

Economic Reporter

Promoting Economic Development in Southeast Louisiana

Summer 2016

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CONTACT US

Southeastern Louisiana University
 Business Research Ctr.
 1514 Martens Drive
 Hammond, LA 70401
 Phone: (985) 549-3199
 Fax: (985) 549-2127
 brc@southeastern.edu

NATIONAL

U.S. Economy

Herb A. Holloway
 Research Economist
 Business Research Center

U. S. real gross domestic product grew at a 0.8 percent annual rate during the first quarter of 2016 and was 2.0 percent higher than in the first quarter of 2015.

Total civilian employment for the first quarter of 2016 rose 1.0 percent compared to the corresponding period of the previous year while the workforce grew by 0.9 percent. This led to a decline in the unemployment rate from 5.5 percent in 1Q2015 to 4.9 percent in 1Q2016.

A survey of professional forecasters released in June 2016 by the National Association for Business Economics projects the U.S. economy to grow 1.8 in 2016 and 2.3 percent in 2017. An alternative forecast by Wells Fargo Bank indicates gains of 2.0 and 2.2 percent in 2016 and 2017, respectively.

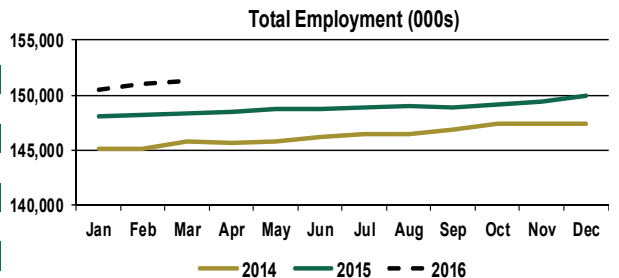
U.S. wages grew by 1.2 percent in 1Q2016, and total personal income increased by 0.9 percent.

EMPLOYMENT (Seasonally Adjusted)

UNITED STATES (Numbers in Thousands)

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Labor Force	157,032	157,367	156,984	157,115	157,061	156,867	157,096	157,367	157,833	158,335	158,890	159,286
% Change vs Prior Year	1.1%	1.2%	0.8%	0.7%	0.6%	0.5%	0.5%	0.6%	1.1%	0.8%	1.3%	1.5%
Total Employment	148,509	148,748	148,722	148,866	149,043	148,942	149,197	149,444	149,929	150,544	151,074	151,320
% Change vs Prior Year	1.9%	2.0%	1.7%	1.7%	1.8%	1.4%	1.2%	1.4%	1.7%	1.6%	1.9%	2.0%
Total Nonfarm Emp.	141,223	141,496	141,724	142,001	142,151	142,300	142,595	142,875	143,146	143,318	143,559	143,755
% Change vs Prior Year	2.1%	2.1%	2.1%	2.1%	2.1%	1.9%	2.0%	2.0%	2.0%	1.9%	1.9%	2.0%
Unemployment Rate	5.4%	5.5%	5.3%	5.3%	5.1%	5.1%	5.0%	5.0%	5.0%	4.9%	4.9%	5.0%
% Change vs Prior Year	-0.8%	-0.8%	-0.8%	-0.9%	-1.1%	-0.9%	-0.7%	-0.8%	-0.6%	-0.8%	-0.6%	-0.5%

	2QT-15	3QT-15	4QT-15	1QT-16
Labor Force	157,128	157,014	157,432	158,837
% Change vs Prior Year	1.0%	0.6%	0.7%	1.2%
Total Employment	148,660	148,950	149,523	150,979
% Change vs Prior Year	1.9%	1.6%	1.4%	1.9%
Total Nonfarm Emp.	141,481	142,151	142,872	143,544
% Change vs Prior Year	2.1%	2.0%	2.0%	1.9%
Unemployment Rate	5.4%	5.1%	5.0%	4.9%
% Change vs Prior Year	-0.8%	-1.0%	-0.8%	-0.6%



Source: U.S. Bureau of Labor Statistics

STATE

Louisiana Economy

Herb A. Holloway

Research Economist

Business Research Center

Total state employment for the first quarter of 2016 increased 0.5 percent from the previous quarter but was down 0.5 percent from 1Q2015.

The statewide labor force for 1Q2016 rose by 0.6 percent from the previous quarter but fell 1.0 percent from 1Q2015.

The decline in the labor force led to a drop in the unemployment rate from 6.4 percent in 1Q2015 to 6.0 percent in 1Q2016.

Sales tax collections for the first quarter of 2016 fell 7.7 percent from the prior quarter and 1.4 percent compared to the first quarter of 2015.

Seasonally-adjusted state personal income increased 0.2 percent from the fourth quarter of 2015 and 2.4 percent compared to 1Q2015. Year

-over-year, net earnings increased 1.3 percent, dividends, interest, and rent 3.1 percent, and personal transfer receipts 5.4 percent.

Compared to 4Q2015, net earnings were up \$644 million, dividends, interest, and rent increased \$150 million, and personal transfer receipts fell by \$297 million.

Industries contributing the most quarter-over-quarter growth in earnings from 4Q2015 to 1Q2016 were *Construction* (+\$358 million) and *Health care and social assistance* (+\$286 million).

Earnings from *Mining* (which includes oil and gas exploration and production) and *Manufacturing* declined by \$343 million and \$127 million, respectively, from 4Q2015 to 1Q2016.

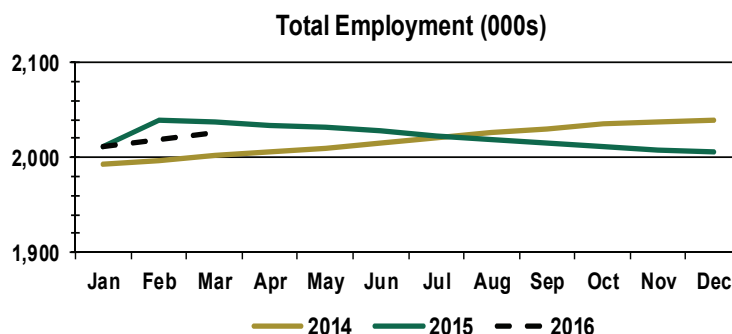
EMPLOYMENT (Seasonally Adjusted)

LOUISIANA (Numbers in Thousands)

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Labor Force	2,175	2,168	2,161	2,155	2,148	2,142	2,137	2,133	2,130	2,136	2,146	2,158
% Change vs Prior Year	2.2%	1.4%	0.6%	-0.2%	-1.0%	-1.7%	-2.3%	-2.6%	-2.8%	0.0%	-1.8%	-1.0%
Total Employment	2,035	2,031	2,028	2,023	2,019	2,015	2,011	2,008	2,005	2,011	2,019	2,026
% Change vs Prior Year	1.4%	1.0%	0.6%	0.1%	-0.3%	-0.8%	-1.2%	-1.5%	-1.7%	0.0%	-1.0%	-0.5%
Total Nonfarm Emp.	1,991	1,994	1,993	1,992	1,990	1,986	1,982	1,982	1,980	1,983	1,978	1,977
% Change vs Prior Year	0.8%	0.6%	0.5%	0.2%	-0.1%	-0.4%	-0.8%	-0.9%	-1.1%	-0.8%	-1.0%	-0.7%
Unemployment Rate	6.5%	6.3%	6.2%	6.1%	6.0%	6.0%	5.9%	5.9%	5.8%	5.9%	5.9%	6.1%
% Change vs Prior Year	0.7%	0.4%	0.0%	-0.4%	-0.7%	-0.9%	-1.0%	-1.1%	-1.1%	0.0%	-0.8%	-0.5%

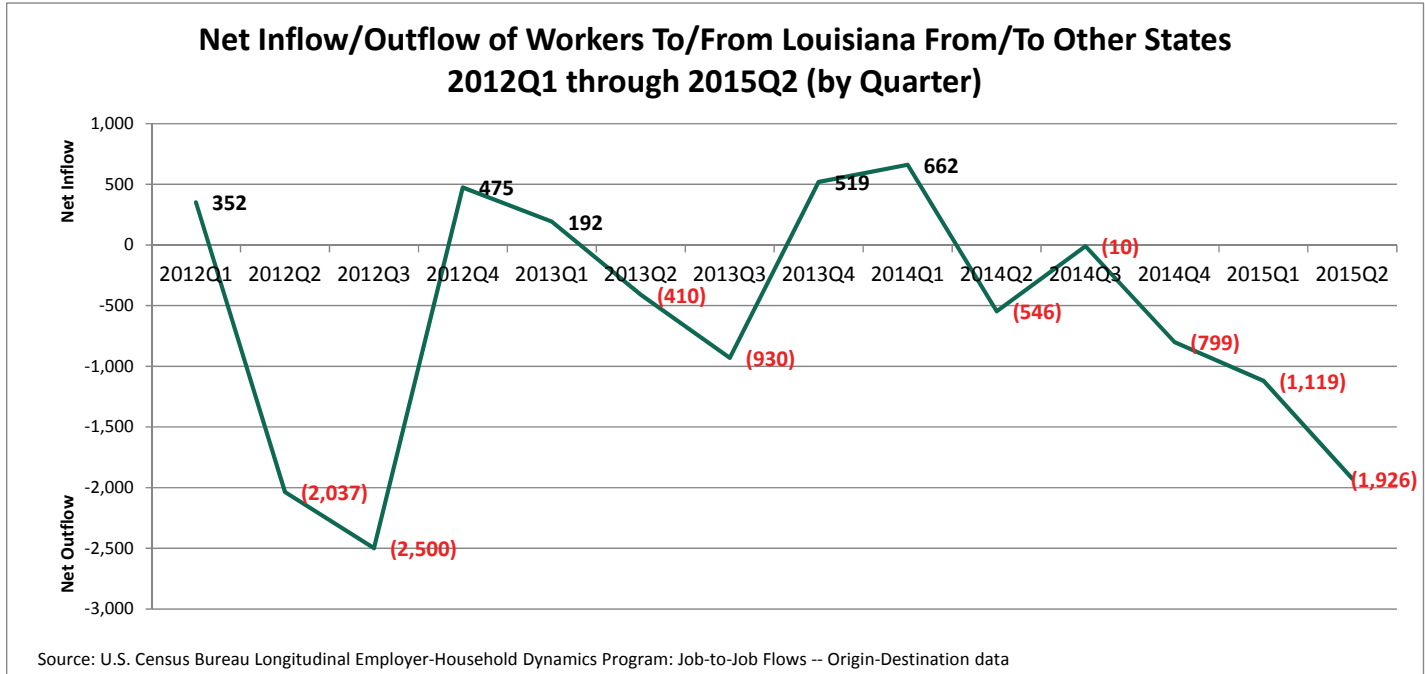
	2Q15	3Q15	4Q15	1Q16
Labor Force	2,168	2,148	2,133	2,147
% Change vs Prior Year	1.4%	-1.0%	-2.6%	-1.0%
Total Employment	2,031	2,019	2,008	2,019
% Change vs Prior Year	1.0%	-0.3%	-1.4%	-0.5%
Total Nonfarm Emp.	1,993	1,989	1,981	1,980
% Change vs Prior Year	0.6%	-0.1%	-0.9%	-0.8%
Unemployment Rate	6.3%	6.0%	5.9%	6.0%
% Change vs Prior Year	0.4%	-0.6%	-1.1%	-0.4%

