

2016 LABI LEGISLATIVE SCORECARD

WHERE WE STOOD | HOW THEY VOTED **NEW ORLEANS**

HOUSE

GAROFALO	93%
TALBOT	90%
WILLMOTT	83%
LEOPOLD	77%
MILLER, G.	75%
STOKES	74%
HENRY	70%
LOPINTO	70%
HILFERTY	56%
CONNICK	48%
ADAMS	41%
ABRAMSON	38%
BILLIOT	29%
BAGNERIS	28%

CARTER, G.	28%
LYONS	26%
HARRIS, J.	23%
LEGER	20%
MORENO	20%
BOUIE	16%

SENATE

APPEL	94%
ALARIO	32%
MARTINY	26%
CARTER, T.	16%
BISHOP, W.	10%
PETERSON	10%
MORRELL	9%

Who We Are.

The Louisiana Association of Business and Industry is the state's largest business organization, and a voice for the principles of free enterprise in Louisiana.

What We Do.

We represent the views and interests of the Louisiana business community in the political, legislative, judicial and regulatory processes.



LABI consolidates your interests along with thousands of business leaders in the state to provide one voice on behalf of Louisiana's job creators.

Your Voice at the Capitol

LABI protects the interests of your business day in and day out both in Baton Rouge and Washington, D.C.

Resources for Your Business

LABI's Policy Directors are the authority on their issue area and make themselves a viable resource, available to all members for information. LABI also offers the Benefits Center which provides employers of all sizes a menu of benefits and administration tools – at a discounted rate for LABI members.

Events that Get You Connected

LABI's annual events, seminars and issue councils give you an opportunity to get to know other business leaders from around the state.

FOR MEMBERSHIP INFORMATION CONTACT ELENA LACOUR AT ELENAL@LABI.ORG OR AT 225-215-6647

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WHERE WE STOOD

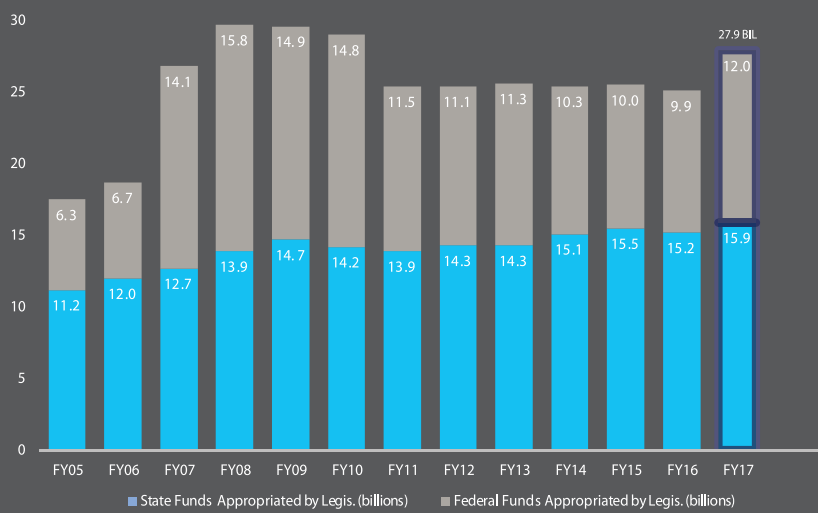
HOW THEY VOTED

UNDERSTANDING THE LOUISIANA STATE BUDGET

BUDGET BASICS

- The Legislature appropriated nearly \$28 billion for FY 2017.
- This is the highest level of funding for state government since the influx of hurricane recovery dollars following Katrina and Rita.
- Meanwhile, the private sector in Louisiana is in a recession with more than 19,000 jobs lost in 2015 and 2016.

THE LOUISIANA STATE BUDGET IS GROWING...



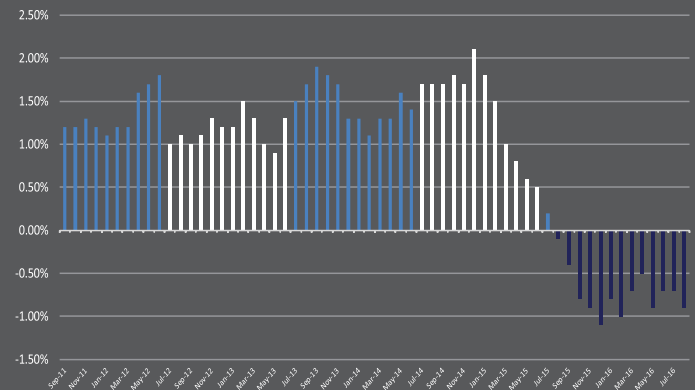
Source: Louisiana State Budget



Louisiana's jobs deficit is growing yet our government deficits never seem to shrink. We must start funding a reformed government that is proportional to our economy rather than over-taxing our economy to fund an unreformed government.

