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LAFAYETTE ECONOMIC  
DEVELOPMENT AUTHORITY

# Search for President/CEO

## Lafayette, Louisiana

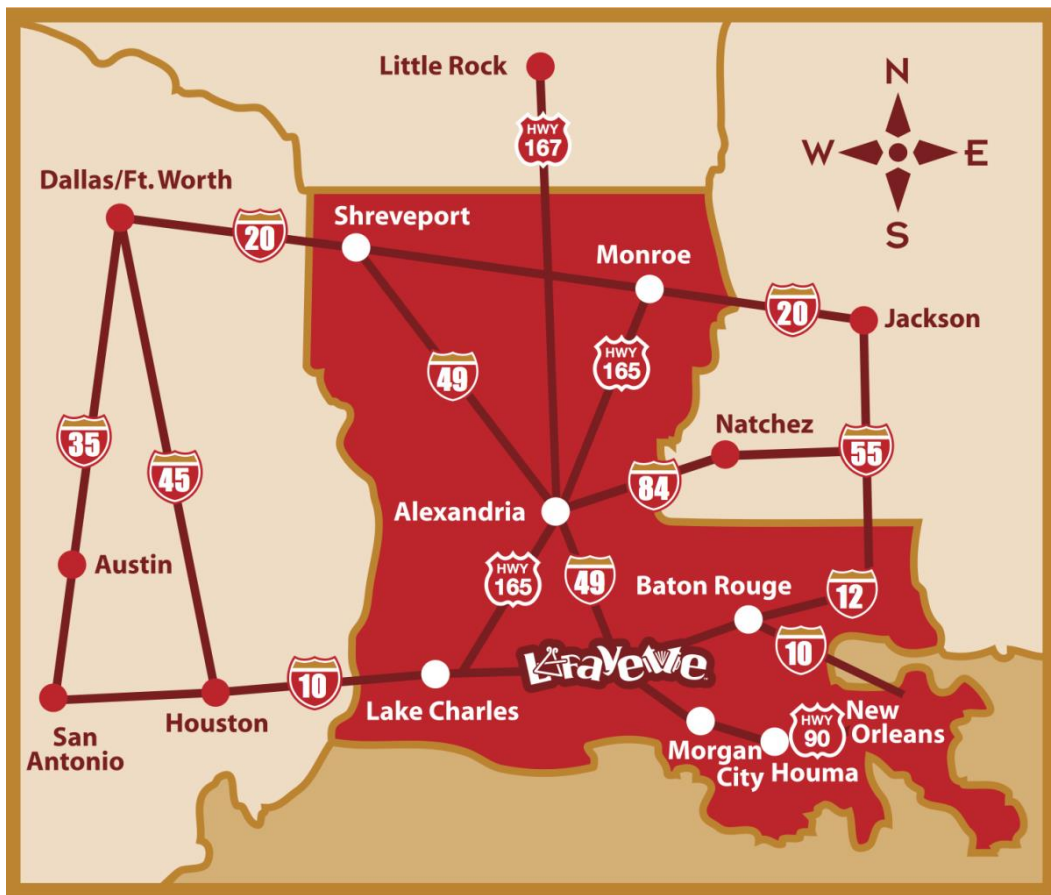


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# Lafayette, Louisiana



Located midway between Houston and New Orleans, Lafayette serves as an economic center in South Louisiana.

Lafayette is an energy, medical, transportation, finance, technology, entertainment, education and retail hub. The business base of the parish includes energy services, manufacturing, health care, transportation and distribution, education, technology, finance, tourism and other service-related industries.

The region's legendary joie de vivre and Cajun and Creole cultures are known around the globe, creating a unique environment for work and play. But Lafayette is also home to a world-class workforce, an integrated transportation network, a diversified business base, preeminent high-tech infrastructure, and a metropolitan appeal.