Source: Louisiana Department of Labor, Labor Market Statistics

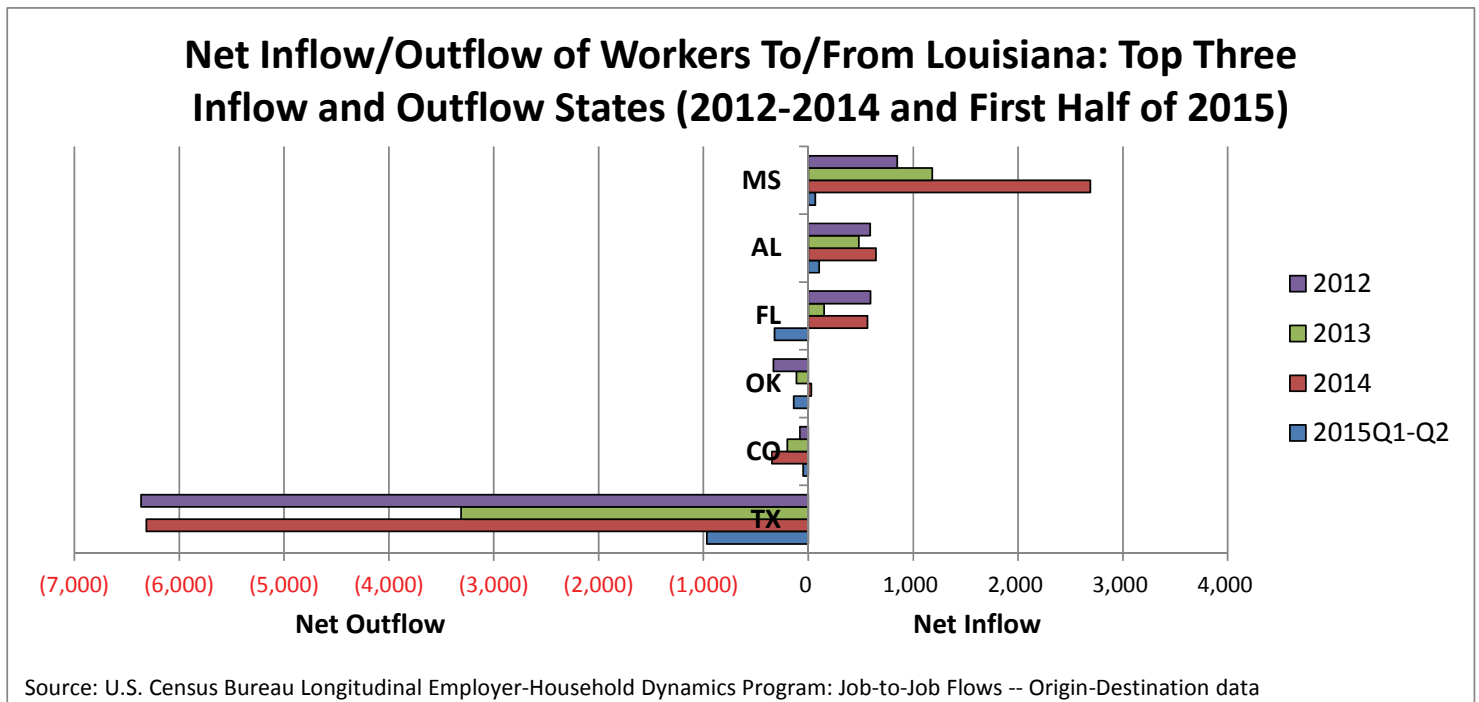


Job-to-Job Flows Between Louisiana and Other States

Herb Holloway
Research Economist



- **Net Inflow** (positive number) means more workers came to Louisiana from other states than left Louisiana for jobs in other states in that quarter
- **Net Outflow** (negative number) means more workers left Louisiana for jobs in other states than came to Louisiana from other states in that quarter



REGIONAL

Herb A. Holloway

Research Economist

Business Research Center

Northshore Employment

Total employment in the Northshore Region in 1Q2016 was 0.3 percent higher than in 4Q2015 and 0.2 percent higher (+387 jobs) than in the first quarter of 2015.

The total civilian work force in 1Q2016 rose by 0.7 percent over the previous quarter but fell 0.6

percent from 1Q2015.

The growth in the work force from the prior quarter led to an increase in the unemployment rate for 1Q2016 to 5.6 percent, up 0.3 percent from the previous quarter but down 0.6 percent from the 6.2 percent of 1Q2015.

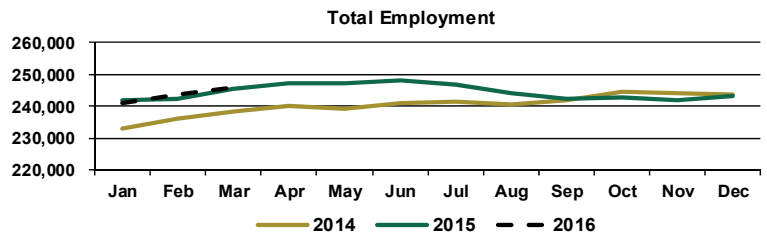
EMPLOYMENT (Not seasonally adjusted)

NORTHSHORE REGION

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Labor Force	262,561	263,491	265,702	263,073	259,538	257,207	258,050	255,553	254,735	256,109	257,017	260,518
% Change vs Prior Year	4.0%	3.8%	3.0%	1.5%	0.4%	-0.7%	-1.3%	-1.9%	-1.9%	-1.2%	-0.3%	-0.2%
Total Employment	247,128	247,207	248,151	246,874	244,285	242,333	242,748	242,077	243,365	241,096	243,526	246,028
% Change vs Prior Year	3.0%	3.3%	3.0%	2.3%	1.6%	0.1%	-0.7%	-0.8%	-0.2%	-0.3%	0.4%	0.3%
Unemployment Rate	5.9%	6.2%	6.6%	6.2%	5.9%	5.8%	5.9%	5.4%	4.6%	5.9%	5.2%	5.6%
% Change vs Prior Year	0.9%	0.5%	0.0%	-0.7%	-1.1%	-0.8%	-0.5%	-1.1%	-1.7%	-0.9%	-0.7%	-0.5%

	2QT-15	3QT-15	4QT-15	1QT-16
Labor Force	263,918	259,939	256,113	257,881
% Change vs Prior Year	3.6%	0.4%	-1.7%	-0.6%
Total Employment	247,495	244,497	242,730	243,550
% Change vs Prior Year	3.1%	1.3%	-0.6%	0.2%
Unemployment Rate	6.2%	5.9%	5.3%	5.6%
% Change vs Prior Year	0.5%	-0.9%	-1.1%	-0.7%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



Northshore Estimated Retail Sales

Taxable retail sales for the region in 1Q2016 averaged \$720 million per month, an increase of 4.0 percent compared to 1Q2015.

Sales tax collections were up in all Northshore parishes except Washington, which was down 18.6 percent compared to 1Q2015.

