

Economic Reporter

Promoting Economic Development in Southeast Louisiana

Winter 2015-16

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NATIONAL

U.S. Economy

Herb A. Holloway
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U. S. real gross domestic product grew at a 2.0 percent annual rate during the third quarter of 2015 and was 2.1 percent higher than in the third quarter of 2014.

Total civilian employment for the third quarter of 2015 rose 1.6 percent compared to the corresponding period of the previous year while the workforce rose 0.6 percent. This led to a decline in the unemployment rate from 6.1 percent to 5.1 percent.

A survey of professional economists in November 2015 by the Federal Reserve Bank of Philadelphia projects the U.S. economy to grow 2.6, 2.5, and 2.8 percent in 2016, 2017, and 2018, respectively. An alternative set of forecasts by Wells Fargo Bank indicates gains of 1.8 and 2.3 percent in 2016 and 2017, respectively.

U.S. wages grew by 1.3 percent in 3Q2015, and total personal income increased by 1.2 percent.

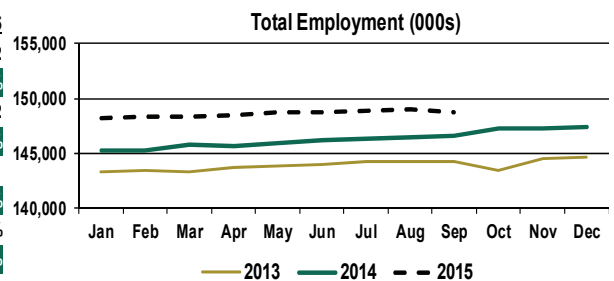
EMPLOYMENT (Seasonally Adjusted)

UNITED STATES (Numbers in Thousands)

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Labor Force	156,243	156,402	156,129	157,180	157,002	156,906	157,072	157,469	157,037	157,106	157,065	156,715
% Change vs Prior Year	1.1%	0.7%	0.7%	1.1%	0.8%	0.5%	1.1%	1.2%	0.9%	0.7%	0.7%	0.6%
Total Employment	147,260	147,331	147,442	148,201	148,297	148,331	148,523	148,795	148,739	148,840	149,036	148,800
% Change vs Prior Year	2.7%	2.0%	1.9%	2.1%	2.1%	1.7%	1.9%	2.0%	1.7%	1.7%	1.8%	1.5%
Total Nonfarm Emp.	139,840	140,263	140,592	140,793	141,059	141,144	141,367	141,625	141,870	142,093	142,246	142,383
% Change vs Prior Year	2.0%	2.1%	2.3%	2.3%	2.3%	2.2%	2.2%	2.2%	2.1%	2.1%	2.1%	2.0%
Unemployment Rate	5.7%	5.8%	5.6%	5.7%	5.5%	5.5%	5.4%	5.5%	5.3%	5.3%	5.1%	5.1%
% Change vs Prior Year	-1.5%	-1.2%	-1.1%	-0.9%	-1.1%	-1.2%	-0.8%	-0.8%	-0.8%	-0.9%	-1.0%	-0.9%

	4QT-14	1QT-15	2QT-15	3QT-15
Labor Force	156,258	157,029	157,193	156,962
% Change vs Prior Year	0.8%	0.8%	1.0%	0.6%
Total Employment	147,344	148,276	148,686	148,892
% Change vs Prior Year	2.2%	2.0%	1.9%	1.6%
Total Nonfarm Emp.	140,232	140,999	141,621	142,241
% Change vs Prior Year	2.1%	2.3%	2.2%	2.1%
Unemployment Rate	5.7%	5.6%	5.4%	5.1%
% Change vs Prior Year	-1.3%	-1.1%	-1.3%	-0.9%

Source: U.S. Bureau of Labor Statistics



STATE

Louisiana Economy

Herb A. Holloway

Research Economist

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Total state employment for the third quarter of 2015 fell 0.9 percent from the previous quarter, marking the first decline in employment since 2Q2011.

The statewide labor force for 3Q2015 fell by 1.4 percent from the previous quarter — the first quarter-over-quarter decline since 3Q2011.

The unemployment rate for the third quarter of 2015 was 6.1 percent, compared to 6.7 percent in 3Q2014.

Sales tax collections for the third quarter of 2015 increased 1.8 percent over the prior quarter and 2.0 percent compared to the third quarter of 2014.

Seasonally-adjusted state personal income increased 1.1 percent (\$2.1 billion) in the third quarter of 2015.

Net earnings were up \$1.4 billion, dividends, interest and rents increased \$347 million, and personal transfer receipts increased by \$350 million.

Industries contributing the most quarter-over-quarter growth in earnings from 2Q2015 to 3Q2015 were *Construction* (+\$261 million), *Professional, Scientific, & Technical Services* (+\$258 million), *Manufacturing: Nondurable goods* (+ \$256 million), and *Health Care and Social Assistance* (+\$254 million).

Earnings from *Mining* (which includes oil and gas exploration and production) declined by \$227 million from 2Q2015 to 3Q2015.

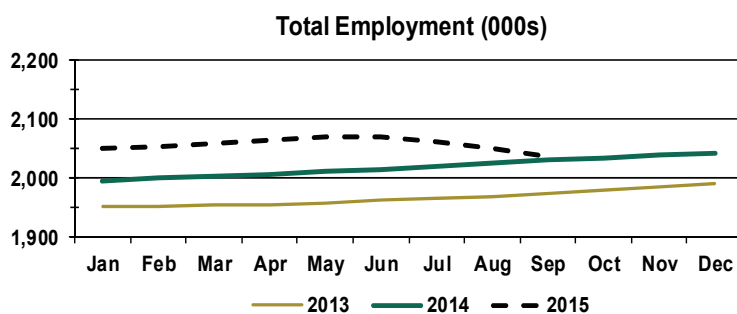
EMPLOYMENT (Seasonally Adjusted)

LOUISIANA (Numbers in Thousands)

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Labor Force	2,189	2,196	2,201	2,203	2,202	2,205	2,211	2,215	2,211	2,198	2,181	2,165
% Change vs Prior Year	4.0%	4.2%	4.4%	4.4%	4.1%	4.0%	3.9%	3.7%	2.9%	1.8%	0.5%	-0.7%
Total Employment	2,035	2,038	2,041	2,050	2,054	2,060	2,065	2,069	2,069	2,061	2,050	2,036
% Change vs Prior Year	2.8%	2.7%	2.5%	2.7%	2.7%	2.8%	2.9%	2.9%	2.7%	2.0%	1.2%	0.3%
Total Nonfarm Emp.	1,992	1,994	1,997	1,989	1,987	1,984	1,986	1,989	1,994	1,988	1,991	1,989
% Change vs Prior Year	1.5%	1.4%	1.8%	1.3%	1.0%	0.7%	0.7%	0.6%	0.7%	0.3%	0.3%	0.1%
Unemployment Rate	7.0%	7.2%	7.2%	7.0%	6.7%	6.6%	6.6%	6.6%	6.4%	6.2%	6.0%	6.0%
% Change vs Prior Year	1.1%	1.4%	1.7%	1.5%	1.3%	1.1%	0.9%	0.7%	0.2%	-0.2%	-0.7%	-0.9%

