1.28
Richland	8,621	579	6.72
Sabine	14,130	92	0.65
St. Bernard	16,794	10,905	64.93
St. Charles	19,896	11,576	58.18
St. Helena	5,150	139	2.70
St. James	8,455	1,725	20.40
St. John the Baptist	17,510	6,981	39.87
St. Landry	35,692	2,641	7.40
St. Martin	21,941	3,864	17.61
St. Mary	23,028	4,919	21.36
St. Tammany	95,412	48,990	51.35
Tangipahoa	50,073	9,435	18.84
Tensas	3,357	382	11.38
Terrebonne	43,887	16,385	37.33
Union	11,346	315	2.78
Vermilion	25,235	6,243	24.74
Vernon	21,433	422	1.97
Washington	21,039	800	3.80
Webster	19,336	176	0.91
West Baton Rouge	9,324	1,355	14.53
West Carroll	5,046	147	2.91
West Feliciana	5,097	157	3.08
Winn	7,234	77	1.06
<b>TOTAL</b>	<b>1,964,981</b>	<b>492,274</b>	<b>25.05</b>

SOURCE: Louisiana Department of Insurance, NFIP Policy Statistics

After the August 2016 flooding, 24,693 new policies were written in Ascension, East Baton Rouge, and Livingston parishes.

TOP 20 PARISHES WITH NFIP INCREASES SEPT. 2015 - FEB. 2017				
PARISH	PIF 9/30/15	PIF 2/28/17	PIF INCREASE	PIF % CHANGE
Livingston	11,740	18,288	6,548	13.1
Bossier	4,688	10,252	5,564	11.3
Ascension	9,951	14,201	4,250	10.4
Plaquemines	4,433	5,307	874	9.1
East Baton Rouge	25,105	39,000	13,895	7.4
Tangipahoa	6,059	9,435	3,376	6.7
St. Martin	2,435	3,864	1,429	6.5
Cameron	1,448	1,663	215	6.0
St. Tammany	43,508	48,990	5,482	5.7
Lafayette	14,704	19,459	4,755	5.1
West Baton Rouge	895	1,355	460	4.9
St. Charles	10,803	11,576	773	3.9
Acadia	2,614	3,595	981	3.9
St. James	1,412	1,725	313	3.7
Iberville	978	1,440	462	3.6
St. Bernard	10,328	10,905	577	3.4
Jefferson	105,915	112,252	6,337	3.4
Ouachita	4,320	6,272	1,952	3.0
Iberia	4,334	5,199	865	2.9
St. John the Baptist	6,496	6,981	485	2.8

Source: Louisiana Department of Insurance, NFIP Policy Statistics

Since most NFIP policies are written through private companies, the Institute created this table showing the top twenty federal flood companies in Louisiana from 2004 – 2016 by market share, as well as loss ratio for each of those years.

### Top 20 Private Companies by Market Share in Louisiana Selling Federal Flood Insurance 2004 - 2016

2004			2005			2006		
Company Name	Market Share	Loss Ratio	Company Name	Market Share	Loss Ratio	Company Name	Market Share	Loss Ratio
State Farm Fire And Cas Co	27.8%	11.6%	State Farm Fire & Cas Co	26.8%	9373.6%	State Farm Fire & Cas Co	24.2%	10.8%
Allstate Ins Co	19.4%	20.4%	Allstate Ins Co	19.8%	9031.4%	Allstate Ins Co	18.1%	-8.1%
Fidelity Natl Ins Co	13.1%	13.5%	Stillwater Ins Co	12.4%	8661.2%	Stillwater Prop & Cas Ins Co	13.3%	238.7%
Fidelity Natl Prop and Cas Ins Co	11.4%	21.3%	Stillwater Prop & Cas Ins Co	12.0%	7675.4%	Stillwater Ins Co	11.2%	381.8%
Standard Fire Ins Co	4.4%	27.2%	Standard Fire Ins Co	4.2%	3799.4%	American Bankers Ins Co Of FL	7.2%	-60.5%
Louisiana Farm Bureau Cas Ins Co	3.7%	31.3%	Louisiana Farm Bureau Cas Ins Co	3.9%	3115.0%	Standard Fire Ins Co	4.4%	3241.6%
American Natl Prop & Cas Co	3.2%	22.8%	American Bankers Ins Co Of FL	3.2%	8555.9%	Louisiana Farm Bureau Cas Ins Co	3.5%	65.6%
Hartford Fire In Co	3.1%	10.2%	American Natl Prop & Cas Co	3.1%	117.7%	Audubon Ins Co	2.7%	-2548.5%
American Bankers Ins Co Of FL	3.0%	18.8%	Hartford Fire In Co	2.7%	91.8%	Hartford Fire In Co	2.7%	5575.7%
Audubon Ins Co	2.4%	29.8%	Audubon Ins Co	2.5%	7482.1%	American Natl Prop & Cas Co	2.6%	6816.4%
Liberty Mut Fire Ins Co	2.4%	16.0%	USAA Gen Ind Co	2.4%	7156.0%	American Reliable Ins Co	2.2%	-839.0%
USAA General Ind Co	2.3%	6.4%	Liberty Mut Fire Ins Co	2.2%	2907.6%	USAA Gen Ind Co	2.1%	589.6%
American Reliable Ins Co	1.7%	28.0%	American Reliable Ins Co	1.9%	11452.5%	Liberty Mut Fire Ins Co	1.9%	4217.3%
Harleysville Mut Ins Co	1.0%	41.9%	Harleysville Mut Ins Co	0.8%	9173.0%	Selective Ins Co Of The Southeast	0.9%	166.4%
Selective Ins Co Of The Southeast	0.5%	57.6%	Selective Ins Co Of The Southeast	0.6%	4390.8%	Imperial Fire & Cas Ins Co	0.9%	1749.6%
AIG Natl Ins Co Inc	0.3%	0.3%	Imperial Fire & Cas Ins Co	0.6%	3335.2%	Harleysville Mut Ins Co	0.8%	154.3%
Farmers Ins Exch	0.1%	0.0%	21st Century Natl Ins Co	0.4%	326.9%	21st Century Natl Ins Co	0.5%	1877.9%
Meritplan Ins Co	0.1%	27.6%	Farmers Ins Exch	0.1%	9694.0%	Lexington Ins Co	0.3%	250.4%
Omega Ins Co	0.1%	-1.3%	Omega Ins Co	0.0%	6399.0%	Farmers Ins Exch	0.1%	1577.7%
LM Property and Casualty Ins. Co.	0.1%	-9.4%	Lexington Ins Co	0.0%	4918.6%	First Amer Prop & Cas Ins Co	0.1%	-5.2%