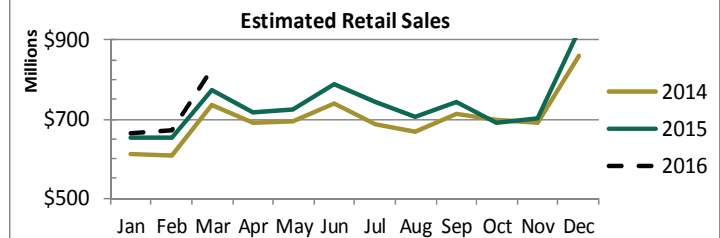
ESTIMATED RETAIL SALES

NORTHSHORE REGION

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Estimated Retail Sales (mil.)	\$718.51	\$724.61	\$787.68	\$742.04	\$707.50	\$742.83	\$690.22	\$702.71	\$923.31	\$664.12	\$670.20	\$827.17
% Change vs Prior Month	-7.0%	0.8%	8.7%	-5.8%	-4.7%	5.0%	-7.1%	1.8%	31.4%	-28.1%	0.9%	23.4%
% Change vs. Prior Year	4.0%	4.2%	6.4%	8.1%	6.0%	4.0%	-1.3%	1.7%	7.1%	1.5%	2.9%	7.1%

	2QT-15	3QT-15	4QT-15	1QT-16
Quarterly Avg. Sales (mil.)	\$743.60	\$730.79	\$772.08	\$720.50
% Change vs. Prior Quarter	7.4%	-1.7%	5.6%	-6.7%
% Change vs Prior Year	4.9%	6.0%	2.8%	4.0%

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
 Washington Parish Sheriff's Office - Sales and Use Tax Department



Northshore Residential Building Permits

The number of building permits for residential units in the Northshore region (excluding St. Helena Parish—for which data were not available for 2Q15–4Q15) issued during 1Q2016 rose by 21.2 percent from the prior quarter and was 0.5 percent higher than in the first quarter of 2015.

Year-over-year changes ranged from declines of 16.8 and 8.8 percent, respectively, in St. Tammany and Livingston parishes, to increases of 56.6 and 162.5 percent, respectively, in Tangipahoa and Washington parishes.

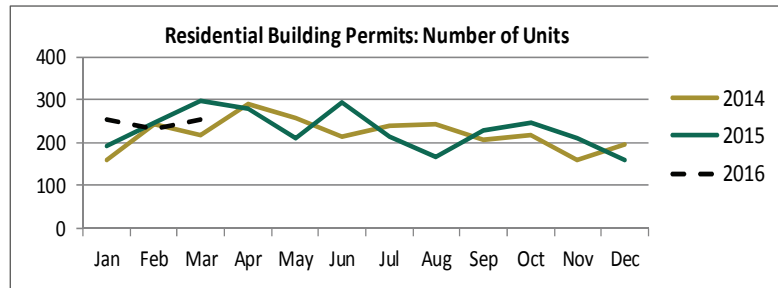
Note that permit counts for some parishes and municipalities are based on data reported to or estimated by the U.S. Census Bureau.

RESIDENTIAL BUILDING PERMITS

NORTHSHORE REGION (excl. St. Helena Parish)

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Total Permits	260	212	293	215	167	228	244	209	159	253	233	252
% Change vs Prior Year	-10.7%	-15.5%	36.3%	-9.3%	-26.8%	10.1%	14.0%	31.4%	-18.5%	33.9%	-4.9%	-14.3%
Total Units	279	212	293	214	167	230	245	209	159	253	233	252
% Change vs Prior Year	-4.1%	-17.8%	36.3%	-10.5%	-31.3%	11.1%	13.4%	29.8%	-18.5%	31.1%	-4.9%	-14.9%

	2Q15	3Q15	4Q15	1Q16
Total Permits	765	610	612	738
% Change vs Prior Year	1.1%	-9.2%	7.7%	1.4%
Total Units	784	611	613	738
% Change vs Prior Year	2.6%	-11.3%	7.2%	0.5%



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 1,494 homes sold during 1Q2016 at an average price of \$200,369. The number sold

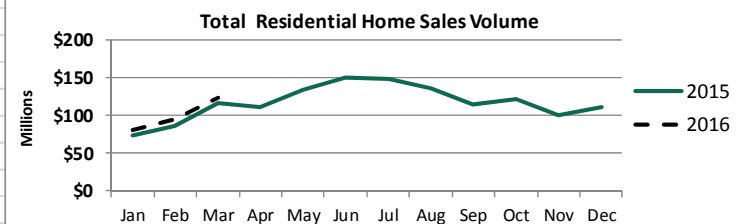
and average price were up 4.9 and 2.9 percent, respectively, from the first quarter of 2015.

RESIDENTIAL HOME SALES

NORTHSHORE REGION

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
Number of Homes Sold	576	617	736	708	697	566	605	489	566	401	485	608
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2.3%	9.2%	3.4%
Total Sales Volume (mil.)	\$112.1	\$134.8	\$150.3	\$149.3	\$137.0	\$115.0	\$121.2	\$100.1	\$110.9	\$81.7	\$94.7	\$123.0
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	10.6%	9.9%	4.8%
Average Selling Price	\$194,573	\$218,452	\$204,209	\$210,940	\$196,556	\$203,095	\$200,273	\$204,687	\$195,995	\$203,645	\$195,297	\$202,254
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	8.1%	0.6%	1.4%

	2Q15	3Q15	4Q15	1Q16
Number of Homes Sold	1,929	1,971	1,660	1,494
% Change vs Prior Year	n/a	n/a	n/a	4.9%
Total Sales Volume (mil.)	\$397.2	\$401.3	\$332.2	\$299.4
% Change vs Prior Year	n/a	n/a	n/a	7.9%
Average Selling Price	\$205,888	\$203,601	\$200,115	\$200,369
% Change vs Prior Year	n/a	n/a	n/a	2.9%



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

and the Greater Baton Rouge Association of REALTORS®.

LOCAL

Livingston Parish

Livingston Parish employment in 1Q2016 was up 1.9 percent and the labor force grew by 1.2 percent compared to the first quarter of 2015, leading to a decline in the unemployment rate from 5.4 to 4.8 percent.

The value of taxable retail sales in 1Q2016 rose 10.0 percent compared to the first quarter of 2015.

The number of residential building permits rose 25.5 percent from the previous quarter but fell 8.8 percent compared to the first quarter of 2015.

There were 410 homes sold in Livingston Parish in 1Q2016, up 6.5 percent from 1Q2015. The average selling price in 1Q2016 was \$176,389, up 1.9 percent from 1Q2015. Combined, these increases led to an 8.5 percent increase in total volume.

Livingston Parish residents purchased 1,381 new cars and light trucks in 1Q2016, up 13.2 percent from the first quarter of 2015. Livingston Parish dealers sold 236 new vehicles within Louisiana, up 16.8 percent from 1Q2015.

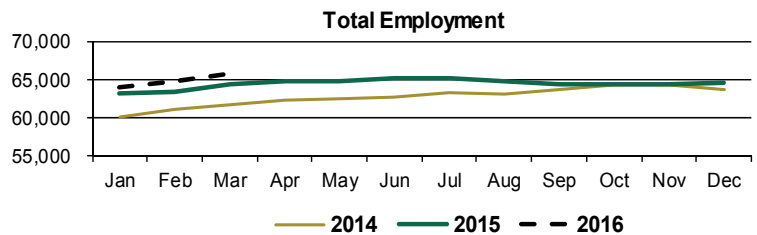
EMPLOYMENT

LIVINGSTON PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Labor Force	68,195	68,470	69,133	68,804	68,180	67,819	67,864	67,624	67,192	67,521	67,889	69,030
% Change vs Prior Year	4.7%	3.7%	3.4%	1.9%	1.1%	0.0%	-0.8%	-1.1%	-0.2%	0.6%	1.4%	1.6%
Total Employment	64,720	64,826	65,227	65,139	64,706	64,464	64,383	64,493	64,536	64,081	64,789	65,726
% Change vs Prior Year	3.9%	3.6%	3.9%	2.9%	2.5%	1.1%	0.0%	0.2%	1.4%	1.5%	2.0%	2.2%
Unemployment Rate	5.1%	5.3%	5.6%	5.3%	5.1%	4.9%	5.1%	4.6%	4.0%	5.1%	4.6%	4.8%
% Change vs Prior Year	0.7%	0.1%	-0.4%	-0.9%	-1.3%	-1.0%	-0.8%	-1.2%	-1.6%	-0.8%	-0.6%	-0.5%

	2QT-15	3QT-15	4QT-15	1QT-16
Labor Force	68,599	68,268	67,560	68,147
% Change vs Prior Year	3.9%	1.0%	-0.7%	1.2%
Total Employment	64,924	64,770	64,471	64,865
% Change vs Prior Year	3.8%	2.2%	0.5%	1.9%
Unemployment Rate	5.4%	5.1%	4.6%	4.8%
% Change vs Prior Year	0.1%	-1.1%	-1.2%	-0.6%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



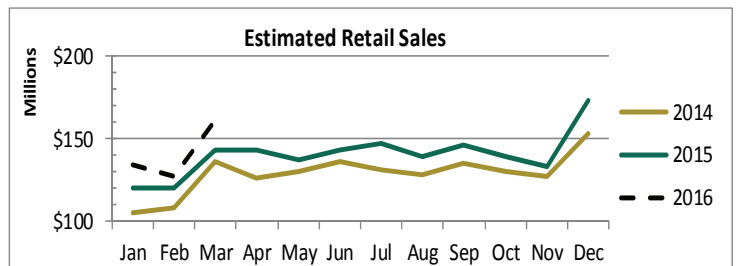
ESTIMATED RETAIL SALES

LIVINGSTON PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Estimated Retail Sales (mil.)	\$143.12	\$137.49	\$143.17	\$146.95	\$139.59	\$145.73	\$139.57	\$132.92	\$173.22	\$133.97	\$126.78	\$161.04
% Change vs Prior Month	0.0%	-3.9%	4.1%	2.6%	-5.0%	4.4%	-4.2%	-4.8%	30.3%	-22.7%	-5.4%	27.0%
% Change vs. Prior Year	13.5%	5.6%	4.7%	12.0%	8.6%	8.1%	7.0%	4.6%	13.3%	11.6%	5.4%	12.5%

