

Economic Reporter

Promoting Economic Development in Southeast Louisiana

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NATIONAL

U.S. Economy

Herb A. Holloway
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U. S. real gross domestic product grew at a 1.9 percent annual rate during the fourth quarter of 2016 and was 1.9 percent higher than in the fourth quarter of 2015.

Total civilian employment for the fourth quarter of 2016 rose 1.6 percent over the fourth quarter of 2015 while the labor force grew by 1.3 percent. This led to a decline in the unemployment rate from 5.0 percent in 4Q2015 to 4.7 percent in 4Q2016.

A survey of professional forecasters released in February 2017 by the Federal Reserve Bank of Philadelphia projects the U.S. economy to grow 2.3, 2.4, 2.6, and 2.1 percent in 2017, 2018, 2019, and 2020, respectively.

A panel of 50 professional forecasters surveyed by the National Association for Business Economics in March 2017 expects real GDP to increase 2.3 and 2.5 percent in 2017 and 2018, respectively.

EMPLOYMENT (Seasonally Adjusted)

UNITED STATES (Numbers in Thousands)

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Labor Force	158,362	158,888	159,278	158,938	158,510	158,889	159,295	159,508	159,830	159,643	159,456	159,640
% Change vs Prior Year	0.9%	1.4%	1.6%	1.2%	0.7%	1.2%	1.4%	1.5%	1.9%	1.6%	1.3%	1.1%
Total Employment	150,533	151,043	151,301	151,028	151,058	151,090	151,546	151,655	151,926	151,902	152,048	152,111
% Change vs Prior Year	1.7%	2.0%	2.1%	1.7%	1.5%	1.6%	1.8%	1.7%	2.0%	1.8%	1.8%	1.4%
Total Nonfarm Emp.	143,211	143,448	143,673	143,826	143,869	144,166	144,457	144,633	144,882	145,006	145,170	145,325
% Change vs Prior Year	1.9%	1.8%	1.9%	1.9%	1.6%	1.7%	1.7%	1.7%	1.8%	1.7%	1.6%	1.6%
Unemployment Rate	4.9%	4.9%	5.0%	5.0%	4.7%	4.9%	4.9%	4.9%	4.9%	4.8%	4.6%	4.7%
% Change vs Prior Year	-0.8%	-0.6%	-0.4%	-0.4%	-0.8%	-0.3%	-0.4%	-0.2%	-0.1%	-0.2%	-0.4%	-0.3%

	1QT-16	2QT-16	3QT-16	4QT-16
Labor Force	158,843	158,779	159,544	159,580
% Change vs Prior Year	1.3%	1.0%	1.6%	1.3%
Total Employment	150,959	151,059	151,709	152,020
% Change vs Prior Year	1.9%	1.6%	1.8%	1.6%
Total Nonfarm Emp.	143,444	143,954	144,657	145,167
% Change vs Prior Year	1.9%	1.7%	1.8%	1.6%
Unemployment Rate	5.0%	4.9%	4.9%	4.7%
% Change vs Prior Year	-0.6%	-0.5%	-0.6%	-0.3%

Source: U.S. Bureau of Labor Statistics

STATE

Louisiana Economy

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Total state employment for the fourth quarter of 2016 fell by 0.3 percent from the previous quarter and was down 1.8 percent from 4Q2015.

The statewide labor force for 4Q2016 fell 0.5 percent from the previous quarter and 1.8 percent from 4Q2016.

The unemployment rate declined slightly from 6.1 percent in 4Q2015 to 6.0 percent in 4Q2016.

Changes in state sales tax rates and exemptions by the 2016 Legislature led to increased sales tax collections in 4Q2016 of 43.2 percent compared to 4Q2015. Taxable retail sales were up an estimated 14.6 percent.

Seasonally-adjusted state personal income increased 1.3 percent from the third quarter of

2016 and 2.1 percent compared to 4Q2015. Year-over-year, net earnings increased 0.9 percent, dividends, interest, and rent 3.0 percent, and personal transfer receipts 5.2 percent.

Industries contributing the most year-over-year growth in earnings from 4Q2015 to 4Q2016 were *Health care and social assistance* (+\$512 million), *Government and government enterprises* (+\$416 million), and *Construction* (+\$373 million).

Industries with the largest year-over-year declines in earnings were *Mining* (-\$866 million), *Transportation and warehousing* (-\$443 million), and *Durable goods manufacturing* (-\$410 million).

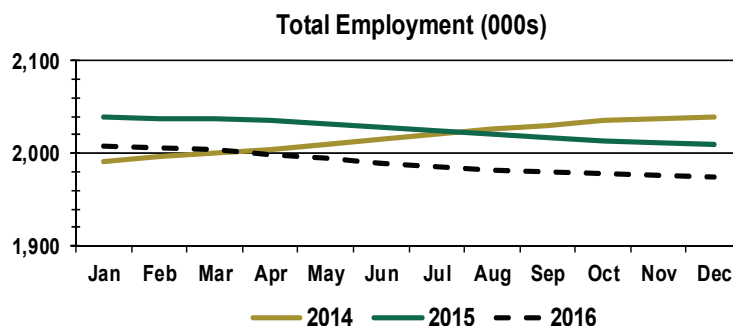
EMPLOYMENT (Seasonally Adjusted)

LOUISIANA (Numbers in Thousands)

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Labor Force	2,141	2,139	2,137	2,133	2,127	2,122	2,117	2,113	2,109	2,105	2,103	2,100
% Change vs Prior Year	-2.1%	-2.1%	-2.0%	-2.0%	-1.9%	-1.9%	-1.9%	-1.8%	-1.8%	-1.8%	-1.8%	-1.9%
Total Employment	2,008	2,006	2,003	1,999	1,995	1,990	1,986	1,983	1,980	1,978	1,976	1,974
% Change vs Prior Year	-1.5%	-1.5%	-1.6%	-1.7%	-1.8%	-1.9%	-1.9%	-1.9%	-1.8%	-1.8%	-1.8%	-1.8%
Total Nonfarm Emp.	1,983	1,979	1,977	1,976	1,974	1,968	1,970	1,961	1,966	1,969	1,966	1,969
% Change vs Prior Year	-0.9%	-1.0%	-0.8%	-0.9%	-1.0%	-1.3%	-1.3%	-1.8%	-1.4%	-1.2%	-1.2%	-0.8%
Unemployment Rate	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.1%	6.1%	6.1%	6.0%	6.0%
% Change vs Prior Year	-0.6%	-0.5%	-0.4%	-0.2%	-0.1%	0.0%	0.0%	0.1%	0.1%	0.0%	-0.1%	-0.1%

	1Q-16	2Q-16	3Q-16	4Q-16
Labor Force	2,139	2,127	2,113	2,103
% Change vs Prior Year	-2.1%	-1.9%	-1.8%	-1.8%
Total Employment	2,006	1,995	1,983	1,976
% Change vs Prior Year	-1.6%	-1.8%	-1.9%	-1.8%
Total Nonfarm Emp.	1,980	1,973	1,966	1,968
% Change vs Prior Year	-0.9%	-1.1%	-1.5%	-1.1%
Unemployment Rate	6.2%	6.2%	6.1%	6.0%
% Change vs Prior Year	-0.5%	-0.1%	0.1%	-0.1%

Source: Louisiana Department of Labor, Labor Market Statistics



REGIONAL

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Northshore Employment

Total employment in the Northshore Region in 4Q2016 was unchanged from 3Q2016 but 1.3 percent higher (+3,143 jobs) than in the fourth quarter of 2015.

The total civilian work force in 4Q2016 was down 1.1 percent from the previous quarter but rose 1.1 percent compared to 4Q2015.

The Northshore unemployment rate for 4Q2016 was 5.1 percent, down 0.2 percent from 5.3 percent in 4Q2015.

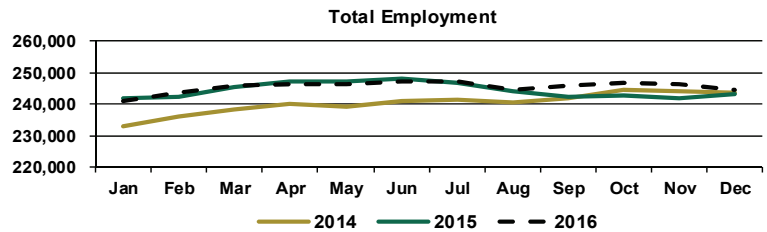
EMPLOYMENT (Not seasonally adjusted)

NORTHSHORE REGION

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Labor Force	256,109	257,017	260,358	260,107	260,670	264,533	263,948	259,958	261,500	260,940	259,085	256,464
% Change vs Prior Year	-1.2%	-0.3%	-0.3%	-0.9%	-1.1%	-0.4%	0.3%	0.2%	1.7%	1.1%	1.4%	0.7%
Total Employment	241,096	243,526	245,869	246,538	246,239	247,420	247,137	244,567	245,681	246,835	246,451	244,334
% Change vs Prior Year	-0.3%	0.4%	0.2%	-0.2%	-0.4%	-0.3%	0.1%	0.1%	1.4%	1.7%	1.8%	0.4%
Unemployment Rate	5.9%	5.2%	5.6%	5.2%	5.5%	6.5%	6.4%	5.9%	6.0%	5.4%	5.0%	4.8%
% Change vs Prior Year	-0.9%	-0.7%	-0.5%	-0.7%	-0.6%	-0.1%	0.2%	0.0%	0.3%	-0.5%	-0.4%	0.3%

	1QT-16	2QT-16	3QT-16	4QT-16
Labor Force	257,828	261,770	261,802	258,830
% Change vs Prior Year	-0.6%	-0.8%	0.7%	1.1%
Total Employment	243,497	246,732	245,795	245,873
% Change vs Prior Year	0.1%	-0.3%	0.5%	1.3%
Unemployment Rate	5.6%	5.7%	6.1%	5.1%
% Change vs Prior Year	-0.7%	-0.5%	0.2%	-0.2%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



Northshore Estimated Retail Sales

Taxable retail sales for Washington Parish were not available for 4Q2016. Retail sales for the other four parishes averaged \$858 million per month, an increase of 14.9 percent compared to

4Q2015. The substantial increase was at least in part due to continuing replacement and repair of items lost or damaged in the August 2016 flood in Livingston, St. Helena, and Tangipahoa parishes.