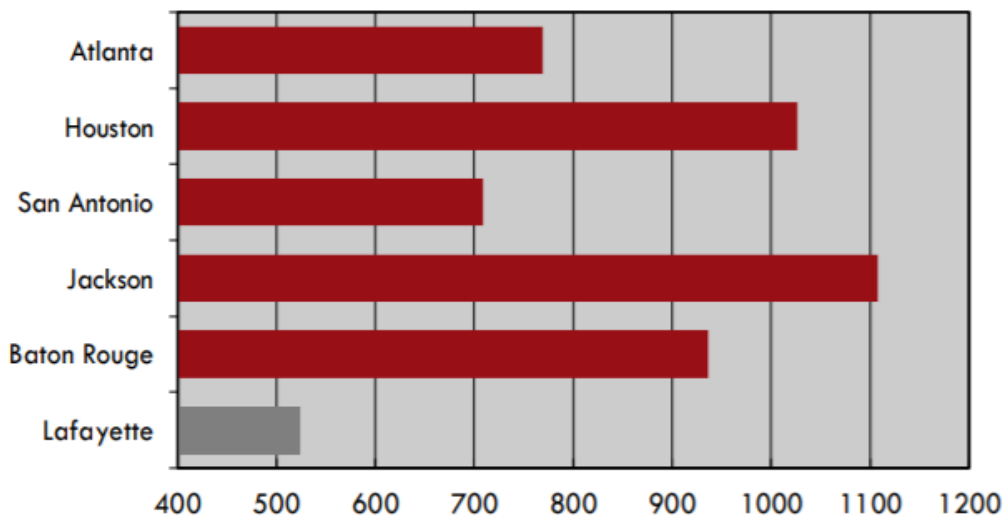


# Happiest City in America

Lafayette was named the happiest city in the U.S. by the National Bureau of Economic Research



Violent Crimes Per 100,000 Residents



Source: FBI Uniform Crime Reports 2019  
Updated Annually - Last Update February 2021

# ***The Organization: LEDA***

The Lafayette Economic Development Authority (LEDA) works with businesses as they make decisions to start, expand or relocate to Lafayette, Louisiana, and the surrounding communities in Lafayette Parish. LEDA has a \$4 million annual budget and staff of 20 people. LEDA is governed by a 12-member board of commissioners.

## ***LEDA's Offices***



<https://www.lafayette.org>

## ***ISO Certification***

In 1997, LEDA became the first economic development organization in North America to achieve ISO certification. The staff of LEDA practices the concept of Plan, Do, Check, Adjust. LEDA acknowledges that quality is defined by the customer. To ensure customer satisfaction, LEDA is devoted to continuous improvement and strives to maintain a quality-driven environment.



# ***LEDA Owned Business Parks***

LEDA owns 4 business parks in prime locations throughout the parish to encourage development, recruit and retain jobs, and strengthen the economy.

## ***Industrial Park***



## ***Interstate Park***



## ***Northpark***



## ***Southpark***





# LEDA's Entrepreneurship Center



LEDA's Opportunity Machine, Lafayette's Center for Entrepreneurs, provides business education, guidance and risk reduction to startup founders and small business owners through training, mentorship, networking, and affordable workspace. The OM's new facility— a 20,000-square-foot Innovation Center in Downtown Lafayette— is currently under renovation with an anticipated opening in 2021.

**According to BusinessWeek.com:**

**Lafayette has been recognized as one of the best cities in the nation for start-ups and entrepreneurs by multiple media outlets**

## OM Graduates

The logo for Aerobotics Energy Group features a stylized bird or wing icon to the left of the text 'AEROBOTICS ENERGY GROUP' in a bold, sans-serif font.

[Visit Site](#)

The logo for Neuro Rescue features a stylized brain icon with a red and blue color scheme to the left of the text 'NEURO RESCUE' in a bold, sans-serif font.

[Visit Site](#)

The logo for IRADER features the word 'IRADER' in a bold, sans-serif font, with a vertical bar to the left of the 'I'.

[Visit Site](#)

The logo for TjGA features the letters 'TJGA' in a large, blue, serif font, with 'THE INTEGRATION GROUP OF AMERICAS INC.' in a smaller, blue, sans-serif font below it.

[Visit Site](#)

The logo for Touchstone features a stylized 't' icon to the left of the text 'touchstone' in a bold, sans-serif font, with 'applied behavior analysis' in a smaller, sans-serif font below it.

[Visit Site](#)



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# *The Position*

## **Responsibility and Authority**

The President and Chief Executive Officer (CEO) is responsible for leading the economic development strategy and its implementation in Lafayette Parish (County). She/he is responsible for oversight of daily operations and supervising personnel of LEDA. The President & CEO translates LEDA's mission and the Board of Commissioners' vision into an annual Program of Work and manages execution of the organization's goals and associated budgets.