	2QT-15	3QT-15	4QT-15	1QT-16
Quarterly Avg. Sales (mil.)	\$141.26	\$144.09	\$148.57	\$140.60
% Change vs. Prior Quarter	10.5%	2.0%	3.1%	-5.4%
% Change vs Prior Year	7.9%	9.5%	8.6%	10.0%

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



Livingston Parish—continued

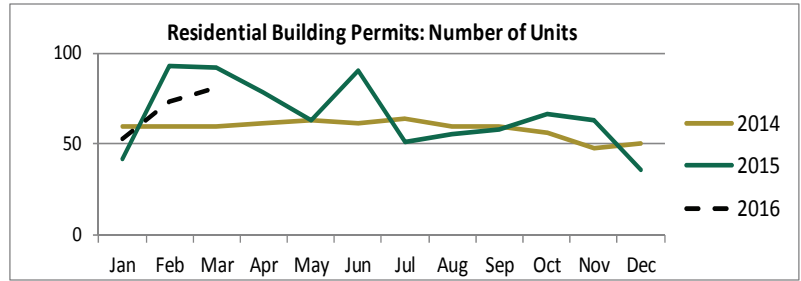
RESIDENTIAL BUILDING PERMITS

LIVINGSTON PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Total Permits	78	63	90	52	55	59	66	63	36	53	73	81
% Change vs Prior Year	27.9%	0.0%	47.5%	-18.8%	-8.3%	-1.7%	17.9%	31.3%	-28.0%	26.2%	-21.5%	-12.0%
Total Units	78	63	90	51	55	58	66	63	36	53	73	81
% Change vs Prior Year	27.9%	0.0%	47.5%	-20.3%	-8.3%	-3.3%	17.9%	31.3%	-28.0%	26.2%	-21.5%	-12.0%

	2Q-15	3Q-15	4Q-15	1Q-16
Total Permits	231	166	165	207
% Change vs Prior Year	24.9%	-9.8%	7.1%	-8.8%
Total Units	231	164	165	207
% Change vs Prior Year	24.9%	-10.9%	7.1%	-8.8%

Sources: Town of Albany, City of Denham Springs, Town of Livingston, Livingston Parish Permit Office, <http://censtats.census.gov>
(Note: City of Walker permits estimated for 3Q2014)

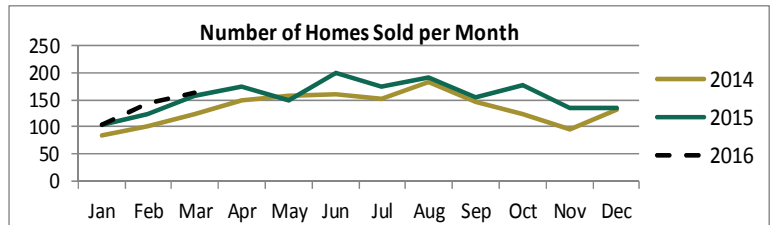


RESIDENTIAL HOME SALES

LIVINGSTON PARISH

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
Number of Homes Sold	174	150	201	175	190	155	176	134	135	103	143	164
% Change vs Prior Year	16.0%	-4.5%	24.8%	14.4%	3.8%	6.9%	40.8%	39.6%	3.1%	0.0%	15.3%	3.8%
Total Sales Volume (mil.)	\$29.7	\$27.8	\$34.4	\$30.6	\$31.7	\$27.8	\$30.5	\$22.3	\$22.4	\$17.9	\$25.1	\$29.4
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	8.0%	12.2%	5.9%
Median Selling Price	\$165,250	\$168,550	\$162,500	\$164,400	\$159,700	\$166,000	\$160,950	\$162,000	\$164,000	\$164,900	\$165,000	\$167,450
% Change vs Prior Year	9.8%	5.4%	-1.1%	1.7%	-0.8%	4.1%	3.9%	3.6%	-0.3%	4.9%	-3.5%	5.0%

	2Q-15	3Q-15	4Q-15	1Q-16
Number of Homes Sold	525	520	445	410
% Change vs Prior Year	12.2%	8.1%	26.4%	6.5%
Total Sales Volume (mil.)	n/a	n/a	\$75.2	\$72.3
% Change vs Prior Year	n/a	n/a	n/a	8.5%
Average Selling Price	n/a	n/a	\$168,897	\$176,389
% Change vs Prior Year	n/a	n/a	n/a	1.9%



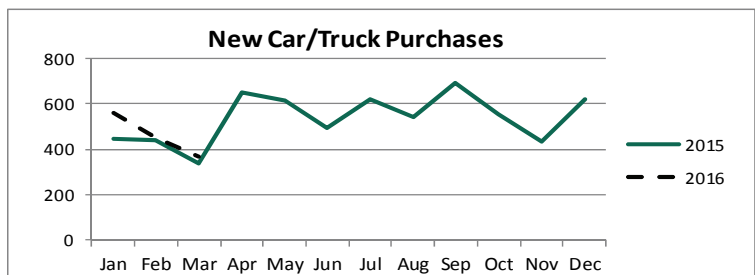
Source: Based on information from the Greater Baton Rouge Association of REALTORS® (7/2014 forward) and Gulf South Real Estate Information Network, Inc. (1/2015 forward)

New Light Vehicle Purchases & Sales

LIVINGSTON PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
New Car/Truck Purchases	649	612	496	621	544	692	556	431	622	562	454	365
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	26.6%	3.9%	7.7%
Purchases within Parish	72	79	42	48	60	76	70	39	76	61	46	49
New Car/Truck Sales*	117	130	84	86	95	128	116	66	120	91	79	66
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	49.2%	0.0%	6.5%

	2Q-15	3Q-15	4Q-15	1Q-16
New Car/Truck Purchases	1,757	1,857	1,609	1,381
% Change vs Prior Year	n/a	n/a	n/a	13.2%
Purchases within Parish	193	184	185	156
New Car/Truck Sales*	331	309	302	236
% Change vs Prior Year	n/a	n/a	n/a	16.8%



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 first quarter of 2016 fell by 1.8 percent compared to 1Q2015. The labor force declined by 4.3 percent, leading to a drop in the unemployment rate from 9.7 percent in 1Q2015 to 7.3 percent in 1Q2016.

The value of taxable retail sales in the first quarter rose 9.7 percent compared to the first quarter of 2015.

There were five residential building permits issued in 1Q2016, the same number as in 1Q2015.

There were five homes sold in St. Helena Parish in 1Q2016, with an average price of \$184,280 and a median of \$153,000.

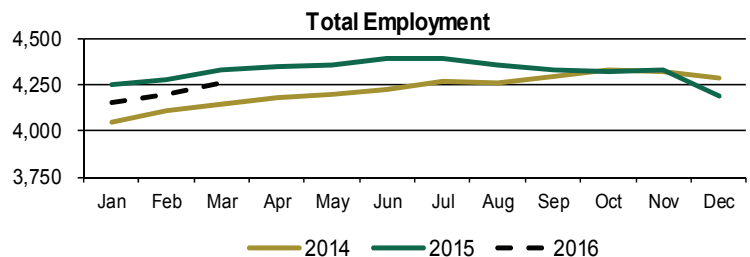
Residents of St. Helena Parish purchased 53 new cars and light trucks in the first quarter of 2016, an increase of 35.9 percent compared to 1Q2015.

EMPLOYMENT

ST. HELENA PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Labor Force	4,780	4,795	4,881	4,833	4,759	4,727	4,684	4,678	4,486	4,510	4,517	4,588
% Change vs Prior Year	-4.5%	-5.8%	-7.7%	-8.8%	-9.1%	-9.9%	-9.9%	-9.5%	-12.4%	-5.0%	-4.1%	-10.8%
Total Employment	4,345	4,356	4,394	4,394	4,359	4,333	4,318	4,330	4,185	4,156	4,200	4,259
% Change vs Prior Year	3.9%	3.7%	4.1%	2.9%	2.4%	0.8%	-0.2%	0.1%	-2.3%	-2.2%	-1.7%	-1.5%
Unemployment Rate	9.1%	9.2%	10.0%	9.1%	8.4%	8.3%	7.8%	7.4%	6.7%	7.8%	7.0%	7.2%
% Change vs Prior Year	1.0%	0.0%	-1.3%	-2.3%	-2.8%	-2.3%	-1.9%	-2.2%	-3.7%	-2.6%	-2.3%	-2.2%

	2Q-15	3Q-15	4Q-15	1Q-16
Labor Force	4,819	4,773	4,616	4,538
% Change vs Prior Year	3.8%	-0.7%	-3.6%	-4.3%
Total Employment	4,365	4,362	4,278	4,205
% Change vs Prior Year	3.9%	2.0%	-0.8%	-1.8%
Unemployment Rate	9.4%	8.6%	7.3%	7.3%
% Change vs Prior Year	-0.1%	-2.5%	-2.6%	-2.4%