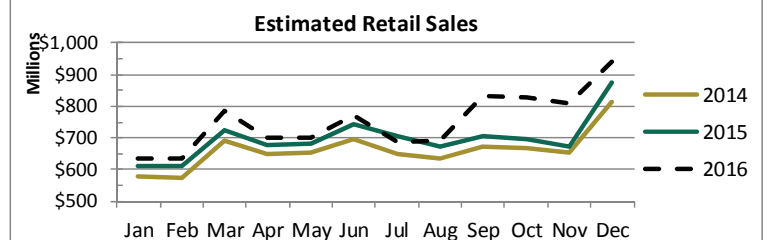
ESTIMATED RETAIL SALES (Not including Washington Parish)

NORTHSHORE REGION

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Estimated Retail Sales (mil.)	\$633.20	\$635.77	\$785.03	\$698.77	\$701.12	\$770.04	\$686.57	\$692.54	\$831.51	\$826.31	\$809.42	\$939.59
% Change vs Prior Month	-27.6%	0.4%	23.5%	-11.0%	0.3%	9.8%	-10.8%	0.9%	20.1%	-0.6%	-2.0%	16.1%
% Change vs. Prior Year	3.6%	4.2%	8.4%	3.3%	2.7%	3.8%	-2.7%	2.8%	18.1%	19.0%	20.6%	7.4%

	1QT-16	2QT-16	3QT-16	4QT-16
Quarterly Avg. Sales (mil.)	\$684.67	\$723.31	\$736.87	\$858.44
% Change vs. Prior Quarter	-8.3%	5.6%	1.9%	16.5%
% Change vs Prior Year	5.6%	3.3%	6.1%	14.9%

Sources: Livingston Parish School Board - Sales and Use Tax Division
 St. Helena Parish Sheriff's Office
 St. Tammany Parish Sales and Use Tax Department
 Tangipahoa Parish School Board - Sales and Use Tax Division



Northshore Residential Building Permits

The number of building permits for residential units in the Northshore region issued during 4Q2016 (excluding St. Helena Parish—for which data were not available) was down 15.9 percent from the prior quarter, but increased 6.2 percent compared to the fourth quarter of 2015.

Year-over-year changes ranged from a decline of 6.1 percent in Livingston Parish to an increase of 36.2 percent in Tangipahoa Parish.

Note that permit counts for some parishes and municipalities are based on data reported to or estimated by the U.S. Census Bureau.

RESIDENTIAL BUILDING PERMITS												
NORTHSHORE REGION (excl. St. Helena Parish)												
	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Total Permits	253	233	252	220	280	317	248	268	238	218	186	230
% Change vs Prior Year	36.8%	-4.1%	-13.4%	-15.1%	33.3%	10.1%	17.0%	61.4%	5.3%	-10.3%	-10.6%	46.5%
Total Units	253	233	252	220	280	317	248	268	238	220	197	230
% Change vs Prior Year	33.9%	-4.1%	-14.0%	-20.9%	33.3%	10.1%	17.5%	61.4%	4.4%	-9.8%	-5.3%	46.5%

	1QT-16	2QT-16	3QT-16	4QT-16
Total Permits	738	817	754	634
% Change vs Prior Year	2.6%	7.9%	24.8%	4.3%
Total Units	738	817	754	647
% Change vs Prior Year	1.8%	5.3%	24.6%	6.2%

Sources: Livingston Parish -- Livingston Parish Permit Office, Town of Albany, City of Denham Springs, Town of Livingston, Town of Walker, <http://censtats.census.gov>

St. Tammany Parish -- St. Tammany Parish Permit Office, Town of Abita Springs, City of Covington, Village of Folsom, Town of Madisonville, City of Mandeville, Town of Pearl River, City of Slidell, <http://censtats.census.gov>

Tangipahoa Parish -- Tangipahoa Parish Permit Office, City of Hammond, City of Ponchatoula, <http://censtats.census.gov>

Washington Parish -- <http://censtats.census.gov>

Northshore Residential Home Sales

There were 1,834 homes sold during 4Q2016 at an average price of \$197,817. The number sold

was up 10.5 percent while the average price was down 1.1 percent compared to 4Q2015.

RESIDENTIAL HOME SALES												
NORTHSHORE REGION												
	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Number of Homes Sold	401	485	608	583	695	747	656	617	598	618	621	595
% Change vs Prior Year	2.3%	9.2%	3.4%	1.2%	12.6%	1.5%	-7.3%	-11.5%	5.7%	2.1%	27.0%	5.1%
Total Sales Volume (mil.)	\$81.7	\$94.7	\$123.0	\$114.7	\$146.8	\$162.4	\$144.3	\$133.0	\$127.2	\$122.3	\$124.2	\$116.3
% Change vs Prior Year	10.6%	9.9%	4.8%	2.3%	8.9%	8.1%	-3.4%	-2.9%	10.6%	0.9%	24.1%	4.8%
Average Selling Price	\$203,645	\$195,297	\$202,254	\$196,727	\$211,235	\$217,426	\$219,916	\$215,534	\$212,692	\$197,908	\$200,001	\$195,443
% Change vs Prior Year	8.1%	0.6%	1.4%	1.1%	-3.3%	6.5%	4.3%	9.7%	4.7%	-1.2%	-2.3%	-0.3%

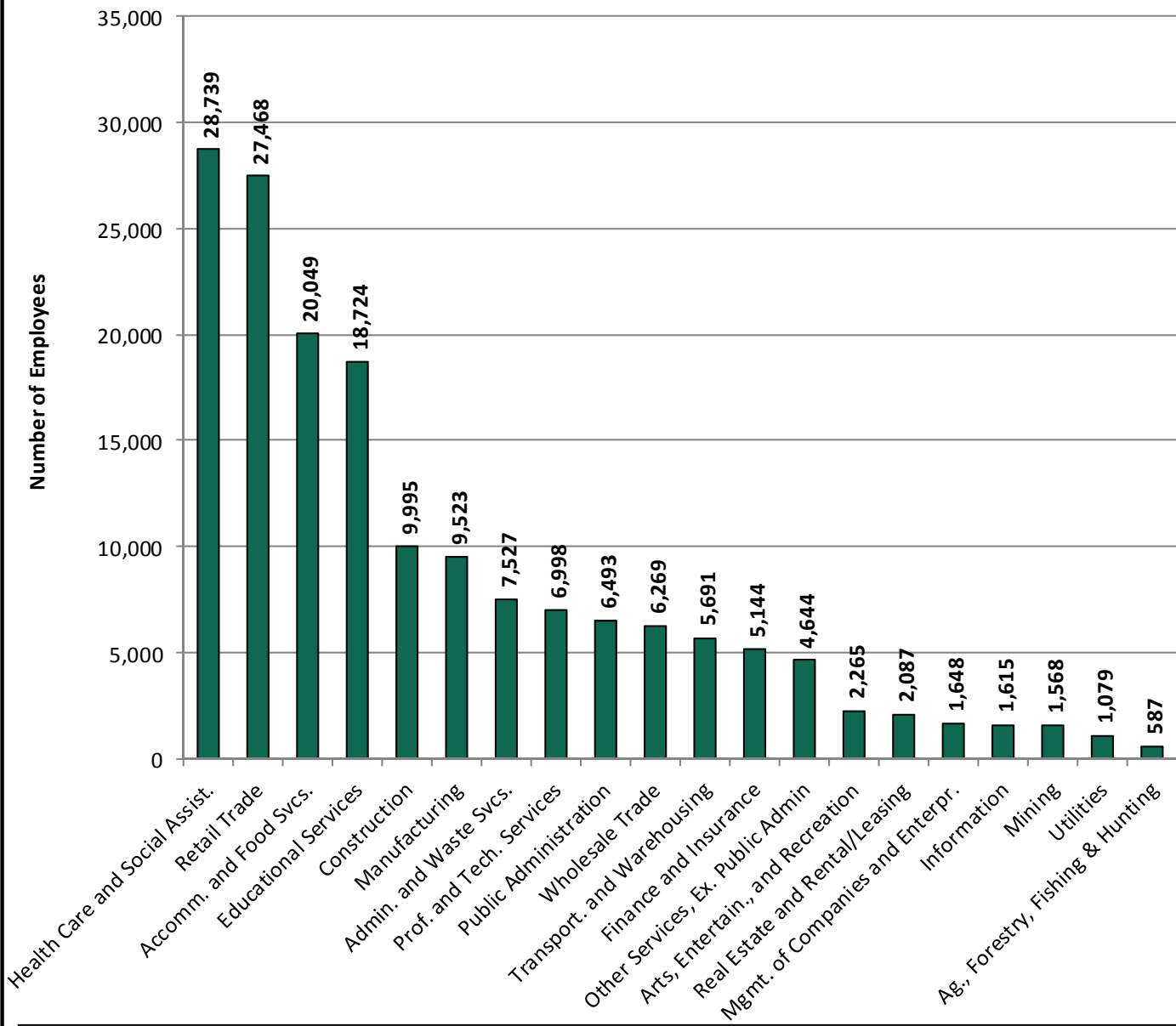
	1QT-16	2QT-16	3QT-16	4QT-16
Number of Homes Sold	1,494	2,025	1,871	1,834
% Change vs Prior Year	n/a	n/a	-5.1%	10.5%
Total Sales Volume (mil.)	\$299.4	\$423.9	\$404.4	\$362.8
% Change vs Prior Year	n/a	n/a	0.8%	9.2%
Average Selling Price	\$200,369	\$209,342	\$216,162	\$197,817
% Change vs Prior Year	n/a	n/a	6.2%	-1.1%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. and the Greater Baton Rouge Association of REALTORS®.