2007			2008			2009		
Company Name	Market Share	Loss Ratio	Company Name	Market Share	Loss Ratio	Company Name	Market Share	Loss Ratio
State Farm Fire & Cas Co	23.8%	-411.8%	State Farm Fire And Cas Co	23.7%	-33.5%	Fidelity Natl Prop & Cas Ins Co	25.3%	31.3%
Allstate Ins Co	17.4%	46.2%	Fidelity Natl Prop & Cas Ins Co	20.4%	235.8%	State Farm Fire & Cas Co	23.9%	-42.0%
Stillwater Prop & Cas Ins Co	14.0%	35.5%	Allstate Ins Co	16.8%	154.4%	Allstate Ins Co	16.6%	25.4%
Stillwater Ins Co	11.1%	54.4%	American Bankers Ins Co Of FL	11.0%	96.4%	American Bankers Ins Co Of FL	9.8%	14.3%
American Bankers Ins Co Of FL	8.2%	45.3%	Fidelity Natl Ins Co	5.0%	26.4%	Louisiana Farm Bureau Cas Ins Co	3.4%	41.0%
Louisiana Farm Bureau Cas Ins Co	3.5%	20.5%	Louisiana Farm Bureau Cas Ins Co	3.5%	621.5%	Standard Fire Ins Co	3.3%	18.6%
Standard Fire Ins Co	3.5%	114.5%	Standard Fire Ins Co	3.4%	263.7%	Hartford Ins Co Of The Midwest	2.7%	147.4%
American Natl Prop & Cas Co	2.7%	56.1%	Hartford Ins Co Of The Midwest	2.7%	24.1%	New Hampshire Ins Co	2.5%	187.0%
Audubon Ins Co	2.7%	-138.2%	New Hampshire Ins Co	2.6%	-307.4%	USAA Gen Ind Co	2.3%	8.4%
American Reliable Ins Co	2.4%	86.6%	American Natl Prop & Cas Co	2.3%	69.0%	American Natl Prop & Cas Co	2.2%	45.1%
Hartford Ins Co Of The Midwest	2.2%	5.5%	USAA General Ind Co	2.3%	70.4%	Liberty Mut Fire Ins Co	1.9%	5.8%
USAA Gen Ind Co	2.2%	60.5%	Liberty Mut Fire Ins Co	1.9%	90.2%	Selective Ins Co Of The Southeast	1.7%	18.5%
Liberty Mut Fire Ins Co	1.8%	86.8%	Selective Ins Co Of The Southeast	1.6%	133.7%	Imperial Fire & Cas Ins Co	1.4%	22.4%
Selective Ins Co Of The Southeast	1.3%	17.2%	Imperial Fire & Cas Ins Co	1.2%	53.4%	Harleysville Mut Ins Co	0.7%	34.5%
Imperial Fire & Cas Ins Co	0.9%	65.0%	Harleysville Mut Ins Co	0.7%	158.1%	ASI Lloyds	0.6%	4.1%
Harleysville Mut Ins Co	0.7%	78.7%	AIG Natl Ins Co Inc	0.5%	99.1%	21st Century Natl Ins Co	0.5%	135.6%
21st Century Natl Ins Co	0.6%	24.2%	Hartford Underwriters Ins Co	0.4%	-6.7%	Hartford Underwriters Ins Co	0.4%	13.9%
Hartford Fire In Co	0.4%	309.8%	Metropolitan Prop & Cas Ins Co	0.4%	548.2%	Bankers Specialty Ins Co	0.4%	14.2%
Farmers Ins Exch	0.2%	76.7%	ASI Lloyds	0.2%	120.9%	Farmers Ins Exch	0.2%	64.7%
Lexington Ins Co	0.1%	9.8%	Farmers Ins Exch	0.2%	56.7%	Metropolitan Prop & Cas Ins Co	0.1%	20.4%