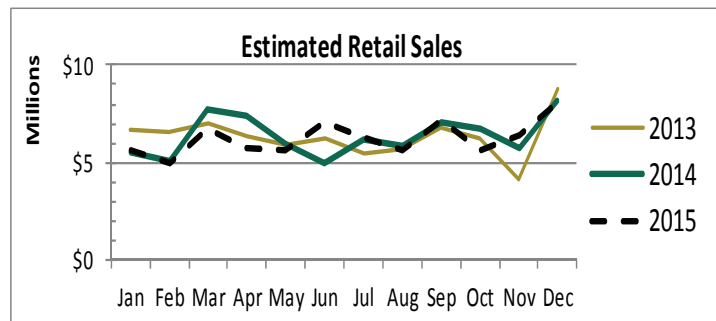
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. HELENA PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Estimated Retail Sales (mil.)	\$5.77	\$5.64	\$7.05	\$6.27	\$5.59	\$7.20	\$5.63	\$6.45	\$8.07	\$6.03	\$5.91	\$7.02
% Change vs Prior Month	-14.4%	-2.1%	24.9%	-11.1%	-10.7%	28.6%	-21.8%	14.6%	25.3%	-25.3%	-1.9%	18.7%
% Change vs. Prior Year	-21.7%	-5.4%	44.0%	2.4%	-4.9%	2.7%	-16.7%	13.6%	-1.6%	6.6%	20.8%	4.2%

	2Q-15	3Q-15	4Q-15	1Q-16
Quarterly Avg. Sales (mil.)	\$6.16	\$6.35	\$6.72	\$6.32
% Change vs. Prior Quarter	6.8%	3.2%	5.7%	-5.9%
% Change vs Prior Year	1.3%	0.2%	-2.4%	9.7%



Source: St. Helena Parish Sheriff's Office

St. Helena Parish—continued

RESIDENTIAL BUILDING PERMITS

ST. HELENA PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Total Permits	-	-	-	-	-	-	-	-	-	2	2	1
% Change vs Prior Year	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	0.0%	100.0%	-50.0%
Total Units	-	-	-	-	-	-	-	-	-	2	2	1
% Change vs Prior Year	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	0.0%	100.0%	-50.0%

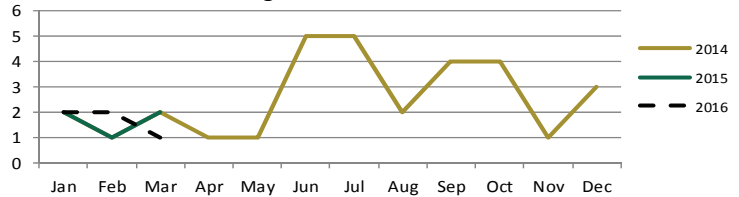
	2Q-T-15	3Q-T-15	4Q-T-15	1Q-T-16
Total Permits	-	-	-	5
% Change vs Prior Year	-100.0%	-100.0%	-100.0%	0.0%
Total Units	-	-	-	5
% Change vs Prior Year	-100.0%	-100.0%	-100.0%	0.0%

Sources: 2008-2010 - <http://censtats.census.gov> (estimates with imputation)

2011-1Q2015 - St. Helena Parish Police Jury: Building Permit Department

No data avail. for 2Q-T-15 through 4Q-T-15

Residential Building Permits: Number of Units



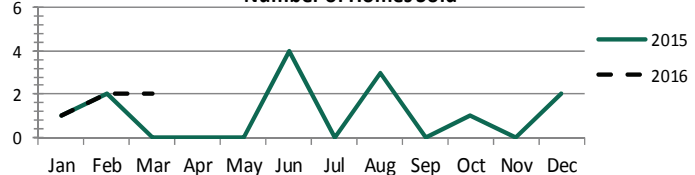
RESIDENTIAL HOME SALES

ST HELENA PARISH

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
Number of Homes Sold	-	-	4	-	3	-	1	-	2	1	2	2
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0.0%	0.0%	#DIV/0!
Total Sales Volume (mil.)	\$0.0	\$0.0	\$0.5	\$0.0	\$0.4	\$0.0	\$0.1	\$0.0	\$0.2	\$0.2	\$0.1	\$0.6
% 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	\$0	\$0	\$119,250	\$0	\$140,026	\$0	\$87,000	\$0	\$102,750	\$195,000	\$69,200	\$294,000
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	30.0%	-74.8%	#DIV/0!

	2Q-T-15	3Q-T-15	4Q-T-15	1Q-T-16
Number of Homes Sold	4	3	3	5
% Change vs Prior Year	n/a	n/a	n/a	66.7%
Total Sales Volume (mil.)	n/a	n/a	\$0.3	\$0.9
% Change vs Prior Year	n/a	n/a	n/a	31.8%
Average Selling Price	\$119,250	\$140,026	\$97,500	\$184,280
% Change vs Prior Year	n/a	n/a	n/a	-20.9%

Number of Homes Sold



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

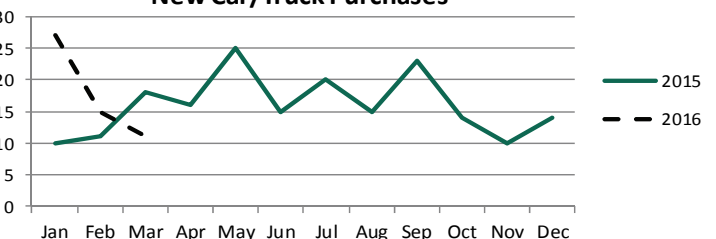
New Light Vehicle Purchases & Sales

ST. HELENA PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
New Car/Truck Purchases	16	25	15	20	15	23	14	10	14	27	15	11
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	170.0%	36.4%	-38.9%
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

	2Q-T-15	3Q-T-15	4Q-T-15	1Q-T-16
New Car/Truck Purchases	56	58	38	53
% Change vs Prior Year	n/a	n/a	n/a	35.9%
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

New Car/Truck Purchases



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 1Q2016 grew 0.7 percent from compared to 1Q2015 and the labor force declined by 0.1 percent, leading to a decline in the unemployment rate from 5.7 percent in 1Q2015 to 5.0 percent in 1Q2016.

The value of taxable retail sales in 1Q2016 rose 4.8 percent compared to the first quarter of 2015.

Building permits for residential units in 1Q2016 rose 6.9 percent from the previous quarter, but

fell 16.8 percent compared to the 1Q2015.

The number of homes sold in St. Tammany Parish and the average selling price were up 6.0 percent and 3.7 percent, respectively, compared to 1Q2015, leading to a 9.9 percent increase in total residential sales volume.

St. Tammany Parish residents purchased 2,850 cars and light trucks in 1Q2016, down 12.4 percent from the previous quarter but unchanged from 1Q2015.

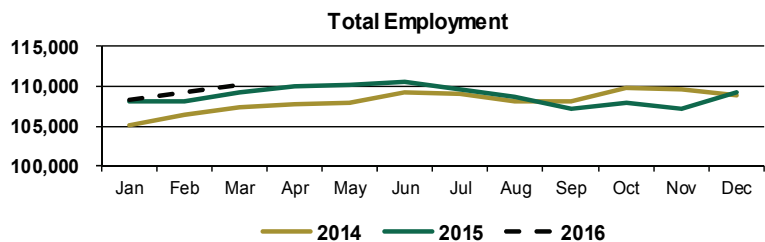
EMPLOYMENT

ST. TAMMANY PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Labor Force	116,412	116,864	117,649	116,154	114,791	113,238	114,208	112,817	113,902	114,395	114,627	116,139
% Change vs Prior Year	3.2%	2.4%	1.1%	-0.4%	-0.9%	-1.8%	-2.4%	-3.3%	-1.3%	-0.7%	0.2%	0.3%
Total Employment	110,084	110,214	110,569	109,609	108,617	107,152	107,891	107,159	109,230	108,353	109,226	110,194
% Change vs Prior Year	2.1%	2.0%	1.3%	0.5%	0.4%	-0.9%	-1.7%	-2.2%	0.3%	0.2%	1.0%	0.8%
Unemployment Rate	5.4%	5.7%	6.0%	5.6%	5.4%	5.4%	5.5%	5.0%	4.1%	5.3%	4.7%	5.1%
% Change vs Prior Year	1.0%	0.3%	-0.1%	-0.8%	-1.3%	-0.9%	-0.6%	-1.1%	-1.6%	-0.9%	-0.7%	-0.5%

	2Q15	3Q15	4Q15	1Q16
Labor Force	116,975	114,728	113,642	115,054
% Change vs Prior Year	2.2%	-1.0%	-2.4%	-0.1%
Total Employment	110,289	108,459	108,093	109,258
% Change vs Prior Year	1.8%	0.0%	-1.2%	0.7%
Unemployment Rate	5.7%	5.5%	4.9%	5.0%
% Change vs Prior Year	0.4%	-1.0%	-1.1%	-0.7%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



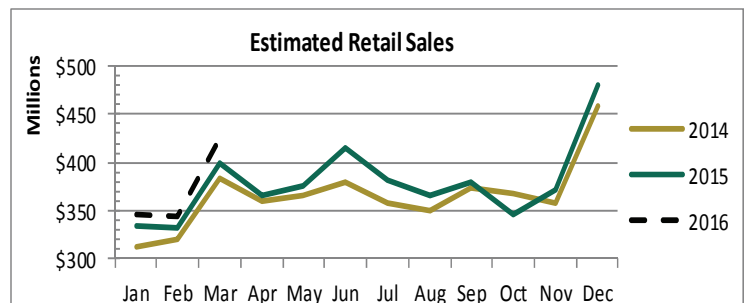
ESTIMATED RETAIL SALES

ST. TAMMANY PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Estimated Retail Sales (mil.)	\$366.73	\$376.60	\$414.81	\$381.75	\$365.29	\$380.38	\$345.58	\$370.85	\$480.49	\$346.77	\$344.88	\$424.82
% Change vs Prior Month	-8.1%	2.7%	10.1%	-8.0%	-4.3%	4.1%	-9.1%	7.3%	29.6%	-27.8%	-0.5%	23.2%
% Change vs. Prior Year	2.1%	2.9%	9.3%	6.8%	4.3%	2.0%	-6.0%	3.6%	4.7%	3.7%	4.0%	6.4%