Northshore Employment by Industry Sector

Herb Holloway
Research Economist

Northshore Employment by Industry Sector*: 4Q2016 (excluding St. Helena Parish**)



* Employment in Educational Services and Management of Companies and Enterprises include estimates by BRC for some parishes.
 ** St. Helena Parish is not included because employment data for several sectors are suppressed due to confidentiality.
 Source: Labor Market Statistics, Quarterly Census of Employment and Wages Program

LOCAL

Livingston Parish

Livingston Parish employment in 4Q2016 was up 0.1 percent compared to 4Q2015. The labor force grew by a larger 0.4 percent, leading to an increase in the unemployment rate from 4.6 percent in 4Q2015 to 4.8 percent in 4Q2016.

The value of taxable retail sales in 4Q2016 rose 51.4 percent compared to 4Q2015, driven by residents repairing homes and replacing items lost or damaged in the August flood.

The number of residential building permits was down 21.7 percent from the previous quarter and

6.1 percent compared to the fourth quarter of 2015.

Home sales were strong in 4Q2016 with 559 homes sold in Livingston Parish, up 25.6 percent from 4Q2015.

Livingston Parish residents purchased 4,020 new cars and light trucks in 4Q2016, up 149.8 percent from the fourth quarter of 2015, as residents replaced vehicles lost in the August flood. Livingston Parish dealers sold 545 new vehicles in Louisiana in 4Q2016, up 80.5 percent from 4Q2015.

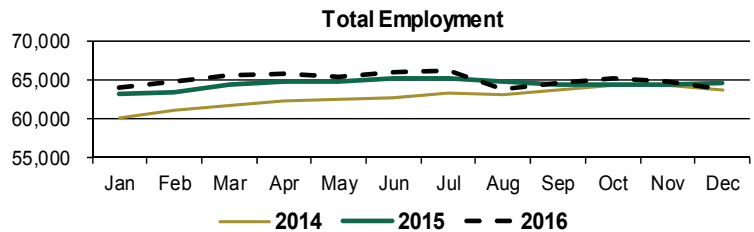
EMPLOYMENT

LIVINGSTON PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Labor Force	67,521	67,889	68,888	68,889	68,710	69,892	69,933	67,313	68,835	68,722	67,937	66,850
% Change vs Prior Year	0.6%	1.4%	1.4%	1.0%	0.4%	1.1%	1.6%	-1.3%	1.5%	1.3%	0.5%	-0.5%
Total Employment	64,081	64,789	65,568	65,777	65,398	65,970	66,082	63,783	64,564	65,142	64,716	63,798
% Change vs Prior Year	1.5%	2.0%	1.9%	1.6%	0.9%	1.1%	1.4%	-1.4%	0.2%	1.2%	0.3%	-1.1%
Unemployment Rate	5.1%	4.6%	4.8%	4.5%	4.8%	5.6%	5.5%	5.2%	6.2%	5.2%	4.7%	4.6%
% Change vs Prior Year	-0.8%	-0.6%	-0.4%	-0.6%	-0.5%	0.0%	0.2%	0.1%	1.3%	0.1%	0.1%	0.6%

	1QT-16	2QT-16	3QT-16	4QT-16
Labor Force	68,099	69,164	68,694	67,836
% Change vs Prior Year	1.2%	0.8%	0.6%	0.4%
Total Employment	64,813	65,715	64,810	64,552
% Change vs Prior Year	1.8%	1.2%	0.1%	0.1%
Unemployment Rate	4.8%	5.0%	5.7%	4.8%
% Change vs Prior Year	-0.6%	-0.4%	0.5%	0.3%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



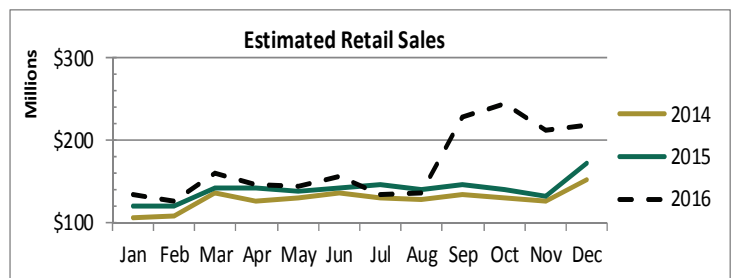
ESTIMATED RETAIL SALES

LIVINGSTON PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Estimated Retail Sales (mil.)	\$133.97	\$126.78	\$161.04	\$146.46	\$144.72	\$156.61	\$134.24	\$136.96	\$228.75	\$245.45	\$211.74	\$217.79
% Change vs Prior Month	-22.7%	-5.4%	27.0%	-9.1%	-1.2%	8.2%	-14.3%	2.0%	67.0%	7.3%	-13.7%	2.9%
% Change vs. Prior Year	11.6%	5.4%	12.5%	2.3%	5.3%	9.4%	-8.6%	-1.9%	57.0%	75.9%	59.3%	25.7%

	1QT-16	2QT-16	3QT-16	4QT-16
Quarterly Avg. Sales (mil.)	\$140.60	\$149.26	\$166.65	\$224.99
% Change vs. Prior Quarter	-5.4%	6.2%	11.7%	35.0%
% Change vs Prior Year	10.0%	5.7%	15.7%	51.4%

Source: Livingston Parish School Board - Sales and Use Tax Division



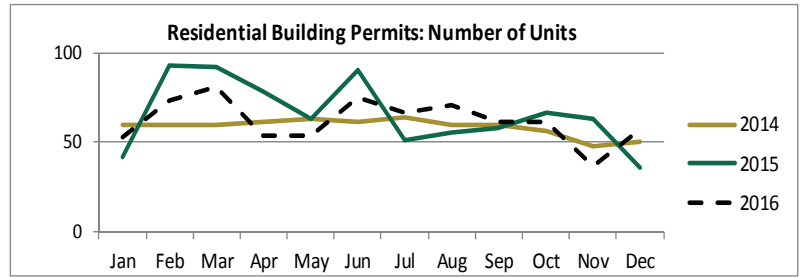
Livingston Parish—continued

RESIDENTIAL BUILDING PERMITS

LIVINGSTON PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Total Permits	53	73	81	54	54	75	66	71	61	61	37	57
% Change vs Prior Year	26.2%	-21.5%	-12.0%	-30.8%	-14.3%	-16.7%	26.9%	29.1%	3.4%	-7.6%	-41.3%	58.3%
Total Units	53	73	81	54	54	75	66	71	61	61	37	57
% Change vs Prior Year	26.2%	-21.5%	-12.0%	-30.8%	-14.3%	-16.7%	29.4%	29.1%	5.2%	-7.6%	-41.3%	58.3%

	1QT-16	2QT-16	3QT-16	4QT-16
Total Permits	207	183	198	155
% Change vs Prior Year	-8.8%	-20.8%	19.3%	-6.1%
Total Units	207	183	198	155
% Change vs Prior Year	-8.8%	-20.8%	20.7%	-6.1%