2010			2011			2012		
Company Name	Market Share	Loss Ratio	Company Name	Market Ratio	Loss Ratio	Company Name	Market Share	Loss Ratio
Fidelity Natl Ind Ins Co	24.2%	1.0%	Fidelity Natl Ind Ins Co	33.4%	9.9%	Wright Natl Flood Ins Co	34.1%	107.8%
State Farm Fire & Cas Co	20.1%	0.3%	Allstate Ins Co	20.3%	22.4%	Allstate Ins Co	19.8%	169.2%
Allstate Ins Co	16.8%	-4.8%	American Bankers Ins Co Of FL	12.5%	4.7%	American Bankers Ins Co Of FL	10.1%	131.3%
American Bankers Ins Co Of FL	10.3%	4.8%	Louisiana Farm Bureau Cas Ins Co	4.6%	28.4%	Louisiana Farm Bureau Cas Ins Co	4.5%	200.6%
Louisiana Farm Bureau Cas Ins Co	3.6%	11.5%	Standard Fire Ins Co	3.8%	17.6%	Standard Fire Ins Co	3.7%	112.0%
Standard Fire Ins Co	3.2%	13.0%	Hartford Ins Co Of The Midwest	3.2%	11.6%	Hartford Ins Co Of The Midwest	3.2%	113.2%
Hartford Ins Co Of The Midwest	2.9%	16.9%	New Hampshire Ins Co	3.1%	-3.6%	USAA Gen Ind Co	3.1%	125.6%
New Hampshire Ins Co	2.5%	21.6%	USAA Gen Ind Co	3.0%	8.9%	Imperial Fire & Cas Ins Co	3.1%	128.6%
USAA Gen Ind Co	2.4%	1.9%	American Natl Prop & Cas Co	2.7%	23.8%	New Hampshire Ins Co	3.0%	-11.9%
Fidelity Natl Prop & Cas Ins Co	2.3%	7.9%	Selective Ins Co Of The Southeast	2.6%	19.1%	Selective Ins Co Of The Southeast	2.9%	370.2%
American Natl Prop & Cas Co	2.2%	17.7%	Liberty Mut Fire Ins Co	2.5%	5.3%	American Natl Prop & Cas Co	2.7%	367.7%
Liberty Mut Fire Ins Co	2.0%	-1.3%	Imperial Fire & Cas Ins Co	2.5%	6.7%	Liberty Mut Fire Ins Co	2.5%	125.8%
Selective Ins Co Of The Southeast	1.9%	2.4%	ASI Lloyds	1.4%	9.2%	ASI Lloyds	1.9%	273.6%
Imperial Fire & Cas Ins Co	1.7%	6.7%	Bankers Specialty Ins Co	1.2%	5.6%	Bankers Specialty Ins Co	1.7%	228.3%
ASI Lloyds	0.9%	10.1%	Harleysville Mut Ins Co	0.9%	0.5%	Nationwide Mut Ins Co	1.0%	66.3%
Bankers Specialty Ins Co	0.7%	0.0%	Foremost Ins Co Grand Rapids MI	0.9%	15.2%	Foremost Ins Co Grand Rapids MI	0.8%	104.1%
Foremost Ins Co Grand Rapids MI	0.7%	14.0%	Hartford Underwriters Ins Co	0.5%	8.4%	Hartford Underwriters Ins Co	0.5%	105.3%
Harleysville Mut Ins Co	0.7%	28.2%	Occidental Fire & Cas Co Of NC	0.2%	0.0%	Occidental Fire & Cas Co Of NC	0.3%	0.0%
Hartford Underwriters Ins Co	0.5%	3.5%	Metropolitan Prop & Cas Ins Co	0.2%	0.0%	National Interstate Ins Co	0.2%	535.8%
Farmers Ins Exch	0.2%	3.1%	Homesite Ins Co	0.1%	11.8%	Metropolitan Prop & Cas Ins Co	0.2%	122.7%