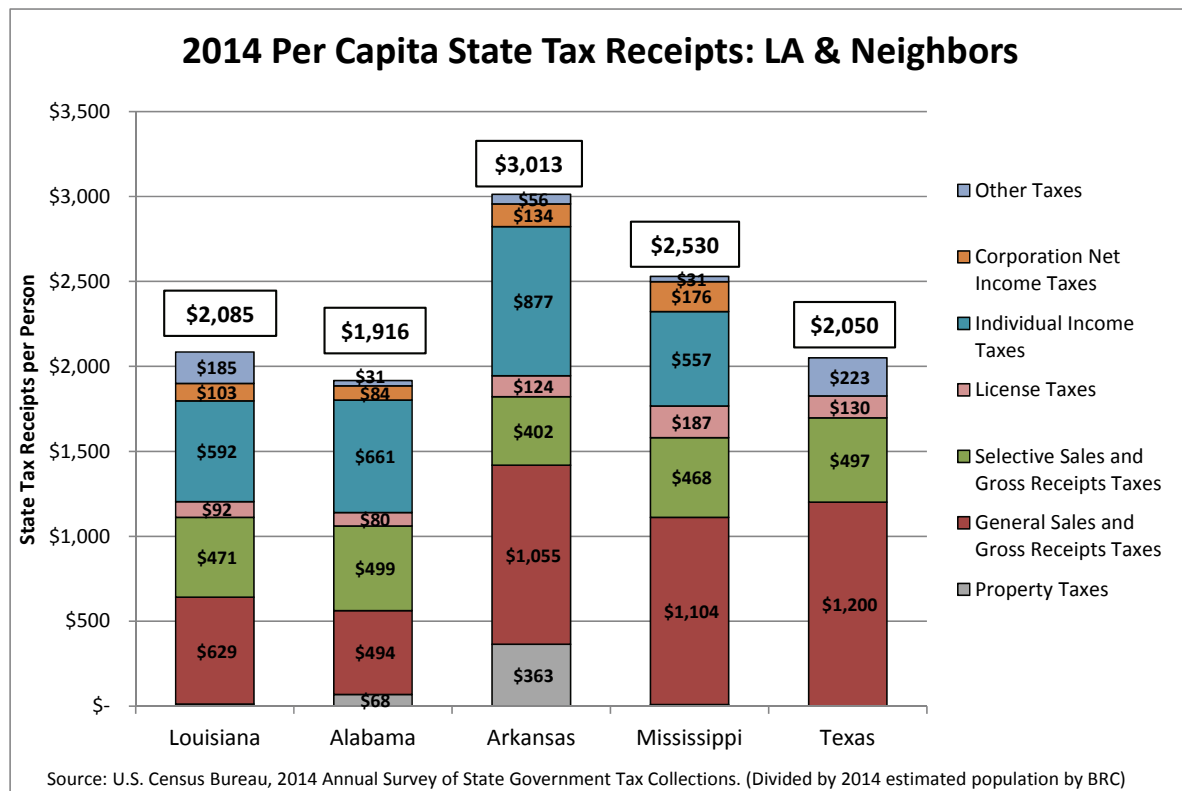
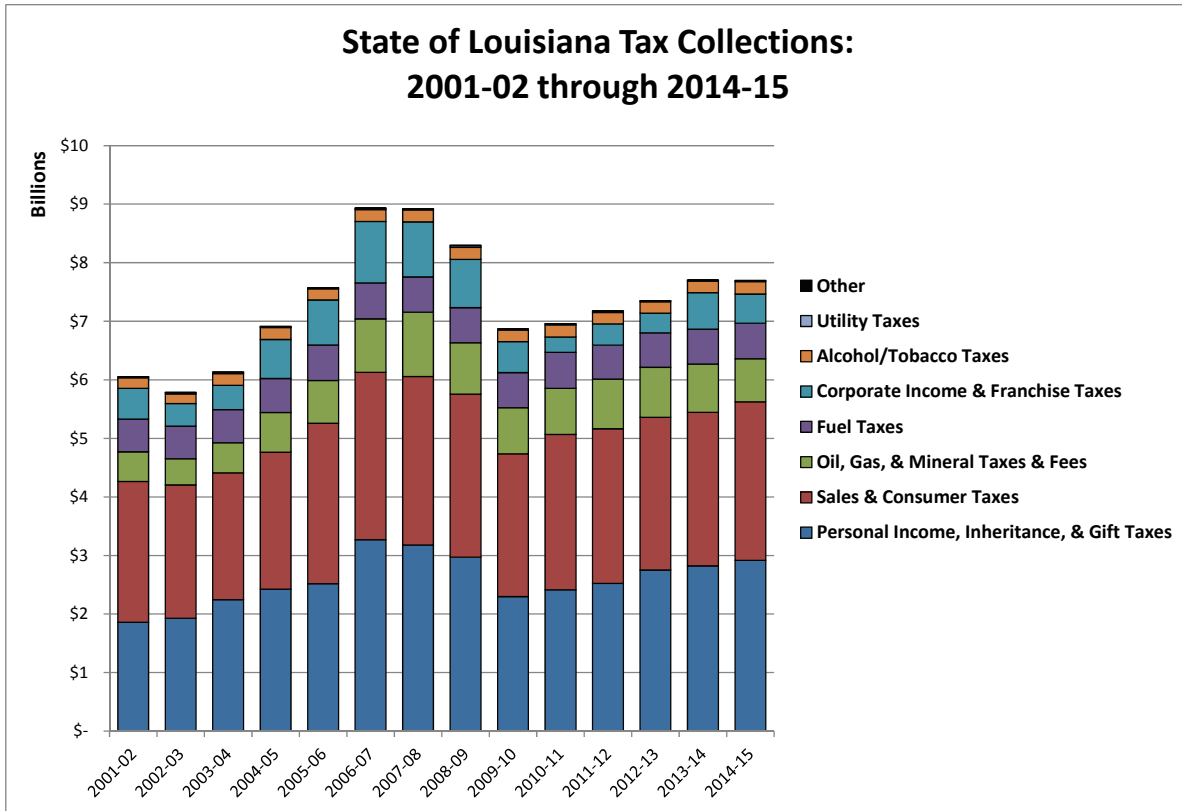
	4QT-14	1QT-15	2QT-15	3QT-15
Labor Force	2,195	2,203	2,212	2,181
% Change vs Prior Year	4.2%	4.2%	3.5%	0.5%
Total Employment	2,038	2,054	2,068	2,049
% Change vs Prior Year	2.7%	2.7%	2.8%	1.2%
Total Nonfarm Emp.	1,994	1,986	1,990	1,989
% Change vs Prior Year	1.6%	0.9%	0.6%	0.2%
Unemployment Rate	7.1%	6.8%	6.5%	6.1%
% Change vs Prior Year	1.4%	1.3%	0.6%	-0.6%

Source: Louisiana Department of Labor, Labor Market Statistics



Louisiana State Tax Receipts

Herb Holloway
Research Economist



REGIONAL

Northshore Employment

Herb A. Holloway

Research Economist

Business Research Center

Total employment in the Northshore Region (Livingston, St. Helena, St. Tammany, Tangipahoa, and Washington parishes) was 1.2 percent lower in 3Q2015 than in the previous quarter, but 1.4 percent (+3,262 jobs) higher than in the third quarter of 2014.

The total civilian work force in 3Q2015 declined by 1.5 percent from the previous quarter but was 0.4 percent larger than in 3Q2014.

The unemployment rate for the third quarter of 2015 was 5.9 percent, down 0.3 percent from the previous quarter and 0.9 percent from the 6.8 percent of 3Q2014.

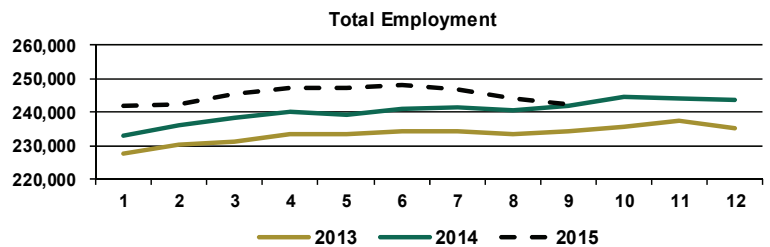
Initial unemployment insurance claims in 3Q2015 were up 1.3 percent from 3Q2014, and total weeks claimed increased by 1.1 percent.

EMPLOYMENT (Not seasonally adjusted)

NORTHSHORE REGION

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Labor Force	261,379	260,630	259,601	259,119	257,766	261,040	262,561	263,491	265,702	263,073	259,538	257,368
% Change vs Prior Year	4.5%	4.2%	5.1%	4.8%	3.7%	3.6%	4.0%	3.8%	3.0%	1.5%	0.4%	-0.7%
Total Employment	244,569	244,082	243,798	241,705	242,520	245,264	247,128	247,207	248,151	246,874	244,285	242,479
% Change vs Prior Year	3.9%	2.8%	3.6%	3.7%	2.8%	2.9%	3.0%	3.3%	3.0%	2.3%	1.6%	0.2%
Unemployment Rate	6.4%	6.5%	6.3%	6.7%	5.9%	6.0%	5.9%	6.2%	6.6%	6.2%	5.9%	5.8%
% Change vs Prior Year	0.6%	1.3%	1.4%	1.0%	0.9%	0.6%	0.9%	0.5%	0.0%	-0.7%	-1.1%	-0.8%

	4QT-14	1QT-15	2QT-15	3QT-15
Labor Force	260,537	259,308	263,918	259,993
% Change vs Prior Year	4.6%	4.0%	3.6%	0.4%
Total Employment	244,150	243,163	247,495	244,546
% Change vs Prior Year	3.4%	3.1%	3.1%	1.4%
Unemployment Rate	6.4%	6.2%	6.2%	5.9%
% Change vs Prior Year	1.1%	0.8%	0.5%	-0.9%



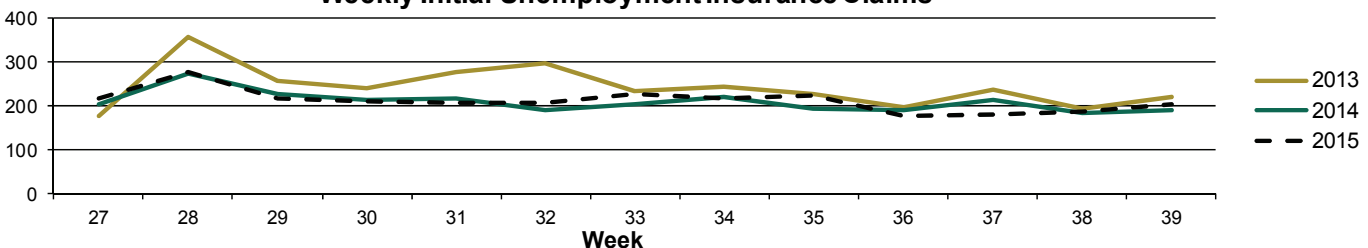
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

WEEKLY UNEMPLOYMENT INSURANCE (UI) CLAIMS

Northshore Region

Week	27	28	29	30	31	32	33	34	35	36	37	38	39
Date	7/4/15	7/11/15	7/18/15	7/25/15	8/1/15	8/8/15	8/15/15	8/22/15	8/29/15	9/5/15	9/12/15	9/19/15	9/26/15
Initial UI Claims	218	277	217	212	207	209	228	218	225	177	181	189	204
Weeks Claimed	2,194	2,219	2,296	2,243	2,262	2,233	2,092	2,049	2,002	1,982	1,928	1,934	1,913

Weekly Initial Unemployment Insurance Claims



Source: Labor Market Statistics, Local Area Unemployment Statistics Program (Week 20 data not available for 2015)

Estimated Retail Sales in the Northshore Region

The 3Q2015 value of retail sales for the region fell by 1.7 percent from the previous quarter, but was 6.0 percent higher than for 3Q2014.