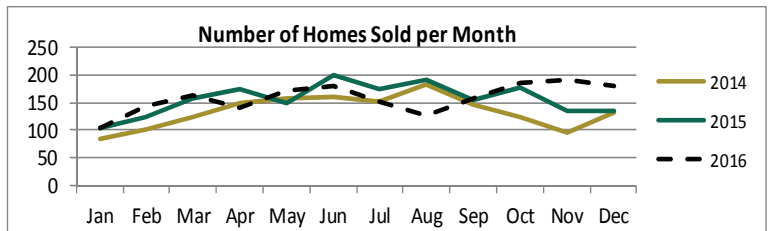
Sources: Town of Albany, City of Denham Springs, Town of Livingston, Livingston Parish Permit Office, <http://censtats.census.gov>

RESIDENTIAL HOME SALES

LIVINGSTON PARISH

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Number of Homes Sold	103	143	164	140	172	181	151	126	157	186	192	181
% Change vs Prior Year	0.0%	15.3%	3.8%	-19.5%	14.7%	-10.0%	-13.7%	-33.7%	1.3%	5.7%	43.3%	34.1%
Total Sales Volume (mil.)	\$17.9	\$25.1	\$29.4	\$24.2	\$30.5	\$34.5	\$27.7	\$23.1	\$29.8	\$30.7	\$30.3	\$27.2
% Change vs Prior Year	8.0%	12.2%	5.9%	-18.7%	9.6%	0.1%	-9.6%	-27.1%	7.4%	0.6%	35.6%	21.6%
Median Selling Price	\$164,900	\$165,000	\$167,450	\$167,750	\$165,400	\$170,900	\$171,000	\$173,500	\$181,900	\$166,250	\$159,900	\$155,000
% Change vs Prior Year	4.9%	-3.5%	5.0%	1.5%	-1.9%	5.2%	4.0%	8.6%	9.6%	3.3%	-1.3%	-5.5%

	1QT-16	2QT-16	3QT-16	4QT-16
Number of Homes Sold	410	493	434	559
% Change vs Prior Year	6.5%	-6.1%	-16.5%	25.6%
Total Sales Volume (mil.)	n/a	n/a	\$80.6	\$88.1
% Change vs Prior Year	8.5%	-3.1%	-10.5%	17.3%
Average Selling Price	\$0	(\$0)	\$185,741	\$157,656
% Change vs Prior Year	1.9%	3.2%	7.2%	-6.7%



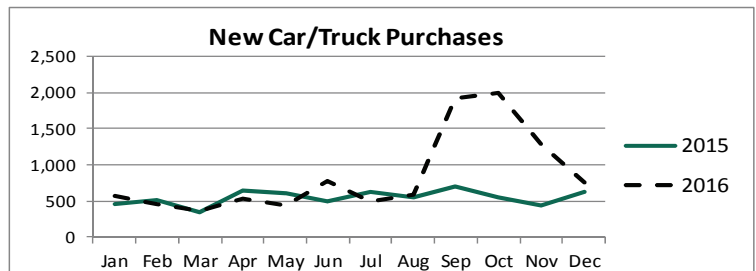
Source: Based on information from the Greater Baton Rouge Association of REALTORS® (7/2014 forward) and Gulf South Real Estate Information Network, Inc. (1/2015 forward)

New Light Vehicle Purchases & Sales

LIVINGSTON PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
New Car/Truck Purchases	562	454	365	529	438	767	482	584	1,908	2,000	1,274	746
% Change vs Prior Year	26.6%	3.9%	7.7%	-18.5%	-28.4%	54.6%	-22.4%	7.4%	175.7%	259.7%	195.6%	19.9%
Purchases within Parish	61	46	49	43	51	100	49	68	307	197	143	87
New Car/Truck Sales*	91	79	66	80	80	193	82	117	330	235	185	125
% Change vs Prior Year	49.2%	0.0%	-21.4%	-31.6%	-38.5%	129.8%	-4.7%	23.2%	157.8%	102.6%	180.3%	4.2%

	1QT-16	2QT-16	3QT-16	4QT-16
New Car/Truck Purchases	1,381	1,734	2,974	4,020
% Change vs Prior Year	13.2%	-1.3%	60.2%	149.8%
Purchases within Parish	156	194	424	427
New Car/Truck Sales*	236	353	529	545
% Change vs Prior Year	5.4%	6.6%	71.2%	80.5%



Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana

Economic Reporter

St. Helena Parish

Employment among St. Helena Parish residents in the fourth quarter of 2016 fell by 4.4 percent compared to 4Q2015. The labor force declined by 4.6 percent, leading to a 0.2 percent drop in the unemployment rate (7.1 percent) compared to 4Q2015 (7.3 percent).

The value of taxable retail sales within St. Helena Parish in the fourth quarter rose 7.4 percent compared to the fourth quarter of 2015.

Building permit data were not available for St. Helena Parish for 4Q2016.

There were two homes sold in St. Helena Parish in 4Q2016, with an average price of \$68,500.

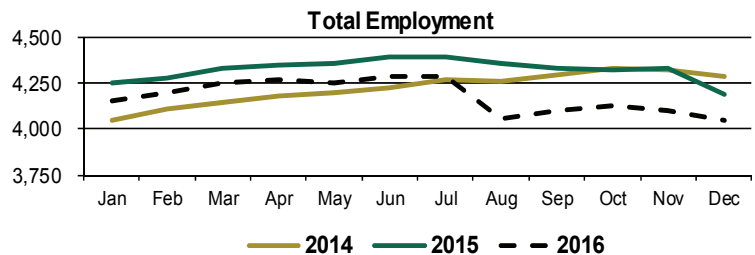
Residents of St. Helena Parish purchased 55 new cars and light trucks in the fourth quarter of 2016, one less than in the previous quarter and 44.7 percent more than purchased in 4Q2015.

EMPLOYMENT

ST. HELENA PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Labor Force	4,510	4,517	4,579	4,568	4,592	4,692	4,710	4,437	4,463	4,464	4,400	4,348
% Change vs Prior Year	-5.0%	-4.1%	-11.0%	-10.8%	-11.4%	-12.1%	-11.3%	-14.7%	-13.3%	-12.0%	-12.3%	-9.8%
Total Employment	4,156	4,200	4,249	4,264	4,247	4,289	4,287	4,060	4,099	4,124	4,104	4,045
% Change vs Prior Year	-2.2%	-1.7%	-1.8%	-1.9%	-2.5%	-2.4%	-2.4%	-6.9%	-5.4%	-4.5%	-5.2%	-3.3%
Unemployment Rate	7.8%	7.0%	7.2%	6.7%	7.5%	8.6%	9.0%	8.5%	8.2%	7.6%	6.7%	7.0%
% Change vs Prior Year	-2.6%	-2.3%	-2.2%	-2.4%	-1.6%	-1.4%	-0.1%	0.1%	-0.2%	-0.2%	-0.7%	0.3%

	1QT-16	2QT-16	3QT-16	4QT-16
Labor Force	4,535	4,617	4,537	4,404
% Change vs Prior Year	-4.4%	-4.2%	-5.0%	-4.6%
Total Employment	4,202	4,267	4,149	4,091
% Change vs Prior Year	-1.9%	-2.3%	-4.9%	-4.4%
Unemployment Rate	7.4%	7.6%	8.6%	7.1%
% Change vs Prior Year	-2.4%	-1.8%	-0.1%	-0.2%



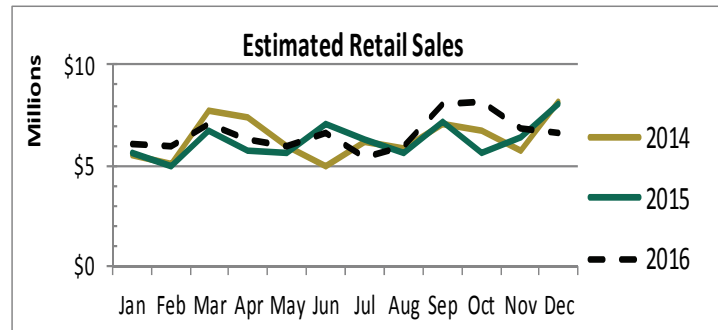
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. HELENA PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Estimated Retail Sales (mil.)	\$6.03	\$5.91	\$7.02	\$6.25	\$5.98	\$6.57	\$5.41	\$5.96	\$8.11	\$8.20	\$6.84	\$6.60
% Change vs Prior Month	-25.3%	-1.9%	18.7%	-11.0%	-4.2%	9.9%	-17.7%	10.1%	36.0%	1.2%	-16.5%	-3.6%
% Change vs. Prior Year	6.6%	20.8%	4.2%	8.3%	6.0%	-6.8%	-13.6%	6.6%	12.6%	45.7%	6.2%	-18.3%

	1QT-16	2QT-16	3QT-16	4QT-16
Quarterly Avg. Sales (mil.)	\$6.32	\$6.27	\$6.49	\$7.21
% Change vs. Prior Quarter	-5.9%	-0.8%	3.6%	11.1%
% Change vs Prior Year	9.7%	1.8%	2.2%	7.4%



Source: St. Helena Parish Sheriff's Office

St. Helena Parish—continued

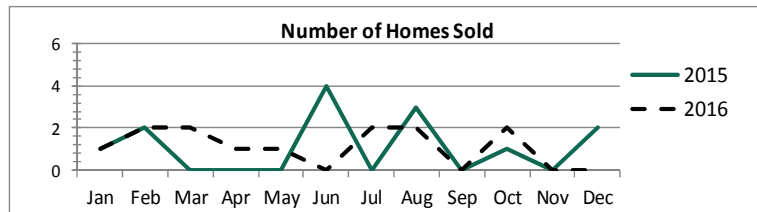
Building permit data not available.