2013			2014			2015		
Company Name	Market Share	Loss Ratio	Company Name	Market Share	Loss Ratio	Company Name	Market Share	Loss Ratio
Wright Natl Flood Ins Co	35.4%	6.2%	Wright Natl Flood Ins Co	36.3%	2.6%	Wright National Flood Ins Co	36.3%	3.8%
Allstate Ins Co	19.1%	11.2%	Allstate Ins Co	18.4%	9.5%	Allstate Ins Co	17.8%	3.4%
American Bankers Ins Co Of FL	8.1%	-3.4%	American Bankers Ins Co Of FL	10.1%	2.1%	American Bankers Ins Co Of FL	9.5%	5.4%
Louisiana Farm Bureau Cas Ins Co	4.5%	24.0%	Louisiana Farm Bureau Cas Ins Co	4.4%	8.3%	Imperial Fire And Casualty Ins Co	4.7%	0.4%
Imperial Fire & Cas Ins Co	3.6%	21.3%	Imperial Fire & Cas Ins Co	4.1%	11.8%	Louisiana Farm Bureau Cas Ins Co	4.2%	5.1%
USAA Gen Ind Co	3.2%	3.5%	Hartford Ins Co Of The Midwest	3.4%	4.3%	Hartford Ins Co Of The Midwest	3.9%	3.0%
Standard Fire Ins Co	3.1%	7.7%	USAA Gen Ind Co	3.2%	-0.6%	Usaa General Indemnity Co	3.2%	7.6%
Hartford Ins Co Of The Midwest	3.1%	24.7%	Selective Ins Co Of The Southeast	2.9%	14.4%	Selective Ins Co Of The Southeast	3.1%	4.4%
New Hampshire Ins Co	3.0%	1.2%	New Hampshire Ins Co	2.8%	25.8%	Asi Lloyds	2.7%	4.2%
Selective Ins Co Of The Southeast	2.9%	9.8%	ASI Lloyds	2.6%	-18.7%	New Hampshire Ins Co	2.7%	16.3%
Liberty Mut Fire Ins Co	2.5%	6.4%	Liberty Mut Fire Ins Co	2.5%	2.8%	Bankers Specialty In Co	2.5%	4.2%
American Natl Prop & Cas Co	2.5%	24.4%	American Natl Prop & Cas Co	2.4%	6.4%	American National Prop And Cas Co	2.4%	7.7%
ASI Lloyds	2.4%	35.2%	Bankers Specialty Ins Co	2.3%	2.0%	Liberty Mutual Fire Ins Co	2.4%	1.7%
Bankers Specialty Ins Co	2.1%	9.7%	Nationwide Mut Ins Co	0.9%	0.9%	Nationwide Mutual Ins Co	0.9%	-0.4%
Nationwide Mut Ins Co	0.9%	14.0%	Foremost Ins Co Grand Rapids MI	0.7%	9.4%	Foremost Ins Co	0.7%	3.2%
Hartford Underwriters Ins Co	0.8%	32.7%	Homesite Ins Co	0.6%	0.0%	Homesite Ins Co	0.6%	4.2%
Foremost Ins Co Grand Rapids MI	0.7%	35.8%	Occidental Fire & Cas Co Of NC	0.5%	0.0%	National Interstate Ins Co	0.6%	1.8%
Homesite Ins Co	0.5%	1.8%	Hartford Underwriters Ins Co	0.5%	1.4%	Occidental Fire & Cas Co Of NC	0.5%	0.0%
Occidental Fire & Cas Co Of NC	0.4%	0.0%	National Interstate Ins Co	0.4%	2.3%	Centauri Specialty Ins Co	0.4%	1.2%
National Interstate Ins Co	0.3%	30.6%	Gulfstream Prop & Cas Ins Co	0.3%	0.0%	Gulfstream Prop And Cas Ins Co	0.3%	0.0%

2016		
Company Name	Market Share	Loss Ratio
Wright National Flood Ins Co	34.8%	562.8%
Allstate Ins Co	16.7%	851.6%
American Bankers Ins Co Of FF	9.2%	585.3%
Louisiana Farm Bureau Cas Ins Co	4.7%	1148.1%
Imperial Fire And Cas Ins Co	4.7%	252.2%
Usaa General Indemnity Co	3.7%	1575.3%
Hartford Ins Co Of The Midwest	3.5%	566.7%
Selective Ins Co Of The Southeast	3.5%	1115.2%
Asi Lloyds	3.1%	1654.8%
New Hampshire Ins Co	2.8%	1239.7%
Liberty Mutual Fire Ins Co	2.6%	1893.1%
American National Prop And Cas Co	2.4%	1072.7%
Bankers Specialty Ins Co	2.3%	468.2%
Homesite Ins Co	0.9%	149.2%
National Interstate Ins Co	0.8%	85.4%
Foremost Ins Co	0.6%	2093.9%
Integon National Ins Co	0.6%	-1284.9%
Centauri Specialty Ins Co	0.6%	479.8%
Occidental Fire & Cas Co Of NC	0.5%	0.0%
Hartford Underwriters Ins Co	0.4%	1229.3%

