



Missouri Department of
Economic Development

Governor's Budget Recommendation

Fiscal Year 2023

Maggie Kost, Acting Director
573-751-4770



Missouri Department of
Economic Development

Michael L. Parson
Governor

Maggie Kost
Acting Director

February 2, 2022

The Honorable Michael L. Parson
Governor of Missouri
State Capitol, Room 216
Jefferson City, MO 65101

Governor Parson:

As Acting Director of the Missouri Department of Economic Development, it is my privilege to provide you with the Department's fiscal year 2023 budget proposal with Governor's Recommendations for your review and consideration.

Our state has faced unprecedented economic challenges over the last year, and in line with your administration's top priorities, the Department is committed to helping create greater opportunities for Missourians to prosper. We do this through an array of programs that help businesses expand, create jobs, and find the workers they need, as well as by helping strengthen our communities and attracting visitors to our state.

All of these efforts are designed to foster economic growth for our state and our citizens, as we compete in the global economic development arena. Over the last year, we have made many improvements to our Department, which will transform Missouri into the best state in the Midwest for economic development.

I would be happy to discuss the budget proposal – or answer any questions that may arise – at your convenience. I can be reached at 573-751-4770. Thank you for your commitment to Missouri and the citizens of this great state. It is an honor to serve as a member of your cabinet, and I look forward to continuing to work collaboratively to move Missouri forward.

Sincerely,

A handwritten signature in blue ink that reads "Maggie Kost".

Maggie Kost
Acting Director

**DEPARTMENT OF ECONOMIC DEVELOPMENT
FY2023 GOVERNOR'S RECOMMENDED BUDGET
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|---------------------------------------|-----|



Missouri Department of Economic Development

The Missouri Department of Economic Development (DED) helps Missourians prosper by fostering job creation and economic growth. DED uses a wide array of business retention and expansion tools and community and workforce development programs to make Missouri the best state in the Midwest for economic development.

DEPARTMENT DIVISIONS

Regional Engagement Division

The Regional Engagement Division promotes regional economic growth by coordinating the delivery of tailored solutions for business retention and expansion and community development projects. This Division serves as the first and primary contact for DED's local partners and business and community customers as they access state and federal agency resources. The Division consists of six regional teams that span the entire state.

Business and Community Solutions Division

The Business and Community Solutions Division facilitates regional economic growth by addressing economic development challenges with a combination of subject matter expertise, program administration, and innovative problem solving. This Division houses many of the state's core economic development tools and programs, which are used in close collaboration with the Regional Engagement Division to develop tailored solutions for business retention and expansion and community development projects.

Administration Division

The Administration Division provides overarching direction and ensures adequate resources are allocated to support efforts within each Division. This Division houses the director's office, general counsel, financial systems, budget and planning, and human resources.

Missouri One Start Division

The Missouri One Start Division delivers tailored workforce solutions to help create and retain jobs in Missouri. Workforce training is customized to each company's specific needs and is administered locally by community colleges and technical schools. The Division provides recruitment, pre-employment training, and specialized industry training to eligible Missouri businesses of any size, ensuring they have the right workforce, with the right skillset at the right time.

Strategy and Performance Division

The Strategy and Performance Division helps inform DED's strategic planning, program development, and performance management. It also houses the Department's legislative, communications, and marketing services and provides subject matter expertise in specialized areas.

Division of Tourism

The Division of Tourism is responsible for promoting Missouri as a premier destination for domestic and international travelers. This Division implements strategic investments in travel promotion with integrated marketing strategies that provide economic benefits for Missouri. The Division operates nine official welcome centers and works with community-based affiliate welcome centers.

Missouri Housing Development Commission

The Missouri Housing Development Commission provides financing for the construction of affordable housing and funding for home loans.



MISSOURI

Department of Economic Development



Missouri Department of
Economic Development

ASPIRATION

We will be the best economic development department in the Midwest

THEMES

Laser Focused

on supporting job creation, connecting businesses with talent, and strengthening Missouri's communities

Data Driven

using forward-looking insights to continuously inform our decisions and improve our programs

Customer Centric

with every aspect of the organization designed around the businesses and communities we serve

Regionally Targeted

to meet the diverse needs of Missouri's different economies and communities

One Team

that empowers and values the people who carry out our mission

INITIATIVES

- Design programs and processes to efficiently and effectively deploy non-broadband ARPA funds, supporting statewide recovery across 10 programs
- Design programs and processes to efficiently and effectively deploy broadband ARPA funds, supporting statewide recovery across 5 programs

- Secure and align broadband mapping resources so DED is ready to leverage address-level mapping by CY23
- Provide DED team members accessible and relevant regional economic data to better serve communities and businesses
- Enable efficient data analysis by automating connections from key DED data sources to Tableau Server

- Build new DED website that reflects the new organization and improves customer experience
- Build strategies to ensure more minority- and women-owned businesses utilize DED's business incentive programs
- Conduct an organizational assessment of the Division of Tourism

- Implement a program to support the development of key industrial sites to position Missouri and local communities for future growth

- Build a team to effectively deploy ARPA funds, supporting statewide economic recovery
- Execute a diversity, equity and inclusion initiative
- Coordinate networking and educational opportunities to align the tourism industry with economic development resources
- Create an onboarding and team development structure that promotes the growth of individual and team skill sets

Project Tomorrow

Rebuild the processes and IT systems of DED programs to align the way we work and improve experiences for customers and the team.

- Discovery (Phase I): Document DED's processes and systems
- Design (Phase II): Develop a blue print for a long-term digital infrastructure solution
- Build (Phase III): Build and launch new software solutions

Department strategic overview: FY2023 Budget

| | |
|---------------------------------|--|
| DEPARTMENT: | <i>Department of Economic Development</i> |
| ACTING DIRECTOR: | <i>Maggie Kost</i> |
| DEPARTMENT ASPIRATION: | <i>We will help Missourians prosper.</i> |
| HIGHLIGHTS FROM FY21 | <ul style="list-style-type: none"> * Assisted in 10,084 new and retained job commitments and nearly \$2 billion of new capital investment in FY21. * More than 22,000 workers trained through the customized training program through Missouri One Start in FY21. * Distributed more than \$73 million in CARES Act recovery programs to support Missouri's businesses, communities, and citizens impacted by the COVID-19 pandemic. <ul style="list-style-type: none"> - Small Business Grant, \$15.1 million (664 recipients) - Family-Owned Farms Grant, \$1.9 million (297 recipients) - Nonprofit Relief and Recovery Grant, \$18.2 million (190 recipients) - PPE Production Grant, \$20 million (48 recipients) - Tourism Industry Relief Grant, \$15 million (31 recipients) - Incubator and Coworking space Grant, \$750 thousand (13 recipients) - Emergency Broadband Investment, \$2.4 million (12 recipients) * Executed a \$3.25 million "Show Me You Care" campaign focused on COVID-19 mitigation practices that achieved 132 million impressions. * Launched the "That's my MO" marketing campaign, generating nearly 475 million total impressions, including paid media, organic social and earned media coverage related to tourism in Missouri from March 15-June 30, 2021. During initial launch, from April-June, the campaign generated nearly 11.7 million engagements on social media. * Engaged with stakeholders of DED's Historic Tax Credit (HTC) program to drive improvements to application process and transitioned to an online application acceptance system. * Initiated monthly strategic initiative and department dashboard meetings to drive department improvements and decision making. * Launched a more modern department logo and brand standards. |
| FY22 & 23 PRIORITIES | <ul style="list-style-type: none"> * Deploy nearly \$1 billion in federal assistance, continuing to drive economic recovery through investments in key workforce, community development, and infrastructure priorities, including significant investments in broadband * Continue to improve Missouri One Start's portfolio of workforce solutions, adapting to meet the evolving needs of businesses * Develop a marketing initiative for the state of Missouri that leverages the power of one brand to attract business, workers and tourism to our state * Implement new digital systems to reduce application processing times and improve citizen experience |