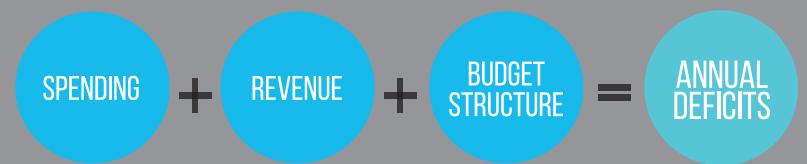
- Stephen Waguespack, President & CEO, LABI

EVEN AS THE LOUISIANA ECONOMY IS IN A RECESSION.



Employment Growth Year Over Year (% change) - Legislative Fiscal Office data.

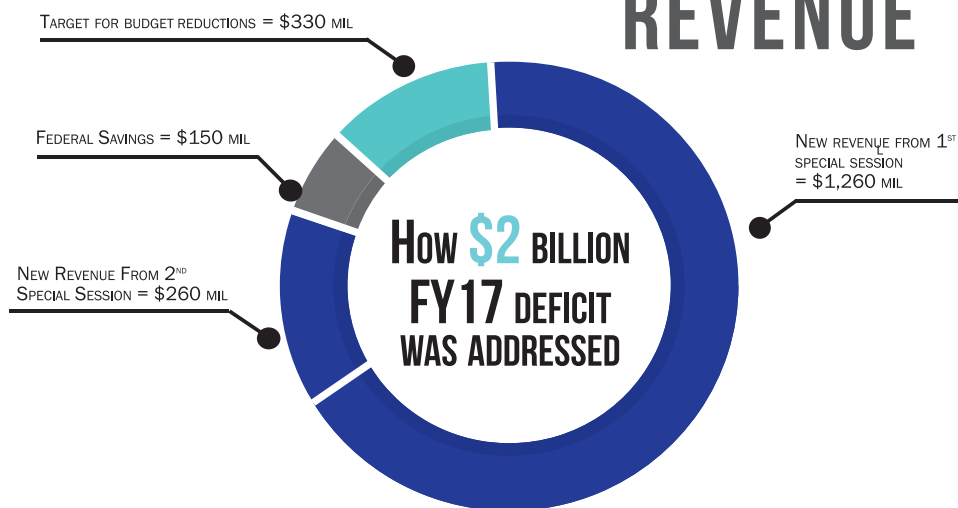
MAJOR FACTORS IN THE DEFICIT



- A "deficit" exists when the full cost of state government is greater than the annual projected tax revenue.
- The expenditures of state government have been increasing faster than tax revenue...
- ...And there has been little to no effort to truly prioritize and limit state spending.

DESPITE THESE 3 FACTORS, LEADERS HAVE LARGELY FOCUSED ON ONE WAY TO ADDRESS THE DEFICIT: **MORE REVENUE**

MORE REVENUE



LOUISIANA IS NOW AN OUTLIER IN TAX POLICY

- #41 BUSINESS TAX CLIMATE
- #1 HIGHEST CORPORATE INCOME TAX RATE IN THE SOUTH
- #2 HIGHEST CORPORATE FRANCHISE TAX RATE IN THE NATION
- #3 MOST STATE/LOCAL SALES TAX ON BUSINESS INPUTS
- #4 GREATEST ANNUAL INCREASE IN BUSINESS TAXES
- 2 STATES WITHOUT CENTRALIZED COLLECTIONS
- 3 STATES CAP CARRY-FORWARDS OF NET OPERATING LOSSES
- 9 STATES TAX MANUFACTURING MACHINERY AND EQUIPMENT
- 10 STATES TAX INVENTORY STATEWIDE
- 14 STATES TAX MANUFACTURING UTILITIES

5

STRATEGIES TO GET FISCAL REFORM RIGHT

1. COMPREHENSIVE SOLUTION

2. LONG-TERM IMPACT

3. NO SACRED COWS

4. FIX WHAT IS BROKEN

5. PROMOTE ECONOMIC GROWTH