SOURCE: Louisiana Department of Insurance

2016 Louisiana Flooding - ONE Institute for Economic Development & Real Estate Research

## Spring Flooding (March 8-11, 2016)

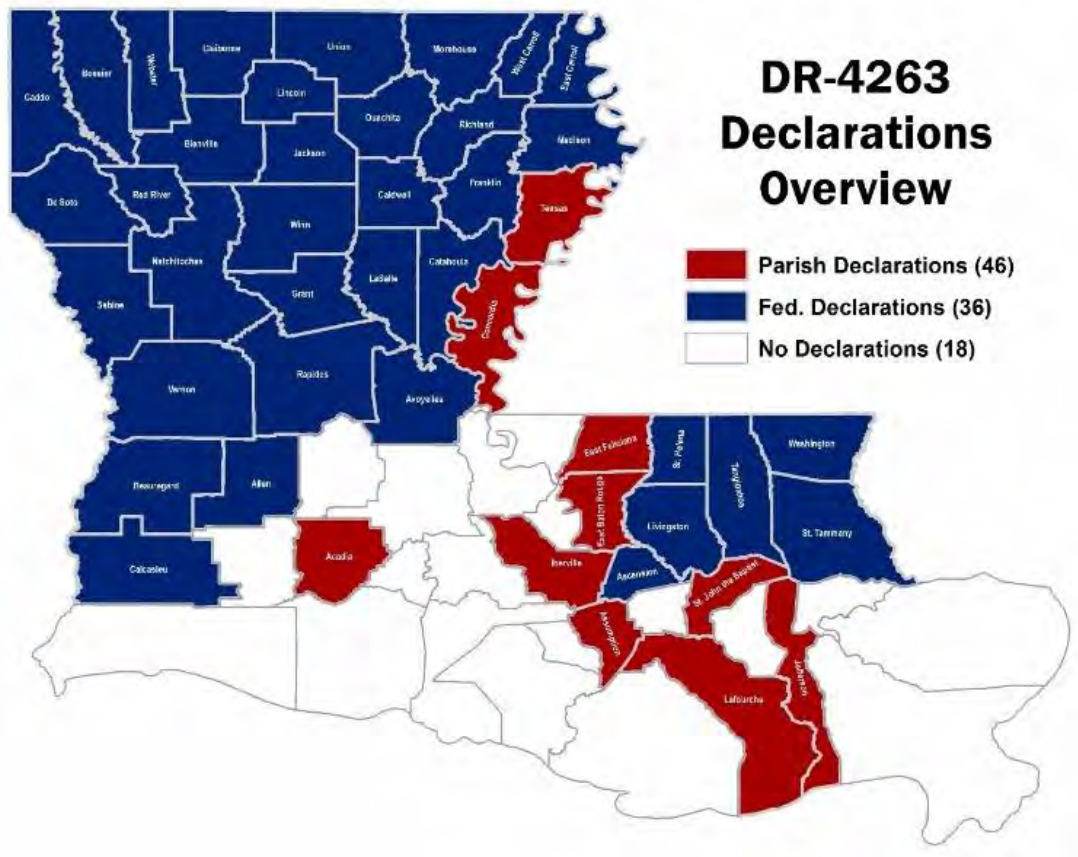


Image source: State of Louisiana Action Plan Amendment for CDGB Funds, February 2017

The March 2016 flooding occurred after the Red Chute Bayou, Bogue Falaya and Tchefoncté rivers overflowed. Nearly 5,000 homes in Louisiana flooded in many parts of the state after heavy rains from Shreveport to West St. Tammany (Larino 3/13/16). Bossier City took the brunt, getting over twenty inches of rain. Three people drowned, and mandatory evacuations were ordered for at least two subdivisions. East and northeast of Hammond, LA had at least 200 residents evacuated after 12" of rain fell overnight (March 10-11, 2016). Almost fifty Tangipahoa Parish roads were blocked by water, northwest Hammond was hit hardest in Tangipahoa (Chatelain 3/11/16). Downtown Covington flooded, particularly south of Boston St. (Chatelain 3/12/17).

Within three months, almost 40,000 residents applied for FEMA's Individual Assistance (IA), \$380 million federal disaster recovery dollars were made available: \$196 million in NFIP claims; \$95 million in SBA loans; \$69 million for home repairs; and \$19 million for certain household items, burial and medical/dental expenses. FEMA's Public Assistance (PA) has obligated \$2.3 million, with 25% of that being forgiven. Around 35,000 home inspections were completed (FEMA 6/14/16).



The best estimates of the damage from the August 2016 flood comes from “The Economic Impact of the August 2016 Floods on the State of Louisiana,” published by Louisiana Economic Development (LED). According to this report, estimated losses for businesses include \$1.4 billion in lost inventory, \$590 million in structural damage, and \$260 million in equipment losses. All told, 6,000 businesses estimated to experience flooding. Sixty percent of businesses in Livingston Parish are estimated to have flood damage (19% in Ascension, 15% in East Baton Rouge).

Estimated 109,000 housing units flooded: 77,000 were owner-occupied, 22,000 were renter-occupied, and 10,000 were vacant. East Baton Rouge (41,000 units) and Livingston (38,000 units) parishes were the hardest hit with Livingston estimated to suffer flood damage to 75% of its housing units. This would represent \$3.8 billion in residential property damage: 34% of that in Livingston (\$1.3 billion) and 28% in East Baton Rouge (\$1.0 billion) (LED 8/16).