State Auditor's Reports and Oversight Evaluations

| Program or Division Name | Type of Report | Date Issued | Website |
|---------------------------------|-----------------------|--------------------|----------------|
| | | | |

Missouri Sunset Act Report

| Program | Statutes Establishing | Sunset Date | Review Status |
|--|------------------------------|--------------------|----------------------|
| Missouri Downtown Economic Stimulus Act (MODESA) | 99.915 - 99.980, RSMo | 1/1/2013 | |
| Distressed Area Land Assemblage Tax Credit | 99.1025, RSMo | 8/28/2013 | |
| Qualified Equity Investments Tax Credit (New Markets) | 135.680 - 135.682, RSMo | 9/4/2013 | |
| Film Production Project Tax Credit | 135.750, RSMo | 11/28/2013 | |
| Missouri Automotive Manufacturing Jobs Act | 620.1910, RSMo | 10/12/2016 | |
| Missouri Works New Jobs Training | 620.800 - 620.809, RSMo | 8/28/2030 | |
| Missouri Works Job Retention Training | 620.800 - 620.809, RSMo | 8/28/2030 | |
| Missouri Works Job Development Fund | 620.800 - 620.809, RSMo | 8/28/2030 | |
| Missouri Works Business Incentives | 620.2000 - 620.2020, RSMo | 8/28/2030 | |
| Amateur Sporting Tax Credit | 67.3000, RSMo | 8/28/2025 | |
| Amateur Sporting Contribution Tax Credit | 67.3005, RSMo | 8/28/2025 | |
| Division of Tourism Supplemental Revenue Fund | 620.467, RSMo | 6/30/2020 | |
| Bring Jobs Home Act | 143.1100, RSMo | 8/28/2022 | |
| Advanced Industrial Manufacturing Zones Act (AIM Zone) | 68.075, RSMo | 8/28/2030 | |
| Innovation Campus Tax Credit Program | 620.2600, RSMo | 8/28/2020 | |

NEW DECISION ITEM
RANK: 2 OF

| | |
|---|-----------------------------------|
| Department _____ | Budget Unit <u>Various</u> |
| Department-wide _____ | |
| Pay Plan - FY 2023 Cost to Continue DI# 000012 | HB Section <u>Various</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|----------|-----------------------------------|----------------|----------------|----------------|
| | GR | Federal | Other | Total | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | 489,175 | 117,275 | 225,995 | 832,445 |
| EE | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>489,175</u> | <u>117,275</u> | <u>225,995</u> | <u>832,445</u> |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---------|--------|--------|---------|
| Est. Fringe | 163,971 | 39,311 | 75,754 | 279,036 |
|--------------------|---------|--------|--------|---------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts:

Other Funds:
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|--|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input checked="" type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

To help address high turnover and vacancy rates across the state, funding is needed to address statewide salary needs. The FY 2023 budget includes appropriation authority for three pay plan components and their associated fringes:

- 5.5% pay increase for employees
- \$15/hr state employee baseline wage adjustment
- Compression adjustments between positions

NEW DECISION ITEM
RANK: 2 OF

| | |
|---|-----------------------------------|
| Department _____ | Budget Unit <u>Various</u> |
| Department-wide _____ | |
| Pay Plan - FY 2023 Cost to Continue <u>DI# 0000012</u> | HB Section <u>Various</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The appropriated amount for the Fiscal Year 2023 pay plan was based on a 5.5% pay increase for employees, raising the baseline wage of employees to \$15/hr, and adjustments related to compression issues as a result of the increases.
 The 5.5 percent COLA increase is based on the average increase of four general structure adjustment economic indicators:
 Consumer Price Index for the Midwest – 6.4 percent;
 Employment Cost Index – 4.3 percent;
 World at Work Salary Budget Increases – 2.9 percent; and
 Personal Income – 8.3 percent.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| Budget Object Class/Job Class | | | | | | | 0 | | |
| 100-Salaries and Wages | | | | | | | 0 | 0.0 | |
| Total PS | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Grand Total | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |

| | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|--------------------------------------|-----------------------------------|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|
| Budget Object Class/Job Class | | | | | | | 0 | | |
| 100-Salaries and Wages | 489,175 | | 117,275 | | 225,995 | | 832,445 | 0.0 | |
| Total PS | 489,175 | 0.0 | 117,275 | 0.0 | 225,995 | 0.0 | 832,445 | 0.0 | 0 |
| Grand Total | 489,175 | 0.0 | 117,275 | 0.0 | 225,995 | 0.0 | 832,445 | 0.0 | 0 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| REGIONAL ENGAGEMENT | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| DESIGNATED PRINCIPAL ASST DEPT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,188 | 0.00 |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,389 | 0.00 |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,140 | 0.00 |
| OFFICE WORKER MISCELLANEOUS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,222 | 0.00 |
| ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 6,722 | 0.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,543 | 0.00 |
| ADMIN SUPPORT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,020 | 0.00 |
| RESEARCH/DATA ANALYST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 48 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 7,079 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 23,145 | 0.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 44,257 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 12,654 | 0.00 |
| ECONOMIC DEVELOPMENT MANAGER | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,485 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 114,892 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$114,892 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$87,822 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$25,164 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$1,906 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------------|------------|-------------|------------|-------------|------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS & COMMUNITY SOLUTIONS | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 6,040 | 0.00 |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 8,135 | 0.00 |
| MISCELLANEOUS PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 141 | 0.00 |
| PRINCIPAL ASST BOARD/COMMISSON | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 275 | 0.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 14,099 | 0.00 |
| SENIOR PROGRAM SPECIALIST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 275 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 17,954 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 36,909 | 0.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 49,018 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 10,449 | 0.00 |
| ECONOMIC DEVELOPMENT MANAGER | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,862 | 0.00 |
| SENIOR ACCOUNTS ASSISTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,898 | 0.00 |
| LEAD AUDITOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,366 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 154,421 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$154,421 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$66,826 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$58,744 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$28,851 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS AND COMMNTY SOLUTIONS ARPA | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| GRANTS SPECIALIST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$2,846 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$2,846 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO COMMUNITY SVS COMM | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| MISCELLANEOUS PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 56 | 0.00 |
| PRINCIPAL ASST BOARD/COMMISSON | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,488 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,697 | 0.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,530 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,066 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 17,837 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$17,837 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$17,837 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|------------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO COMMUNITY SERV COMM ARPA | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,190 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,190 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$3,190 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$3,190 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI ONE START | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 6,248 | 0.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,323 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,412 | 0.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 18,940 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 7,121 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 40,044 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$40,044 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$2,326 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$37,718 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO JOB DEV FUND TRANSFER | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,361 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,361 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$50,361 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$50,361 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STRATEGY AND PERFORM | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| DESIGNATED PRINCIPAL ASST DEPT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,245 | 0.00 |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 8,377 | 0.00 |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,685 | 0.00 |
| SPECIAL ASST PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 10,331 | 0.00 |
| PRINCIPAL ASST BOARD/COMMISSON | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,780 | 0.00 |
| ADMIN SUPPORT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,170 | 0.00 |
| SENIOR PROGRAM SPECIALIST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,254 | 0.00 |
| RESEARCH/DATA ANALYST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,070 | 0.00 |
| PUBLIC RELATIONS COORDINATOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,250 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,455 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,909 | 0.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,544 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 58,070 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$58,070 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$44,726 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$3,780 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$9,564 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| RURAL BROADBAND GRANT | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| GRANTS SPECIALIST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$2,846 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$2,846 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MILITARY ADVOCATE | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 7,365 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,083 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,448 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$9,448 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$9,448 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------|------------|-------------|------------|-------------|------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM-TRANSFER | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 178,614 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 178,614 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$178,614 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$178,614 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 6,201 | 0.00 |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 11,833 | 0.00 |
| PRINCIPAL ASST BOARD/COMMISSON | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,526 | 0.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 11,012 | 0.00 |
| ASSOCIATE CUSTOMER SERVICE REP | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 27,271 | 0.00 |
| LEAD CUSTOMER SERVICE REP | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 26,190 | 0.00 |
| ASSOC RESEARCH/DATA ANALYST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,751 | 0.00 |
| PUBLIC RELATIONS SPECIALIST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,072 | 0.00 |
| SR PUBLIC RELATIONS SPECIALIST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 8,623 | 0.00 |
| PUBLIC RELATIONS COORDINATOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,478 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,581 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 10,435 | 0.00 |
| ECONOMIC DEVELOPMENT MANAGER | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,378 | 0.00 |
| INTERMEDIATE ACCOUNTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,032 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 129,383 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$129,383 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$129,383 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ADMINISTRATIVE SERVICES | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| STATE DEPARTMENT DIRECTOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 7,787 | 0.00 |
| DEPUTY STATE DEPT DIRECTOR | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,148 | 0.00 |
| DESIGNATED PRINCIPAL ASST DEPT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,232 | 0.00 |
| LEGAL COUNSEL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 597 | 0.00 |
| CHIEF COUNSEL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 6,796 | 0.00 |
| DEPUTY GENERAL COUNSEL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,022 | 0.00 |
| ADMIN SUPPORT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,079 | 0.00 |
| SENIOR RESEARCH/DATA ANALYST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,410 | 0.00 |
| AGENCY BUDGET SENIOR ANALYST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,775 | 0.00 |
| SENIOR ACCOUNTS ASSISTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,602 | 0.00 |
| ACCOUNTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,647 | 0.00 |
| INTERMEDIATE ACCOUNTANT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,601 | 0.00 |
| ACCOUNTANT MANAGER | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,453 | 0.00 |
| HUMAN RESOURCES GENERALIST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,698 | 0.00 |
| HUMAN RESOURCES SPECIALIST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,372 | 0.00 |
| HUMAN RESOURCES MANAGER | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 6,274 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 70,493 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$70,493 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$49,052 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$2,868 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$18,573 | 0.00 |

NEW DECISION ITEM

RANK: 2 OF _____

| | |
|---|-----------------------------------|
| Department: Economic Development | Budget Unit <u>Various</u> |
| Division: Various | |
| DI Name Pay Plan - FY 2022 Cost to Continue DI# 0000013 | HB Section <u>Various</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|---------------|---------------|----------------|
| | GR | Federal | Other | Total |
| PS | 69,111 | 18,071 | 30,566 | 117,748 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 69,111 | 18,071 | 30,566 | 117,748 |
| | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|---------------|---------------|----------------|
| | GR | Federal | Other | Total |
| PS | 69,111 | 18,071 | 30,566 | 117,748 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 69,111 | 18,071 | 30,566 | 117,748 |
| | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|--------|-------|--------|--------|
| Est. Fringe | 23,166 | 6,057 | 10,246 | 39,469 |
|--------------------|--------|-------|--------|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|--------|-------|--------|--------|
| Est. Fringe | 23,166 | 6,057 | 10,246 | 39,469 |
|--------------------|--------|-------|--------|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|--|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input checked="" type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

The FY 2022 budget includes appropriation authority for a 2% pay increase for employees beginning January 1, 2022. The remaining six months were unfunded, but the stated intent of the legislature was to provide the funding in FY 2023.

