



TOWER PLACE

# Tower Place

Plug-and-Play Call Center

1500 North 19th Street  
Monroe, Louisiana 71201

[towerplacemonroe.com](http://towerplacemonroe.com)



**towerplacemonroe.com**

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# Top Companies Choose the Top of Louisiana ©


## Welcome

to **Northeast Louisiana** - The North Louisiana Economic Partnership (NLEP) is pleased to present **Tower Place** at 1500 North 19th Street, Monroe, Louisiana. The 104,844 square foot, Class A office building is a plug-and-play call center and technology hub, situated in a growing technology corridor which has grown exponentially in the last few years: 2,000 new jobs since 2012.

The seven story office building with its 600 plus parking spaces is situated on 6.22 acres in the heart of Monroe's business district. For more than 20 years, the building has served as a call center for JPMorgan Chase's mortgage finance center, which ran a 24/5 customer service operation with 450 workers. Wingspan, a Dallas-based mortgage services company, took over the call center in 2013 and remained in operations until early 2015. The 30 year old building was recently renovated and stands ready to welcome new tenants. IBM recently located its Client Innovation Center at Tower Place, occupying approximately 28,000 SF on the second floor and part of the third floor.

Tower Place is set up for a call center operation to start immediately. Completely wired with CAT 6 cabling and high speed fiber optics and Wi-Fi throughout, this plug-and-play call center has 755 cubicles.

The cubicles are terminated and labeled to an existing patch panel in the LAN room on each floor, which allows for network hardware to be utilized without costly wiring fees. Tower Place also has a central data management/server room on the fifth floor, 12 conference rooms, and multiple training rooms. Tower Place is designed as an aesthetically pleasing, atrium style office building available for lease.



Call or data center operations can rest assured that Northeast Louisiana can deliver a skilled and experienced workforce which has been ranked by Gallup's *State of the American Workplace Report* as the "Most Engaged Workers in the Nation." Our region can meet the workforce needs of most any project. Within a 40 mile radius of Monroe, LA is a seven-parish (county) region with a civilian labor force of more than 130,000 workers, according to the Louisiana Workforce Commission (November 2015). This area has an educational attainment rate of 85% for persons with at least a high school diploma and/or higher education, according to Chumura Economics, JobsEQ database.

In a right-to-work state, Monroe has a low union membership rate of only 4 percent, according JobsEQ. Our workforce is backed by state and local workforce training programs. A comprehensive community college and technical school system and Workforce Investment Boards can offer customized training.

Other competitive advantages include the lowest cost of doing business in the nation, as ranked by *Forbes and KPMG Competitive Alternatives*. A strategic location within the South Central United States offers convenient access to clients and 30 million consumers in some of the largest markets in the nation. Major employers in the Monroe MSA, including CenturyLink, JPMorgan Chase, St. Francis Regional Medical Center, Vantage Health Plan, Graphic Packaging, Bancroft Bag, Gardner Denver Thomas, ANGUS Chemical, and Glenwood Regional Medical Center, have realized the benefits of operating in our region. These employers have operated facilities here for many years and can offer first-hand

# @ Top Companies Choose the Top of Louisiana

testimonials about the highly productive and skilled workforce.

As a testament to our great business climate, CenturyLink, the third largest telecommunications company in the nation, expanded its corporate headquarters in Monroe, adding 800 new technology jobs. The Fortune 170 company recently opened a 300,000 square foot Technology Center of Excellence. In February 2015, IBM announced a 400 job Application Development and Innovation Center in Monroe.

Our low cost of living affords a great lifestyle and quality of life! The Cost of Living Index (2015 Annual Average) shows the Monroe MSA has one of the lowest cost of living in Louisiana, totaling 92.0% of the national average. The City of Monroe and Ouachita Parish School systems offer some of the best K-12 public and private schools in the state and nation. Thirty-six K-12 public schools within the 40 mile radius of Monroe have been ranked by the Louisiana Department of Education in the top two tiers of best performing schools. Our region also offers many excellent parochial and private schools.

Our higher education institutions deliver quality, nationally accredited academic programs at a great value. Within a 30 minute drive of Monroe, the community supports three four-year universities with a combined student enrollment of 25,821 students (Fall 2015) and a community college with a 2014-2015 student enrollment of 8,744. Louisiana Tech University, the largest regional university in nearby Ruston, LA, is ranked as a Tier 1 National University by *U.S. News and World Report*. The University of Louisiana in Monroe is nationally recognized by *U.S. News and World Report* as a top Regional University. Grambling State University in Grambling, LA is among the top historically black colleges and universities (HBCUs) in the nation according to *U.S. News and World Report*. Also, Louisiana Delta Community College in Monroe, LA is one of the fastest growing community colleges in the nation, delivering employer-focused academic and workforce training curricula.

North Louisiana Economic Partnership (NLEP) and its state and local partners would be pleased to assist with your site selection process. As one of only 45 Accredited Economic Development Organizations in North America, NLEP provides professional economic development services to the 14 parish region of North Louisiana, including lead generation and project management. Visit [www.nlep.org](http://www.nlep.org) for more information.

Sincerely,



Scott Martinez, CEcD  
NLEP President





IBM cut the ribbon of its Client Innovation Center in January 2016 at Tower Place. The IBM Client Innovation Center provides a variety of IT and consulting services from maintenance and support of existing business systems to testing and new application development.

**Tower Place** is situated in the heart of a growing technology corridor in North Louisiana that has seen more than 2,000 new technology jobs created in the last few years. IBM located its Client Innovation Center at Tower Place in January 2016 as part of its expansion in Monroe. IBM also announced a 400-job Application Development and Innovation Center in Monroe. CenturyLink created 800 new jobs at its Monroe headquarters, and CSC announced 800 new technology jobs in Bossier City in 2014. Technology companies locating in Tower Place will can take advantage of the growing opportunities in our rapidly expanding technology corridor. Tower Place is located in a prime location with great IT capabilities for plug and play business opportunities. We partner with North Louisiana Economic Partnership (NLEP) to support tenants who are driving economic growth in the Monroe MSA.

**North Louisiana Economic Partnership** (NLEP), an Accredited Economic Development Organization, provides professional economic development services to the 14 parish region of North Louisiana, including lead generation and prospect management. The organization also represents the interests of North Louisiana with a unified voice and as a single point of contact. It acts as a catalyst, a convener, and a connector in the region to ensure that North Louisiana's economic development potential is realized. Its vision is for North Louisiana to be a thriving region—a destination for high quality talent, innovative companies, and global investment.

## *NLEP Services:*

- Facilitate information gathering
- Support clients throughout the decision process
- Plan and schedule visits and tours
- Engage local and state economic development partners for support
- Introductions to area leaders, both private and public
- Schedule private meetings with senior executives and functional staff (e.g., HR, finance)
- Information and advice regarding federal, state, regional and local business incentives
- Customized solutions to assist and retain existing businesses with growth issues
- Workforce development, marketing and recruitment through our workforce program, Top Skills, including access to online content, resources and tools to enhance a company's ability to recruit quality employees
- Marketing assistance, including announcements and news releases

# TOWERPLACE

104,844 SF ATRIUM STYLE  
CLASS A OFFICE BUILDING







- **List Type:** For Lease
- **Property Type:** Class A Office Building
- **Available Space:** 104,844 SF
- **Acreage:** 6.22 acres
- **Lease Price:** Negotiable

The 104,844 square foot, newly renovated Class A office building is a plug-and-play call center and technology hub. With 600 plus parking spaces situated on 6.22 acres in the heart of Monroe's business district, the seven story Tower Place has served as a call center for more than 20 years. The granite and glass building is an iconic structure, built in 1985 with the principle of passive survivability: redundant mechanical systems including back-up power and state-of-art telecommunications infrastructure with its own back-up power source. The fully furnished facility offers 755 pre-wired cubicles, 12 conference rooms, 7 LAN rooms, a central data management/server room, multiple training rooms, telephone rooms, and an 18-wheeler loading dock.