Ascension Parish had 16,000-19,000 homes flood, down from earlier estimates of 30,000 -40,000 (nola.com 8/26/16).

Amount of Rainfall, Aug. 9th-16th, 2016*	
Watson, LA	31.39 in.
Brownfields, LA	27.47 in.
Monticello, LA	26.26 in.
White Bayou/Zachary, LA	26.14 in.
Livingston, LA	25.52 in.
Denham Springs, LA	24.75 in.
New Iberia, LA	23.70 in.
Gloster, MS	22.84 in.
Norwood, LA	22.02 in.
Lafayette, LA	21.60 in.
Jackson, LA	21.56 in.
Cade, LA	20.70 in.
Forked Island, LA	20.30 in.
Baton Rouge, LA	19.14 in.
Lake Charles, LA	18.10 in.

Source: National Weather Service

\*: Heaviest concentration 8/12-13/16



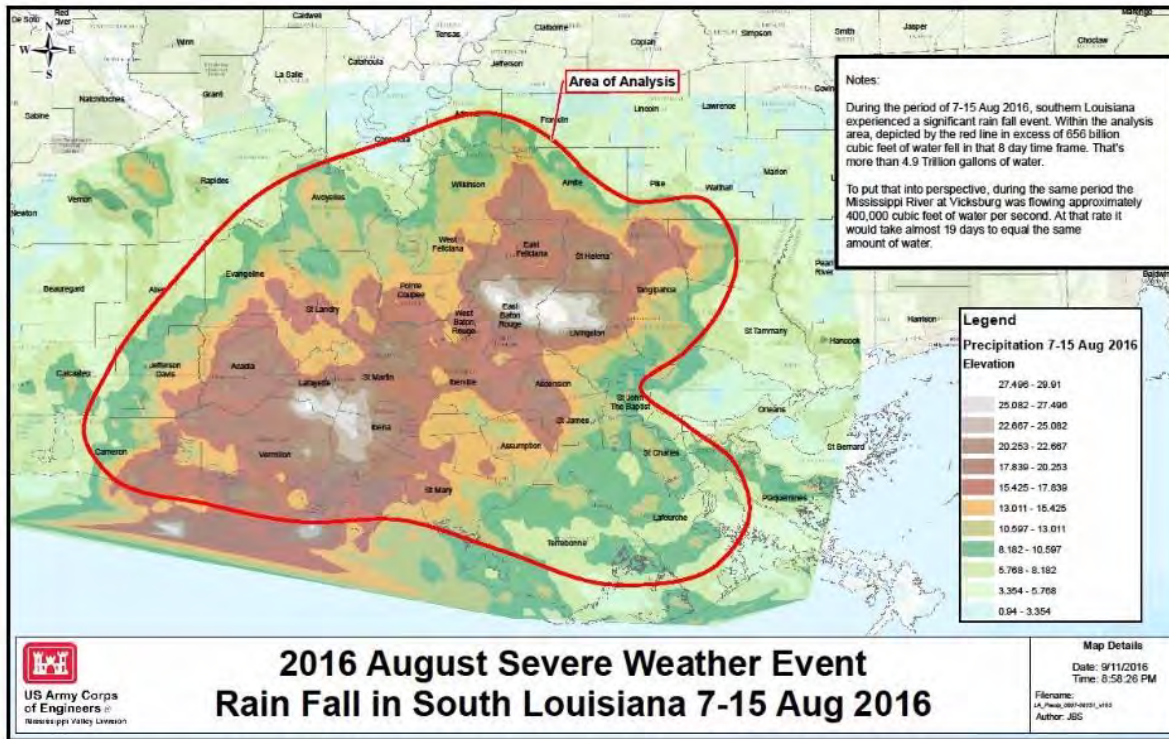


Image source: State of Louisiana Action Plan Amendment for CDGB Funds, February 2017