NEW DECISION ITEM

RANK: 2 OF _____

| | | | |
|---|---------------------------|----------------------------------|-----------------------------------|
| Department: Economic Development | | | Budget Unit <u>Various</u> |
| Division: Various | | | |
| DI Name <u>Pay Plan - FY 2022 Cost to Continue</u> | DI# <u>0000013</u> | HB Section <u>Various</u> | |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The appropriated amount for the Fiscal Year 2022 pay plan was based on a 2% pay increase for employees beginning January 1, 2022. The Fiscal Year 2023 requested amount is equivalent to the remaining six months in order to provide the core funding necessary for a full fiscal year.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| 100-Salaries and Wages | 69,111 | | 18,071 | | 30,566 | | 117,748 | 0.0 | |
| Total PS | 69,111 | 0.0 | 18,071 | 0.0 | 30,566 | 0.0 | 117,748 | 0.0 | 0 |
| Grand Total | 69,111 | 0.0 | 18,071 | 0.0 | 30,566 | 0.0 | 117,748 | 0.0 | 0 |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|--------------------------------------|-----------------------------------|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|
| | | | | | | | 0 | | |
| 100-Salaries and Wages | 69,111 | | 18,071 | | 30,566 | | 117,748 | 0.0 | |
| Total PS | 69,111 | 0.0 | 18,071 | 0.0 | 30,566 | 0.0 | 117,748 | 0.0 | 0 |
| Grand Total | 69,111 | 0.0 | 18,071 | 0.0 | 30,566 | 0.0 | 117,748 | 0.0 | 0 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|-----------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| REGIONAL ENGAGEMENT | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| DESIGNATED PRINCIPAL ASST DEPT | 0 | 0.00 | 0 | 0.00 | 390 | 0.00 | 390 | 0.00 |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 961 | 0.00 | 961 | 0.00 |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 560 | 0.00 | 560 | 0.00 |
| OFFICE WORKER MISCELLANEOUS | 0 | 0.00 | 0 | 0.00 | 143 | 0.00 | 143 | 0.00 |
| ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 366 | 0.00 | 366 | 0.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 300 | 0.00 | 300 | 0.00 |
| ADMIN SUPPORT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 182 | 0.00 | 182 | 0.00 |
| RESEARCH/DATA ANALYST | 0 | 0.00 | 0 | 0.00 | 9 | 0.00 | 9 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 1,394 | 0.00 | 1,394 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 2,772 | 0.00 | 2,772 | 0.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 7,306 | 0.00 | 7,306 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 2,255 | 0.00 | 2,255 | 0.00 |
| ECONOMIC DEVELOPMENT MANAGER | 0 | 0.00 | 0 | 0.00 | 628 | 0.00 | 628 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 17,266 | 0.00 | 17,266 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$17,266 | 0.00 | \$17,266 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$12,441 | 0.00 | \$12,441 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$4,485 | 0.00 | \$4,485 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$340 | 0.00 | \$340 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|-----------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS & COMMUNITY SOLUTIONS | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 1,076 | 0.00 | 1,076 | 0.00 |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 1,450 | 0.00 | 1,450 | 0.00 |
| MISCELLANEOUS PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 25 | 0.00 | 25 | 0.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 919 | 0.00 | 919 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 3,559 | 0.00 | 3,559 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 6,570 | 0.00 | 6,570 | 0.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 8,820 | 0.00 | 8,820 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 1,372 | 0.00 | 1,372 | 0.00 |
| ECONOMIC DEVELOPMENT MANAGER | 0 | 0.00 | 0 | 0.00 | 503 | 0.00 | 503 | 0.00 |
| SENIOR ACCOUNTS ASSISTANT | 0 | 0.00 | 0 | 0.00 | 873 | 0.00 | 873 | 0.00 |
| LEAD AUDITOR | 0 | 0.00 | 0 | 0.00 | 600 | 0.00 | 600 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 25,767 | 0.00 | 25,767 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$25,767 | 0.00 | \$25,767 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$10,835 | 0.00 | \$10,835 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$9,790 | 0.00 | \$9,790 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$5,142 | 0.00 | \$5,142 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|----------------|-------------|----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO COMMUNITY SVS COMM | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| MISCELLANEOUS PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 10 | 0.00 | 10 | 0.00 |
| PRINCIPAL ASST BOARD/COMMISSON | 0 | 0.00 | 0 | 0.00 | 978 | 0.00 | 978 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 1,016 | 0.00 | 1,016 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 607 | 0.00 | 607 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 2,611 | 0.00 | 2,611 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$2,611 | 0.00 | \$2,611 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$2,611 | 0.00 | \$2,611 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|----------------|-------------|----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI ONE START | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 1,114 | 0.00 | 1,114 | 0.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 348 | 0.00 | 348 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 430 | 0.00 | 430 | 0.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 1,964 | 0.00 | 1,964 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 1,270 | 0.00 | 1,270 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 5,126 | 0.00 | 5,126 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$5,126 | 0.00 | \$5,126 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$415 | 0.00 | \$415 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$4,711 | 0.00 | \$4,711 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|----------------|-------------|----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO JOB DEV FUND TRANSFER | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 0 | 0.00 | 6,192 | 0.00 | 6,192 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 6,192 | 0.00 | 6,192 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$6,192 | 0.00 | \$6,192 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$6,192 | 0.00 | \$6,192 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|-----------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STRATEGY AND PERFORM | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| DESIGNATED PRINCIPAL ASST DEPT | 0 | 0.00 | 0 | 0.00 | 400 | 0.00 | 400 | 0.00 |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 1,493 | 0.00 | 1,493 | 0.00 |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 1,726 | 0.00 | 1,726 | 0.00 |
| SPECIAL ASST PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 1,817 | 0.00 | 1,817 | 0.00 |
| PRINCIPAL ASST BOARD/COMMISSON | 0 | 0.00 | 0 | 0.00 | 674 | 0.00 | 674 | 0.00 |
| ADMIN SUPPORT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 387 | 0.00 | 387 | 0.00 |
| SENIOR PROGRAM SPECIALIST | 0 | 0.00 | 0 | 0.00 | 402 | 0.00 | 402 | 0.00 |
| RESEARCH/DATA ANALYST | 0 | 0.00 | 0 | 0.00 | 547 | 0.00 | 547 | 0.00 |
| PUBLIC RELATIONS COORDINATOR | 0 | 0.00 | 0 | 0.00 | 401 | 0.00 | 401 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 972 | 0.00 | 972 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 518 | 0.00 | 518 | 0.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 988 | 0.00 | 988 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 10,325 | 0.00 | 10,325 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$10,325 | 0.00 | \$10,325 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$7,953 | 0.00 | \$7,953 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$674 | 0.00 | \$674 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$1,698 | 0.00 | \$1,698 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|----------------|-------------|----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MILITARY ADVOCATE | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 1,313 | 0.00 | 1,313 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 371 | 0.00 | 371 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 1,684 | 0.00 | 1,684 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$1,684 | 0.00 | \$1,684 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$1,684 | 0.00 | \$1,684 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|-----------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM-TRANSFER | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 0 | 0.00 | 21,212 | 0.00 | 21,212 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 21,212 | 0.00 | 21,212 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$21,212 | 0.00 | \$21,212 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$21,212 | 0.00 | \$21,212 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|-----------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| DIVISION DIRECTOR | 0 | 0.00 | 0 | 0.00 | 1,027 | 0.00 | 1,027 | 0.00 |
| DESIGNATED PRINCIPAL ASST DIV | 0 | 0.00 | 0 | 0.00 | 2,237 | 0.00 | 2,237 | 0.00 |
| PRINCIPAL ASST BOARD/COMMISSON | 0 | 0.00 | 0 | 0.00 | 460 | 0.00 | 460 | 0.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 720 | 0.00 | 720 | 0.00 |
| ASSOCIATE CUSTOMER SERVICE REP | 0 | 0.00 | 0 | 0.00 | 1,476 | 0.00 | 1,476 | 0.00 |
| LEAD CUSTOMER SERVICE REP | 0 | 0.00 | 0 | 0.00 | 1,842 | 0.00 | 1,842 | 0.00 |
| ASSOC RESEARCH/DATA ANALYST | 0 | 0.00 | 0 | 0.00 | 510 | 0.00 | 510 | 0.00 |
| PUBLIC RELATIONS SPECIALIST | 0 | 0.00 | 0 | 0.00 | 1,470 | 0.00 | 1,470 | 0.00 |
| SR PUBLIC RELATIONS SPECIALIST | 0 | 0.00 | 0 | 0.00 | 1,566 | 0.00 | 1,566 | 0.00 |
| PUBLIC RELATIONS COORDINATOR | 0 | 0.00 | 0 | 0.00 | 620 | 0.00 | 620 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 460 | 0.00 | 460 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 1,860 | 0.00 | 1,860 | 0.00 |
| ECONOMIC DEVELOPMENT MANAGER | 0 | 0.00 | 0 | 0.00 | 800 | 0.00 | 800 | 0.00 |
| INTERMEDIATE ACCOUNTANT | 0 | 0.00 | 0 | 0.00 | 560 | 0.00 | 560 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 15,608 | 0.00 | 15,608 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$15,608 | 0.00 | \$15,608 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$15,608 | 0.00 | \$15,608 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|-----------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ADMINISTRATIVE SERVICES | | | | | | | | |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| STATE DEPARTMENT DIRECTOR | 0 | 0.00 | 0 | 0.00 | 1,388 | 0.00 | 1,388 | 0.00 |
| DEPUTY STATE DEPT DIRECTOR | 0 | 0.00 | 0 | 0.00 | 918 | 0.00 | 918 | 0.00 |
| DESIGNATED PRINCIPAL ASST DEPT | 0 | 0.00 | 0 | 0.00 | 754 | 0.00 | 754 | 0.00 |
| LEGAL COUNSEL | 0 | 0.00 | 0 | 0.00 | 106 | 0.00 | 106 | 0.00 |
| CHIEF COUNSEL | 0 | 0.00 | 0 | 0.00 | 1,212 | 0.00 | 1,212 | 0.00 |
| DEPUTY GENERAL COUNSEL | 0 | 0.00 | 0 | 0.00 | 895 | 0.00 | 895 | 0.00 |
| ADMIN SUPPORT PROFESSIONAL | 0 | 0.00 | 0 | 0.00 | 727 | 0.00 | 727 | 0.00 |
| AGENCY BUDGET SENIOR ANALYST | 0 | 0.00 | 0 | 0.00 | 673 | 0.00 | 673 | 0.00 |
| SENIOR ACCOUNTS ASSISTANT | 0 | 0.00 | 0 | 0.00 | 464 | 0.00 | 464 | 0.00 |
| ACCOUNTANT | 0 | 0.00 | 0 | 0.00 | 828 | 0.00 | 828 | 0.00 |
| INTERMEDIATE ACCOUNTANT | 0 | 0.00 | 0 | 0.00 | 820 | 0.00 | 820 | 0.00 |
| ACCOUNTANT MANAGER | 0 | 0.00 | 0 | 0.00 | 972 | 0.00 | 972 | 0.00 |
| HUMAN RESOURCES GENERALIST | 0 | 0.00 | 0 | 0.00 | 481 | 0.00 | 481 | 0.00 |
| HUMAN RESOURCES SPECIALIST | 0 | 0.00 | 0 | 0.00 | 601 | 0.00 | 601 | 0.00 |
| HUMAN RESOURCES MANAGER | 0 | 0.00 | 0 | 0.00 | 1,118 | 0.00 | 1,118 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 11,957 | 0.00 | 11,957 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$11,957 | 0.00 | \$11,957 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$8,379 | 0.00 | \$8,379 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$511 | 0.00 | \$511 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$3,067 | 0.00 | \$3,067 | 0.00 |