Additional responsibilities include, but are not limited to:

- Setting a vision and developing innovative strategies for economic development and diversification
- Building and maintaining positive relationships with local, regional and state economic development partners, leaders, and appointed/elected officials
- Selling the community as an exciting and innovative place to live, work and do business to regional, national and global audiences
- Negotiating the recruitment process leveraging unique regional assets and partnerships
- Acting as Ombudsman to local business with government
- Coordinating public relations, public policy and governmental affairs



# ***The Position***

## **Required Skillset**

This position requires a bachelor's degree and a minimum of eight years of successful economic development experience in an executive leadership role including but not limited to President, CEO or Executive Director. Graduation from the Economic Development Institute or the Community Development Institute, or related coursework is preferred.

Other skill sets for this position include:

- Strong managerial and leadership skills
- Effective communication and negotiation skills
- Ability to provide effective presentations to councils, boards, civic and business groups, and media regarding LEDA services and economic development data
- Extensive experience/training in personnel management and public speaking
- Strong writing skills

## **Desired Qualities**

- Focus on collaboration and innovation
- Knowledge of business and obstacles/challenges to business
- Successful experience working with a board of directors
- Familiarity with business base and local contacts
- Ability to work irregular hours
- Familiarity with Quality Management systems

## **Suggested Training/Professional Development**

- Microsoft Office
- Economic and/or Community Development Institute
- International Economic Development Council
- Public Speaking



# Recent Successes

## Sampling of Recent Locations or Expansions In Lafayette



# CGI Announcement

05.22.18

## Gov. Edwards And CGI Announce Major Louisiana Expansion

*In Lafayette, global technology firm will create 400 new jobs and increase employment to 800*

LAFAYETTE, La. — Today, Gov. John Bel Edwards and CGI executive Dave Henderson announced the company will launch a significant expansion of its Lafayette IT Center of Excellence and create 400 new direct jobs, with CGI employment rising to 800 over the coming years at the University of Louisiana at Lafayette Research Park, and at a second Lafayette Parish site to be determined. Statewide, CGI's employment will reach 900.

In March, CGI announced the Lafayette IT Center of Excellence had surpassed the original full-employment target of 400 professionals. Now, the company will build on that baseline with a second phase of growth. Over the next decade, the CGI Lafayette center's cumulative payroll will exceed \$480 million.

"Here in Acadiana, we are proving how powerful and game-changing our economy can be," Gov. Edwards said. "We've structured a partnership involving state and local government, economic development and higher education, and we've developed a blueprint for growth in the digital economy. CGI's clientele includes oil and gas, manufacturing, retail, health care, utilities, government, banking, insurance and communications customers. So, in reality, by growing this technology presence in Lafayette, we are touching virtually every sector of the economy while touching nearly every neighborhood in this community with exceptional careers."

The announcement marks the completion of an amended Cooperative Endeavor Agreement, or CEA, among the State of Louisiana; CGI Federal; UL Lafayette; the Lafayette Economic Development Authority, or LEDA; Louisiana Economic Development, or LED; and Ragin Cajun Facilities Inc., the university affiliate that owns and manages the 50,000-square-foot facility where CGI is located on the UL Lafayette Research Park.

In Lafayette, CGI is solving complex business and IT challenges for clients. In May 2016, Gov. Edwards and CGI dedicated the \$13.1 million, 50,000-square-foot information technology center, which serves as an anchor for the research park. CGI will explore plans for a second Lafayette facility.

"CGI is proud to make this renewed commitment to job creation in Lafayette, where a skilled and highly motivated workforce continues to exceed expectations on behalf of our clients undertaking critical digital transformation projects in Acadiana and across the country," said Henderson, who serves as president of CGI's U.S. commercial and state government operations. "Since opening our campus facility in 2016, we have continued to measure success in many different ways, including the time and resources our employees have committed to community engagement, whether through youth-oriented STEM education and environmental sustainability projects, or our successful ongoing collaboration with the University of Louisiana at Lafayette. The commitment of our employees in Lafayette embodies what is most important to us at CGI and represents a strong reflection of our heritage, values and commitment to the region."