RESIDENTIAL HOME SALES

ST HELENA PARISH

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Number of Homes Sold	1	2	2	1	1	-	2	2	-	2	-	-
% Change vs Prior Year	0.0%	0.0%	#DIV/0!	#DIV/0!	#DIV/0!	-100.0%	#DIV/0!	-33.3%	#DIV/0!	100.0%	#DIV/0!	-100.0%
Total Sales Volume (mil.)	\$0.2	\$0.1	\$0.6	\$0.1	\$0.0	\$0.0	\$0.2	\$0.2	\$0.0	\$0.1	\$0.0	\$0.0
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Average Selling Price	\$195,000	\$69,200	\$294,000	\$129,000	\$16,000	\$0	\$95,000	\$124,950	\$0	\$68,500	\$0	\$0
% Change vs Prior Year	30.0%	-74.8%	#DIV/0!	#DIV/0!	#DIV/0!	-100.0%	#DIV/0!	-10.8%	#DIV/0!	-21.3%	#DIV/0!	-100.0%

	1QT-16	2QT-16	3QT-16	4QT-16
Number of Homes Sold	5	2	4	2
% Change vs Prior Year	66.7%	-50.0%	33.3%	-33.3%
Total Sales Volume (mil.)	n/a	n/a	\$0.4	\$0.1
% Change vs Prior Year	31.8%	-69.6%	4.7%	-53.2%
Average Selling Price	\$184,280	\$72,500	\$109,975	\$68,500
% Change vs Prior Year	-20.9%	-39.2%	-21.5%	-29.7%



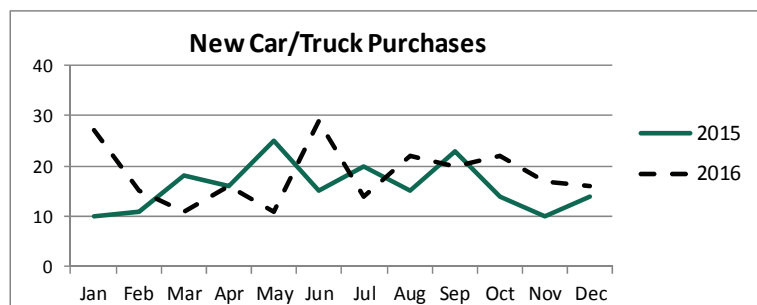
Source: Based on information from the Greater Baton Rouge Association of REALTORS® and Gulf South Real Estate Information Network, Inc. (1/2015 and forward)

New Light Vehicle Purchases & Sales

ST. HELENA PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
New Car/Truck Purchases	27	15	11	16	11	29	14	22	20	22	17	16
% Change vs Prior Year	170.0%	36.4%	-38.9%	0.0%	-56.0%	93.3%	-30.0%	46.7%	-13.0%	57.1%	70.0%	14.3%
Purchases within Parish	0	0	0	0	0	0	0	0	0	0	0	0
New Car/Truck Sales*	0	0	0	0	0	0	0	0	0	0	0	0
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

	1QT-16	2QT-16	3QT-16	4QT-16
New Car/Truck Purchases	53	56	56	55
% Change vs Prior Year	35.9%	0.0%	-3.4%	44.7%
Purchases within Parish	0	0	0	0
New Car/Truck Sales*	0	0	0	0
% Change vs Prior Year	n/a	n/a	n/a	n/a



Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana

St. Tammany Parish

The number of employed St. Tammany Parish residents in 4Q2016 grew by 2.4 percent compared to 4Q2015, while the labor force grew a smaller 2.1 percent, causing the unemployment rate to decline by 0.4 percent to 4.5 percent.

The value of taxable retail sales in 4Q2016 increased 3.4 percent compared to the fourth quarter of 2015.

Building permits for residential units in 4Q2016 declined by 2.1 percent compared to the same quarter in 2015, a moderation after very large

increases in the second and third quarters.

The number of homes sold in St. Tammany Parish and the average selling price were up 3.6 percent and 1.3 percent, respectively, compared to 4Q2015, leading to a 5.0 percent increase in total residential sales volume.

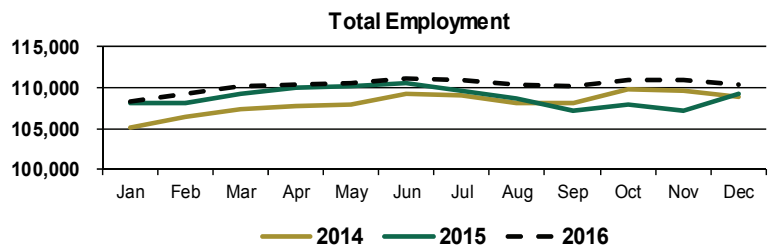
St. Tammany Parish residents purchased 3,452 cars and light trucks in 4Q2016, up 6.1 percent compared to 4Q2015. Parish dealers sold 3,598 light vehicles throughout Louisiana, up 22.0 percent over 4Q2015.

EMPLOYMENT

ST. TAMMANY PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Labor Force	114,395	114,627	116,135	115,790	116,374	117,996	117,681	116,674	116,339	116,621	116,138	115,197
% Change vs Prior Year	-0.7%	0.2%	0.3%	-0.5%	-0.4%	0.3%	1.3%	1.6%	2.7%	2.1%	2.9%	1.1%
Total Employment	108,353	109,226	110,204	110,309	110,532	111,096	110,884	110,351	110,222	110,981	110,922	110,310
% Change vs Prior Year	0.2%	1.0%	0.8%	0.2%	0.3%	0.5%	1.2%	1.6%	2.9%	2.9%	3.5%	1.0%
Unemployment Rate	5.3%	4.7%	5.1%	4.7%	5.0%	5.8%	5.8%	5.4%	5.3%	4.8%	4.5%	4.2%
% Change vs Prior Year	-0.9%	-0.7%	-0.5%	-0.7%	-0.7%	-0.2%	0.1%	0.0%	-0.1%	-0.7%	-0.5%	0.1%

	1QT-16	2QT-16	3QT-16	4QT-16
Labor Force	115,052	116,720	116,898	115,985
% Change vs Prior Year	-0.1%	-0.2%	1.9%	2.1%
Total Employment	109,261	110,646	110,486	110,738
% Change vs Prior Year	0.7%	0.3%	1.9%	2.4%
Unemployment Rate	5.0%	5.2%	5.5%	4.5%
% Change vs Prior Year	-0.7%	-0.5%	0.0%	-0.4%



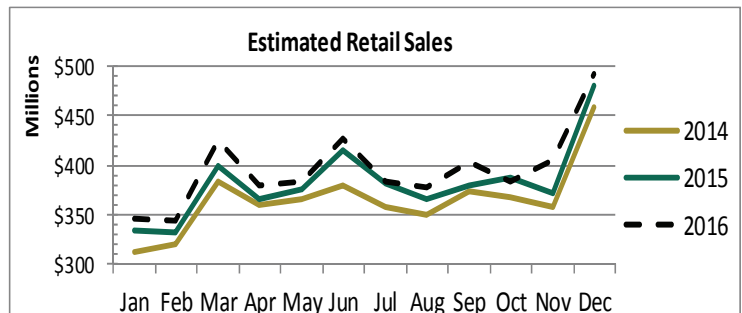
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. TAMMANY PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Estimated Retail Sales (mil.)	\$346.77	\$344.88	\$424.82	\$380.04	\$383.99	\$426.79	\$383.03	\$378.46	\$402.29	\$383.43	\$404.74	\$491.98
% Change vs Prior Month	-27.8%	-0.5%	23.2%	-10.5%	1.0%	11.1%	-10.3%	-1.2%	6.3%	-4.7%	5.6%	21.6%
% Change vs. Prior Year	3.7%	4.0%	6.4%	3.6%	2.0%	2.9%	0.3%	3.5%	5.8%	-0.9%	9.1%	2.4%

	1QT-16	2QT-16	3QT-16	4QT-16
Quarterly Avg. Sales (mil.)	\$372.16	\$396.94	\$387.93	\$426.72
% Change vs. Prior Quarter	-9.8%	6.7%	-2.3%	10.0%
% Change vs Prior Year	4.8%	2.8%	3.2%	3.4%