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43010C</u> |
| Division: Regional Engagement | |
| Core: Regional Engagement | HB Section: <u>7.005</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|---|----------------|------------------|------------------|--|---|----------------|------------------|------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 1,239,503 | 453,019 | 34,319 | 1,726,841 | PS | 1,239,503 | 453,019 | 34,319 | 1,726,841 |
| EE | 792,864 | 58,557 | 884,675 | 1,736,096 | EE | 792,864 | 58,557 | 884,675 | 1,736,096 |
| PSD | 8,000 | 1 | 872,563 | 880,564 | PSD | 8,000 | 1 | 872,563 | 880,564 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 2,040,367 | 511,577 | 1,791,557 | 4,343,501 | Total | 2,040,367 | 511,577 | 1,791,557 | 4,343,501 |
| FTE | 25.71 | 7.92 | 0.43 | 34.06 | FTE | 25.71 | 7.92 | 0.43 | 34.06 |
| Est. Fringe | 795,912 | 269,044 | 17,866 | 1,082,823 | Est. Fringe | 795,912 | 269,044 | 17,866 | 1,082,823 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |
| Other Funds: | Economic Development Administrative Revolving Fund (0547) International Promotions Revolving Fund (0567) Economic Development Advancement Fund (0783) | | | | Other Funds: | Economic Development Administrative Revolving Fund (0547) International Promotions Revolving Fund (0567) Economic Development Advancement Fund (0783) | | | |
| Federal Funds: | Community Development Block Grant (0123) Job Development and Training Fund (0155) | | | | Federal Funds: | Community Development Block Grant (0123) Job Development and Training Fund (0155) | | | |

2. CORE DESCRIPTION

The Regional Engagement Division fosters regional economic growth by providing technical assistance and coordinating the delivery of recovery resources and tailored solutions for business retention and expansion and community development projects. The Division houses DED's project managers and Missouri's International Trade Managers. They serve as the first and primary contact for DED's local partners and business and community customers as they access state, federal and partner agency resources.

The division consists of six regional teams that span the entire state. These team members are a part of their region, rural, urban, or suburban, providing input on plans, initiatives, and priorities of the communities. They develop relationships, share program knowledge, and deliver solutions aimed at addressing the capacity for growth of businesses and communities. The division's International Trade Managers assist Missouri businesses and individuals with trade counseling and technical advice regarding possible market entry strategies to export products and services.

The Business Recruitment and Marketing program and Missouri's International Trade Investment Offices can be found in separate Core Decision Item forms.

3. PROGRAM LISTING (list programs included in this core funding)

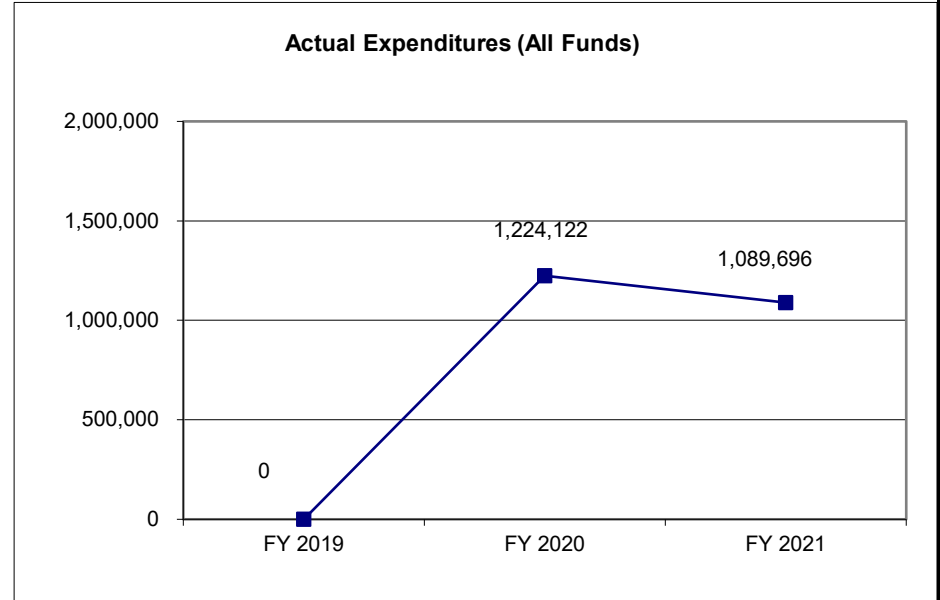
Regional Engagement and International Trade and Investment Offices