## Space Details

- **Size:** 104,844 Total SF
- **How Divided:**
  - Floor 1- 16,022 SF
  - Floor 2- 16,757 SF (currently leased by IBM)
  - Floor 3- 17,294 SF (partially leased by IBM)
  - Floor 4- 17,283 SF
  - Floor 5- 13,563 SF
  - Floor 6- 13,566 SF
  - Floor 7- 10,409 SF
- **Parking Spaces:** 600 plus surface level, paved parking spaces
- **Date of Construction:** 1985
- **Type of Construction:** irregularly shaped rectangle with varying floor sizes, reducing in size as it ascends; constructed of steel and masonry
  - Exterior Walls:** granite and glass facade
  - Roof:** membrane ballasted with stones
  - Interior Walls:** drywall
  - Flooring:** carpet and tile
  - Ceiling:** acoustical tile ceiling
- **Architectural style:** central atrium
- **Lighting:** florescent and LED lighting
  - Metal halide fixtures in paved parking lot
- **Water/Sewer Supplier:** City of Monroe
- **Electricity:** obtained though low voltage power lines;
  - Metered through master meter
  - Emergency Power:** 75KVA UPS with 300KVA back-up generator for redundancy
  - Supplier:** Entergy
- **Heat:** electric VAV controlled perimeter heating
- **Heating System:** electrical duct heaters and VAV controlled boxes
- **Cooling System:** central AHU per floor, supplied by two 320 ton centrifugal chillers
- **Cooling Equipment:** ground mounted 375 ton cooling tower
- **Plumbing:** combination of PVC, steel, copper, and cast iron piping throughout the building
- **Telecommunications:**
  - Wi-Fi is available throughout the building
  - Each floor is completely networked with CAT 6 cabling; all routed through the ceiling





**Tower Place's** seventh floor outdoor terrace is a 2,815 square foot space- ideal for group meetings, company receptions or events, or to just catch a breath of fresh air. With ample seating and WiFi, this venue is the perfect setting to enjoy the scenic views of mid-town Monroe while working remotely.

- Subfloor trough is available for additional cables
- All cubicles are terminated and labeled to an existing patch panels in the LAN room on each floor
- 7 LAN and 7 telephone rooms- one on each floor sharing a self-contained 1.5 ton Stulz A/C unit
- Wired with high speed fiber optic cables
- **Data Management Room** on the 5th floor has an extensive IT workshop area with raised flooring for cabling and maintenance:
  - Two 15 ton Stulz
  - One 15 ton Liebert A/C units
  - One 75 Kva UPS system with a backup generator
  - Multiple patch panel racks already installed
  - All receptacles in the LAN room are on UPS back-up
- **Telecommunications Supplier:** AT&T or CenturyLink
- **Fiber Optics Supplier:** AT&T or CenturyLink
- **Sprinkler:** 100% sprinklered, newly installed fire panels, fire protection room
- **Truck Loading:** one elevated 18-wheeler loading dock
- **Security:** card readers and magnetic lock capabilities on each floor for compartmentalized security
  - Security cameras on main entrances and 7th floor terrace
- **Amenities:**
  - 755 pre-wired cubicles
  - 12 furnished conference rooms
  - At least two furnished training rooms with AV capabilities
  - Cafeteria with a fully equipped kitchen
  - Break or coffee room on each floor
  - Newly remodeled elevators: two main elevators; one service elevator
  - Fire protection room
- **Miscellaneous:** low water volume restrooms; handicap accessible bathrooms on each floor

## 755 Pre-Wired Cubicles



## Site Details

- **City Limits:** City of Monroe
- **Zoning:** B-4, Heavy Commercial District
- **Acreage:** 6.22 acres
- **General Terrain:** flat/open land
- **Business District**
- **Transportation:**
  - Access Roads:** North 19th Street; Tower Drive
  - Interstates:** I-20 (east-west) 2.8 miles
  - Highways:** U.S. 165 (north-south connector) - 3.4 miles
  - Airports:** Monroe Regional Airport- 5.6 miles
- **Sales Taxes:** 9.9%
- **Other Taxes** (See page 34)





Furnished Training Rooms  
with AV Capabilities

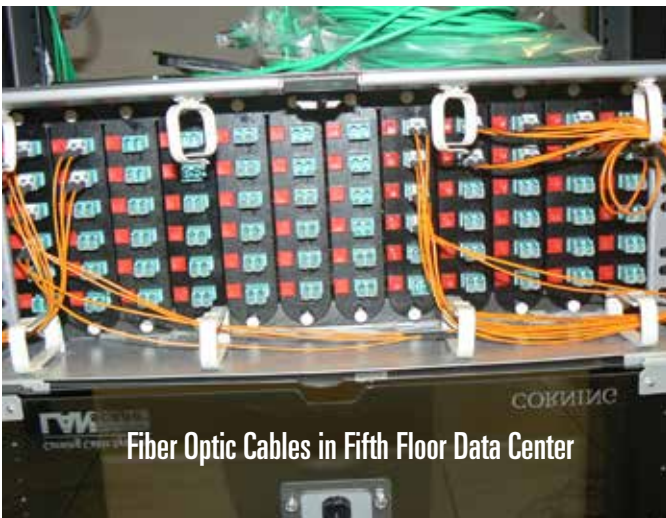


Furnished Conference Rooms on  
Each Floor





**Data Management or Server Room on Fifth Floor**



**Fiber Optic Cables in Fifth Floor Data Center**



**Backup Generator in the Fifth Floor Server Room**

**Just plug in** your telecommunications equipment and your call center is ready to go. The building has Wi-Fi throughout and comes prewired for expansive telecommunications capabilities. Each floor of Tower Place is completely networked with CAT 6 cabling, routed through the ceiling, but subfloor troughs are available for additional cables. All 755 cubicles are terminated and labeled to an existing patch panel in the LAN room on each floor, allowing for network hardware to be utilized without costly wiring fees. Both AT&T and Centurylink have fiber optics already installed in the building. Each floor also has a separate telephone room, which shares a 1.5 ton Stulz A/C unit with the LAN room.