# Amazon Announcement

12.22.20

## Gov. Edwards Announces First Amazon Fulfillment Center In Louisiana

*Located in Lafayette Parish, project will result in more than 1,400 new direct, indirect jobs*

CARENCRO, La. — Today, Gov. John Bel Edwards and Amazon announced the company will open its first Louisiana fulfillment center in the Lafayette Parish city of Carencro. The company will make a \$100 million capital investment and create 500 direct jobs with an annual payroll of more than \$16 million. Louisiana Economic Development estimates the project also will result in 982 new indirect jobs, for a total of more than 1,400 jobs in Acadiana and surrounding regions.

Located on the former Evangeline Downs site in Carencro, the fulfillment center will be near the junction of Interstates 10 and 49 and provide optimal access to Louisiana markets. In the new 1 million-square-foot fulfillment center, Amazon associates will pick, pack and ship bulky or larger-sized items, such as patio furniture, outdoor equipment and rugs.

"You don't become the world's largest online retailer without making a series of well-reasoned strategic investments, and Amazon's selection of Carencro for its new fulfillment center is a testament to this," Gov. Edwards said. "This 1 million-square-foot fulfillment center will not only prove to be a tremendous asset for all of Louisiana, but the project also will create 500 full-time jobs on-site, and spur the growth of other jobs in Acadiana. I am proud to welcome this new fulfillment center to Louisiana, and I look forward to Amazon's continued investment in our great state."

The new fulfillment center is the latest Louisiana investment by Amazon, which already had invested more than \$250 million in the state since 2010. In addition to seven Whole Foods Market locations in Louisiana, Amazon operates delivery stations in Baton Rouge and New Orleans. The company also operates an Amazon Air logistics gateway at Louis Armstrong New Orleans International Airport. Across Louisiana, Amazon currently employs over 1,500 full- and part-time workers.





# PPE Production Facility Announcement

05.03.21

## Gov. Edwards, SafeSource Direct And Ochsner Health Announce PPE Production Facilities In Lafayette, St. Martin Parishes

*Facilities to include headquarters and two personal protective equipment manufacturing plants, resulting in over 2,200 new direct, indirect jobs.*

BRUSSARD, La. — Today, Gov. John Bel Edwards joined Ochsner Health President and CEO Warner Thomas, SafeSource Direct CEO Justin Hollingsworth and other officials to announce the development of two manufacturing facilities for personal protective equipment, or PPE. The Acadiana Region projects will create a combined 1,221 new direct jobs, and Louisiana Economic Development estimates the project will result in a combined 992 new indirect jobs, for a total of more than 2,200 new jobs.

Ochsner Health partnered with Trax Development on a joint venture to create SafeSource Direct LLC. SafeSource is investing \$150 million to develop the facilities, with \$73 million to retrofit an 80,000-square-foot manufacturing facility in Lafayette Parish that will also house its headquarters, and \$77 million for the development of a new 400,000-square-foot manufacturing facility in St. Martin Parish.

"Today's announcement is not only a celebration of the new jobs SafeSource Direct will create and the economic activity it will generate, but also an opportunity to thank Ochsner and Trax for an investment that truly meets our novel moment," said Gov. Edwards. "A year ago, states across the union were grappling with a shortage of personal protective equipment as the coronavirus spread. Even now, the need for PPE is great and that demand will continue for the foreseeable future. I am proud to say that, with this new project, Louisiana will play a key role in preventing the U.S. from facing such a shortage again."

SafeSource Direct will manufacture, warehouse and directly distribute PPE for health care and other industries in Louisiana and nationwide.

"COVID-19 brought to light our nation's dependence on foreign countries, primarily China, for PPE," Hollingsworth said. "By manufacturing right here in Lafayette and St. Martin parishes, and selling directly, SafeSource Direct will be positioned to eliminate the lag times, uncertainty and frustration that plague international manufacturing and shipping. Our hope is that these facilities will lay the foundation for more independently sustainable health systems in the U.S."

The Lafayette Parish facility will create 245 new direct jobs with an average annual salary of \$45,300, plus benefits, and will result in 199 new indirect jobs. It will include the company's headquarters and a manufacturing plant for surgical tie-masks, bouffant hair covers, shoe covers, isolation gowns, procedure masks and N95 masks. Manufacturing operations will be located in an existing building near the intersection of the Evangeline Thruway and St. Nazaire Road in Broussard.