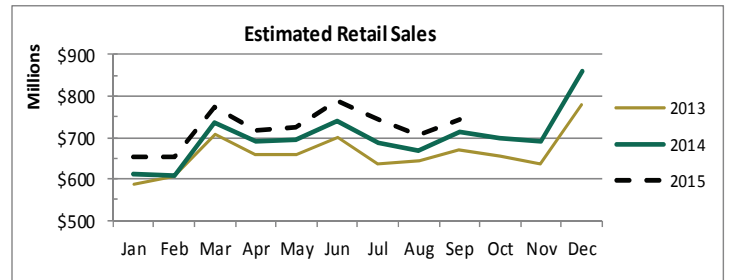
All Northshore parishes except Washington experienced year-over-year gains in sales compared to the third quarter of 2014.

ESTIMATED RETAIL SALES

NORTHSHORE REGION

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Estimated Retail Sales (mil.)	\$699.59	\$690.91	\$861.73	\$654.39	\$651.13	\$772.45	\$718.51	\$724.61	\$787.68	\$742.04	\$707.50	\$742.83
% Change vs Prior Month	-2.0%	-1.2%	24.7%	-24.1%	-0.5%	18.6%	-7.0%	0.8%	8.7%	-5.8%	-4.7%	5.0%
% Change vs. Prior Year	6.8%	8.7%	10.6%	6.7%	6.9%	4.8%	4.0%	4.2%	6.4%	8.1%	6.0%	4.0%
	4QT-14	1QT-15	2QT-15	3QT-15								
Quarterly Avg. Sales (mil.)	\$750.74	\$692.66	\$743.60	\$730.79								
% Change vs. Prior Quarter	8.9%	-7.7%	7.4%	-1.7%								
% Change vs Prior Year	8.8%	6.0%	4.9%	6.0%								

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



Residential Building Permits in the Northshore Region

The number of building permits for residential units in the Northshore region (excluding St. Helena Parish—for which data was not available) issued during 3Q2015 fell by 22.1 percent from the prior quarter and was 12.7 percent lower than the third quarter of 2014, indicating a softening outlook for residential construction.

Only Washington Parish reported an increase in building permits, with year-over-year declines in Livingston (-10.9 percent), St. Tammany (-7.9 percent), and Tangipahoa (-21.4 percent) parishes.

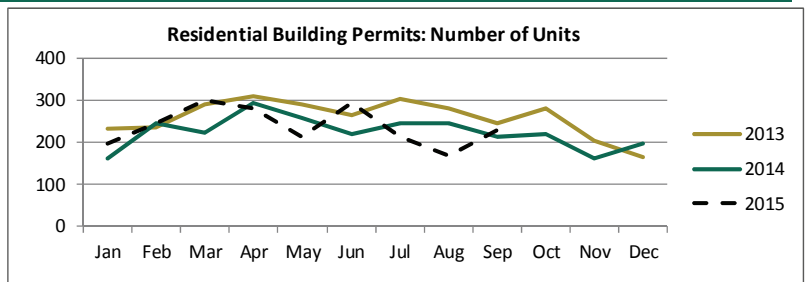
Note that permit counts for several parishes and municipalities are based on data reported to or estimated by the U.S. Census Bureau.

RESIDENTIAL BUILDING PERMITS

NORTHSHORE REGION

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Total Permits	218	160	198	191	246	296	260	212	293	215	167	228
% Change vs Prior Year	-13.1%	-17.1%	32.9%	18.6%	1.7%	33.9%	-11.0%	-15.9%	33.2%	-11.2%	-27.4%	8.1%
Total Units	220	162	198	195	246	298	279	212	293	214	167	230
% Change vs Prior Year	-21.1%	-19.8%	21.5%	21.1%	0.8%	34.8%	-4.5%	-18.1%	33.2%	-12.3%	-31.8%	9.0%

	4QT-14	1QT-15	2QT-15	3QT-15
Total Permits	576	733	765	610
% Change vs Prior Year	-2.9%	17.5%	0.1%	-10.7%
Total Units	580	739	784	611
% Change vs Prior Year	-9.9%	18.1%	1.7%	-12.7%



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. Helena Parish -- St. Helena Parish Permit Office (n/a for 2QT-15 or 3QT-15)

St. Tammany Parish -- St. Tammany Parish Permit Office, Town of Abita Springs, 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>

LOCAL

Livingston Parish

Livingston Parish 3Q2015 employment declined by 0.2 percent from the prior quarter, but was still 2.2 percent higher than for the third quarter of 2014.

The value of taxable sales rose 9.5 percent compared to the third quarter of 2014, a larger increase than the 6.0 percent for the Northshore region.

The number of permitted residential units fell 29.0 percent from the previous quarter and 10.9 percent from the third quarter of 2014, marking a

reversal of the strong growth of the second quarter.

There were 520 homes sold in Livingston Parish in 3Q2015, up 8.1 percent from 3Q2014. The average selling price in 3Q2015 was \$173,246.

Livingston Parish residents purchased 1,857 new cars and light trucks in 3Q2015, including 184 from dealers within Livingston Parish. Parish dealers also sold 125 new vehicles to residents of other parishes within Louisiana.

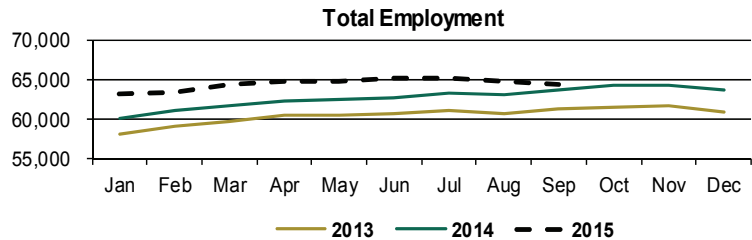
EMPLOYMENT

LIVINGSTON PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Labor Force	68,420	68,365	67,355	67,090	66,941	67,910	68,195	68,470	69,133	68,804	68,180	67,830
% Change vs Prior Year	5.3%	5.4%	5.6%	5.7%	4.7%	4.7%	4.7%	3.7%	3.4%	1.9%	1.1%	0.0%
Total Employment	64,391	64,365	63,647	63,131	63,503	64,337	64,720	64,826	65,227	65,139	64,706	64,475
% Change vs Prior Year	4.6%	4.2%	4.5%	4.9%	4.0%	4.2%	3.9%	3.6%	3.9%	2.9%	2.5%	1.1%
Unemployment Rate	5.9%	5.9%	5.5%	5.9%	5.1%	5.3%	5.1%	5.3%	5.6%	5.3%	5.1%	4.9%
% Change vs Prior Year	0.6%	1.1%	1.1%	0.7%	0.7%	0.4%	0.7%	0.1%	-0.4%	-0.9%	-1.3%	-1.0%

	4QT-14	1QT-15	2QT-15	3QT-15
Labor Force	68,047	67,314	68,599	68,271
% Change vs Prior Year	5.5%	5.0%	3.9%	1.0%
Total Employment	64,134	63,657	64,924	64,773
% Change vs Prior Year	4.4%	4.3%	3.8%	2.2%
Unemployment Rate	5.7%	5.4%	5.4%	5.1%
% Change vs Prior Year	0.9%	0.6%	0.1%	-1.1%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



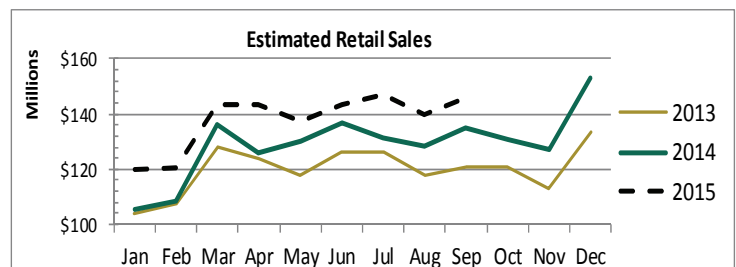
ESTIMATED RETAIL SALES

LIVINGSTON PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Estimated Retail Sales (mil.)	\$130.47	\$127.07	\$152.82	\$120.08	\$120.33	\$143.12	\$143.12	\$137.49	\$143.17	\$146.95	\$139.59	\$145.73
% Change vs Prior Month	-3.2%	-2.6%	20.3%	-21.4%	0.2%	18.9%	0.0%	-3.9%	4.1%	2.6%	-5.0%	4.4%
% Change vs. Prior Year	7.9%	12.5%	14.4%	14.1%	10.9%	5.3%	13.5%	5.6%	4.7%	12.0%	8.6%	8.1%

	4QT-14	1QT-15	2QT-15	3QT-15
Quarterly Avg. Sales (mil.)	\$136.79	\$127.85	\$141.26	\$144.09
% Change vs. Prior Quarter	4.0%	-6.5%	10.5%	2.0%
% Change vs Prior Year	11.7%	9.7%	7.9%	9.5%