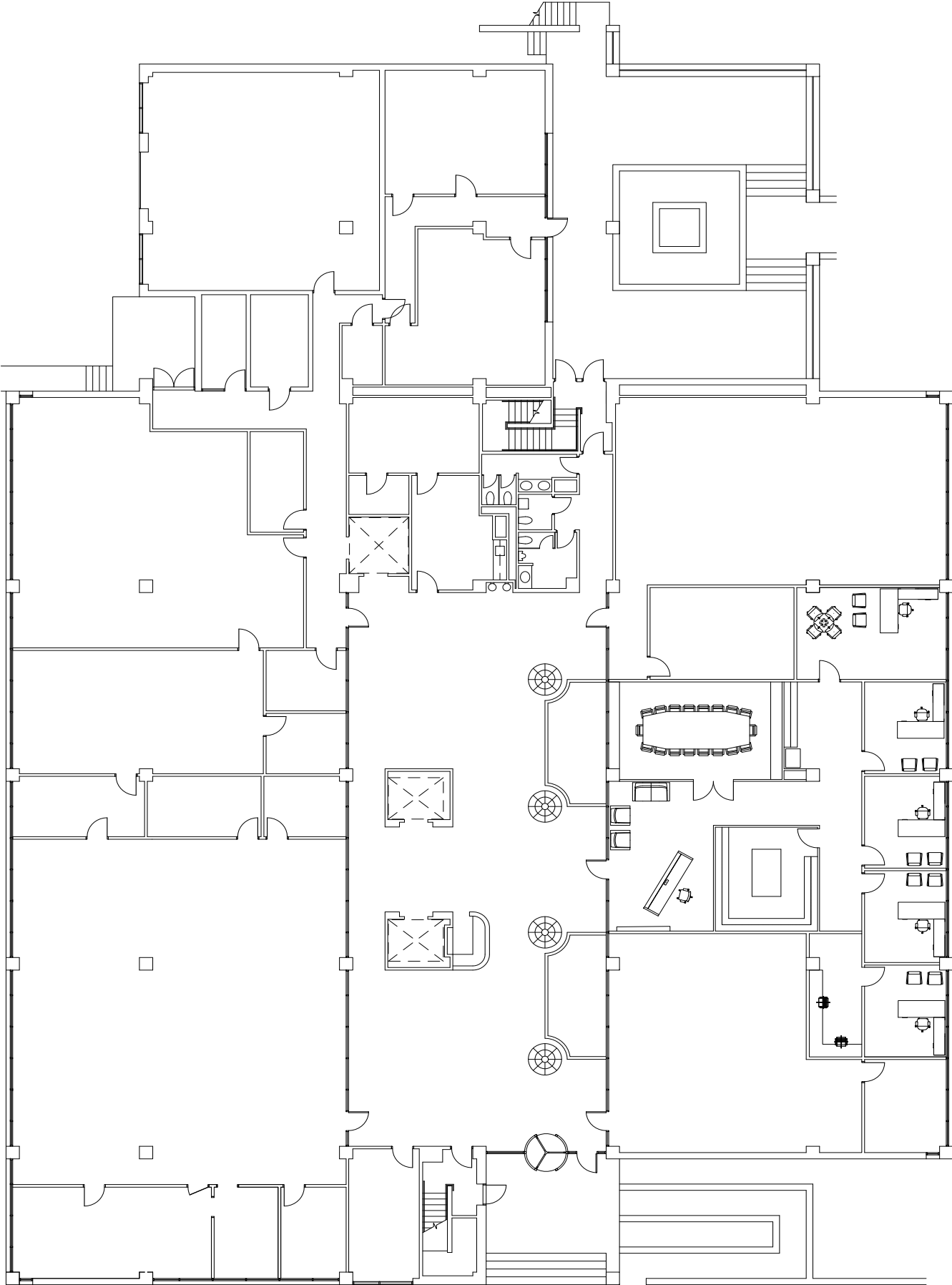
### **Data Management or Server Room**

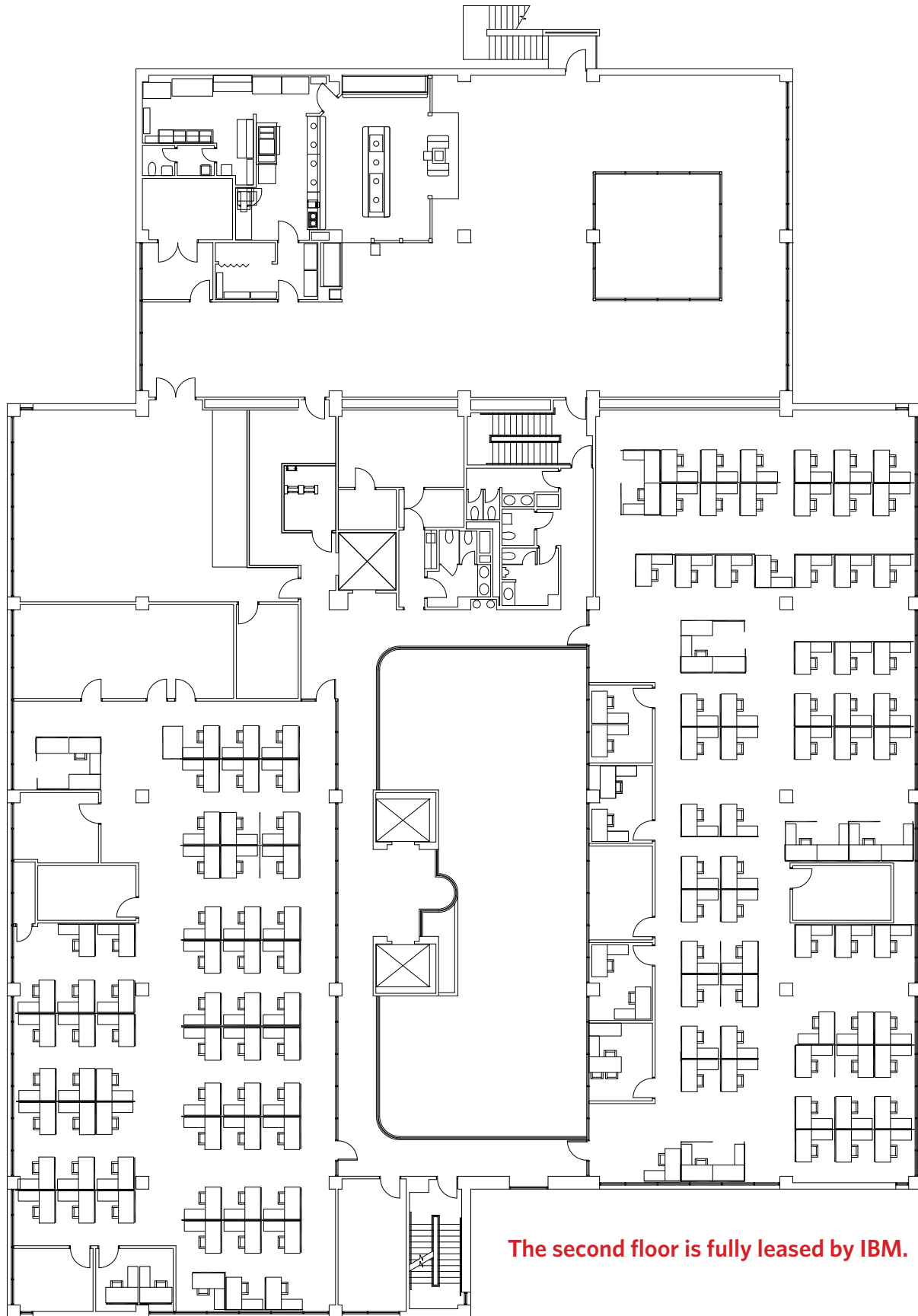
The 5th floor has an extensive IT workshop area with several specialized amenities geared toward data storage and management. Raised flooring allows for cabling and maintenance efficiency. Two 15 ton Stulz and one 15 ton Liebert A/C units keep servers cool. A 75 Kva UPS system with backup generator means you will never lose your data in a power outage. Multiple switch and patch panel racks are already installed for your servers.

### **Fiber Optic Capabilities**

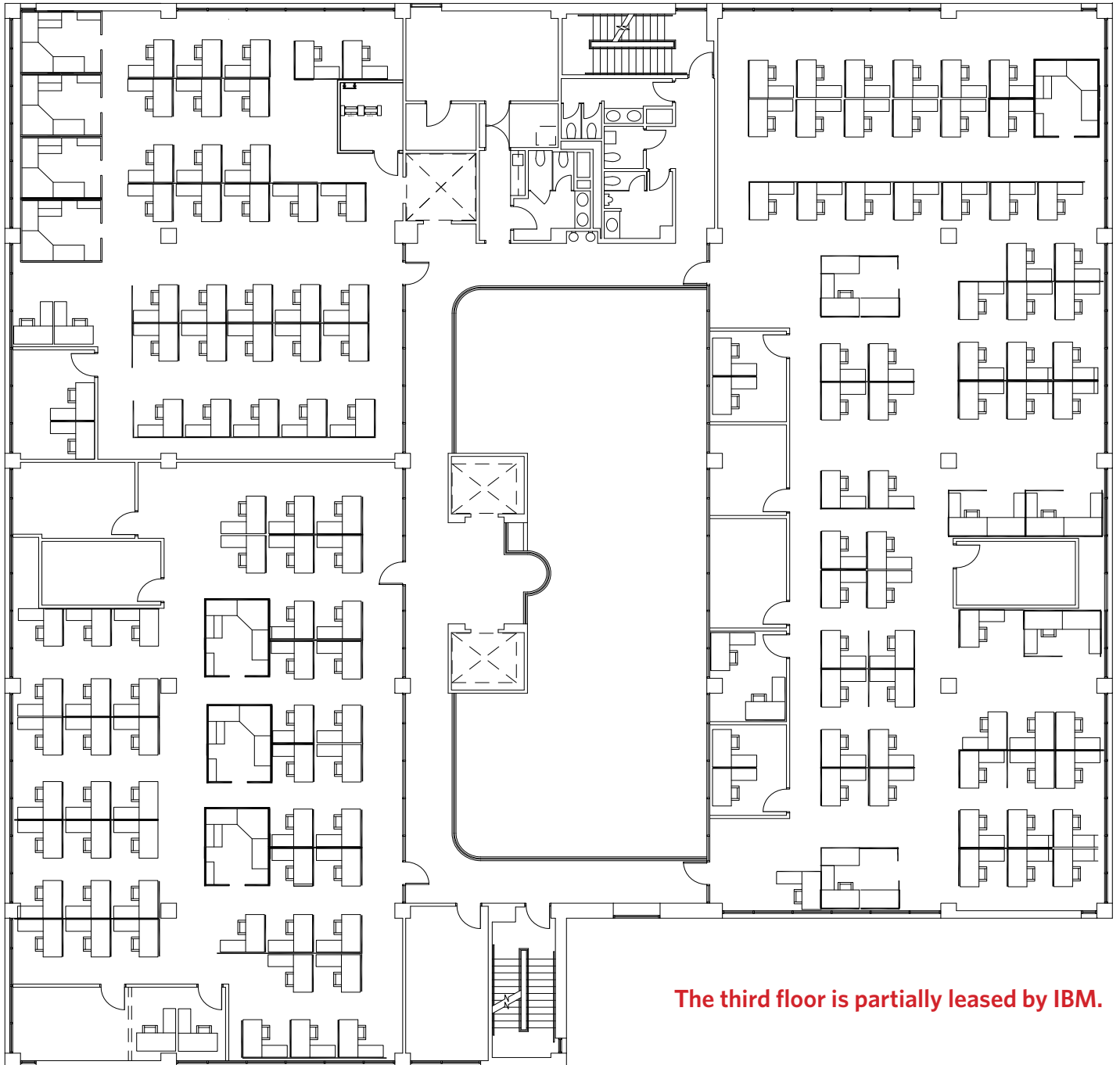
Tower Place has fiber cables that enter from the north side of the building (Roggerson Rd) and terminate on a DDM-2000 mux (electronic equipment). This mux is used to provide DS1 & DS3 services for Tower Place. The fiber exits the building and travels an independent route back to AT&T's central office for diversity. The fiber can provide several different services, including but not limited to ASE Ethernet service and dry loop fibers. 900-pr copper cable terminates in the same equipment room as the fiber. This can provide anything from standard telephone service to ADSL.