CORE DECISION ITEM

| | |
|---|-----------------------------------|
| Department: Economic Development | Budget Unit: <u>43010C</u> |
| Division: Regional Engagement | |
| Core: Regional Engagement | HB Section: <u>7.005</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 0 | 1,888,855 | 1,750,418 | 1,743,160 |
| Less Reverted (All Funds) | 0 | (37,391) | (36,021) | (35,918) |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 0 | 1,851,464 | 1,714,397 | 1,707,242 |
| Actual Expenditures (All Funds) | 0 | 1,224,122 | 1,089,696 | N/A |
| Unexpended (All Funds) | 0 | 627,342 | 624,701 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 249,627 | 353,751 | N/A |
| Federal | 0 | 344,645 | 236,972 | N/A |
| Other | 0 | 33,070 | 33,978 | N/A |
| | | (1) | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Unexpended GR amounts caused by attrition and decrease in E&E spending due to COVID-19.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
REGIONAL ENGAGEMENT**

5. CORE RECONCILIATION DETAIL

| | | | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|-----|------|-------------------------|--------------|------------------|----------------|------------------|------------------|---|
| TAFP AFTER VETOES | | | | | | | | | |
| | | | PS | 25.61 | 859,330 | 453,019 | 34,319 | 1,346,668 | |
| | | | EE | 0.00 | 329,934 | 58,558 | 0 | 388,492 | |
| | | | PD | 0.00 | 8,000 | 0 | 0 | 8,000 | |
| | | | Total | 25.61 | 1,197,264 | 511,577 | 34,319 | 1,743,160 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | | | |
| Transfer Out | 803 | 5087 | EE | 0.00 | (2,070) | 0 | 0 | (2,070) | Transfer out for OA-FMDC |
| Core Reallocation | 708 | 5086 | PS | 8.45 | 380,173 | 0 | 0 | 380,173 | Reallocation from BCS to RED; final reorg cleanup |
| Core Reallocation | 708 | 5087 | EE | 0.00 | 465,000 | 0 | 0 | 465,000 | Reallocation from BCS to RED; final reorg cleanup |
| Core Reallocation | 708 | 8849 | EE | 0.00 | 0 | 0 | 884,675 | 884,675 | Reallocation from BCS to RED; final reorg cleanup |
| Core Reallocation | 708 | 8849 | PD | 0.00 | 0 | 0 | 517,563 | 517,563 | Reallocation from BCS to RED; final reorg cleanup |
| Core Reallocation | 708 | 8856 | PD | 0.00 | 0 | 0 | 355,000 | 355,000 | Reallocation from BCS to RED; final reorg cleanup |
| Core Reallocation | 862 | 5090 | EE | 0.00 | 0 | (1) | 0 | (1) | Reallocation closer to prior year spending |
| Core Reallocation | 862 | 5090 | PD | 0.00 | 0 | 1 | 0 | 1 | Reallocation closer to prior year spending |
| NET DEPARTMENT CHANGES | | | | 8.45 | 843,103 | 0 | 1,757,238 | 2,600,341 | |
| DEPARTMENT CORE REQUEST | | | | | | | | | |
| | | | PS | 34.06 | 1,239,503 | 453,019 | 34,319 | 1,726,841 | |
| | | | EE | 0.00 | 792,864 | 58,557 | 884,675 | 1,736,096 | |

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
REGIONAL ENGAGEMENT

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|--------------|------------------|----------------|------------------|------------------|--------------------|
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 8,000 | 1 | 872,563 | 880,564 | |
| | Total | 34.06 | 2,040,367 | 511,577 | 1,791,557 | 4,343,501 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PS | 34.06 | 1,239,503 | 453,019 | 34,319 | 1,726,841 | |
| | EE | 0.00 | 792,864 | 58,557 | 884,675 | 1,736,096 | |
| | PD | 0.00 | 8,000 | 1 | 872,563 | 880,564 | |
| | Total | 34.06 | 2,040,367 | 511,577 | 1,791,557 | 4,343,501 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| REGIONAL ENGAGEMENT | | | | | | | | |
| CORE | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 720,402 | 13.04 | 859,330 | 17.26 | 1,239,503 | 25.71 | 1,239,503 | 25.71 |
| DED-ED PRO-CDBG-ADMINISTRATION | 27,761 | 0.47 | 52,619 | 0.92 | 52,619 | 0.92 | 52,619 | 0.92 |
| DIV JOB DEVELOPMENT & TRAINING | 231,420 | 4.84 | 400,400 | 7.00 | 400,400 | 7.00 | 400,400 | 7.00 |
| DED ADMINISTRATIVE | 8,629 | 0.20 | 34,319 | 0.43 | 34,319 | 0.43 | 34,319 | 0.43 |
| TOTAL - PS | 988,212 | 18.55 | 1,346,668 | 25.61 | 1,726,841 | 34.06 | 1,726,841 | 34.06 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| GENERAL REVENUE | 90,207 | 0.00 | 329,934 | 0.00 | 792,864 | 0.00 | 792,864 | 0.00 |
| DIV JOB DEVELOPMENT & TRAINING | 10,846 | 0.00 | 58,558 | 0.00 | 58,557 | 0.00 | 58,557 | 0.00 |
| INTERNATIONAL PROMOTIONS REVOL | 0 | 0.00 | 0 | 0.00 | 884,675 | 0.00 | 884,675 | 0.00 |
| TOTAL - EE | 101,053 | 0.00 | 388,492 | 0.00 | 1,736,096 | 0.00 | 1,736,096 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| GENERAL REVENUE | 338 | 0.00 | 8,000 | 0.00 | 8,000 | 0.00 | 8,000 | 0.00 |
| DIV JOB DEVELOPMENT & TRAINING | 93 | 0.00 | 0 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| INTERNATIONAL PROMOTIONS REVOL | 0 | 0.00 | 0 | 0.00 | 517,563 | 0.00 | 517,563 | 0.00 |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 0 | 0.00 | 355,000 | 0.00 | 355,000 | 0.00 |
| TOTAL - PD | 431 | 0.00 | 8,000 | 0.00 | 880,564 | 0.00 | 880,564 | 0.00 |
| TOTAL | 1,089,696 | 18.55 | 1,743,160 | 25.61 | 4,343,501 | 34.06 | 4,343,501 | 34.06 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 12,441 | 0.00 | 12,441 | 0.00 |
| DED-ED PRO-CDBG-ADMINISTRATION | 0 | 0.00 | 0 | 0.00 | 521 | 0.00 | 521 | 0.00 |
| DIV JOB DEVELOPMENT & TRAINING | 0 | 0.00 | 0 | 0.00 | 3,964 | 0.00 | 3,964 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 340 | 0.00 | 340 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 17,266 | 0.00 | 17,266 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 17,266 | 0.00 | 17,266 | 0.00 |
| Reg Eng Build Out NDI - 1419006 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 200,000 | 4.00 | 200,000 | 4.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 200,000 | 4.00 | 200,000 | 4.00 |

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Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--|--------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| REGIONAL ENGAGEMENT | | | | | | | | |
| Reg Eng Build Out NDI - 1419006 | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 26,000 | 0.00 | 26,000 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 26,000 | 0.00 | 26,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 226,000 | 4.00 | 226,000 | 4.00 |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 87,822 | 0.00 |
| DED-ED PRO-CDBG-ADMINISTRATION | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,924 | 0.00 |
| DIV JOB DEVELOPMENT & TRAINING | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 22,240 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,906 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 114,892 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 114,892 | 0.00 |
| GRAND TOTAL | \$1,089,696 | 18.55 | \$1,743,160 | 25.61 | \$4,586,767 | 38.06 | \$4,701,659 | 38.06 |

FLEXIBILITY REQUEST FORM

| | |
|--|---|
| BUDGET UNIT NUMBER: 43010C | DEPARTMENT: Economic Development |
| BUDGET UNIT NAME: Regional Engagement | |
| HOUSE BILL SECTION: 7.005 | DIVISION: Regional Engagement |

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.