Source: St. Tammany Sales and Use Tax Department

St. Tammany Parish—continued

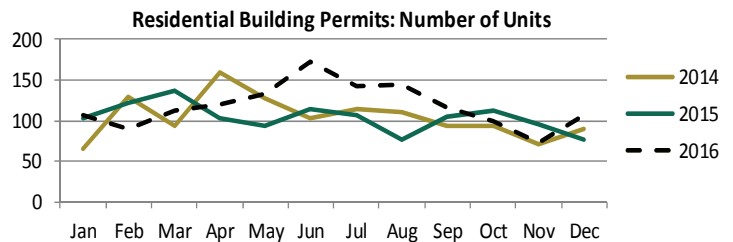
RESIDENTIAL BUILDING PERMITS

ST. TAMMANY PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Total Permits	106	89	113	119	132	172	143	145	116	99	73	106
% Change vs Prior Year	2.9%	-27.0%	-17.5%	16.7%	40.4%	49.6%	33.6%	90.8%	11.5%	-11.6%	-23.2%	39.5%
Total Units	106	89	113	119	132	172	143	145	116	99	73	106
% Change vs Prior Year	2.9%	-27.0%	-17.5%	16.7%	40.4%	49.6%	33.6%	90.8%	11.5%	-12.4%	-23.2%	39.5%

	1QT-16	2QT-16	3QT-16	4QT-16
Total Permits	308	423	404	278
% Change vs Prior Year	-14.9%	36.0%	40.8%	-1.8%
Total Units	308	423	404	278
% Change vs Prior Year	-14.9%	36.0%	40.8%	-2.1%

Sources: St. Tammany Parish Permit Office, Town of Abita Springs, City of Covington, Village of Folsom, Town of Madisonville, City of Mandeville, Town of Pearl River, City of Slidell, <http://censtats.census.gov> (some data estimated)



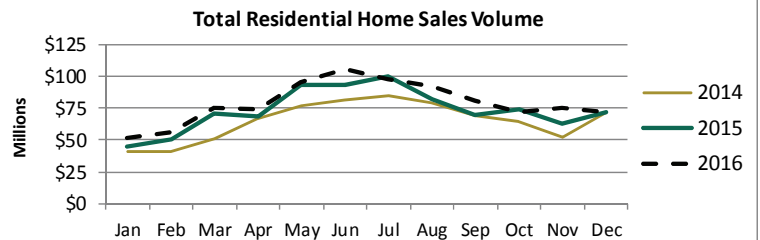
RESIDENTIAL HOME SALES

ST. TAMMANY PARISH

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Number of Homes Sold	220	246	323	330	390	429	390	385	338	314	319	306
% Change vs Prior Year	4.3%	7.4%	6.3%	7.1%	4.3%	9.7%	-3.2%	6.4%	12.7%	-2.8%	22.7%	-5.3%
Total Sales Volume (mil.)	\$52.0	\$56.0	\$74.8	\$73.7	\$95.6	\$106.2	\$97.7	\$92.2	\$80.8	\$72.0	\$75.6	\$71.8
% Change vs Prior Year	15.7%	9.9%	6.3%	7.7%	1.9%	13.4%	-2.2%	13.0%	16.5%	-2.8%	20.2%	-0.4%
Average Selling Price	\$236,396	\$227,695	\$231,619	\$223,198	\$245,081	\$247,516	\$250,632	\$239,540	\$239,132	\$229,144	\$236,898	\$234,559
% Change vs Prior Year	11.0%	2.3%	0.0%	0.5%	-2.2%	3.3%	1.1%	6.3%	3.4%	0.0%	-2.0%	5.2%

	1QT-16	2QT-16	3QT-16	4QT-16
Number of Homes Sold	789	1,149	1,113	939
% Change vs Prior Year	6.0%	7.1%	4.5%	3.6%
Total Sales Volume (mil.)	\$182.8	\$275.4	\$270.8	\$219.3
% Change vs Prior Year	9.9%	7.7%	7.9%	5.0%
Average Selling Price	\$231,727	\$239,705	\$243,303	\$233,543
% Change vs Prior Year	3.7%	0.5%	3.3%	1.3%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2014 to 12/2016.



New Light Vehicle Purchases & Sales

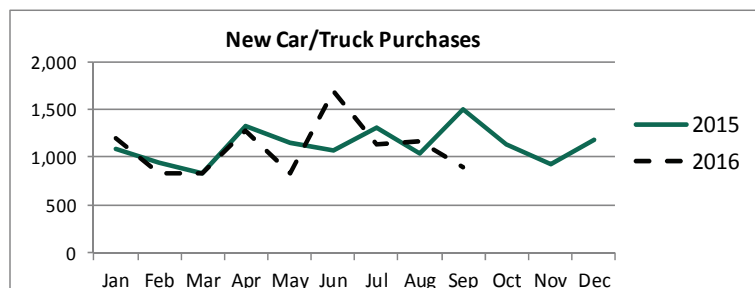
ST. TAMMANY PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
New Car/Truck Purchases	1,197	823	830	1,282	826	1,699	1,129	1,163	891	1,143	1,156	1,153
% Change vs Prior Year	9.5%	-11.1%	-0.1%	-3.6%	-28.6%	59.7%	-14.2%	12.8%	-40.5%	0.2%	24.8%	-2.8%
Purchases within Parish	692	479	474	810	443	1,057	673	675	509	690	701	662
New Car/Truck Sales*	1,058	760	744	1,133	684	1,578	1,018	1,014	940	1,331	1,185	1,082
% Change vs Prior Year	3.8%	-11.9%	4.8%	-12.0%	-35.2%	55.3%	-15.2%	4.8%	-34.8%	29.2%	49.4%	-3.8%

	1QT-16	2QT-16	3QT-16	4QT-16
New Car/Truck Purchases	2,850	3,807	3,183	3,452
% Change vs Prior Year	0.0%	7.2%	-17.2%	6.1%
Purchases within Parish	1,645	2,310	1,857	2,053
New Car/Truck Sales*	2,562	3,395	2,972	3,598
% Change vs Prior Year	-1.2%	1.0%	-17.7%	22.0%

Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana



Economic Reporter

Tangipahoa Parish

The number of employed Tangipahoa Parish residents in 4Q2016 rose 1.1 percent compared to the fourth quarter of 2015. The labor force increased by a smaller 0.7 percent, causing the unemployment rate to decrease to 6.0 percent from 6.4 percent in 4Q2015.

The value of taxable retail sales in 4Q2016 increased 11.6 percent compared to 4Q2015.

The number of residential construction units permitted in 4Q2016 was 36.2 percent higher than in 4Q2015, pointing to increased construction activity in the coming months.

The number of homes sold in Tangipahoa Parish in 4Q2016 and the average selling price increased by 4.4 and 8.9 percent, respectively, over 4Q2015, leading to a 13.7 percent increase in total residential sales volume.

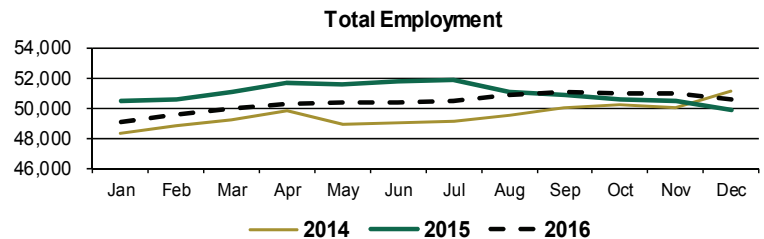
Tangipahoa Parish residents purchased 1,656 new cars and light trucks in 4Q2016, an increase of 33.7 percent from 4Q2015. Parish dealers sold 1,762 vehicles in Louisiana in 4Q2016, up 43.1 percent from 1,231 in the fourth quarter of 2015.

EMPLOYMENT

TANGIPAHOA PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Labor Force	52,922	53,041	53,587	53,693	54,008	54,792	54,684	54,730	54,933	54,343	54,162	53,774
% Change vs Prior Year	-3.5%	-2.6%	-2.6%	-3.4%	-3.1%	-2.6%	-2.3%	-0.4%	0.6%	0.0%	0.3%	1.7%
Total Employment	49,024	49,537	49,921	50,202	50,317	50,386	50,415	50,844	51,085	50,919	50,986	50,558
% Change vs Prior Year	-2.8%	-2.1%	-2.2%	-2.9%	-2.5%	-2.6%	-2.8%	-0.4%	0.5%	0.7%	1.0%	1.5%
Unemployment Rate	7.4%	6.6%	6.8%	6.5%	6.8%	8.0%	7.8%	7.1%	7.0%	6.3%	5.9%	6.0%
% Change vs Prior Year	-0.7%	-0.5%	-0.4%	-0.5%	-0.6%	0.0%	0.4%	0.0%	0.1%	-0.7%	-0.6%	0.2%

	1QT-16	2QT-16	3QT-16	4QT-16
Labor Force	53,183	54,164	54,782	54,093
% Change vs Prior Year	-2.9%	-3.0%	-0.7%	0.7%
Total Employment	49,494	50,302	50,781	50,821
% Change vs Prior Year	-2.4%	-2.7%	-0.9%	1.1%
Unemployment Rate	6.9%	7.1%	7.3%	6.0%
% Change vs Prior Year	-0.5%	-0.4%	0.2%	-0.4%