Tower Place has been provisioned with diverse fiber optic cable entrances, which has access to SONET OCn capacities along with access to Gigabit Ethernet services. Depending on the type of service, provisioning timelines should be minimal to this location. Both AT&T and CenturyLink can provide any telecommunications service required.

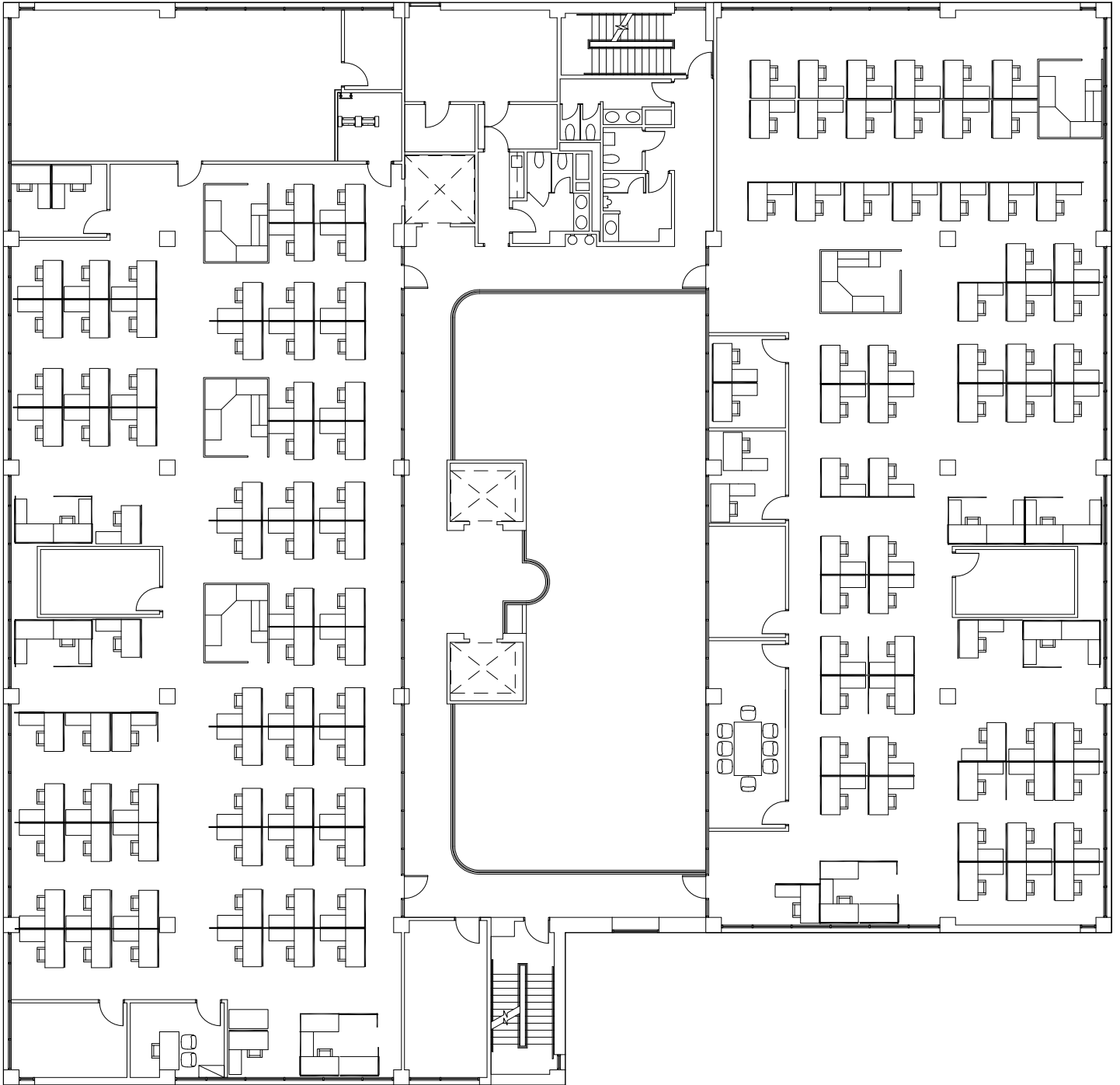




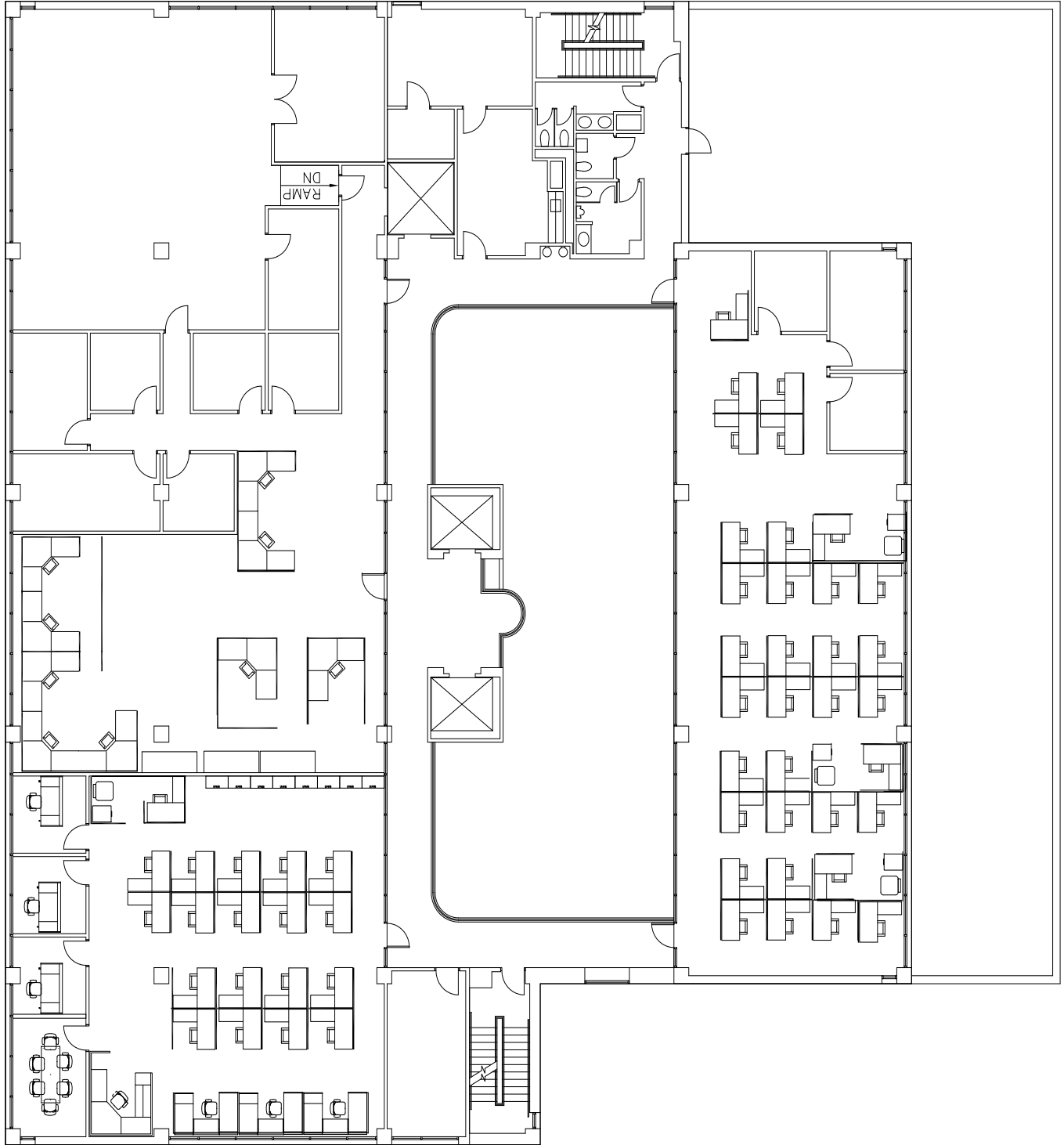
The second floor is fully leased by IBM.