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



Livingston Parish—continued

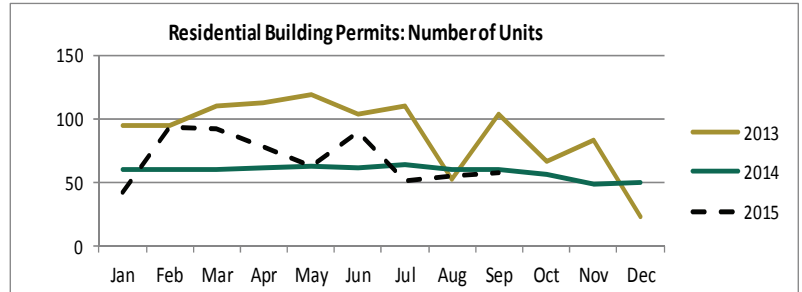
RESIDENTIAL BUILDING PERMITS

LIVINGSTON PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Total Permits	56	48	50	42	93	92	78	63	90	52	55	59
% Change vs Prior Year	-15.2%	-35.1%	117.4%	-30.0%	55.0%	53.3%	27.9%	0.0%	47.5%	-18.8%	-8.3%	-1.7%
Total Units	56	48	50	42	93	92	78	63	90	51	55	58
% Change vs Prior Year	-15.2%	-42.2%	117.4%	-30.0%	55.0%	53.3%	27.9%	0.0%	47.5%	-20.3%	-8.3%	-3.3%

	4Q-T-14	1Q-T-15	2Q-T-15	3Q-T-15
Total Permits	154	227	231	166
% Change vs Prior Year	-5.5%	26.1%	24.9%	-9.8%
Total Units	154	227	231	164
% Change vs Prior Year	-10.5%	26.1%	24.9%	-10.9%

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)

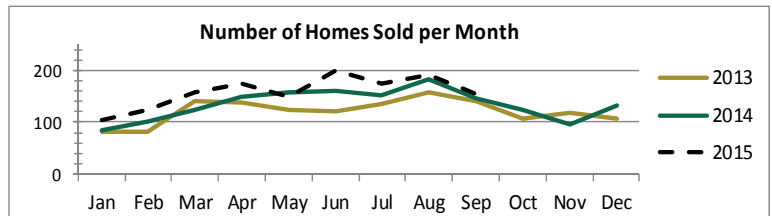


RESIDENTIAL HOME SALES

LIVINGSTON PARISH

	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Number of Homes Sold	125	96	131	103	124	158	174	150	201	175	190	155
% Change vs Prior Year	16.8%	-19.3%	21.3%	21.2%	21.6%	28.5%	16.0%	-4.5%	24.8%	14.4%	3.8%	6.9%
Total Sales Volume (mil.)	n/a	n/a	n/a	\$16.5	\$22.3	\$27.8	\$29.7	\$27.8	\$34.4	\$30.6	\$31.7	\$27.8
% 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
Median Selling Price	\$154,900	\$156,340	\$164,500	\$157,150	\$170,900	\$159,450	\$165,250	\$168,550	\$162,500	\$164,400	\$159,700	\$166,000
% Change vs Prior Year	6.8%	4.2%	3.8%	10.1%	11.5%	2.8%	9.8%	5.4%	-1.1%	1.7%	-0.8%	4.1%

	4Q-T-14	1Q-T-15	2Q-T-15	3Q-T-15
Number of Homes Sold	352	385	525	520
% Change vs Prior Year	5.4%	24.2%	12.2%	8.1%
Total Sales Volume (mil.)	n/a	n/a	\$92.0	\$90.1
% Change vs Prior Year	n/a	n/a	n/a	n/a
Average Selling Price	n/a	n/a	\$175,194	\$173,246
% Change vs Prior Year	n/a	n/a	n/a	n/a



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)

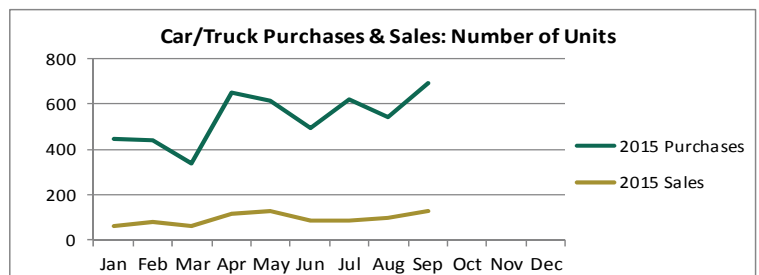
New Light Vehicle Purchases & Sales

LIVINGSTON PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
New Car/Truck Purchases				444	437	339	649	612	496	621	544	692
% Change vs Prior Year				n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Purchases within Parish				39	54	39	72	79	42	48	60	76
New Car/Truck Sales*				61	79	62	117	130	84	86	95	128
% Change vs Prior Year				n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

	4Q-T-14	1Q-T-15	2Q-T-15	3Q-T-15
New Car/Truck Purchases		1,220	1,757	1,857
% Change vs Prior Year		n/a	n/a	n/a
Purchases within Parish		132	193	184
New Car/Truck Sales*		202	331	309
% Change vs Prior Year		n/a	n/a	n/a

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 third quarter of 2015 rose 2.0 percent (+87 jobs) compared to the same quarter of the previous year. The labor force declined by 0.7 percent, causing the unemployment rate to decline to 8.6 percent from the 11.1 percent of a year ago.

The value of taxable sales rose 0.2 percent compared to the third quarter of 2014, in contrast to

the 6.0 percent average increase for the region.

There were three homes sold in St. Helena Parish in 3Q2015, with an average price of \$140,026 and a median of \$181,078.

Residents of St. Helena Parish purchased 58 new cars and light trucks in the third quarter of 2015.

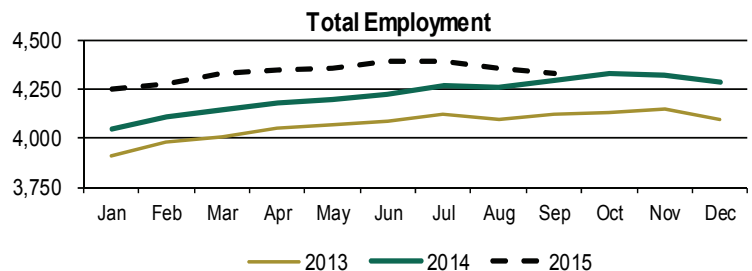
EMPLOYMENT

ST. HELENA PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Labor Force	4,792	4,786	4,780	4,746	4,712	4,775	4,780	4,795	4,881	4,833	4,759	4,727
% Change vs Prior Year	-6.2%	-5.5%	-5.2%	6.0%	4.7%	-4.8%	-4.5%	-5.8%	-7.7%	-8.8%	-9.1%	-9.9%
Total Employment	4,326	4,324	4,284	4,248	4,274	4,326	4,345	4,356	4,394	4,394	4,359	4,333
% Change vs Prior Year	4.6%	4.3%	4.6%	5.0%	4.0%	4.4%	3.9%	3.7%	4.1%	2.9%	2.4%	0.8%
Unemployment Rate	9.7%	9.7%	10.4%	10.5%	9.3%	9.4%	9.1%	9.2%	10.0%	9.1%	8.4%	8.3%
% Change vs Prior Year	-0.6%	0.3%	1.0%	0.9%	0.6%	0.6%	1.0%	0.0%	-1.3%	-2.3%	-2.8%	-2.3%

	4Q-14	1Q-15	2Q-15	3Q-15
Labor Force	4,786	4,744	4,819	4,773
% Change vs Prior Year	4.8%	5.3%	3.8%	-0.7%
Total Employment	4,311	4,283	4,365	4,362
% Change vs Prior Year	4.5%	4.4%	3.9%	2.0%
Unemployment Rate	9.9%	9.7%	9.4%	8.6%
% Change vs Prior Year	0.3%	0.7%	-0.1%	-2.5%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program

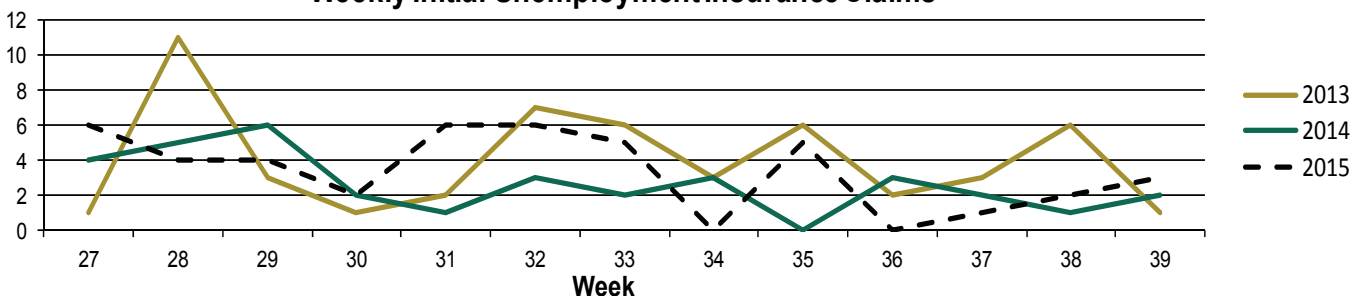


WEEKLY UNEMPLOYMENT INSURANCE (UI) CLAIMS

ST. HELENA PARISH

Week	27	28	29	30	31	32	33	34	35	36	37	38	39
Date	7/14/15	7/11/15	7/18/15	7/25/15	8/1/15	8/8/15	8/15/15	8/22/15	8/29/15	9/5/15	9/12/15	9/19/15	9/26/15
Initial UI Claims	6	4	4	2	6	6	5	0	5	0	1	2	3
Weeks Claimed	37	35	36	44	40	41	37	34	30	29	28	32	29