- Regional Engagement PS (0101) - \$1,252,503 x 10% = \$125,250 and Regional Engagement EE (0101) - \$802,934 x 10% = \$80,293
 - Regional Engagement PS (0155) - \$400,400 x 10% = \$40,040 and Regional Engagement EE (0155) - \$58,558 x 10% = \$5,856

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

| PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED | BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED |
|---|---|---|
| \$0 | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

3. Please explain how flexibility was used in the prior and/or current years.

| PRIOR YEAR EXPLAIN ACTUAL USE | CURRENT YEAR EXPLAIN PLANNED USE |
|----------------------------------|-------------------------------------|
| N/A | N/A |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|----------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| REGIONAL ENGAGEMENT | | | | | | | | |
| CORE | | | | | | | | |
| EXECUTIVE II | 1,798 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST I | 1,765 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST II | 9,200 | 0.21 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST III | 14,856 | 0.30 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| COMMUNITY & ECONOMIC DEV MGRB1 | 5,237 | 0.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| DESIGNATED PRINCIPAL ASST DEPT | 30,366 | 0.72 | 39,392 | 1.00 | 39,392 | 1.00 | 39,392 | 1.00 |
| DIVISION DIRECTOR | 111,245 | 1.00 | 97,018 | 1.20 | 97,018 | 1.20 | 97,018 | 1.20 |
| DESIGNATED PRINCIPAL ASST DIV | 70,025 | 1.00 | 56,520 | 0.85 | 56,520 | 0.85 | 56,520 | 0.85 |
| OFFICE WORKER MISCELLANEOUS | 13,979 | 0.42 | 0 | 0.00 | 14,443 | 0.45 | 14,443 | 0.45 |
| MISCELLANEOUS PROFESSIONAL | 6,972 | 0.17 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 36,960 | 1.00 | 36,960 | 1.00 | 36,960 | 1.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 0 | 0.00 | 30,000 | 1.00 | 30,000 | 1.00 |
| ADMIN SUPPORT PROFESSIONAL | 41,343 | 0.96 | 18,365 | 0.00 | 18,365 | 0.00 | 18,365 | 0.00 |
| RESEARCH/DATA ANALYST | 0 | 0.00 | 866 | 0.00 | 866 | 0.00 | 866 | 0.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 40,585 | 0.96 | 100,320 | 2.68 | 127,320 | 3.68 | 127,320 | 3.68 |
| ECONOMIC DEVELOPMENT SPEC | 178,734 | 4.09 | 189,044 | 4.23 | 324,044 | 7.23 | 324,044 | 7.23 |
| SR ECONOMIC DEVELOPMENT SPEC | 313,640 | 6.13 | 580,365 | 10.80 | 691,365 | 12.80 | 691,365 | 12.80 |
| ECONOMIC DEVELOPMENT SPV | 137,742 | 2.22 | 227,818 | 3.85 | 227,818 | 3.85 | 227,818 | 3.85 |
| ECONOMIC DEVELOPMENT MANAGER | 0 | 0.00 | 0 | 0.00 | 62,730 | 1.00 | 62,730 | 1.00 |
| KANSAS CITY FIELD DIRECTOR | 10,725 | 0.21 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PS | 988,212 | 18.55 | 1,346,668 | 25.61 | 1,726,841 | 34.06 | 1,726,841 | 34.06 |
| TRAVEL, IN-STATE | 20,938 | 0.00 | 68,457 | 0.00 | 120,729 | 0.00 | 120,729 | 0.00 |
| TRAVEL, OUT-OF-STATE | 0 | 0.00 | 27,070 | 0.00 | 189,241 | 0.00 | 189,241 | 0.00 |
| FUEL & UTILITIES | 0 | 0.00 | 4,428 | 0.00 | 4,428 | 0.00 | 4,428 | 0.00 |
| SUPPLIES | 2,698 | 0.00 | 48,968 | 0.00 | 79,000 | 0.00 | 79,000 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 16,894 | 0.00 | 56,531 | 0.00 | 135,348 | 0.00 | 135,348 | 0.00 |
| COMMUNICATION SERV & SUPP | 19,406 | 0.00 | 74,844 | 0.00 | 85,807 | 0.00 | 85,807 | 0.00 |
| PROFESSIONAL SERVICES | 17,576 | 0.00 | 79,458 | 0.00 | 1,013,653 | 0.00 | 1,013,653 | 0.00 |
| M&R SERVICES | 6,186 | 0.00 | 4,024 | 0.00 | 9,024 | 0.00 | 9,024 | 0.00 |
| COMPUTER EQUIPMENT | 0 | 0.00 | 3,350 | 0.00 | 3,349 | 0.00 | 3,349 | 0.00 |
| MOTORIZED EQUIPMENT | 0 | 0.00 | 1,060 | 0.00 | 1,060 | 0.00 | 1,060 | 0.00 |
| OFFICE EQUIPMENT | 0 | 0.00 | 8,423 | 0.00 | 33,152 | 0.00 | 33,152 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|----------------------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| REGIONAL ENGAGEMENT | | | | | | | | |
| CORE | | | | | | | | |
| OTHER EQUIPMENT | 15,337 | 0.00 | 3,355 | 0.00 | 9,355 | 0.00 | 9,355 | 0.00 |
| PROPERTY & IMPROVEMENTS | 0 | 0.00 | 830 | 0.00 | 830 | 0.00 | 830 | 0.00 |
| BUILDING LEASE PAYMENTS | 1,800 | 0.00 | 910 | 0.00 | 34,912 | 0.00 | 34,912 | 0.00 |
| EQUIPMENT RENTALS & LEASES | 0 | 0.00 | 1,547 | 0.00 | 1,648 | 0.00 | 1,648 | 0.00 |
| MISCELLANEOUS EXPENSES | 218 | 0.00 | 3,698 | 0.00 | 11,822 | 0.00 | 11,822 | 0.00 |
| REBILLABLE EXPENSES | 0 | 0.00 | 1,539 | 0.00 | 2,738 | 0.00 | 2,738 | 0.00 |
| TOTAL - EE | 101,053 | 0.00 | 388,492 | 0.00 | 1,736,096 | 0.00 | 1,736,096 | 0.00 |
| PROGRAM DISTRIBUTIONS | 431 | 0.00 | 8,000 | 0.00 | 869,602 | 0.00 | 869,602 | 0.00 |
| REFUNDS | 0 | 0.00 | 0 | 0.00 | 10,962 | 0.00 | 10,962 | 0.00 |
| TOTAL - PD | 431 | 0.00 | 8,000 | 0.00 | 880,564 | 0.00 | 880,564 | 0.00 |
| GRAND TOTAL | \$1,089,696 | 18.55 | \$1,743,160 | 25.61 | \$4,343,501 | 34.06 | \$4,343,501 | 34.06 |
| GENERAL REVENUE | \$810,947 | 13.04 | \$1,197,264 | 17.26 | \$2,040,367 | 25.71 | \$2,040,367 | 25.71 |
| FEDERAL FUNDS | \$270,120 | 5.31 | \$511,577 | 7.92 | \$511,577 | 7.92 | \$511,577 | 7.92 |
| OTHER FUNDS | \$8,629 | 0.20 | \$34,319 | 0.43 | \$1,791,557 | 0.43 | \$1,791,557 | 0.43 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.005