	2Q15	3Q15	4Q15	1Q16
Quarterly Avg. Sales (mil.)	\$386.05	\$375.81	\$398.98	\$372.16
% Change vs. Prior Quarter	8.7%	-2.7%	6.2%	-6.7%
% Change vs Prior Year	4.8%	4.3%	1.0%	4.8%

Source: St. Tammany Sales and Use Tax Department



St. Tammany Parish—continued

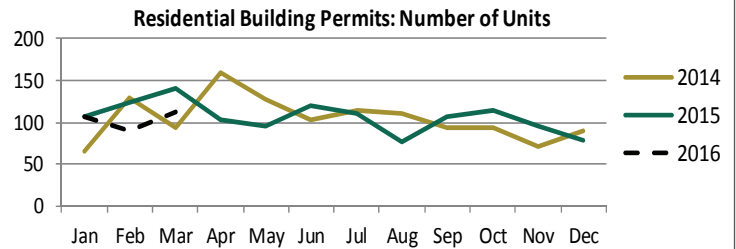
RESIDENTIAL BUILDING PERMITS

ST. TAMMANY PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Total Permits	103	96	120	110	77	106	113	96	78	106	89	113
% Change vs Prior Year	-35.6%	-25.0%	16.5%	-3.5%	-29.4%	12.8%	21.5%	35.2%	-13.3%	0.0%	-28.2%	-19.3%
Total Units	103	96	120	110	77	106	114	96	78	106	89	113
% Change vs Prior Year	-35.6%	-25.0%	16.5%	-3.5%	-30.0%	12.8%	22.6%	35.2%	-13.3%	0.0%	-28.2%	-19.3%

	2Q-T-15	3Q-T-15	4Q-T-15	1Q-T-16
Total Permits	319	293	287	308
% Change vs Prior Year	-18.4%	-7.6%	13.0%	-16.8%
Total Units	319	293	288	308
% Change vs Prior Year	-18.4%	-7.9%	13.4%	-16.8%

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)



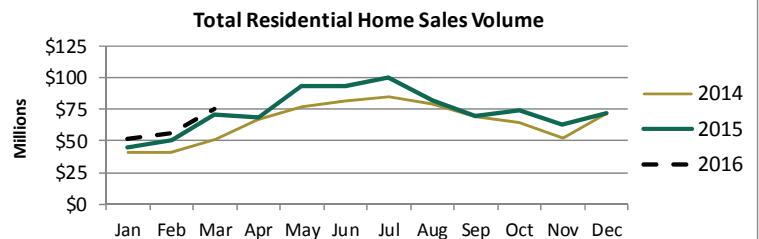
RESIDENTIAL HOME SALES

ST. TAMMANY PARISH

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
Number of Homes Sold	308	374	391	403	362	300	323	260	323	220	246	323
% Change vs Prior Year	-3.1%	16.9%	18.1%	13.5%	4.9%	-2.6%	9.9%	14.0%	16.6%	4.3%	7.4%	6.3%
Total Sales Volume (mil.)	\$68.4	\$93.8	\$93.7	\$100.0	\$81.6	\$69.4	\$74.0	\$62.9	\$72.0	\$52.0	\$56.0	\$74.8
% Change vs Prior Year	2.5%	22.6%	15.0%	18.5%	3.1%	0.6%	13.9%	19.5%	1.4%	15.7%	9.9%	6.3%
Average Selling Price	\$222,100	\$250,698	\$239,532	\$248,017	\$225,438	\$231,224	\$229,226	\$241,774	\$222,997	\$236,396	\$227,695	\$231,619
% Change vs Prior Year	5.8%	4.9%	-2.6%	4.4%	-1.7%	3.2%	3.7%	4.8%	-13.0%	11.0%	2.3%	0.0%

	2Q-T-15	3Q-T-15	4Q-T-15	1Q-T-16
Number of Homes Sold	1,073	1,065	906	789
% Change vs Prior Year	10.7%	5.7%	13.4%	6.0%
Total Sales Volume (mil.)	\$255.8	\$250.9	\$208.9	\$182.8
% Change vs Prior Year	13.9%	8.0%	10.8%	9.9%
Average Selling Price	\$238,420	\$235,612	\$230,606	\$231,727
% Change vs Prior Year	2.8%	2.2%	-2.3%	3.7%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 04/2014 to 03/2016.



New Light Vehicle Purchases & Sales

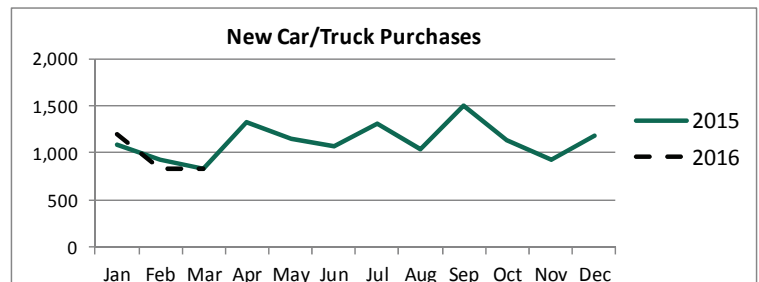
ST. TAMMANY PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
New Car/Truck Purchases	1,330	1,157	1,064	1,316	1,031	1,498	1,141	926	1,186	1,197	823	830
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	9.5%	-11.1%	-0.1%
Purchases within Parish	825	709	658	796	631	969	672	519	749	692	479	474
New Car/Truck Sales*	1,288	1,056	1,016	1,201	968	1,441	1,030	793	1,125	1,058	760	744
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	3.8%	-11.9%	4.8%

	2Q-T-15	3Q-T-15	4Q-T-15	1Q-T-16
New Car/Truck Purchases	3,551	3,845	3,253	2,850
% Change vs Prior Year	n/a	n/a	n/a	0.0%
Purchases within Parish	2,192	2,396	1,940	1,645
New Car/Truck Sales*	3,360	3,610	2,948	2,562
% Change vs Prior Year	n/a	n/a	n/a	-1.2%

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

* = Includes only new vehicle sales within Louisiana



Tangipahoa Parish

The number of employed Tangipahoa Parish residents in the first quarter of 2016 fell 2.4 percent compared to the first quarter of 2015. The labor force decreased by 2.9 percent, causing the unemployment rate to fall to 6.9 percent from the 7.4 percent of 1Q2015.

The value of taxable retail sales in the first quarter of 2016 increased 3.6 percent compared to the first quarter of 2015.

Construction permits for residential units rose 43.3 percent from the previous quarter and 56.6 percent compared to the first quarter of 2015.

The number of homes sold in Tangipahoa Parish and the average selling price were each down 1.6 percent compared to 1Q2015, leading to a 3.1 percent decrease in total sales volume.

Tangipahoa Parish residents purchased 1,177 new cars and light trucks in 1Q2016, an increase of 0.9 percent from 1,166 in the first quarter of 2015.

EMPLOYMENT

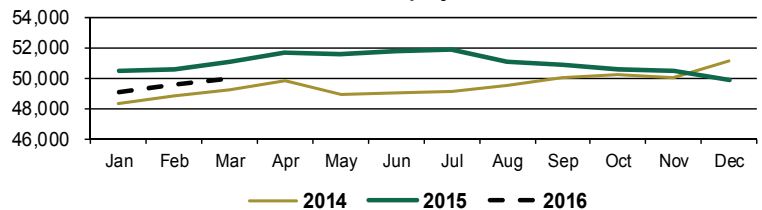
TANGIPAHOA PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Labor Force	55,590	55,744	56,255	55,990	54,947	54,618	54,363	53,990	52,860	52,922	53,041	53,585
% Change vs Prior Year	5.0%	7.0%	6.7%	5.5%	2.6%	1.5%	0.9%	0.1%	-4.5%	-3.5%	-2.6%	-2.6%
Total Employment	51,685	51,599	51,741	51,855	51,047	50,843	50,553	50,496	49,808	49,024	49,537	49,925
% Change vs Prior Year	3.9%	5.6%	5.5%	5.7%	3.0%	1.7%	0.7%	1.0%	-2.6%	-2.8%	-2.1%	-2.2%
Unemployment Rate	7.0%	7.4%	8.0%	7.4%	7.1%	6.9%	7.0%	6.5%	5.8%	7.4%	6.6%	6.8%
% Change vs Prior Year	1.0%	1.2%	1.0%	-0.1%	-0.4%	-0.2%	0.2%	-0.8%	-1.8%	-0.7%	-0.5%	-0.4%

	2Q15	3Q15	4Q15	1Q16
Labor Force	55,863	55,185	53,738	53,183
% Change vs Prior Year	6.2%	3.2%	-1.2%	-2.9%
Total Employment	51,675	51,248	50,286	49,495
% Change vs Prior Year	5.0%	3.4%	-0.3%	-2.4%
Unemployment Rate	7.5%	7.1%	6.4%	6.9%
% Change vs Prior Year	1.1%	-0.2%	-0.8%	-0.5%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program