"SafeSource Direct choosing Broussard and Lafayette Parish for its headquarters and manufacturing operations demonstrates how attractive our parish is to new businesses in search of an ideal location to successfully operate," said Mayor-President Josh Guillory of Lafayette Parish. "A company of this size will not only boost our economy, but it will also create hundreds of competitive job opportunities for our citizens."

The St. Martin Parish facility will employ 976 direct employees with an annual salary of \$38,000, plus benefits, and will result in 793 new indirect jobs. The greenfield facility will include 400,000 square feet of manufacturing space located on 49 acres in Broussard. It will include multiple production lines for PPE manufacturing, with nitrile rubber gloves as the main product.

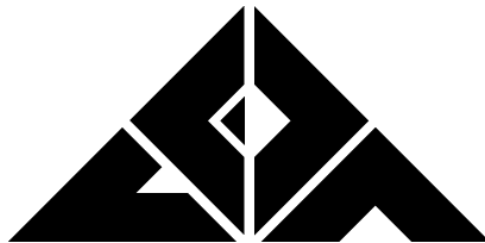


**SafeSource  
Direct**  
Personal Protective Equipment



# Top 50 Employers

#	COMPANY NAME	2020 EMPLOYMENT LAFAYETTE PARISH/COUNTY	HQs IN LAFAYETTE PARISH/COUNTY	COMPANY-WIDE EMPLOYMENT
1	LAFAYETTE PARISH SCHOOL SYSTEM	4,322		
2	OCHSNER LAFAYETTE GENERAL	4,078		
3	OUR LADY OF LOURDES REGL MED	2,800		
4	LAFAYETTE CONSOLIDATED GOVERNMENT	2,500		
5	UNIVERSITY-LA LAFAYETTE	2,426		
6	WHC ENERGY SVC	1,505		
7	WALMART COMPANIES	1,165		
8	STULLER INC	1,061	HQ	1,357
9	LAFAYETTE PARISH GOVERNMENT (NOT PART OF LCG)	1,031		
10	SUPERIOR ENERGY SVC	834*		
11	FRANK'S INTERNATIONAL INC	809*		
12	SCHLUMBERGER	774*		
13	LHC GROUP INC	756	HQ	30,000
14	ISLAND OPERATING COMPANY	750		
15	BAKER HUGHES CO	730*		
16	MCDONALD'S OF ACADIANA	707	HQ	2,100
17	WAITR	690	HQ	22,000
18	ACADIAN COMPANIES	649	HQ	4,934
19	SUPER 1 FOODS	635		
20	CGI	570		
21	QUALITY CO	550*		
22	ALBERTSONS	497		
23	AT&T CALL CENTER	477		
24	FIELDWOOD ENERGY	457*		
25	HEART HOSPITAL OF LOUISIANA	450*		



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# Top 50 Employers

#	COMPANY NAME	2020 EMPLOYMENT LAFAYETTE PARISH/COUNTY	HQs IN LAFAYETTE PARISH/COUNTY	COMPANY-WIDE EMPLOYMENT
26	US POST OFFICE	436*		
27	SCP HEALTH (FORMERLY SHUMACHER CLINICAL PARTNERS)	415	HQ	3,000
28	LAFAYETTE UTILITIES SYSTEM	411		
29	NACHER CORP	403		
30	LOWE'S HOME IMPROVEMENT	399		
31	HOME DEPOT	382		
32	KERGAN BROTHERS	335	HQ	2,000
33	LEADING HEALTHCARE OF LOUISIANA	330	HQ	1,300
34	WEATHERFORD	328*		
35	LAFAYETTE POLICE DEPT	320		
36	TEAM INDUSTRIAL SVC INC	320*		
37	IBERIA BANK (A DIVISION OF FIRST HORIZON)	318		
38	TARGET	306		
39	PHI GROUP INC	289	HQ	1,862
40	ROUSES	287*		
41	TAYLOR'S INTERNATIONAL	273*		
42	SLEMCO	265		
43	HEART HOSPITAL OF LAFAYETTE	260*		
44	AMG SPECIALTY HOSPITAL	247	HQ	510
45	FUGRO	246		
46	ARAMARK	246*		
47	LAFAYETTE COCA-COLA BOTTLING	235		
48	WALGREENS	235		
49	HOME BANK	231	HQ	448
50	VIEMED	227	HQ	511
		* = 2018 FIGURES		



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# Business & Industry



## MEDICAL/HEALTHCARE

At the heart of Lafayette's medical industry, is cutting edge communication and data transfer thanks to the area's high speed fiber optic network. Acadiana's evolving medical workforce of more than 28,000 employees continues to expand. As the "Hub City" of the region, Lafayette is further cementing its role as a regional health center, attracting specialized treatment centers and a preeminent physicians, researchers and scientists.