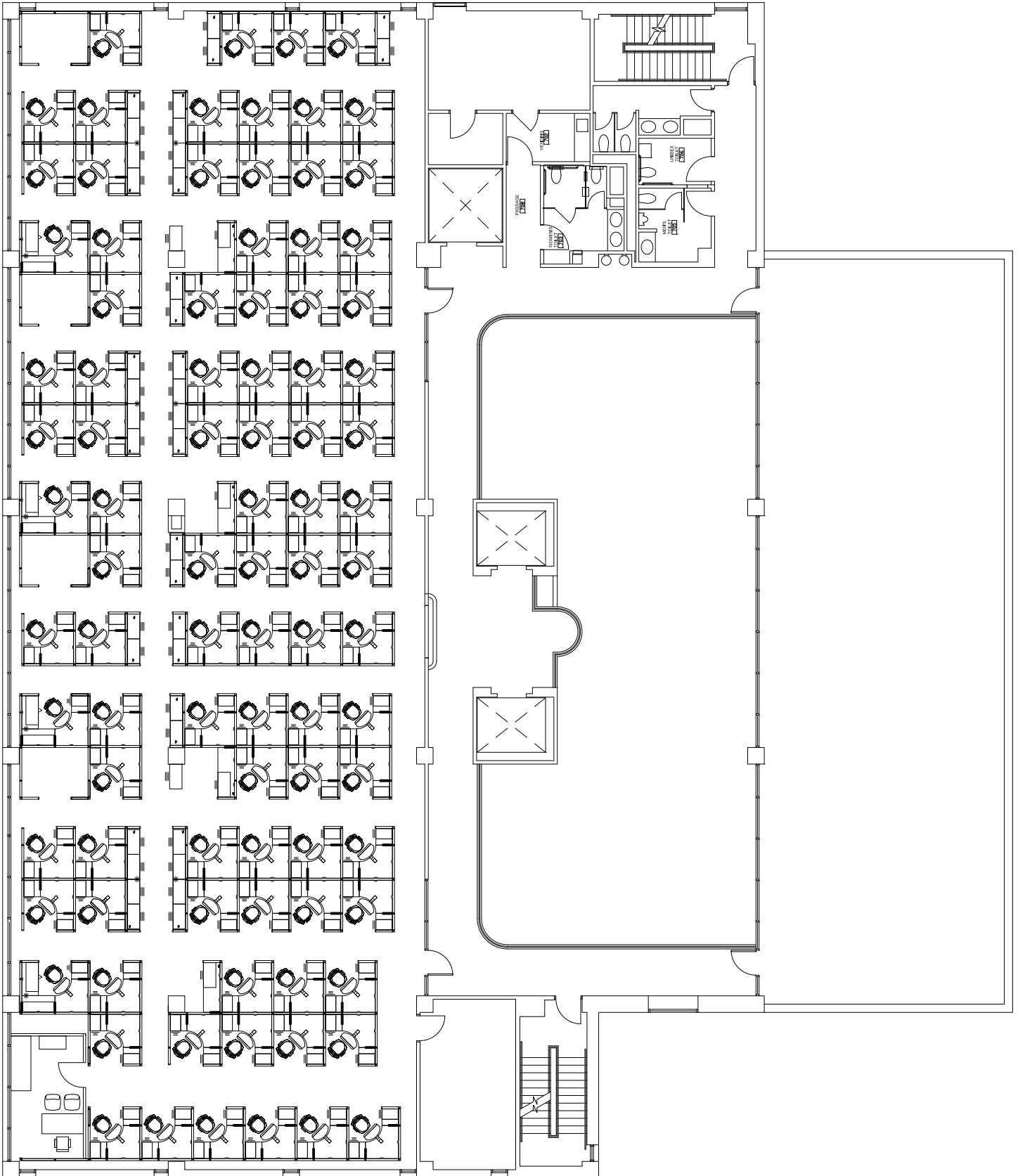
**The third floor is partially leased by IBM.**



