

**LEGISLATIVE FISCAL OFFICE
Fiscal Note**



Fiscal Note On: **SB 389** SLS 26RS 559
 Bill Text Version: **ENGROSSED**
 Opp. Chamb. Action:
 Proposed Amd.:
 Sub. Bill For.:

Date: April 14, 2026 11:32 AM	Author: CONNICK
Dept./Agy.: Department of Justice	
Subject: Sports agents	Analyst: Tanesha Morgan

AMUSEMENTS/SPORTS EG INCREASE GF EX See Note Page 1 of 1
 Provides for agents and athletes. (gov sig)

Proposed law provides updated rules for licensing and regulating athlete agents in Louisiana. Proposed law provides that coverage now extends beyond professional athletes to include college and high school student athletes. Proposed law provides that agents must register with the Department of Justice. An unregistered individual may begin limited work if the athlete contacts them first, but must submit a full registration application within seven days. Registration is valid for two years. Proposed law requires that when an athlete agent represents or advises an athlete in connection with an endorsement contract or endorsement activities, the agent shall execute a written endorsement representation disclosure with the athlete prior to or at the time of undertaking such representation. Proposed law provides that the division may deny, suspend, or revoke registration if an agent fails to meet requirements or has engaged in harmful conduct. Registration must be denied if an agent has been convicted of fraud, theft, embezzlement, or related crimes. Proposed law provides that agents found in violation may be fined up to \$100,000.

EXPENDITURES	2026-27	2027-28	2028-29	2029-30	2030-31	5 -YEAR TOTAL
State Gen. Fd.	INCREASE	INCREASE	INCREASE	INCREASE	INCREASE	
Agy. Self-Gen.	\$0	\$0	\$0	\$0	\$0	\$0
Ded./Other	\$0	\$0	\$0	\$0	\$0	\$0
Federal Funds	\$0	\$0	\$0	\$0	\$0	\$0
Local Funds	\$0	\$0	\$0	\$0	\$0	\$0

Annual Total

REVENUES	2026-27	2027-28	2028-29	2029-30	2030-31	5 -YEAR TOTAL
State Gen. Fd.	\$0	\$0	\$0	\$0	\$0	\$0
Agy. Self-Gen.	INCREASE	INCREASE	INCREASE	INCREASE	INCREASE	
Ded./Other	SEE BELOW	SEE BELOW	SEE BELOW	SEE BELOW	SEE BELOW	
Federal Funds	\$0	\$0	\$0	\$0	\$0	\$0
Local Funds	\$0	\$0	\$0	\$0	\$0	\$0

Annual Total

EXPENDITURE EXPLANATION

Proposed law may result in an increase in SGF expenditures in FY 27 and annualized in future fiscal years associated with one-time programming costs of approximately \$62,400 at the Secretary of State and approximately \$344,200 at the Department of Justice associated with three new positions (\$287,000) and operating expenses (\$57,200).

Secretary of State

Proposed law is anticipated to increase SGF expenditures in FY 27 for the Secretary of State by approximately \$62,400 associated with one-time programming costs to modify the department's proprietary digital application to accommodate the additional types of suits resulting from proposed law, which designates the Secretary of State as the agent for service of process for nonresident athlete agents acting in Louisiana. The department will also incur additional mailing costs associated with utilizing certified mail for each suit, estimated at less than \$20 per suit; however, since the volume of suits cannot be estimated at this time, only the IT programming costs are reflected above.

Department of Justice

Proposed law expands the athlete agent registration program administered by the Department of Justice, Public Protection Division, to include agents representing student athletes in connection with endorsement contracts and name, image, and likeness activities and imposes new background check, training, maintain a database of registered athlete agents, and compliance requirements. The department reports that it will need three (3) positions to perform the duties to include one Assistant Attorney General (\$85,000), one Paralegal (\$60,000), and one Administrative Assistant (\$60,000) plus 40% related benefits, for total personnel cost of \$287,000 (\$205,000 in salaries and \$82,000 in benefits) and average annual operating expenses of \$57,200. The total average annual cost is \$344,200 (\$287,000 personnel cost and \$57,200 operating expenses). **The LFO cannot corroborate that the proposed law's requirements will create a workload level sufficient to require three additional employees. To the extent the additional workload is less than what the department anticipates, the additional workload may be absorbable, either wholly or partially, using existing staff and resources, or may be achievable without new positions.**

REVENUE EXPLANATION

Proposed law may result in an indeterminable increase in Self-Generated Revenues at the Department of Justice associated with the expanded registration program. Under present law, agents pay \$100 annually. The LFO cannot determine the number of agents who will register under the expanded program; therefore, any increase in self-generated revenue is indeterminable. Additionally, proposed law provides that upon a finding of a violation, an administrative law judge may assess a fine not to exceed \$100,000. All fines collected shall be deposited into the Legal Support Fund. The LFO is not able to estimate the number of violations and resulting fines.

Senate Dual Referral Rules
 13.5.1 >= \$100,000 Annual Fiscal Cost {S & H}
 13.5.2 >= \$500,000 Annual Tax or Fee Change {S & H}

House
 6.8(F)(1) >= \$100,000 SGF Fiscal Cost {H & S}
 6.8(G) >= \$500,000 Tax or Fee Increase or a Net Fee Decrease {S}

Patrice Thomas
 Deputy Fiscal Officer