Weekly Initial Unemployment Insurance Claims



Source: Labor Market Statistics, Local Area Unemployment Statistics Program (Week 20 data not available for 2015)

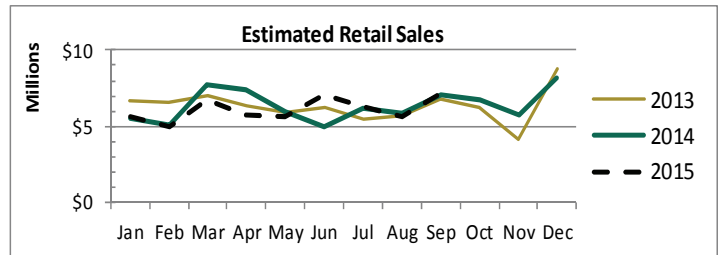
St. Helena Parish—continued

ESTIMATED RETAIL SALES

ST. HELENA PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Estimated Retail Sales (mil.)	\$6.76	\$5.68	\$8.20	\$5.66	\$4.90	\$6.74	\$5.77	\$5.64	\$7.05	\$6.27	\$5.59	\$7.20
% Change vs Prior Month	-3.6%	-16.0%	44.5%	-31.0%	-13.5%	37.6%	-14.4%	-2.1%	24.9%	-11.1%	-10.7%	28.6%
% Change vs. Prior Year	8.3%	36.2%	-6.9%	2.9%	-3.3%	-12.9%	-21.7%	-5.4%	44.0%	2.4%	-4.9%	2.7%

	4Q-14	1Q-15	2Q-15	3Q-15
Quarterly Avg. Sales (mil.)	\$6.88	\$5.76	\$6.16	\$6.35
% Change vs. Prior Quarter	8.5%	-16.2%	6.8%	3.2%
% Change vs Prior Year	7.4%	-5.5%	1.3%	0.2%



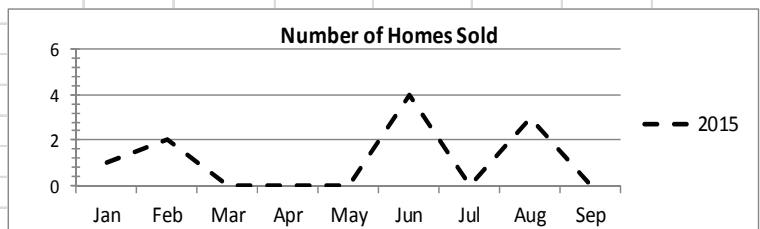
Source: St. Helena Parish Sheriff's Office

RESIDENTIAL HOME SALES

ST HELENA PARISH

	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Number of Homes Sold	-	-	-	1	2	-	-	-	4	-	3	-
% 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
Total Sales Volume (mil.)	n/a	n/a	n/a	\$0.2	\$0.5	\$0.0	\$0.0	\$0.0	\$0.5	\$0.0	\$0.4	\$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
Median Selling Price	\$0	\$0	\$0	\$150,000	\$274,500	n/a	n/a	n/a	\$138,500	n/a	n/a	\$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

	4Q-14	1Q-15	2Q-15	3Q-15
Number of Homes Sold	-	3	4	3
% Change vs Prior Year	n/a	n/a	n/a	n/a
Total Sales Volume (mil.)	n/a	n/a	\$0.5	\$0.4
% Change vs Prior Year	n/a	n/a	n/a	n/a
Average Selling Price	n/a	n/a	\$119,250	\$140,026
% Change vs Prior Year	n/a	n/a	n/a	n/a



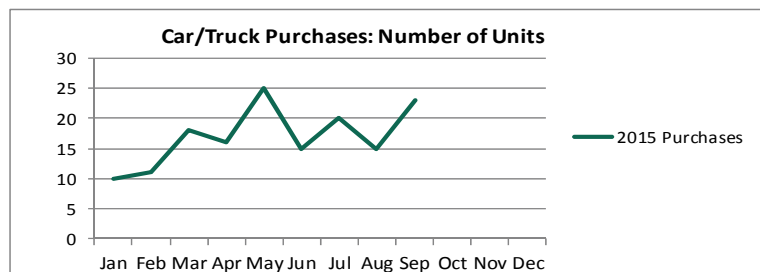
Source: Based on information from the Greater Baton Rouge Association of REALTORS® and Gulf South Real Estate Information Network, Inc. (1/2015 forward)

New Light Vehicle Purchases & Sales

ST. HELENA PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
New Car/Truck Purchases				10	11	18	16	25	15	20	15	23
% Change vs Prior Year				n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Purchases within Parish				0	0	0	0	0	0	0	0	0
New Car/Truck Sales*				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

	4Q-14	1Q-15	2Q-15	3Q-15
New Car/Truck Purchases		39	56	58
% Change vs Prior Year		n/a	n/a	n/a
Purchases within Parish		0	0	0
New Car/Truck Sales*		0	0	0
% Change vs Prior Year		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 3Q2015 was virtually unchanged compared to 3Q2014 (+32 jobs).

The labor force declined by 1.0 percent, leading to an decrease in the unemployment rate from 6.4 percent in 3Q2014 to 5.5 percent in 3Q2015.

The value of taxable retail sales in 3Q2015 rose 4.3 percent compared to the third quarter of 2014, somewhat less than the 6.0 percent gain for the entire Northshore region.

Building permits for residential units fell 8.2 percent from the previous quarter and 7.9 percent compared to the third quarter of 2014.

The number of homes sold in St. Tammany Parish and the average selling price were up 5.7 and 2.2 percent, respectively, compared to 3Q2014, leading to an 8.0 percent increase in total residential sales volume.

St. Tammany Parish residents purchased 3,845 new cars and light trucks in 3Q2015, and parish dealers sold 3,610 within Louisiana.

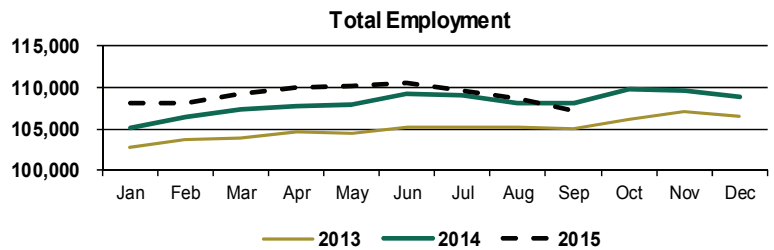
EMPLOYMENT

ST. TAMMANY PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Labor Force	117,022	116,705	115,413	115,237	114,387	115,795	116,412	116,864	117,649	116,154	114,791	113,301
% Change vs Prior Year	4.4%	3.7%	3.6%	4.1%	2.7%	2.6%	3.2%	2.4%	1.1%	-0.4%	-0.9%	-1.7%
Total Employment	109,794	109,544	108,860	108,142	108,148	109,330	110,084	110,214	110,569	109,609	108,617	107,211
% Change vs Prior Year	3.5%	2.2%	2.1%	2.9%	1.7%	1.9%	2.1%	2.0%	1.3%	0.5%	0.4%	-0.8%
Unemployment Rate	6.2%	6.1%	5.7%	6.2%	5.5%	5.6%	5.4%	5.7%	6.0%	5.6%	5.4%	5.4%
% Change vs Prior Year	0.8%	1.4%	1.4%	1.1%	0.9%	0.7%	1.0%	0.3%	-0.1%	-0.8%	-1.3%	-0.9%

	4QT-14	1QT-15	2QT-15	3QT-15
Labor Force	116,380	115,140	116,975	114,749
% Change vs Prior Year	3.9%	3.1%	2.2%	-1.0%
Total Employment	109,399	108,540	110,289	108,479
% Change vs Prior Year	2.6%	2.1%	1.8%	0.0%
Unemployment Rate	6.0%	5.7%	5.7%	5.5%
% Change vs Prior Year	1.2%	0.9%	0.4%	-1.0%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



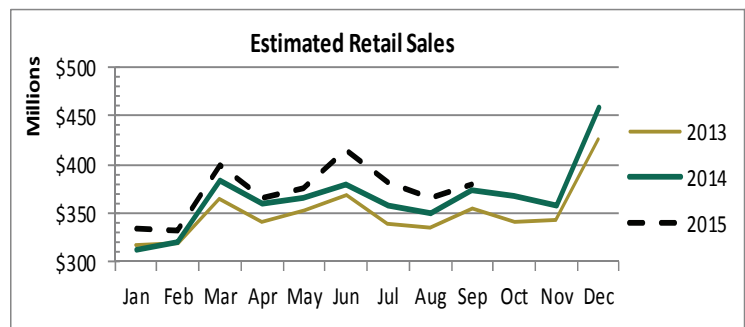
ESTIMATED RETAIL SALES

ST. TAMMANY PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Estimated Retail Sales (mil.)	\$367.61	\$357.93	\$459.13	\$334.55	\$331.54	\$399.22	\$366.73	\$376.60	\$414.81	\$381.75	\$365.29	\$380.38
% Change vs Prior Month	-1.5%	-2.6%	28.3%	-27.1%	-0.9%	20.4%	-8.1%	2.7%	10.1%	-8.0%	-4.3%	4.1%
% Change vs. Prior Year	7.6%	4.1%	8.0%	6.9%	3.5%	4.3%	2.1%	2.9%	9.3%	6.8%	4.3%	2.0%