Total Employment



ESTIMATED RETAIL SALES

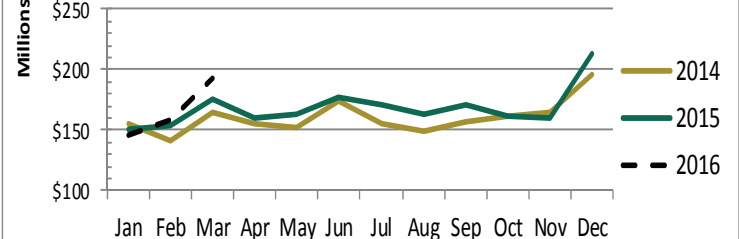
TANGIPAHOA PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Estimated Retail Sales (mil.)	\$160.69	\$162.69	\$176.73	\$170.39	\$163.05	\$170.89	\$162.25	\$160.69	\$213.23	\$146.43	\$158.20	\$192.15
% Change vs Prior Month	-8.4%	1.2%	8.6%	-3.6%	-4.3%	4.8%	-5.1%	-1.0%	32.7%	-31.3%	8.0%	21.5%
% Change vs. Prior Year	3.2%	6.5%	1.6%	10.2%	9.3%	9.1%	0.6%	-2.6%	9.1%	-2.9%	3.0%	9.6%

	2Q15	3Q15	4Q15	1Q16
Quarterly Avg. Sales (mil.)	\$166.70	\$168.11	\$178.73	\$165.59
% Change vs. Prior Quarter	4.2%	0.8%	6.3%	-7.3%
% Change vs Prior Year	3.7%	9.5%	2.8%	3.6%

Source: Sales Tax Division of the Tangipahoa Parish School System

Estimated Retail Sales



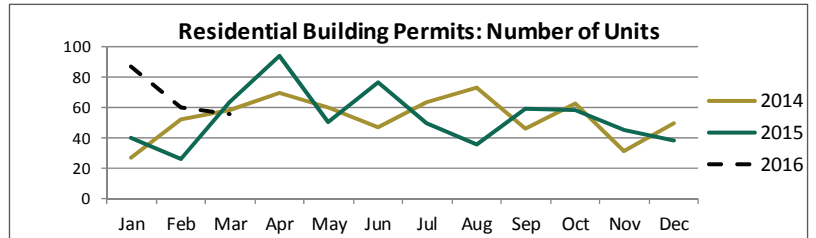
Tangipahoa Parish—continued

RESIDENTIAL BUILDING PERMITS

TANGIPAHOA PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Total Permits	75	50	76	49	35	56	58	45	38	87	60	55
% Change vs Prior Year	8.7%	-5.7%	61.7%	-19.7%	-39.7%	21.7%	-3.3%	55.2%	-22.4%	141.7%	130.8%	-9.8%
Total Units	94	50	76	49	35	59	58	45	38	87	60	55
% Change vs Prior Year	36.2%	-16.7%	61.7%	-22.2%	-52.1%	28.3%	-6.5%	45.2%	-22.4%	117.5%	130.8%	-12.7%

	2QT-15	3QT-15	4QT-15	1QT-16
Total Permits	201	140	141	202
% Change vs Prior Year	18.9%	-15.2%	2.2%	64.2%
Total Units	220	143	141	202
% Change vs Prior Year	25.0%	-21.4%	-0.7%	56.6%



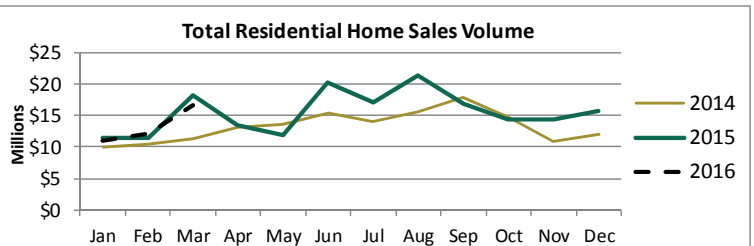
Source: Tangipahoa Parish Permit Office, City of Hammond Permit Office, City of Ponchatoula Permit Office, <http://censtats.census.gov>

RESIDENTIAL HOME SALES

TANGIPAHOA PARISH

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
Number of Homes Sold	85	74	126	113	121	99	90	88	97	70	80	103
% Change vs Prior Year	-1.2%	-20.4%	23.5%	28.4%	18.6%	-13.2%	-5.3%	25.7%	26.0%	0.0%	11.1%	-10.4%
Total Sales Volume (mil.)	\$13.5	\$11.9	\$20.3	\$17.2	\$21.3	\$16.9	\$14.4	\$14.4	\$15.7	\$10.9	\$12.1	\$16.7
% Change vs Prior Year	3.0%	-12.2%	31.5%	23.2%	36.0%	-4.9%	-2.4%	31.7%	30.2%	-5.0%	5.7%	-7.6%
Average Selling Price	\$158,380	\$160,633	\$161,087	\$152,000	\$176,020	\$170,562	\$160,139	\$164,033	\$161,649	\$155,653	\$151,477	\$162,382
% Change vs Prior Year	4.2%	10.4%	6.5%	-4.0%	14.6%	9.5%	3.1%	4.8%	3.3%	-5.0%	-4.9%	3.2%

	2QT-15	3QT-15	4QT-15	1QT-16
Number of Homes Sold	285	333	275	253
% Change vs Prior Year	1.4%	9.5%	13.6%	-1.6%
Total Sales Volume (mil.)	\$45.6	\$55.4	\$44.5	\$39.7
% Change vs Prior Year	8.6%	16.9%	17.9%	-3.1%
Average Selling Price	\$160,161	\$166,246	\$161,918	\$157,072
% Change vs Prior Year	7.1%	6.7%	3.7%	-1.6%



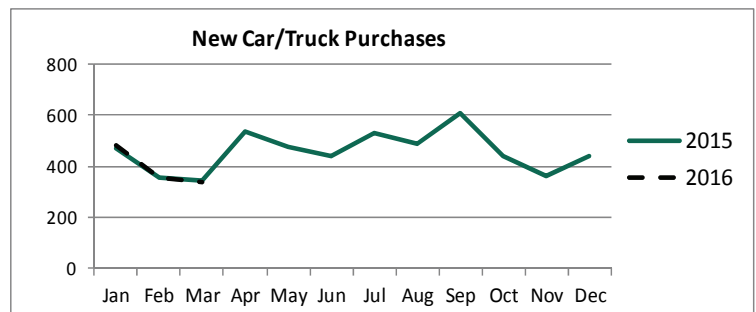
Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2013 to 12/2015.

New Light Vehicle Purchases & Sales

TANGIPAHOA PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
New Car/Truck Purchases	538	474	441	532	488	610	440	360	439	483	357	337
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	3.2%	0.3%	-1.5%
Purchases within Parish	289	246	222	299	257	336	220	205	207	256	186	193
New Car/Truck Sales*	676	469	426	573	487	630	416	378	437	519	371	421
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	16.9%	2.8%	-12.8%

	2QT-15	3QT-15	4QT-15	1QT-16
New Car/Truck Purchases	1,453	1,630	1,239	1,177
% Change vs Prior Year	n/a	n/a	n/a	0.9%
Purchases within Parish	757	892	632	635
New Car/Truck Sales*	1,571	1,690	1,231	1,311
% Change vs Prior Year	n/a	n/a	n/a	1.8%



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

* = Includes only new vehicle sales within Louisiana

Washington Parish

Total employment of Washington Parish residents in the first quarter of 2016 fell 1.6 percent compared to the first quarter of 2015. The labor force contracted by 2.2 percent, leading to a decrease in the unemployment rate to 7.3 percent from 7.8 percent in 1Q2015.

The value of taxable retail sales in Washington Parish in 1Q2016 fell 18.6 percent compared to 1Q2015 (the only parish in the Northshore to experience a year-over-year decline).

Permits for 21 residential units were issued in 1Q2016, up 10.5 percent from 19 in the previous quarter and 162.5 percent from eight in 1Q2015.

The number of Washington Parish homes sold in 1Q2016 was up 5.7 percent from 1Q2015, and the average price was up 27.4 percent, resulting in a year-over-year increase in total sales volume of 34.7 percent.

Washington Parish residents purchased 305 new cars and light trucks in the first quarter of 2016.

EMPLOYMENT

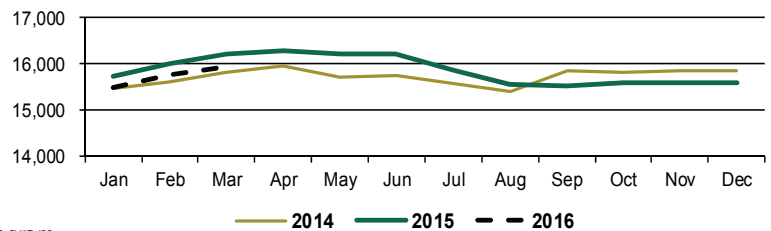
WASHINGTON PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Labor Force	17,584	17,618	17,784	17,292	16,861	16,805	16,931	16,792	16,596	16,761	16,943	17,176
% Change vs Prior Year	3.5%	3.8%	2.7%	0.5%	-0.8%	-3.2%	-2.0%	-3.0%	-3.6%	-2.5%	-2.0%	-2.0%
Total Employment	16,294	16,212	16,220	15,877	15,556	15,541	15,603	15,599	15,606	15,482	15,774	15,924
% Change vs Prior Year	2.1%	3.3%	3.0%	1.9%	0.9%	-2.1%	-1.5%	-1.7%	-1.6%	-1.7%	-1.4%	-1.7%
Unemployment Rate	7.3%	8.0%	8.8%	8.2%	7.7%	7.5%	7.8%	7.1%	6.0%	7.6%	6.9%	7.3%
% Change vs Prior Year	1.3%	0.5%	-0.2%	-1.2%	-1.6%	-1.1%	-0.5%	-1.3%	-1.9%	-0.8%	-0.5%	-0.3%