### Six Months Later

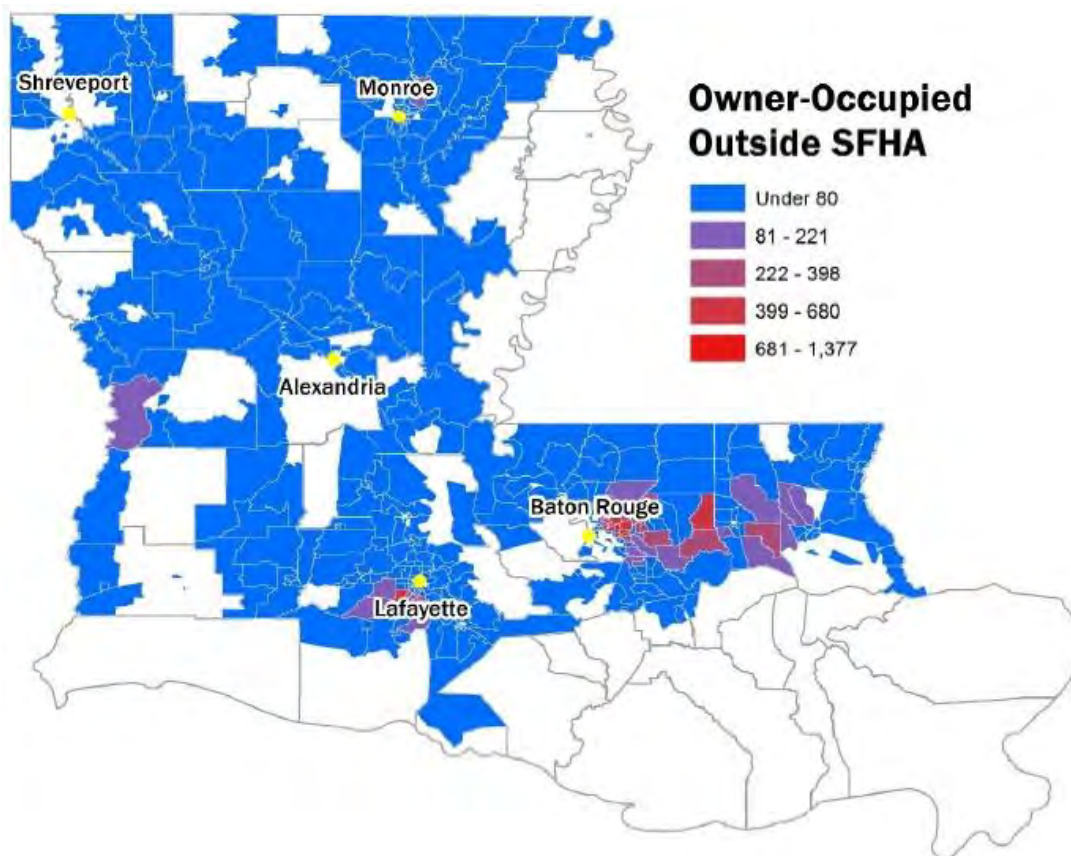
In the six months following the flood, FEMA paid out \$456 million for home repairs, \$295 million in PA (\$60 million of which has gone to repair schools), \$161 million to replace essential household items, \$134 million for lodging survivors whose homes were uninhabitable, and \$2.2 million in Disaster Unemployment Assistance. The NFIP paid out more than \$2.3 billion. 29,000 claims were closed for an average of \$84,000 per claim. The NFIP also added 20,000 more policies in the month following the flood. The SBA approved nearly 17,000 low-interest disaster loans worth \$1.2 billion for businesses, homeowner, and renters (FEMA 2/6/17).

In The Livingston Business Journal, Denham Springs Mayor Gerard Landry reported 77% of 4,044 buildings flooded, going on to say "...FEMA was just way too slow to get available funds and assistance to our residents." Many businesses reopened in the six months after the flooding, and Wal-Mart's reopening in April 2017 is considered a milestone. Mayor Landry goes on to say that "while the businesses are pushing back and reopening more quickly, many residents are struggling because they didn't have insurance and have gotten little help from FEMA." Walker Mayor Jimmy Watson says 40-50 businesses flooded, and about 90% had reopened in those six months. About 700 homes flooded, and 30-40% of Walker's residents are back in their rebuilt homes. French Settlement Mayor Toni Guitrau said 60% of homes and businesses flooded, but most businesses have reopened and residents are moving back daily, many into mobile housing units. Albany Mayor Gene Glascock said 400 homes and 10 businesses flooded, which accounts for 60-70% of all

buildings. Most businesses have reopened, “...but our homeowners are dealing with FEMA, and it’s a slow rebuilding process for many. Our main problem is folks didn’t have flood insurance” (The Livingston Business Journal 3/7/17).

Almost of the 129,000 applications for disaster assistance came from areas considered to be at a lower risk of flooding:

“The rainfall events associated with DR-4263 and DR-4277 were each considered to be, in some areas, “one in 1,000 year” events, or events with an annual expected occurrence rate of 0.001 percent. As a result, an unusually high proportion of affected owner-occupied households were located outside of the 100-year floodplain, or the Special Flood Hazard Area (SFHA). Accordingly, these households were not required to carry flood insurance if they had a mortgage. Combined with the high proportion of affected households without flood insurance, the state believes these factors have exacerbated housing unmet needs relative to past disasters. Specifically, 46,016 impacted owner-occupied households were located outside of the SFHA, representing more than 54 percent of the total affected owner-occupied household population:”



Source: State of Louisiana Action Plan Amendment for CDGB Funds, February 2017

Only 12% of Baton Rouge-area homes had flood insurance, 14% in Lafayette. Source: (New Orleans CityBusiness 8/18/16).