	4QT-14	1QT-15	2QT-15	3QT-15
Quarterly Avg. Sales (mil.)	\$394.89	\$355.10	\$386.05	\$375.81
% Change vs. Prior Quarter	9.6%	-10.1%	8.7%	-2.7%
% Change vs Prior Year	6.7%	4.9%	4.8%	4.3%

Source: St. Tammany Sales and Use Tax Department



St. Tammany Parish—continued

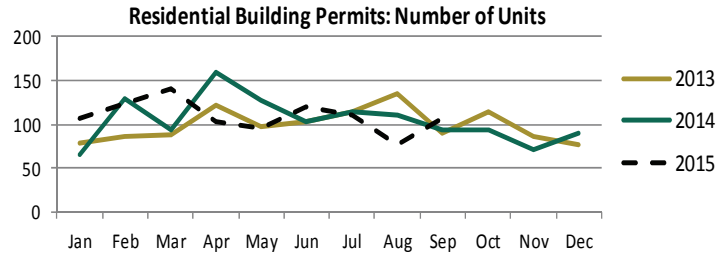
RESIDENTIAL BUILDING PERMITS

ST. TAMMANY PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Total Permits	93	71	90	106	124	140	103	96	120	110	77	106
% Change vs Prior Year	-18.4%	-16.5%	18.4%	60.6%	-3.9%	48.9%	-35.6%	-25.0%	16.5%	-3.5%	-29.4%	12.8%
Total Units	93	71	90	106	124	140	103	96	120	110	77	106
% Change vs Prior Year	-18.4%	-16.5%	18.4%	60.6%	-3.9%	48.9%	-35.6%	-25.0%	16.5%	-3.5%	-30.0%	12.8%

	4Q-T-14	1Q-T-15	2Q-T-15	3Q-T-15
Total Permits	254	370	319	293
% Change vs Prior Year	-7.6%	28.0%	-18.4%	-7.6%
Total Units	254	370	319	293
% Change vs Prior Year	-7.6%	28.0%	-18.4%	-7.9%

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



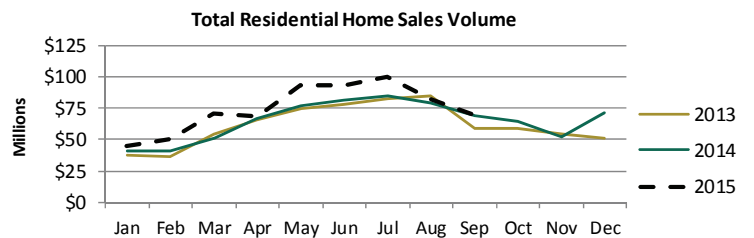
RESIDENTIAL HOME SALES

ST. TAMMANY PARISH

	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Number of Homes Sold	294	228	277	211	229	304	308	374	391	403	362	300
% Change vs Prior Year	8.5%	-6.6%	12.6%	4.5%	24.5%	34.5%	-3.1%	16.9%	18.1%	13.5%	4.9%	-2.6%
Total Sales Volume (mil.)	\$65.0	\$52.6	\$71.0	\$44.9	\$51.0	\$70.4	\$68.4	\$93.8	\$93.7	\$100.0	\$81.6	\$69.4
% Change vs Prior Year	11.2%	-2.6%	39.1%	10.8%	24.0%	39.0%	2.5%	22.6%	15.0%	18.5%	3.1%	0.6%
Average Selling Price	\$221,051	\$230,776	\$256,350	\$212,954	\$222,648	\$231,592	\$222,100	\$250,698	\$239,532	\$248,017	\$225,438	\$231,224
% Change vs Prior Year	2.5%	4.2%	23.5%	6.1%	-0.4%	3.3%	5.8%	4.9%	-2.6%	4.4%	-1.7%	3.2%

	4Q-T-14	1Q-T-15	2Q-T-15	3Q-T-15
Number of Homes Sold	799	744	1,073	1,065
% Change vs Prior Year	5.0%	21.6%	10.7%	5.7%
Total Sales Volume (mil.)	\$188.6	\$166.3	\$255.8	\$250.9
% Change vs Prior Year	15.3%	25.7%	13.9%	8.0%
Average Selling Price	\$236,064	\$223,554	\$238,420	\$235,612
% Change vs Prior Year	9.9%	3.4%	2.8%	2.2%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2013 to 09/2015.



New Light Vehicle Purchases & Sales

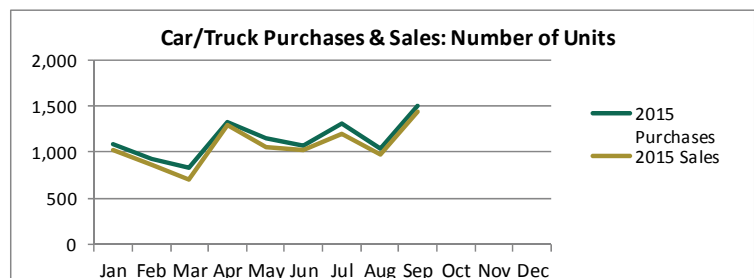
ST. TAMMANY PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
New Car/Truck Purchases				1,093	926	831	1,330	1,157	1,064	1,316	1,031	1,498
% Change vs Prior Year				n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Purchases within Parish				659	555	472	825	709	658	796	631	969
New Car/Truck Sales*				1,019	863	710	1,288	1,056	1,016	1,201	968	1,441
% Change vs Prior Year				n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

	4Q-T-14	1Q-T-15	2Q-T-15	3Q-T-15
New Car/Truck Purchases		2,850	3,551	3,845
% Change vs Prior Year		n/a	n/a	n/a
Purchases within Parish		1,686	2,192	2,396
New Car/Truck Sales*		2,592	3,360	3,610
% Change vs Prior Year		n/a	n/a	n/a

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

* = Includes only new vehicle sales within Louisiana



Economic Reporter

Tangipahoa Parish

Total employment in Tangipahoa Parish in the third quarter of 2015 grew 3.5 percent compared to the third quarter of 2014. The labor force rose 3.3 percent, causing the unemployment rate to fall to 7.1 percent from the 7.4 percent of 3Q2014.

The value of taxable sales increased 0.8 percent from the previous quarter and 9.5 percent compared to the third quarter of 2014.

Permitted residential construction units fell 35.0 percent from the previous quarter and 21.4 per-

cent compared to the third quarter of 2014, following significant increases in 2Q2015.

The number of homes sold in Tangipahoa Parish and the average selling price were up 9.5 and 6.7 percent, respectively, compared to 3Q2014, leading to a 16.9 percent increase in total volume.

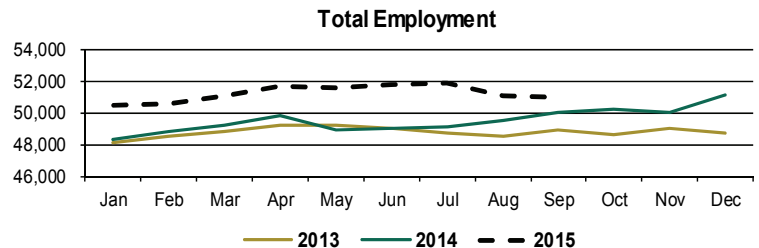
Tangipahoa Parish residents purchased 1,630 new cars and light trucks in the third quarter of 2015, including 892 from Tangipahoa Parish dealers. Parish dealers also sold 798 in other parishes.

EMPLOYMENT

TANGIPAHOA PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Labor Force	53,869	53,927	55,326	54,855	54,436	55,035	55,590	55,744	56,255	55,990	54,947	54,699
% Change vs Prior Year	3.5%	3.7%	7.2%	5.6%	4.6%	4.4%	5.0%	7.0%	6.7%	5.5%	2.6%	1.7%
Total Employment	50,225	49,987	51,146	50,440	50,593	51,069	51,685	51,599	51,741	51,855	51,047	50,916
% Change vs Prior Year	3.4%	2.1%	5.1%	4.5%	3.6%	3.7%	3.9%	5.6%	5.5%	5.7%	3.0%	1.9%
Unemployment Rate	6.8%	7.3%	7.6%	8.0%	7.1%	7.2%	7.0%	7.4%	8.0%	7.4%	7.1%	6.9%
% Change vs Prior Year	0.1%	1.4%	1.9%	1.0%	0.9%	0.7%	1.0%	1.2%	1.0%	-0.1%	-0.4%	-0.1%

	4QT-14	1QT-15	2QT-15	3QT-15
Labor Force	54,374	54,775	55,863	55,212
% Change vs Prior Year	4.8%	4.9%	6.2%	3.3%
Total Employment	50,453	50,701	51,675	51,273
% Change vs Prior Year	3.5%	3.9%	5.0%	3.5%
Unemployment Rate	7.2%	7.4%	7.5%	7.1%
% Change vs Prior Year	1.1%	0.8%	1.1%	-0.2%