## MANUFACTURING

The innovation of local manufacturers has resulted in the transformation of traditionally low-technology industries into modern high-tech environments through state-of-the-art computers, intelligent manufacturing systems, robots and automation. Thriving manufacturing businesses in Lafayette can be found across sectors including jewelry, oil and gas, marine, food production, and specialty metals.



## OIL AND GAS

With hundreds oil-and-gas-related businesses in Lafayette, the region is *the* hub for energy production and services in the southeastern U.S. and the Gulf of Mexico. Our community provides an industry-savvy environment and a workforce that is highly skilled, making Lafayette very attractive— not only to energy companies, but to companies across industries.



## TRANSPORTATION/DISTRIBUTION

Located at the crossroads of Interstates 10 and 49, Lafayette's strategic location has contributed to the viability of the transportation/distribution industry. Cargo can be delivered via the Intracoastal Waterway; and the proximity of Lafayette to the Gulf of Mexico makes deliveries and exports by sea feasible.

# ***Business & Industry***



## **FINANCE**

The financial industry within the Lafayette market is comprised of 36 locally-owned and nationally-operated banking institutions, with an estimated \$12 billion in deposits as of December 2019. They provide services ranging from simple savings and checking accounts to complex commercial investments. Sixteen credit unions have also been established within the Parish, with estimated total assets more than \$4 billion in December 2019.



## **CONSTRUCTION**

New concepts in residential development, combined with improvements made by local government, the university and private business has propelled the construction industry forward in commercial activity. Last fiscal year, construction activity reached more than \$246 million.



## **RETAIL TRADE/LEISURE & HOSPITALITY/ENTERTAINMENT**

More than 20% of retail spending in Lafayette Parish is made by shoppers who live outside of the Parish's borders. People from all over the Acadiana region travel here for shopping, entertainment, recreation, dining, professional services and business. The population in Lafayette's trade market is more than 600,000 people; and more than one million tourists visit this area every year.



# *Healthcare*



# Ochsner Lafayette General

**4,078 employees, 461 beds, \$400 million investment**



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# Healthcare



**OUR LADY  
OF LOURDES**  
REGIONAL MEDICAL CENTER

**2,800 employees, \$211 million expansion in 2011**



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# Infrastructure

There are many reasons Lafayette is known as the "Hub City" of southern Louisiana. Being strategically located at the crossroads of Interstates 10 and 49, has allowed Lafayette to establish itself as the regional leader in manufacturing, retail, medical services, technology, education, and entrepreneurial activity.



## Airports

- ✓ Lafayette Regional Airport
- ✓ Acadiana Regional Airport



## Waterways

- ✓ Port of Greater Baton Rouge - 50 mi east
- ✓ Port of Lake Charles - 70 mi west
- ✓ Port of Iberia - 20 mi south
- ✓ Port of W. St. Mary - 40 mi south
- ✓ Port of Vermilion - 15 mi south
- ✓ Twin Parish Port - 40 mi southwest



## Railways

- ✓ L&D Railroad
- ✓ BNSF
- ✓ Union Pacific



## Utilities

Publicly owned and operated, Lafayette Utilities System (LUS) provides the City of Lafayette with electric, water, and wastewater services that are among the lowest priced in the state. Other private companies provide electrical power, natural gas, and waste disposal to municipalities in Lafayette Parish. LUS Fiber provides some of the fastest internet in the world to customers in the City of Lafayette and some surrounding areas— with speeds up to 10 Gbps.

## Intersection of I-10 and I-49 in Lafayette:



# Workforce

Businesses thrive in Lafayette, LA because they leverage the success that comes from an innovative, energized workforce.