## Louisiana Repeated Losses

### STATES WITH MOST REPEAT FLOOD LOSS, 1978-2015

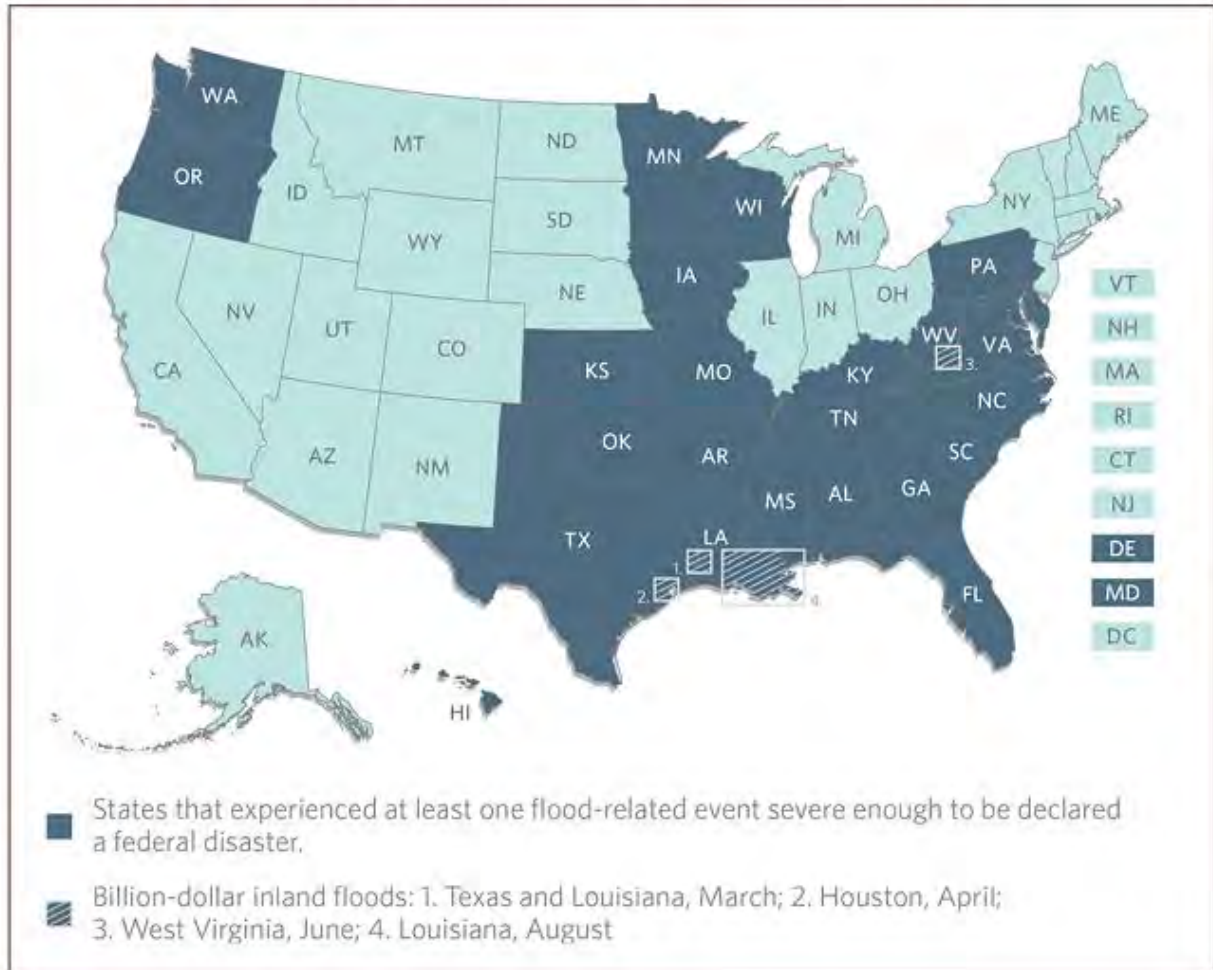
PAYMENTS TO SEVERE REPETITIVE LOSS PROPERTIES		NUMBER OF PROPERTIES
Louisiana	\$1.2 billion	7,223
Texas	\$962 million	4,889
New Jersey	\$662 million	3,246
New York	\$403 million	1,802
Florida	\$365 million	1,601
Pennsylvania	\$252 million	1,214
Mississippi	\$196 million	1,353
Missouri	\$192 million	1,526
Alabama	\$172 million	752
North Carolina	\$134 million	975

Source: Natural Resources Defense Council

Advocate graphic by DAN SWENSON

NFIP finished 2016 with \$25 billion in debt. Twenty-four states experienced at least one flood severe enough to be declared a federal disaster, and billion-dollar floods occurred four times:

### Billion-Dollar Flood Events and Disasters in 2016



Sources: National Oceanic and Atmospheric Administration and Federal Emergency Management Agency

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(Grace 2/17/17).

The NFIP is set to expire this year, but Congress is expected to reauthorize it. Any changes to the program will be covered once that happens. Besides the NFIP, there is also the private flood insurance market that is emerging due to the growing insolvency of the NFIP. How much market share these private flood policies will achieve remains to be seen. Market share information looks to be available for every state through respective insurance authorities, so there is opportunity to compare states and lines of business for each state. Parish-level data pertaining to flood recovery is being released slowly, in the coming months as more data becomes available, there will be an opportunity to update and expand this report to more fully understand the role of insurance in the rebuilding and recovery process following flood events.

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