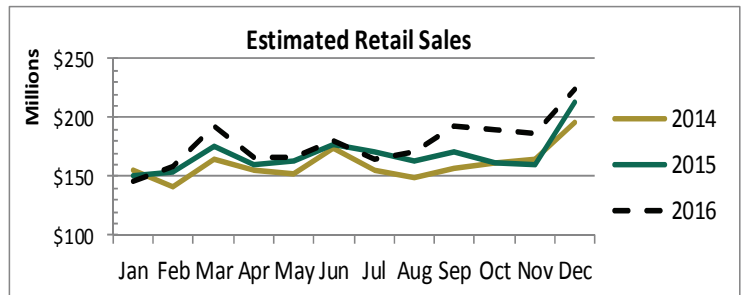
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

TANGIPAHOA PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Estimated Retail Sales (mil.)	\$146.43	\$158.20	\$192.15	\$166.02	\$166.42	\$180.06	\$163.89	\$171.16	\$192.36	\$189.23	\$186.09	\$223.23
% Change vs Prior Month	-31.3%	8.0%	21.5%	-13.6%	0.2%	8.2%	-9.0%	4.4%	12.4%	-1.6%	-1.7%	20.0%
% Change vs. Prior Year	-2.9%	3.0%	9.6%	3.3%	2.3%	1.9%	-3.8%	5.0%	12.6%	16.6%	15.8%	4.7%

	1QT-16	2QT-16	3QT-16	4QT-16
Quarterly Avg. Sales (mil.)	\$165.59	\$170.83	\$175.80	\$199.52
% Change vs. Prior Quarter	-7.3%	3.2%	2.9%	13.5%
% Change vs Prior Year	3.6%	2.5%	4.6%	11.6%



Source: Sales Tax Division of the Tangipahoa Parish School System

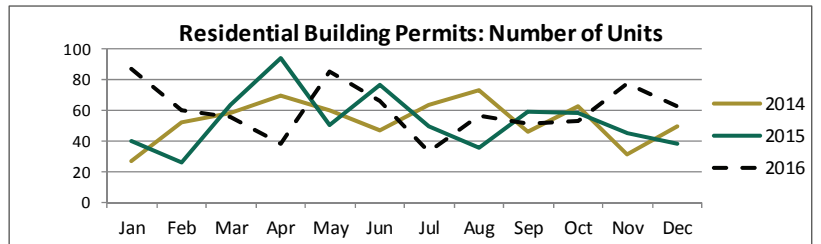
Tangipahoa Parish—continued

RESIDENTIAL BUILDING PERMITS

TANGIPAHOA PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Total Permits	87	60	55	38	85	66	33	56	51	51	66	62
% Change vs Prior Year	141.7%	130.8%	-9.8%	-49.3%	70.0%	-13.2%	-32.7%	60.0%	-8.9%	-12.1%	46.7%	63.2%
Total Units	87	60	55	38	85	66	33	56	51	53	77	62
% Change vs Prior Year	117.5%	130.8%	-12.7%	-59.6%	70.0%	-13.2%	-32.7%	60.0%	-13.6%	-8.6%	71.1%	63.2%

	1Q-16	2Q-16	3Q-16	4Q-16
Total Permits	202	189	140	179
% Change vs Prior Year	64.2%	-6.0%	0.0%	27.0%
Total Units	202	189	140	192
% Change vs Prior Year	56.6%	-14.1%	-2.1%	36.2%



Source: Tangipahoa Parish Permit Office, City of Hammond Permit Office, City of Ponchatoula Permit Office, <http://censtats.census.gov>

RESIDENTIAL HOME SALES

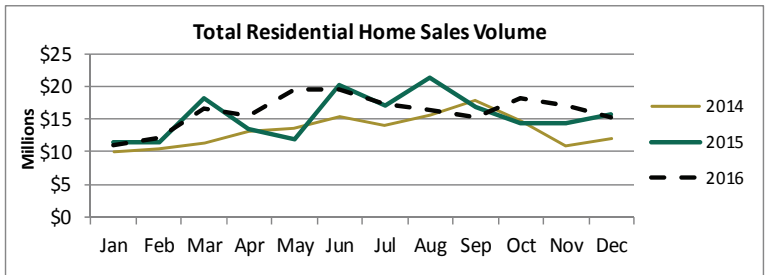
TANGIPAHOA PARISH

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Number of Homes Sold	70	80	103	97	119	119	101	91	91	103	95	89
% Change vs Prior Year	0.0%	11.1%	-10.4%	14.1%	60.8%	-5.6%	-10.6%	-24.8%	-8.1%	14.4%	8.0%	-8.2%
Total Sales Volume (mil.)	\$10.9	\$12.1	\$16.7	\$15.5	\$19.5	\$19.6	\$17.2	\$16.5	\$15.4	\$18.3	\$17.0	\$15.3
% Change vs Prior Year	-5.0%	5.7%	-7.6%	15.3%	64.4%	-3.3%	0.3%	-22.7%	-8.9%	27.0%	17.9%	-2.4%
Average Selling Price	\$155,653	\$151,477	\$162,382	\$160,069	\$164,262	\$165,004	\$170,654	\$181,030	\$168,950	\$177,713	\$179,135	\$171,969
% Change vs Prior Year	-5.0%	-4.9%	3.2%	1.1%	2.3%	2.4%	12.3%	2.8%	-0.9%	11.0%	9.2%	6.4%

	1Q-16	2Q-16	3Q-16	4Q-16
Number of Homes Sold	253	335	283	287
% Change vs Prior Year	-1.6%	17.5%	-15.0%	4.4%
Total Sales Volume (mil.)	\$39.7	\$54.7	\$49.1	\$50.6
% Change vs Prior Year	-3.1%	19.9%	-11.3%	13.7%
Average Selling Price	\$157,072	\$163,312	\$173,442	\$176,403
% Change vs Prior Year	-1.6%	2.0%	4.3%	8.9%

Source: Based on information from the Gulf South Real Estate Information Network, Inc.

for the period 01/2014 to 12/2016.

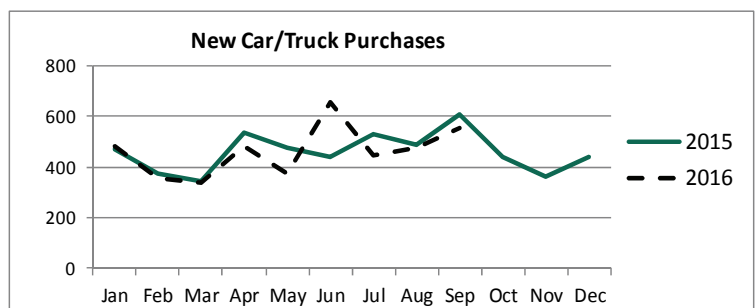


New Light Vehicle Purchases & Sales

TANGIPAHOA PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
New Car/Truck Purchases	483	357	337	479	373	654	448	478	551	615	555	486
% Change vs Prior Year	3.2%	0.3%	-1.5%	-11.0%	-21.3%	48.3%	-15.8%	-2.0%	-9.7%	39.8%	54.2%	10.7%
Purchases within Parish	256	186	193	245	199	347	238	282	300	316	274	238
New Car/Truck Sales*	519	371	421	544	411	644	452	549	749	740	529	493
% Change vs Prior Year	16.9%	2.8%	-12.8%	-19.5%	-12.4%	51.2%	-21.1%	12.7%	18.9%	77.9%	39.9%	12.8%

	1Q-16	2Q-16	3Q-16	4Q-16
New Car/Truck Purchases	1,177	1,506	1,477	1,656
% Change vs Prior Year	0.9%	3.6%	-9.4%	33.7%
Purchases within Parish	635	791	820	828
New Car/Truck Sales*	1,311	1,599	1,750	1,762
% Change vs Prior Year	1.8%	1.8%	3.6%	43.1%



Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana

Washington Parish

The number of employed Washington Parish residents in the fourth quarter of 2016 increased 0.4 percent compared to the fourth quarter of 2015. The labor force contracted by 0.4 percent, resulting in a reduction in the unemployment rate from 7.0 percent in 4Q2015 to 6.2 percent in 4Q2016.

Sales tax collection data were not available for Washington Parish for 4Q2016.

Building permits for 22 homes were issued in 4Q2016, up 15.8 percent from 19 in 4Q2015.

The number of Washington Parish homes sold in 4Q2016 (47) was up 51.6 percent from 4Q2015, but the average selling price was down 7.5 percent, resulting in a year-over-year increase in total home sales volume of 40.3 percent.

Washington Parish residents purchased 354 new cars and light trucks in 4Q2016, an increase of 9.3 percent from 324 in 4Q2015.