	2Q15	3Q15	4Q15	1Q16
Labor Force	17,662	16,986	16,773	16,960
% Change vs Prior Year	3.4%	-1.2%	-2.9%	-2.2%
Total Employment	16,242	15,658	15,603	15,727
% Change vs Prior Year	2.8%	0.2%	-1.6%	-1.6%
Unemployment Rate	8.0%	7.8%	7.0%	7.3%
% Change vs Prior Year	0.5%	-1.3%	-1.2%	-0.5%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program

Total Employment



ESTIMATED RETAIL SALES

WASHINGTON PARISH

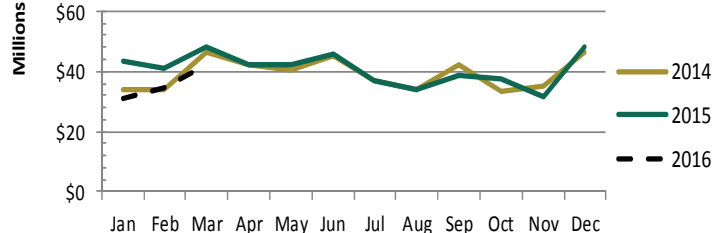
	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Estimated Retail Sales (mil.)	\$42.20	\$42.18	\$45.92	\$36.68	\$33.98	\$38.64	\$37.19	\$31.79	\$48.29	\$30.91	\$34.42	\$42.14
% Change vs Prior Month	-12.1%	-0.1%	8.9%	-20.1%	-7.4%	13.7%	-3.7%	-14.5%	51.9%	-36.0%	11.4%	22.4%
% Change vs. Prior Year	-0.3%	4.9%	1.3%	-1.2%	0.7%	-8.9%	11.0%	-9.8%	4.7%	-28.5%	-15.7%	-12.2%

	2Q15	3Q15	4Q15	1Q16
Quarterly Avg. Sales (mil.)	\$43.43	\$36.43	\$39.09	\$35.83
% Change vs. Prior Quarter	-1.4%	-16.1%	7.3%	-8.3%
% Change vs Prior Year	1.9%	-3.5%	2.1%	-18.6%

Source: Washington Parish Sheriff's Office - Sales and Use Tax Department.

Note: November and December 2014 sales tax collections in data submitted by WPSO, so retail sales for these two months were estimated by BRC.

Estimated Retail Sales



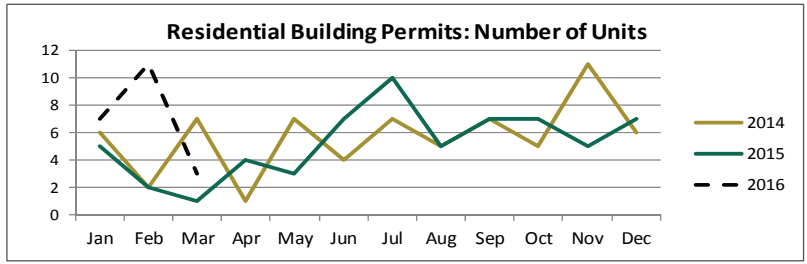
Washington Parish—continued

RESIDENTIAL BUILDING PERMITS

WASHINGTON PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
Total Permits	4	3	7	10	5	7	7	5	7	7	11	3
% Change vs Prior Year	300.0%	-57.1%	75.0%	42.9%	0.0%	0.0%	40.0%	-54.5%	16.7%	40.0%	450.0%	200.0%
Total Units	4	3	7	10	5	7	7	5	7	7	11	3
% Change vs Prior Year	300.0%	-57.1%	75.0%	42.9%	0.0%	0.0%	40.0%	-54.5%	16.7%	40.0%	450.0%	200.0%

	2QT-15	3QT-15	4QT-15	1QT-16
Total Permits	14	22	19	21
% Change vs Prior Year	16.7%	15.8%	-13.6%	162.5%
Total Units	14	22	19	21
% Change vs Prior Year	16.7%	15.8%	-13.6%	162.5%



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

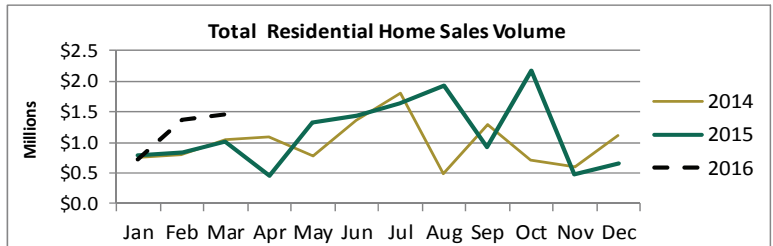
RESIDENTIAL HOME SALES

WASHINGTON PARISH

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
Number of Homes Sold	9	19	14	17	21	12	15	7	9	7	14	16
% Change vs Prior Year	-40.0%	46.2%	-22.2%	6.3%	110.0%	-14.3%	50.0%	-41.7%	-30.8%	0.0%	-17.6%	45.5%
Total Sales Volume (mil.)	\$0.5	\$1.3	\$1.4	\$1.6	\$1.9	\$0.9	\$2.2	\$0.5	\$0.7	\$0.7	\$1.4	\$1.4
% Change vs Prior Year	-58.0%	69.1%	6.7%	-8.4%	300.1%	-27.8%	200.5%	-23.0%	-41.2%	-8.6%	67.0%	41.6%
Average Selling Price	\$51,167	\$69,916	\$103,100	\$96,554	\$92,132	\$77,208	\$144,033	\$67,000	\$72,504	\$101,929	\$98,256	\$90,553
% Change vs Prior Year	-30.0%	15.7%	37.1%	-13.8%	90.5%	-15.8%	100.3%	32.0%	-15.1%	-8.6%	102.8%	-2.6%

	2QT-15	3QT-15	4QT-15	1QT-16
Number of Homes Sold	42	50	31	37
% Change vs Prior Year	-8.7%	25.0%	-11.4%	5.7%
Total Sales Volume (mil.)	\$3.2	\$4.5	\$3.3	\$3.5
% Change vs Prior Year	-0.1%	26.5%	34.6%	34.7%
Average Selling Price	\$76,960	\$90,054	\$105,872	\$95,620
% Change vs Prior Year	9.5%	1.2%	52.0%	27.4%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2013 to 12/2015.



New Light Vehicle Purchases & Sales

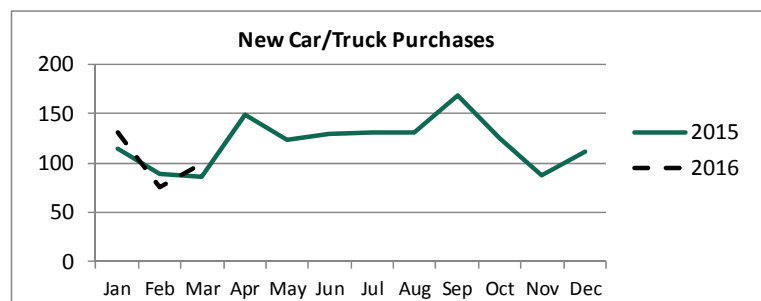
WASHINGTON PARISH

	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16
New Car/Truck Purchases	149	124	129	131	102	169	125	87	112	131	75	99
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	13.9%	-15.7%	15.1%
Purchases within Parish	15	14	16	11	11	15	19	9	10	14	4	11
New Car/Truck Sales*	17	17	21	12	19	17	20	10	15	18	5	16
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0.0%	-50.0%	23.1%

	2QT-15	3QT-15	4QT-15	1QT-16
New Car/Truck Purchases	402	402	324	305
% Change vs Prior Year	n/a	n/a	n/a	5.2%
Purchases within Parish	45	37	38	29
New Car/Truck Sales*	55	48	45	39
% Change vs Prior Year	n/a	n/a	n/a	-4.9%

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

* = Includes only new vehicle sales within Louisiana



Economic Reporter

SOUTHEASTERN

Southeastern SBDC to host

Doing Business with State & Quasi-State (Cities/Parishes) Government Agencies

Date: Tuesday, September 13, 2016

Time: 9:00 AM—11:00 AM

Location: SE LA Business Center

Louisiana Economic Development Business Services - Overview and Hands On Registration

-*SEBD Program* → Provides funds for developmental assistance, including entrepreneurial training, marketing, computer skills, accounting, legal and industry-specific assistance.

-*Hudson Initiative* → Certification program offers greater access to purchasing and contracting opportunities at the state government level.

-*Veteran Initiative* → Helps veteran-owned and service-connected disabled veteran-owned small businesses gain greater access to purchasing and contracting opportunities at the state level.

-*Bonding Assistance Program* → The program will aid small construction companies in obtaining bid, payment, and performance bonds needed to obtain work on substantial building projects.

Office of State Procurement

-Methods of procurement -Types of state contracts -Vendor registration -Types of solicitations

-How quasi-state agencies buy via LaPac

Louisiana PTAC

-What is Louisiana PTAC -Disaster Contracting in State of Louisiana Emergencies

There is no fee for this training. Please register online at:

<https://www2.lsbdc.org/reg.aspx?mode=event&event=6360036> or call (985) 549-3831.



This publication is jointly produced by the following Southeastern Louisiana University departments:

- Business Research Center
- Office of Economic & Business Development
- Southeast Louisiana Business Center
- College of Business

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Livingston Parish School Board Sales and Use Tax Division

St. Helena Parish Sheriff's Office

St. Tammany Parish Permit Office and Sheriff's Office Sales and Use Tax Department

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

Building permit offices of the following municipalities:

**Town of Abita Springs
Village of Albany
City of Denham Springs
Village of Folsom
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**