Thanks to unmatched workforce training programs and education opportunities offered in our region, our talent-pipeline is primed to fill jobs in energy, healthcare, manufacturing, technology and software development, aviation, finance and more.



39.1%

25+ Associate Degree or higher



35.5

Median Age



\$56,224

Median Household Income



209,165

MSA Labor Force



112,342

Parish (County) Labor Force

**LEDA connects businesses with potential workforce, through LEDA's year-round Online Job Fair, the LEDA Job Fair—the largest one-day recruitment event in Acadiana—and multiple specialty job fairs each year.**



### *Incumbent Worker Training Program (IWTP)*

Assists in the skill development of existing employees (at least 15) and provides funding for customized workforce training.



### *On-the-Job Training Program*

Provides up to 50% reimbursement of wages to employers for either new hires or skills upgrades for existing employees.



### *Small and Emerging Business Program*

Helps Louisiana's small businesses by funding up to 50% of the cost of entrepreneurial & computer training as well as other technical assistance such as legal needs, marketing, and accounting.



### *Small Business Employee Training (SBET) Program*

Assists in the skill development of existing employees and provides funding for workforce training for businesses with 50 or fewer employees.



# Municipal Fiber

In 2004, Lafayette Utilities System announced its decision to bring fiber optic network access to every home and business within its service area. With overwhelming community support, this critical investment in Lafayette's future helped to provide the infrastructure upon which more than a decade of success has been built.

The city-wide fiber-to-the-premise internet system, LUS Fiber, launched in 2009 and operates alongside two incumbent carriers—giving Lafayette businesses and residents three distinct communications options to choose from. This fully fiber system delivers up to 10 Gbps symmetrical bandwidth to customers and has been crucial in facilitating the new work-from-home model. Broadband availability, reliability, and speed should be considered when analyzing potential sites and the area where employees will live.



## *10 Gbps to Residents*

LUS Fiber was the first Internet provider in Louisiana to offer 10 Gbps to residential customers



## *Complimentary WiFi*

LUS Fiber provides complimentary WiFi at Lafayette Regional Airport, Acadiana Mall, and Downtown Lafayette public parks



## *Cost Savings*

LUS Fiber is first in the country for cost savings to customers





# Higher Education



## University of Louisiana Lafayette

The University of Louisiana Lafayette (UL) is the second largest university in Louisiana, with over 19,000 students. The University offers bachelor's, master's and doctoral degrees in comprehensive disciplines including computing and informatics, business, engineering,, education, nursing and allied health, humanities, among others. UL is nationally recognized leader in areas such as computing, life sciences, energy, engineering, business, environmental biology, and nursing. The University ranks #10 in the US in terms of industry-funded research and 143<sup>rd</sup> in US out of over 3800 universities in research and development expenditures. The University's student athletes - Louisiana's Ragin' Cajuns<sup>®</sup> - compete at the highest level of NCAA competition. The University has a strong focus on translating research to innovations and regional economic development.



UNIVERSITY of  
**LOUISIANA**  
L A F A Y E T T E<sup>®</sup>



# *Higher Education*

## South Louisiana Community College

South Louisiana Community College currently offers more than 50 programs, leading to associate degrees, technical diplomas, and certificates, to 10,000 students annually. The College also offers a wide range of non-credit instruction and training. The College is proud of its history and looks forward to continuing to provide outstanding educational opportunities for students throughout the greater Acadiana region.







## ***Compensation***

***Salary:*** \$250,000;  
plus, competitive benefits

## ***Residency***

Residency within Lafayette, Louisiana, within 3 months of beginning the position is expected.

## ***How to Apply***

Submit a cover letter, resume, & references as described above by  
**Wednesday, July 14<sup>th</sup>, 2021, at  
Noon CST**

Submit resumes electronically to  
[lafayette@thenextmovegroup.com](mailto:lafayette@thenextmovegroup.com)

Feel free to call **Brittany McCoy**,  
**504-615-7141** with any questions.

## ***References & Background Checks***

The finalists for the position will undergo background checks that may include:

- Criminal records
- Driving records
- Education completion
- Personality profile assessments
- Drug testing
- References from prior positions

Since LEDA is a public entity, names and/or resumes of finalists may be disclosed upon request in accordance with Louisiana's Public Records Law.

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