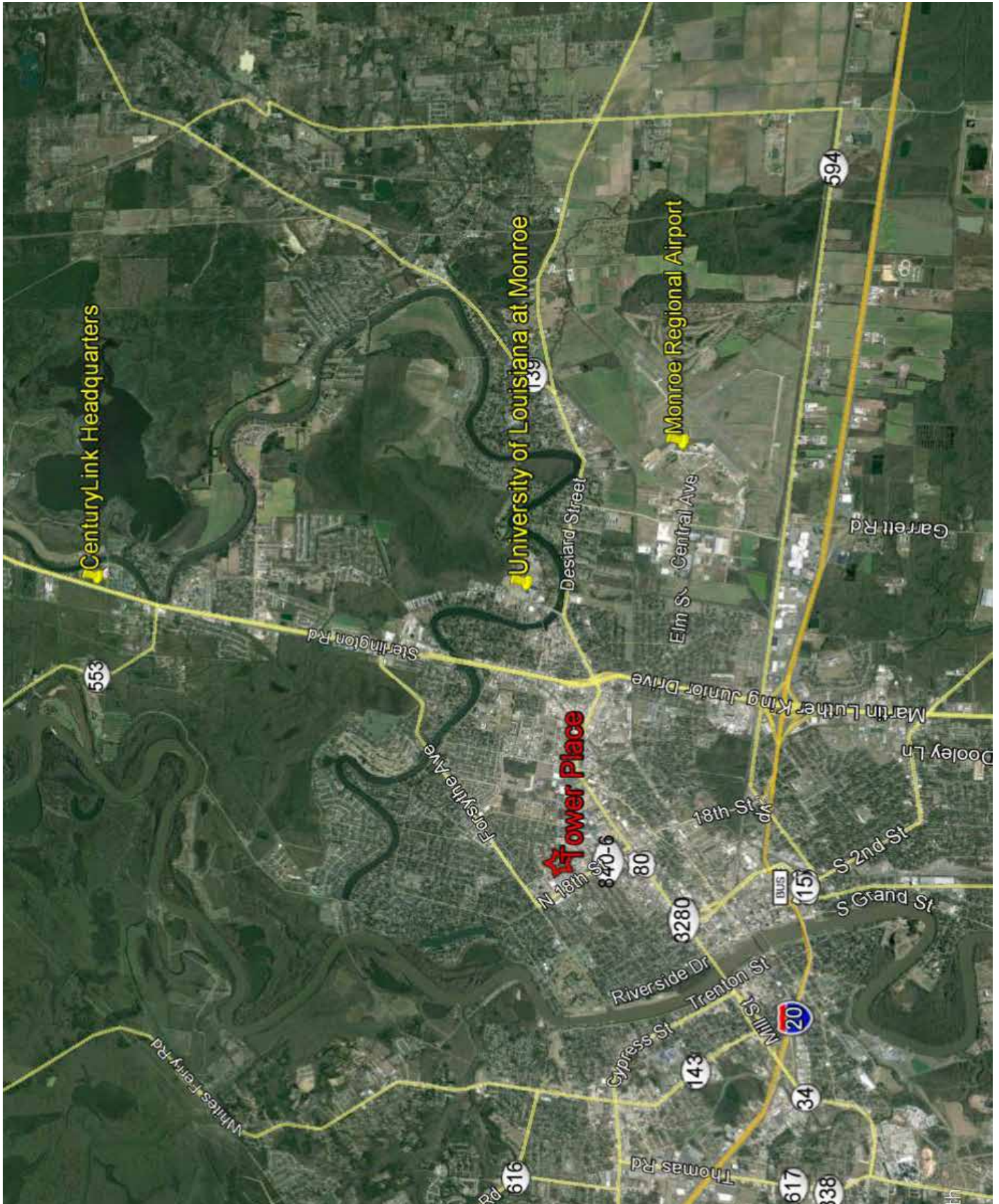


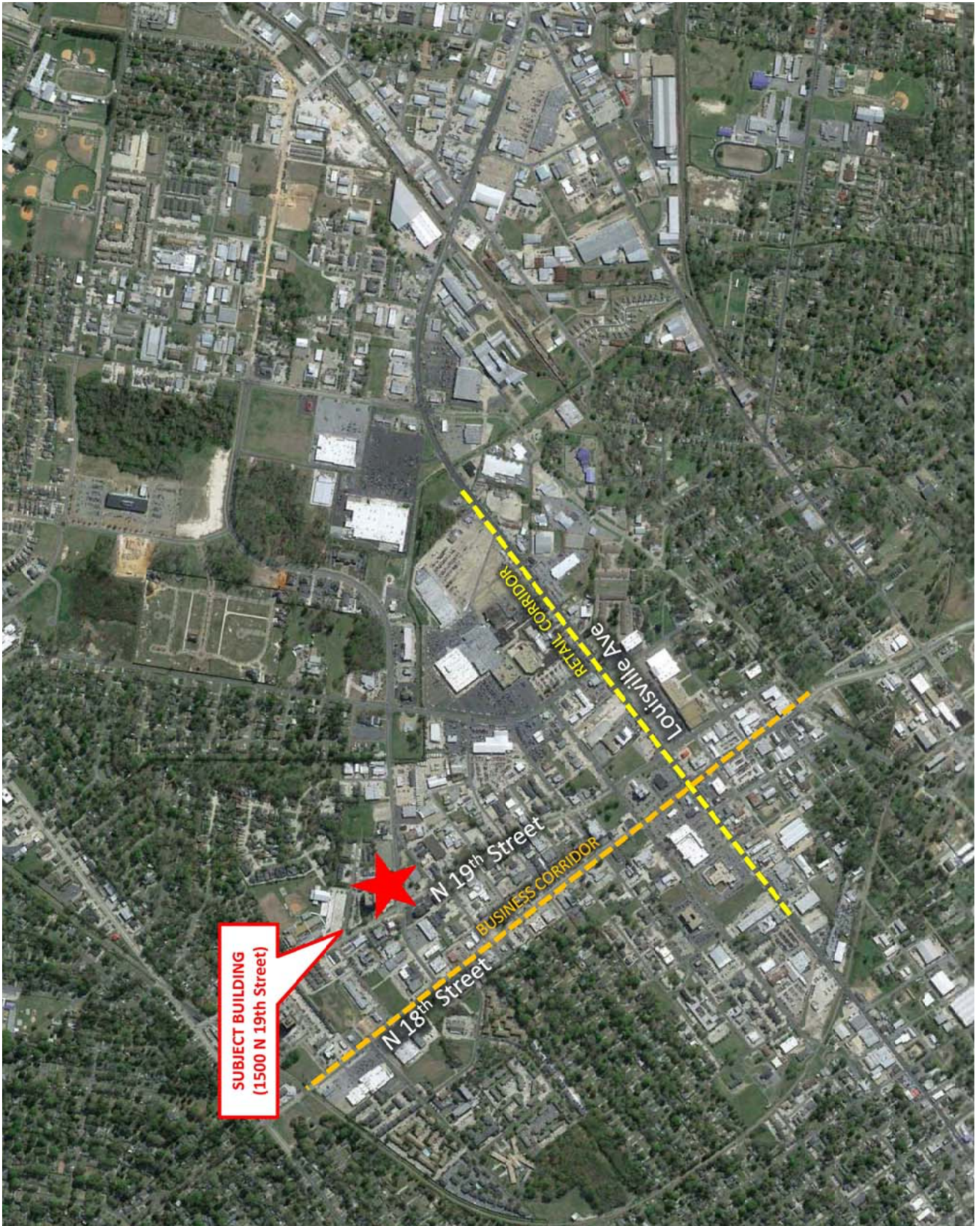







# © Tower Place Area Map







# **WORKFORCE** Demographics

NORTH LOUISIANA ECONOMIC PARTNERSHIP

## Employment and Wages For Call Center Related Jobs

Monroe Regional Labor Market Area

Caldwell, Jackson, Lincoln, Morehouse, Ouachita, Richland, Union Parishes

SOC Code	Occupation	2015 Estimated Employment	Hourly Wages		
			Entry Level	Mean	Experienced
<b>Management Occupations</b>					
11-1021	General and Operations Managers	1,600	\$21.92	\$45.91	\$57.88
11-3021	Computer and Info Systems Managers	172	\$25.48	\$37.84	\$43.99
11-3121	Human Resources Managers	84	\$24.09	\$32.40	\$36.54
11-9199	Managers and All Other	680	\$17.64	\$35.19	\$43.99
<b>Business &amp; Financial Management Occupations</b>					
13-1151	Training and Dev. Specialists	167	\$13.75	\$22.50	\$26.88
13-1199	Business Operations Specialists, All Others	566	\$11.63	\$24.28	\$30.63
<b>Office &amp; Admin. Support Occupations</b>					
43-1011	First-Line Super./ Office Managers & Admin. Support	1,228	\$13.22	\$21.30	\$25.34
43-4051	Customer Service Representatives	1,945	\$9.71	\$13.13	\$14.86
43-6011	Exec. Secretaries and Admin. Assistants	536	\$12.07	\$18.46	\$21.68
43-9199	Office & Admin. Support Workers, All Others	199	\$8.99	\$13.56	\$15.87
<b>Computer &amp; Mathematical Occupations</b>					
15-1151	Computer Support Specialists	340	\$11.01	\$15.38	\$17.60
15-1199	Computer Operations All Others	93	\$16.54	\$27.02	\$32.21

Source: JobsEQ, Four quarters ending in third quarter 2015

## Monroe Regional Labor Market Area

Caldwell, Jackson, Lincoln, Morehouse, Ouachita, Richland, Union Parishes

Workforce Statistics	November 2015
Civilian Labor Force	130,171
Total Employed	121,586
Total Unemployed	8,585
Unemployment Rate	7.13%

Louisiana Workforce Commission

Occupation Classification	2016
Blue Collar	22.59%
White Collar	57.34%
Service & Farm	20.07%

Nielsen Segmentation and Market Solutions Report, 2016

Occupations	Employment	Average Weekly Wage
Retail Trade	13,099	\$501
Information	2,557	\$776
Professional and Technical Services	3,722	\$754
Management of Companies and Enterprises	1,855	\$2,236
Administrative and Waste Services	4,898	\$527
Educational Services	11,764	\$730
Arts, Entertainment, and Recreation	1,431	\$299
Accommodations and Food Services	10,485	\$232

Louisiana Workforce Commission, Q2 2015





Northeast Louisiana's three universities and community college produce top quality graduates needed to sustain business success and expansion. The four-year universities have a combined enrollment of **25,821 students** (Fall 2015). Louisiana Delta Community College, one of the fastest growing community colleges in the nation, oversees the technological college system in Northeast Louisiana and has a combined enrollment of **8,744** (2014-2015). Northeast Louisiana institutions of higher learning are recognized nationally and globally for their top quality academic and research programs. Louisiana Tech University, the largest regional university in nearby Ruston, LA. is nationally ranked as a Tier 1 National University by *U.S. News and World Report*. The University of Louisiana in Monroe is nationally recognized by *U.S. News and World Report* as a top Regional University. Grambling State University in Grambling, LA is among the top 50 historically black colleges and universities (HBCUs) according to *U.S. News and World Report*.

Four Year Institutions	Location	Enrollment (Fall 2015)	Standout Program(s)
Grambling State University	Grambling	4,553	Business, Criminal Justice, Engineering, Technology
Louisiana Tech University	Ruston	12,414	Biology, Business, Cyber Security, Education, Engineering, MBA, Micromanufacturing, Marketing
University of Louisiana at Monroe	Monroe	8,854	Biology, Business, Computer Information Systems, Education, Engineering Technology, Nursing, Psychology, MBA, Pharmacy
	<b>Total Enrollment</b>	<b>25,821</b>	

Two Year Community College and Technical Colleges	Classification of Student	Enrollment (2014-2015)	Standout Programs
Louisiana Delta Community College includes eight campuses in Monroe, Bastrop, Jonesboro, Lake Providence, Ruston, Tallulah, West Monroe and Winnsboro.	Credit	5,509	Process Technology, Nursing, Education
	Workforce	1,125	
	Adult Education	2,100	
	<b>Total Enrollment</b>	<b>8,744</b>	



# **MONROE**

## Community Profile

NORTH LOUISIANA ECONOMIC PARTNERSHIP



## Monroe Metro Region

- Caldwell, Jackson, Lincoln, Morehouse, Ouachita, Richland, and Union Parishes (approximately 40 mile radius)
- Population of more than 300,000 with median age of 35.2 (Claritas Datasbase)
- Median income is \$37,036 (JobsEQ)
- Civilian workforce of 130,171 of which nearly 23% are engaged in blue collar occupations and more than 57% are in white collar jobs, according to the Louisiana Workforce Commission (November 2015)
- Educational attainment rate of 85% for persons age 25-64 with high school diploma or higher (JobsEQ)
- Three universities and one community college: Louisiana Tech University, University of Louisiana at Monroe, Grambling State University and Louisiana Delta Community College
- Combined student enrollment for the area's three universities: 25,821; Community College Enrollment: 8,744
- Top four employers include:
  - CenturyLink, the third largest telecommunications company in the nation (2,360 employees)
  - St. Francis Hospital (1,900 employees)
  - Foster Farms (1,800)
  - JPMorgan Chase (1,291 employees)
- Long history of manufacturing in the Monroe area, including numerous wood, paper and plastics manufacturers
- Strategic location within the south central U.S. within one day's travel to major markets with 30 million consumers
- Great quality of life: low cost of living (92.0% of the national average); the median sold price of an existing home in Ouachita Parish averages \$130,100; great schools; and average commute time of 22 minutes
- Medical and retail hub for Northeast Louisiana
- Diverse cultural and entertainment options: Monroe Symphony, two ballet companies, restaurants, and shopping