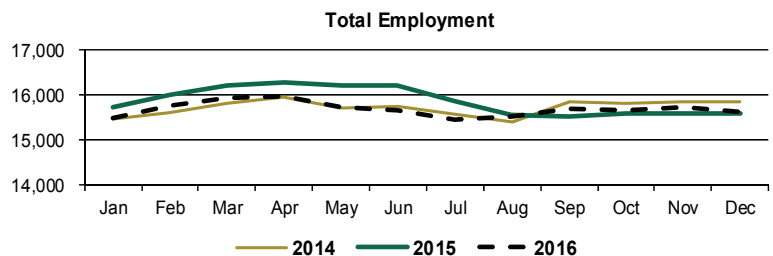
EMPLOYMENT

WASHINGTON PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Labor Force	16,761	16,943	17,169	17,167	16,986	17,161	16,940	16,804	16,930	16,790	16,744	16,598
% Change vs Prior Year	-2.5%	-2.0%	-2.0%	-2.4%	-3.6%	-3.5%	-2.0%	-0.3%	0.7%	-0.8%	-0.3%	0.0%
Total Employment	15,482	15,774	15,927	15,986	15,745	15,679	15,469	15,529	15,711	15,669	15,723	15,623
% Change vs Prior Year	-1.7%	-1.4%	-1.7%	-1.9%	-2.9%	-3.3%	-2.6%	-0.2%	1.1%	0.4%	0.8%	0.1%
Unemployment Rate	7.6%	6.9%	7.2%	6.9%	7.3%	8.6%	8.7%	7.6%	7.2%	6.7%	6.1%	5.9%
% Change vs Prior Year	-0.8%	-0.5%	-0.3%	-0.5%	-0.7%	-0.2%	0.5%	-0.2%	-0.3%	-1.2%	-1.0%	-0.1%

	1QT-16	2QT-16	3QT-16	4QT-16
Labor Force	16,958	17,105	16,891	16,711
% Change vs Prior Year	-2.2%	-3.2%	-0.6%	-0.4%
Total Employment	15,728	15,803	15,570	15,672
% Change vs Prior Year	-1.6%	-2.7%	-0.6%	0.4%
Unemployment Rate	7.3%	7.6%	7.8%	6.2%
% Change vs Prior Year	-0.5%	-0.4%	0.0%	-0.8%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



Sales tax data not available.

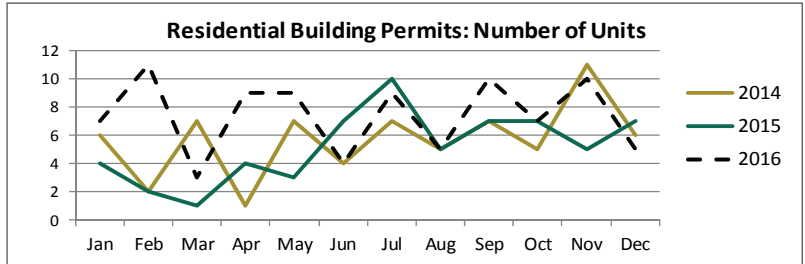
Washington Parish—continued

RESIDENTIAL BUILDING PERMITS

WASHINGTON PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
Total Permits	7	11	3	9	9	4	9	5	10	7	10	5
% Change vs Prior Year	75.0%	450.0%	200.0%	125.0%	200.0%	-42.9%	-10.0%	0.0%	42.9%	0.0%	100.0%	-28.6%
Total Units	7	11	3	9	9	4	9	5	10	7	10	5
% Change vs Prior Year	75.0%	450.0%	200.0%	125.0%	200.0%	-42.9%	-10.0%	0.0%	42.9%	0.0%	100.0%	-28.6%

	1Q-16	2Q-16	3Q-16	4Q-16
Total Permits	21	22	24	22
% Change vs Prior Year	200.0%	57.1%	9.1%	15.8%
Total Units	21	22	24	22
% Change vs Prior Year	200.0%	57.1%	9.1%	15.8%



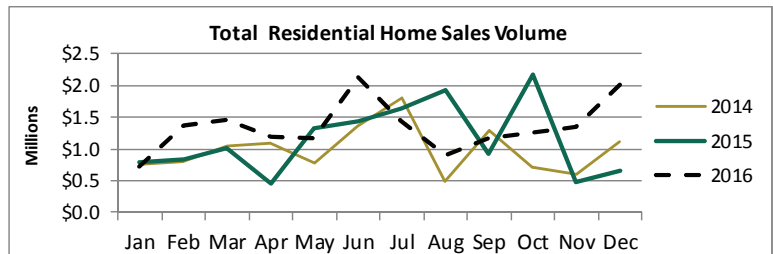
Sources: Washington Parish Permit Office and <http://censtats.census.gov>

RESIDENTIAL HOME SALES

WASHINGTON PARISH

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Number of Homes Sold	7	14	16	15	13	18	12	13	12	13	15	19
% Change vs Prior Year	0.0%	-17.6%	45.5%	66.7%	-31.6%	28.6%	-29.4%	-38.1%	0.0%	-13.3%	114.3%	111.1%
Total Sales Volume (mil.)	\$0.7	\$1.4	\$1.4	\$1.2	\$1.2	\$2.1	\$1.4	\$0.9	\$1.2	\$1.3	\$1.3	\$2.0
% Change vs Prior Year	-8.6%	67.0%	41.6%	159.7%	-11.8%	47.5%	-12.5%	-53.5%	26.4%	-41.5%	185.1%	207.0%
Average Selling Price	\$101,929	\$98,256	\$90,553	\$79,717	\$90,177	\$118,250	\$119,667	\$69,265	\$97,625	\$97,231	\$89,150	\$105,435
% Change vs Prior Year	-8.6%	102.8%	-2.6%	55.8%	29.0%	14.7%	23.9%	-24.8%	26.4%	-32.5%	33.1%	45.4%

	1Q-16	2Q-16	3Q-16	4Q-16
Number of Homes Sold	37	46	37	47
% Change vs Prior Year	5.7%	9.5%	-26.0%	51.6%
Total Sales Volume (mil.)	\$3.5	\$4.5	\$3.5	\$4.6
% Change vs Prior Year	34.7%	39.1%	-22.1%	40.3%
Average Selling Price	\$95,620	\$97,751	\$94,809	\$97,968
% Change vs Prior Year	27.4%	27.0%	5.3%	-7.5%



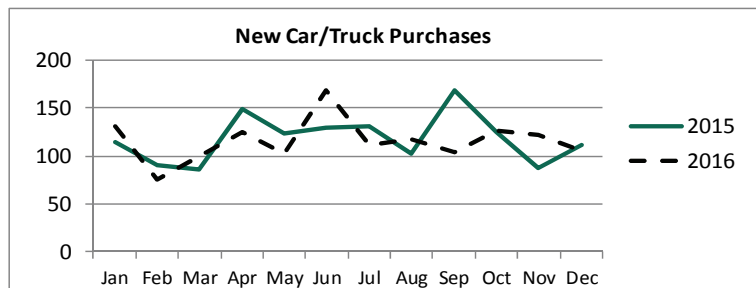
Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2014 to 12/2016.

New Light Vehicle Purchases & Sales

WASHINGTON PARISH

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16
New Car/Truck Purchases	131	75	99	125	102	168	111	117	104	127	122	105
% Change vs Prior Year	13.9%	-15.7%	15.1%	-16.1%	-17.7%	30.2%	-15.3%	14.7%	-38.5%	1.6%	40.2%	-6.3%
Purchases within Parish	14	4	11	7	10	12	11	8	6	12	9	3
New Car/Truck Sales*	18	5	16	10	12	18	15	10	8	16	13	4
% Change vs Prior Year	0.0%	-50.0%	23.1%	-41.2%	-29.4%	-14.3%	25.0%	-47.4%	-52.9%	-20.0%	30.0%	-73.3%

	1Q-16	2Q-16	3Q-16	4Q-16
New Car/Truck Purchases	305	395	332	354
% Change vs Prior Year	5.2%	-1.7%	-17.4%	9.3%
Purchases within Parish	29	29	25	24
New Car/Truck Sales*	39	40	33	33
% Change vs Prior Year	-4.9%	-27.3%	-31.3%	-26.7%



Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana

SOUTHEASTERN

Southeastern students awarded scholarships from SCOAR

Four Southeastern Louisiana University Occupational Safety, Health, and Environment (OSH&E) students received the 2017 SCOAR (Southeastern Construction Owners and Associates Roundtable) Safety Professional scholarships.

Preston Chaney of Walker, Emily Cothorn of Covington, Alan Williamson of Hammond, and Daniel Cuevas of Ponchatoula each received \$2,500. The scholarships were presented at the recent SCOAR meeting in Florida.

Lu Yuan, interim head of the Department of Computer Science and Industrial Technology, said seniors Chaney and Cothorn were nominated by faculty as the top two candidates for the 2017 Outstanding Graduating Senior Award. Juniors Williamson and Cuevas were nominated because of their high GPAs and may receive offers for internships with SCOAR when they enter their senior year of study in the fall.

"I think that these four OSH&E students deserve these scholarships, especially with their excellent academic performance," Yuan said. "The scholarships will help them to continue excelling in their current and future endeavors."

SCOAR fosters innovative and breakthrough thinking on issues related to industrial construction to improve business performance. Membership is comprised of industrial owners, EPC companies, engineers, general and specialty contractors, labor and material suppliers, as well as service suppliers, educators, and consultants.

(Article courtesy of Southeastern's Office of Communications and Creative Services.)



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Tangipahoa Parish Permit Office and School Board Sales and Use Tax Department

Washington Parish Building and Planning Department and Sheriff's Office Sales and Use Tax Department

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City of Hammond
Town of Livingston**

**Town of Madisonville
City of Mandeville
Town of Pearl River
City of Ponchatoula
City of Slidell
Town of Walker**