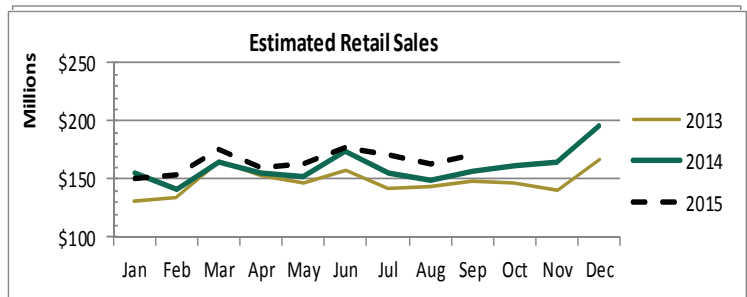
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

TANGIPAHOA PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Estimated Retail Sales (mil.)	\$161.26	\$164.98	\$195.44	\$150.85	\$153.53	\$175.35	\$160.69	\$162.69	\$176.73	\$170.39	\$163.05	\$170.89
% Change vs Prior Month	3.0%	2.3%	18.5%	-22.8%	1.8%	14.2%	-8.4%	1.2%	8.6%	-3.6%	-4.3%	4.8%
% Change vs. Prior Year	9.5%	16.9%	16.8%	-3.0%	8.9%	6.5%	3.2%	6.5%	1.6%	10.2%	9.3%	9.1%

	4QT-14	1QT-15	2QT-15	3QT-15
Quarterly Avg. Sales (mil.)	\$173.90	\$159.91	\$166.70	\$168.11
% Change vs. Prior Quarter	13.3%	-8.0%	4.2%	0.8%
% Change vs Prior Year	14.5%	4.0%	3.7%	9.5%



Source: Sales Tax Division of the Tangipahoa Parish School System

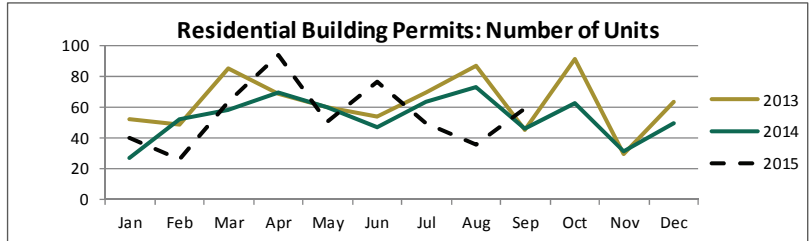
Tangipahoa Parish—continued

RESIDENTIAL BUILDING PERMITS

TANGIPAHOA PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Total Permits	60	29	49	36	26	61	75	50	76	49	35	56
% Change vs Prior Year	-4.8%	0.0%	0.0%	33.3%	-48.0%	5.2%	8.7%	-5.7%	61.7%	-19.7%	-39.7%	21.7%
Total Units	62	31	49	40	26	63	94	50	76	49	35	59
% Change vs Prior Year	-31.9%	6.9%	-22.2%	48.1%	-50.0%	8.6%	36.2%	-16.7%	61.7%	-22.2%	-52.1%	28.3%

	4QT-14	1QT-15	2QT-15	3QT-15
Total Permits	138	123	201	140
% Change vs Prior Year	-2.1%	-8.9%	18.9%	-15.2%
Total Units	142	129	220	143
% Change vs Prior Year	-22.4%	-5.8%	25.0%	-21.4%



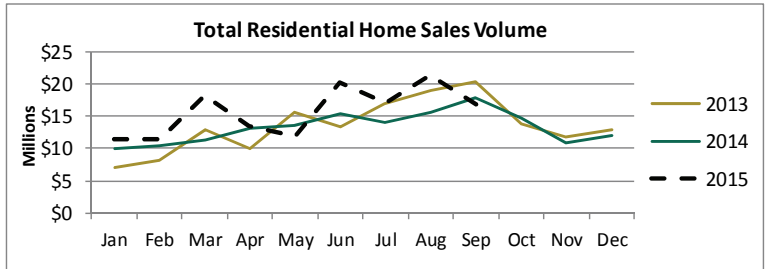
Source: Tangipahoa Parish Permit Office, City of Hammond Permit Office, City of Ponchatoula Permit Office

RESIDENTIAL HOME SALES

TANGIPAHOA PARISH

	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Number of Homes Sold	95	70	77	70	72	115	85	74	126	113	121	99
% Change vs Prior Year	5.6%	-4.1%	-3.8%	9.4%	-4.0%	57.5%	-1.2%	-20.4%	23.5%	28.4%	18.6%	-13.2%
Total Sales Volume (mil.)	\$14.8	\$11.0	\$12.0	\$11.5	\$11.5	\$18.1	\$13.5	\$11.9	\$20.3	\$17.2	\$21.3	\$16.9
% Change vs Prior Year	7.5%	-7.2%	-7.0%	15.6%	9.3%	58.9%	3.0%	-12.2%	31.5%	23.2%	36.0%	-4.9%
Average Selling Price	\$155,393	\$156,574	\$156,442	\$163,784	\$159,242	\$157,353	\$158,380	\$160,633	\$161,087	\$152,000	\$176,020	\$170,562
% Change vs Prior Year	1.9%	-3.2%	-3.4%	5.7%	13.8%	0.9%	4.2%	10.4%	6.5%	-4.0%	14.6%	9.5%

	4QT-14	1QT-15	2QT-15	3QT-15
Number of Homes Sold	242	257	285	333
% Change vs Prior Year	-0.4%	21.2%	1.4%	9.5%
Total Sales Volume (mil.)	\$37.8	\$41.0	\$45.6	\$55.4
% Change vs Prior Year	-1.9%	29.0%	8.6%	16.9%
Average Selling Price	\$156,069	\$159,634	\$160,161	\$166,246
% Change vs Prior Year	-1.5%	6.4%	7.1%	6.7%



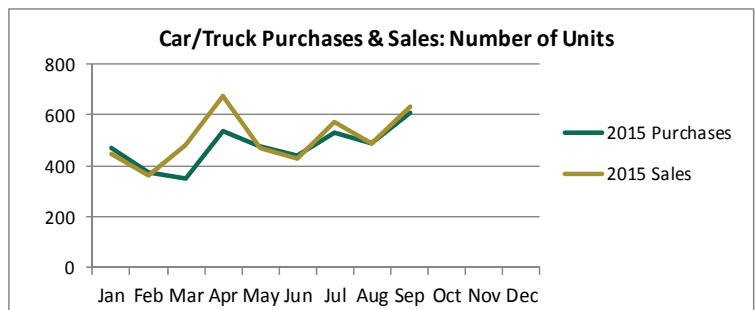
Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2013 to 09/2015.

New Light Vehicle Purchases & Sales

TANGIPAHOA PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
New Car/Truck Purchases				468	356	342	538	474	441	532	488	610
% Change vs Prior Year				n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Purchases within Parish				250	181	185	289	246	222	299	257	336
New Car/Truck Sales*				444	361	483	676	469	426	573	487	630
% Change vs Prior Year				n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

	4QT-14	1QT-15	2QT-15	3QT-15
New Car/Truck Purchases		1,166	1,453	1,630
% Change vs Prior Year		n/a	n/a	n/a
Purchases within Parish		616	757	892
New Car/Truck Sales*		1,288	1,571	1,690
% Change vs Prior Year		n/a	n/a	n/a



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

* = Includes only new vehicle sales within Louisiana

Washington Parish

Total employment in Washington Parish in the third quarter of 2015 rose 0.2 percent compared to the third quarter of 2014. The labor force shrunk by 1.2 percent, leading to a decrease in the unemployment rate to 7.8 percent from 9.1 percent in 3Q2014.

The value of taxable retail sales in 3Q2015 fell 16.1 percent from the previous quarter and 3.5 percent compared to the third quarter of 2014.

Permits for 22 residential units were issued in

3Q2015, up 15.8 percent from 19 in 3Q2014.

Washington Parish home sales in 3Q2015 were down 25.0 percent from 3Q2014, and the average price was up 1.2 percent, resulting in a year-over-year increase in total sales volume of 26.5 percent.

Washington Parish residents purchased 402 new cars and light trucks in the third quarter of 2015 — the same number as purchased in 2Q2015. Parish dealers sold 48 new vehicles in 3Q2015.