# Demographic Snapshot

Demographic information for **Caldwell, Jackson, Lincoln, Morehouse, Ouachita, Richland, Union Parishes**

Population		Total	
2021 Projection		304,089	
2016 Estimate		300,035	
2010 Census		298,286	
Growth 2016-2021		1.35%	
Growth 2010-2016		.59%	
Growth 2000-2010		2.04%	
Racial Makeup		Value	Percentage
White		178,392	59.46%
African American		110,540	36.84%
American Indian/Alaskan Native		951	.32%
Asian		2,855	.95%
Pacific Islander		153	.05%
Other Race Alone		3,070	1.02%
Two or More Races		4,074	1.36%
Hispanic Population			
Not Hispanic		292,151	97.37%
Hispanic		7,884	2.63%
Gender		Value	Percentage
Male		145,577	48.52%
Female		154,458	51.48%
Age		Value	
Median Age		35.2	
Average Age		37.7	

\* Collected from Claritas Database 2016

Educational Attainment (Age 25-64)		Value	Percentage
No High School Diploma		22,613	15.3%
High School Graduate		52,126	35.2%
Some College, no degree		34,293	23.2%
Associates Degree		7,141	4.8%
Bachelor's Degree		21,780	14.7%
Postgraduate Degree		10,041	6.8%
Educational Attainment Rate for persons with a high school diploma or higher			84.7%

\* Collected from JobsEQ 2016

Major Private Employers (non-retail) 100 employees or more		
Company	Services/Products	Approximate Employees
CenturyLink	Telecommunications	2,360
St. Francis Regional Medical Center	Medical Services	1,900
Foster Farms	Poultry Processing	1,800
JPMorgan Chase	Financial/Mortgage/Retail Banking	1,291
Glenwood Regional Medical Center	Medical Services	1,000
Graphic Packaging	Paper/Container Products	852
RockTenn	Paper Products	700
North Louisiana Medical Center	Medical Services	678
Vantage Health Plan	Health Insurance/PPO	527
Affinity Health Group	Medical Services	478
Bancroft Bag	Bags, Paper Containers	450
Entergy	Electrical Provider	400
Sappa Extrusions	Aluminum Extrusions	352
DG Foods	Poultry Processing	350
Lamb Weston - ConAgra Foods	Food Processing	345
Gardner Denver Thomas	Manufacturing Pumps	300
ANGUS Chemical	Chemicals	270
Berry Plastics Corp.	Plastics	200
Georgia Pacific	Wood Products	167
James Machine Works	Metal Fabrication	160
Mid South Extrusion	Plastics	150
Steel Fabricators	Metal Fabrication	137

**Source:** Louisiana Workforce Commission and Employer Surveys 2015-2016



# TOP Advantages

NORTH LOUISIANA ECONOMIC PARTNERSHIP

## © **Lowest Cost of Doing Business**

Ranked as the #1 most cost competitive place to do business in the nation and in North America by Forbes.com and KPMG Competitive Alternatives. North Louisiana offers both value and quality. Competitive utility rates, low labor costs, and a pro-business tax structure allow companies to compete globally.



## © **Multimodal Transportation**

Strategically located in the central U.S., 14 parishes in North Louisiana are connected to the rest of the world by a multimodal transportation system of Class 1 Rail, air, interstate and four ports with access to deep water.



## © **Dedicated, Quality Workforce**

North Louisiana boasts a dedicated workforce, which many employers tout as highly productive with a low turnover rate. Ranked as the Most Engaged Workers in the Nation by Gallup, North Louisiana's workforce is backed by comprehensive workforce training programs delivered by a community college system and the nation's best workforce training program, LED FastStart. In a right-to-work state, the Monroe MSA has a low unionization of 4 percent, reported by JobsEQ.



## © **Enviably Quality of Life**

North Louisiana is a great place to live and work. Smog-free communities with no traffic congestion make the average commute time anywhere from 15-30 minutes. The cost of living for the Monroe MSA is 92.0% of the national average with some of the most stable real estate markets in the nation.



# Why North Louisiana?

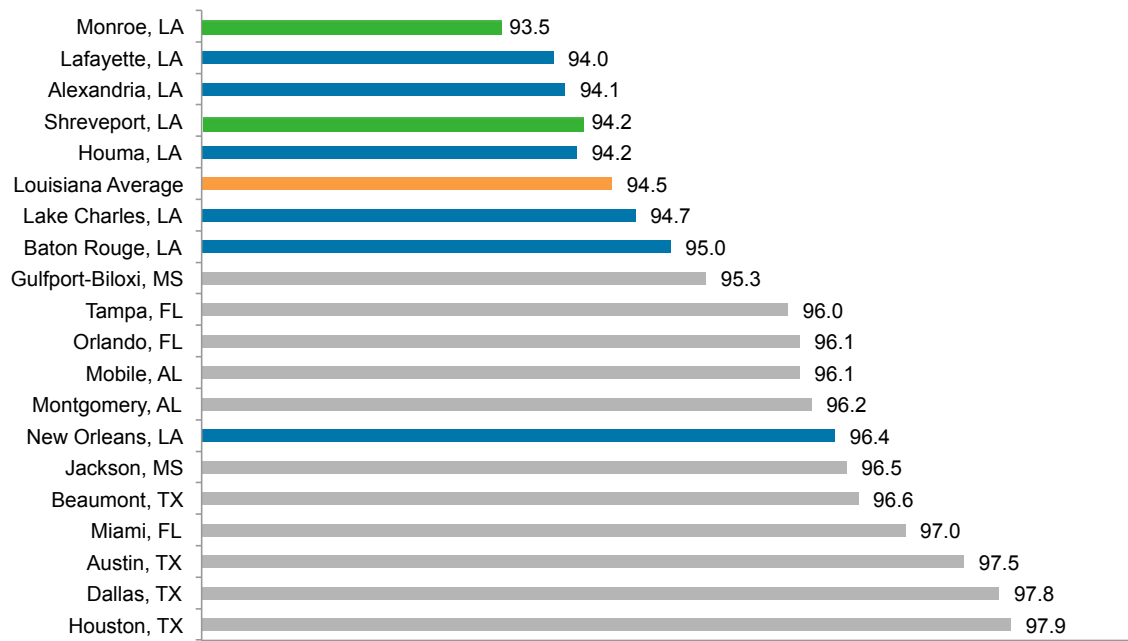
## Lowest Cost of Business

- Ⓞ The state effectively provides a zero corporate income tax environment for items produced in Louisiana and shipped out of state (single sales tax apportionment).
- Ⓞ As of July 2009, electricity, water, natural gas, machinery and equipment used by manufacturers are exempt from Louisiana sales tax.
- Ⓞ Louisiana businesses have access to a competitive, comprehensive portfolio of state, local and federal incentives that can make a profound impact on a company's bottom line.

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

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

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





## Multimodal Logistics

### Interstates and Federal Highways

North Louisiana's North-South and East-West interstates and highways connect your business to the rest of the world- all at a lower cost than many other regions. Many area trucking companies offer competitive costs to ship your products to more than 30 million customers in some of America's largest markets.



### Airports

Regional airports offer service to major U.S. cities and hubs with connections worldwide. North Louisiana's two regional airports and numerous reliever airports provide passenger and air freight service. The Monroe Regional Airport offers nonstop service to Dallas, Atlanta, and Houston.



### North Louisiana's Ports

The Louisiana port system is comprised of both deep water and shallow water, inland ports, forming one of the largest port systems in the world. The region's four inland ports can access deep water within 4-6 days and offer intermodal capabilities:

- Port of Caddo-Bossier
- Natchitoches Port
- Red River Port
- Great Ouachita Parish Port



### Railroads

Class 1 Railroads and numerous short track railways can access many area ports and industrial sites to offer intermodal capabilities. All six of the major railroads converge in Louisiana.



# Why North Louisiana?

## A TAX FOUNDATION/KPMG STUDY SHOWS LOUISIANA OFFERS A VERY COMPETITIVE BUSINESS TAX STRUCTURE

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

	CAPITAL-INTENSIVE MANUFACTURING	LABOR-INTENSIVE MANUFACTURING	R&D FACILITY	CORPORATE HEADQUARTERS
ALABAMA	18	13	29	24
ARKANSAS	29	14	6	5
FLORIDA	44	34	38	32
GEORGIA	20	7	8	23
LOUISIANA	1	1	1	2
MISSISSIPPI	39	22	18	20
NORTH CAROLINA	21	9	24	7
OKLAHOMA	27	15	7	4
SOUTH CAROLINA	43	10	33	22
TENNESSEE	26	41	44	41
TEXAS	42	43	43	35
VIRGINIA	49	44	39	28

## Employer Taxes

### Corporate Income Tax

- 4 percent on the first \$25,000 of net income
- 5 percent on the next \$25,000
- 6 percent on the next \$50,000
- 7 percent on the next \$100,000
- 8 percent on the excess over \$200,000

### Corporate Franchise Tax

- \$1.50 for each \$1,000 up to \$300,000 of capital
- \$3.00 for each \$1,000 in excess of \$300,000 of capital
- initial corporation franchise tax is \$10

### Withholding Tax

Every employer with employees must withhold Louisiana income tax, based on the employee's withholding exemption certificate.

## © Rankings Caldwell, Jackson, Lincoln, Morehouse, Ouachita, Richland, Union,

Monroe ranks #12 "Best Cities for Women Entrepreneurs"- GoodCall.com

Monroe-West Monroe ranks #4 among "Cities on the Rise"- Nerdwallet.com

West Monroe ranks #19 "Best Cities for Young Families in LA" - NerdWallet.com

West Monroe ranks #7 "Family Friendly Community"- Nerdwallet.com

Ruston, LA and Bastrop, LA tied for #74 among Top Micropolitans - Site Selection

Monroe MSA ranks in the "Top 100 Communities for Economic Performance" - Area

Monroe MSA ranks #4 for Economic Development- Site Selection

Development

## © Testimonials

"We have some of the strongest ethics laws in the nation now. We have a government that is focused on eliminating the tax barriers for businesses that once existed here. We have a government and an economic group who really focus on bringing business & employment to Louisiana."

- **GLEN POST, CEO and President, CenturyLink**

"Louisiana is a great advocate and true partner for business expansion and new operations. Various state and local programs and the low-tax environment make it very welcoming to grow here, and the state has an impressive transportation infrastructure that supports American manufacturing."

- **SATISH GUPTA, President and CEO, SB International**

"We weighed many factors in our decision to further invest in the West Monroe Mill. The state's pro-business environment and the exceptional workforce made a significant impact. The partnership between Graphic Packaging International and Louisiana is an enduring example of how to attract, retain and grow business."

- **TONY HOBSON, Vice President and Resident Manager, Graphic Packaging**

"IntegriCo's decision, following a thorough review of more than 30 facilities through six states, hinged on the partnership displayed by the State of Louisiana, its economic development teams, and the local parish to create the framework for successful job creation and associated economic growth. It has been a privilege to work with such dedicated public officials in bringing IntegriCo to Louisiana."

- **SCOTT MACK, CEO, IntegriCo Composities**

"North Louisiana Economic Partnership has been very helpful in supporting Vantage Health Plan, Inc. with its growth. NLEP assisted us in applying for state incentives which will allow us to reinvest the savings back into our company's expansion. NLEP walked alongside us... "

- **JOHN TIDWELL, Business Office Supervisor, Vantage Health Plan**

"Without NLEP, we would have never been able to bring all the parties together with the right focus to hammer out a deal. NLEP was the glue that held everything together. I commend their talented staff for assisting us with our growth plans."

- **JIM DEAN, Vice President and General Manager, Module X Solutions**



# TOP Incentives

NORTH LOUISIANA ECONOMIC PARTNERSHIP

# State & Local Incentives

## Louisiana's Quality Jobs Program

This incentive allows eligible companies to receive a cash rebate of up to 6% of annual payroll expenses for up to ten years and either a 4% sales/use tax rebate on capital expenditures or an investment tax credit equal to 1.5% of qualifying expenses. A rebate of a portion of local sales/use tax may be available in some areas.



## Enterprise Zone

The Enterprise Zone program allows qualifying businesses to claim a one-time tax credit of \$3,500 for each net new permanent job created during the first five years of the project. The incentive also provides a 4% sales tax rebate on taxable expenditures or a 1.5% refundable Investment tax credit.

## Louisiana Faststart

FastStart offers innovative, customized employee training to companies that create at least 15 new, permanent manufacturing jobs, or at least 50 new, permanent service-related jobs.

## Competitive Projects Payroll Incentive Program

The Competitive Projects Payroll Incentive Program provides an incentive rebate of up to 15 percent of a participating company's new payroll for up to 10 years.

## Research & Development Tax Credit

This incentive provides to existing businesses with operating facilities in Louisiana a tax credit up to 40% of the expenses necessary to establish or continue research and development activities within the state.

## Digital Media And Software Incentive

This incentive provides a tax credit of 25% of qualified production expenditures for state-certified digital interactive productions in Louisiana and a 35% tax credit for payroll expenditures for Louisiana residents.

## LOCAL INCENTIVES

### Industrial Property Tax Exemption

This incentive program grants new and expanding manufacturing operations an exemption from local property taxes on new construction, additions to existing buildings, or permanently fixed equipment and machinery purchases.

### Restoration Tax Abatement

This incentive program, administered by the local parish tax assessor, grants a five-year deferred assessment of the ad valorem property taxes assessed on renovations and improvements with an option for a second five-year exemption.

# TOP Notch Quality of Life

## *Sportsman's Paradise*

Northeast Louisiana is an area known for its beautiful, natural environments, including vast landscapes and a multitude of activities that can be enjoyed year round. Residents across the region are able to take in a wide variety of outdoors activities — from mountain biking at Lincoln Parish Park (shown here), to visiting some of the area's local wildlife habitats, to hiking, camping, hunting, fishing, golfing and more.

Life in North Louisiana revolves around sports from little league, youth football, swimming, water skiing to collegiate sports. You can watch college and high school athletic events throughout the year at one of the three local universities or even catch a cricket match.

For golfers, tee up anytime of the year on our many outstanding public and private courses through Northeast Louisiana.

# Arts AND Entertainment

Monroe ranks as the 17th happiest community in the nation in a state recognized as the Happiest State in America for two years, both in *Science*, 2009 and in 2014 by Harvard researchers. Monroe residents enjoy a quality of life that provides a great work-life balance. Short commutes, warm temperatures, smog-free communities and real connections with neighbors create a lifestyle unmatched in other parts of the country. The best part is the short work commute allows you to really enjoy your life and all the great entertainment options available. The average commute is 22 minutes.



Our region provides a wealth of cultural and entertainment opportunities. You can experience Louisiana's rich musical heritage in venues both big & small. Take in a concert at the Monroe Civic Center (Monroe, La), at the Ike Hamilton (West Monroe, La.) or at The Revelry (Ruston, La). World famous musical acts also play the CenturyLink Center in Bossier, La and at the Shreveport-Bossier riverboat casinos just down the road on I-20. If your taste runs toward the classical, the Monroe Symphony Orchestra performs at the Monroe Civic Center Theater.



The visual and performing arts flourish in Northeast Louisiana where two ballet companies: the Twin City Ballet and the Louisiana Delta Ballet rival any dance company you'll see anywhere. Community theaters like the Strauss Theater Center (Monroe, La), the Dixie Theater (Ruston, La.) and the Rose Theater (Bastrop, La.) along with college supported performing arts programs provide aspiring actors with opportunities to perform while enriching the cultural life of the region. The Masur Museum of Art and the Art Crawl in Monroe offer a platform for both world renowned and local artists to exhibit their works.

## Culinary Scene

Monroe delivers outstanding and diverse dining opportunities.

While the area certainly has its share of typical Louisiana fare (think Cajun and Creole classics like gumbo, poboys, boiled crawfish, étouffée and seafood), you can also find fine dining and ethnic options, including Mexican, Chinese, Indian, Greek, Vietnamese, and Japanese food. We are proud of our locally owned restaurants but also offer a wide array of nationally popular chains that are certain to satisfy any palate.

## Shopping

Whether you enjoy the convenience of national retailers or crave the unique finds at locally owned boutiques, Northeast Louisiana offers shoppers an array of options. Monroe is the retail hub for a three state region with a large shopping district along Interstate 20 which includes a regional mall that offers big box stores like Target, Lowes, Home Depot and Bed, Bath & Beyond. You will also enjoy the unexpected finds waiting for you in unique boutiques located in Antique Alley in downtown West Monroe, named by *Southern Living* as a "shopaholic's delight."

The River Market in downtown Monroe also offers an eclectic collection of one-of-the-kind finds from handcrafted wood carvings to unique clothing and jewelry. Stroll the boardwalk along the beautiful Ouachita River, named one of the most scenic rivers by *National Geographic*, as you shop the open air booths.



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