EMPLOYMENT

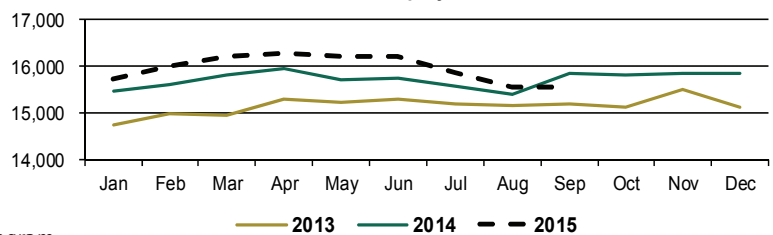
WASHINGTON PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Labor Force	17,276	17,309	17,223	17,191	17,290	17,525	17,584	17,618	17,784	17,292	16,861	16,811
% Change vs Prior Year	5.2%	4.0%	6.5%	3.5%	3.6%	3.3%	3.5%	3.8%	2.7%	0.5%	-0.8%	-3.2%
Total Employment	15,833	15,862	15,861	15,744	16,002	16,202	16,294	16,212	16,220	15,877	15,556	15,544
% Change vs Prior Year	4.6%	2.3%	4.8%	1.8%	2.5%	2.4%	2.1%	3.3%	3.0%	1.9%	0.9%	-2.1%
Unemployment Rate	8.4%	8.4%	7.9%	8.4%	7.4%	7.5%	7.3%	8.0%	8.8%	8.2%	7.7%	7.5%
% Change vs Prior Year	0.5%	1.5%	1.5%	1.5%	1.0%	0.8%	1.3%	0.5%	-0.2%	-1.2%	-1.6%	-1.1%

	4Q14	1Q15	2Q15	3Q15
Labor Force	17,269	17,335	17,662	16,988
% Change vs Prior Year	5.2%	3.4%	3.4%	-1.2%
Total Employment	15,852	15,983	16,242	15,659
% Change vs Prior Year	3.9%	2.2%	2.8%	0.2%
Unemployment Rate	8.2%	7.8%	8.0%	7.8%
% Change vs Prior Year	1.2%	1.1%	0.5%	-1.3%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program

Total Employment



ESTIMATED RETAIL SALES

WASHINGTON PARISH

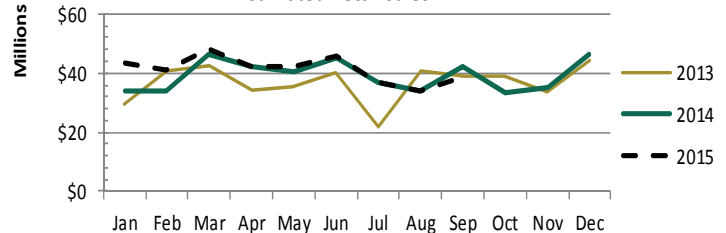
	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Estimated Retail Sales (mil.)	\$33.50	\$35.25	\$46.14	\$43.25	\$40.83	\$48.01	\$42.20	\$42.18	\$45.92	\$36.68	\$33.98	\$38.64
% Change vs Prior Month	-21.0%	5.2%	30.9%	-6.3%	-5.6%	17.6%	-12.1%	-0.1%	8.9%	-20.1%	-7.4%	13.7%
% Change vs. Prior Year	-13.8%	5.5%	3.6%	26.4%	19.8%	4.2%	-0.3%	4.9%	1.3%	-1.2%	0.7%	-8.9%

	4Q14	1Q15	2Q15	3Q15
Quarterly Avg. Sales (mil.)	\$38.30	\$44.03	\$43.43	\$36.43
% Change vs. Prior Quarter	1.4%	15.0%	-1.4%	-16.1%
% Change vs Prior Year	-1.6%	15.5%	1.9%	-3.5%

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

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

Estimated Retail Sales



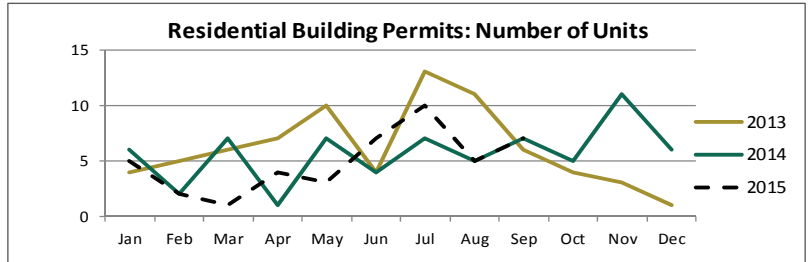
Washington Parish—continued

RESIDENTIAL BUILDING PERMITS

WASHINGTON PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
Total Permits	5	11	6	5	2	1	4	3	7	10	5	7
% Change vs Prior Year	25.0%	266.7%	500.0%	-16.7%	0.0%	-85.7%	300.0%	-57.1%	75.0%	42.9%	0.0%	0.0%
Total Units	5	11	6	5	2	1	4	3	7	10	5	7
% Change vs Prior Year	25.0%	266.7%	500.0%	-16.7%	0.0%	-85.7%	300.0%	-57.1%	75.0%	42.9%	0.0%	0.0%

	4QT-14	1QT-15	2QT-15	3QT-15
Total Permits	22	8	14	22
% Change vs Prior Year	175.0%	-46.7%	16.7%	15.8%
Total Units	22	8	14	22
% Change vs Prior Year	175.0%	-46.7%	16.7%	15.8%



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

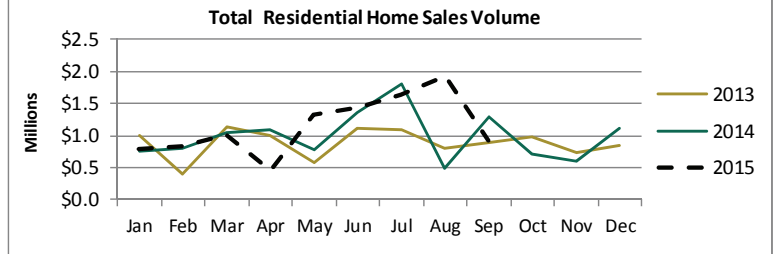
RESIDENTIAL HOME SALES

WASHINGTON PARISH

	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Number of Homes Sold	10	12	13	7	17	11	9	19	14	17	21	12
% Change vs Prior Year	-16.7%	9.1%	30.0%	-41.7%	41.7%	-15.4%	-40.0%	46.2%	-22.2%	6.3%	110.0%	-14.3%
Total Sales Volume (mil.)	\$0.7	\$0.6	\$1.1	\$0.8	\$0.8	\$1.0	\$0.5	\$1.3	\$1.4	\$1.6	\$1.9	\$0.9
% Change vs Prior Year	-26.3%	-16.6%	31.6%	3.4%	1.7%	-1.6%	-58.0%	69.1%	6.7%	-8.4%	300.1%	-27.8%
Average Selling Price	\$71,900	\$50,750	\$85,388	\$111,514	\$48,440	\$93,000	\$51,167	\$69,916	\$103,100	\$96,554	\$92,132	\$77,208
% Change vs Prior Year	-11.6%	-23.6%	1.2%	77.2%	-28.2%	16.3%	-30.0%	15.7%	37.1%	-13.8%	90.5%	-15.8%

	4QT-14	1QT-15	2QT-15	3QT-15
Number of Homes Sold	35	35	42	50
% Change vs Prior Year	6.1%	-5.4%	-8.7%	25.0%
Total Sales Volume (mil.)	\$2.4	\$2.6	\$3.2	\$4.5
% Change vs Prior Year	-4.4%	0.9%	-0.1%	26.5%
Average Selling Price	\$69,659	\$75,059	\$76,960	\$90,054
% Change vs Prior Year	-9.8%	6.7%	9.5%	1.2%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2013 to 09/2015.



New Light Vehicle Purchases & Sales

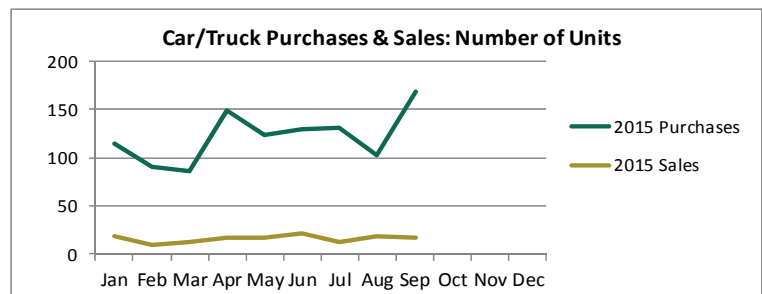
WASHINGTON PARISH

	Oct 14	Nov 14	Dec 14	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15
New Car/Truck Purchases				115	89	86	149	124	129	131	102	169
% Change vs Prior Year				n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Purchases within Parish				14	8	9	15	14	16	11	11	15
New Car/Truck Sales*				18	10	13	17	17	21	12	19	17
% Change vs Prior Year				n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

	4QT-14	1QT-15	2QT-15	3QT-15
New Car/Truck Purchases	290	402	402	402
% Change vs Prior Year		n/a	n/a	n/a
Purchases within Parish	31	45	37	37
New Car/Truck Sales*	41	55	48	48
% Change vs Prior Year		n/a	n/a	n/a

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

* = Includes only new vehicle sales within Louisiana



SOUTHEASTERN

Southeastern OSH&E program ranked among top 20 in nation

The Southeastern Louisiana University degree program in occupational safety, health and environment has been ranked among the top 20 best values in OSH&E programs in the country for 2015.

Southeastern was ranked 19th in the nation by the website collegevaluesonline.com, and was the only institution in Louisiana to be recognized. The ranking is based on quality of academics; value, which includes tuition affordability and financial aid; and the calculated average return on investment data, a guide to the success of students graduating from the program.

"We are very proud of this honor," said Lu Yuan, interim head of the Department of Computer Science and Industrial Technology. "Our primary goal is to provide area employers with highly qualified professionals who can fill much-needed positions in Louisiana industry."

Yuan, associate professor and OSH&E program coordinator, said students who graduate with the OSH&E degree automatically earn the designation of Graduate Safety Practitioner, a gateway to earning Certified Safety Professional certification.

The program is nationally accredited by the Applied Science Accreditation Commission of ABET, Inc. The program grew from a two-year associate's degree program to a four-year bachelor of science program following considerable input from managers at area industries that reported a significant need for health and safety professionals. The program prepares students for a variety of positions, including roles of safety engineers and safety supervisors. *(Article courtesy of Southeastern's Public Information Office.)*



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**