Program Name: Regional Engagement

Program is found in the following core budget(s): Regional Engagement

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

- Perform proactive business and community outreach visits with customers to understand the needs, opportunities, and challenges for future growth across rural, urban, and suburban areas of the state.
- Provide economic recovery support along with customized program solutions and technical assistance to business and community customers with incentives and other resources available.
- Coordinate existing business expansion projects, and related infrastructure projects, in support of retained and increased employment and capital investment. Coordination is comprehensive, from identifying business needs and opportunities to proposing solutions and assisting with program enrollment.
- This Division also provides the administration for the International Trade and Investment Offices (full description may be found on the program's Program Description Form).

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Technical Assistance | N/A | N/A | 300 | 615 | 315 | 1,978 | 1,296 | 1,425 | 1,567 |
| Projects Opened | 163 | 122 | 134 | 101 | 104 | 112 | 123 | 135 | 149 |
| Accepted and Enrolled | 136 | 103 | 113 | 98 | 101 | 97 | 107 | 118 | 130 |

Note 1: Technical Assistance represents resource and solution connections made to support customers and partners frequently independent of specific project activity or incentives support. FY2021 saw significant escalation due to pandemic related federal funds. FY2022 projection is based on an average of the previous 2 years with a 10% increase in FY2023 and FY2024.

Note 2: Projects Opened represents business growth and retention opportunities with a defined scope and timeline.

Note 3: Accepted and Enrolled includes businesses that have accepted a proposal or enrolled in a program. These may include projects that were opened in a prior fiscal year.

Note 4: FY2021-FY2024 Projections for Projects Opened and Accepted and Enrolled was based on a prolonged economic recovery in FY2021, with a corresponding three percent increase, followed by growth and expansion goals returning to ten percent growth over in FY2022-FY2024.

2b. Provide a measure(s) of the program's quality.

| | FY2019 | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Service Experience | 90% | 92% | 89% | 94% | 81% | 96% | 97% | 97% |

Note 1: Percentage of customers who rated their experience as "very" or "somewhat" positive.

Note 2: FY2021 results based on September 2021 survey that included 84 respondents.

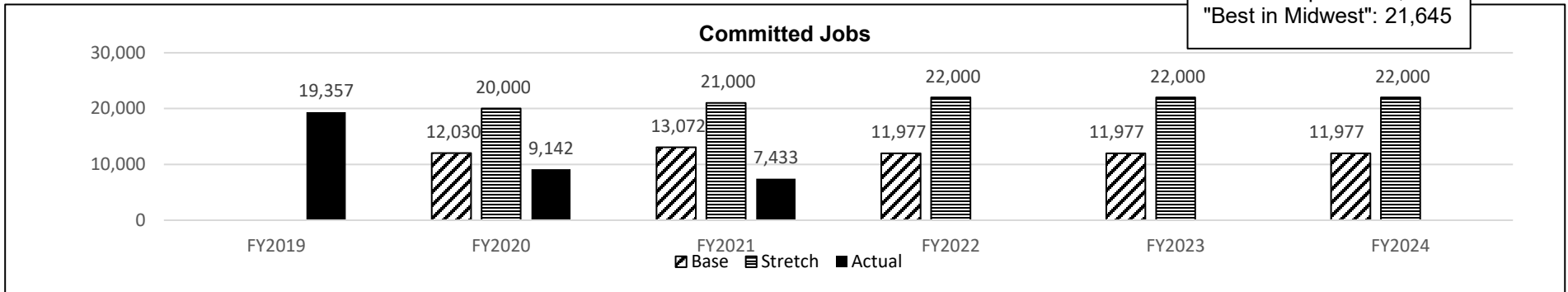
PROGRAM DESCRIPTION

Department: Economic Development
Program Name: Regional Engagement
Program is found in the following core budget(s): Regional Engagement

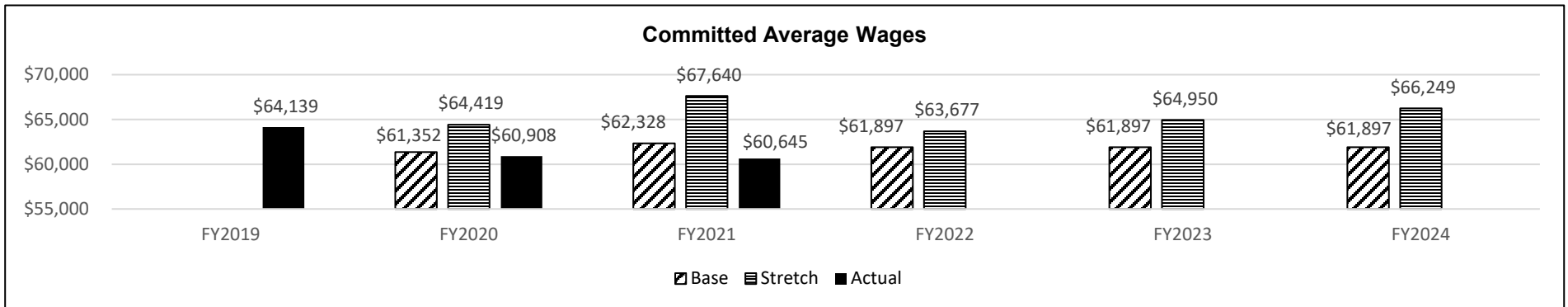
HB Section(s): 7.005

2c. Provide a measure(s) of the program's impact.

Midwest top half: 15,257+
 "Best in Midwest": 21,645



- Note 1: Committed Jobs represents those jobs to be created or retained in growth opportunities facilitated.
- Note 2: FY2022 base is an average of FY2019-FY2021 actuals and remains consistent through FY2024.
- Note 3: Stretch goals account for a 10% increase from FY2022 and then remains stable through FY2024.
- Note 4: New and retained job commitments vary significantly with industry and economic conditions.
- Note 5: FY2021 Committed Jobs were impacted due to the global economic recession.



- Note 1: Committed Average Wages represents wage thresholds for created or retained jobs at the time of proposal acceptance or program enrollment.
- Note 2: FY2022 base is an average of FY2019-FY2021 actuals and remains consistent.
- Note 3: FY2022 Stretch goals for payroll assumes a 5% increase from FY2021 actual then a 2% increase year over year.

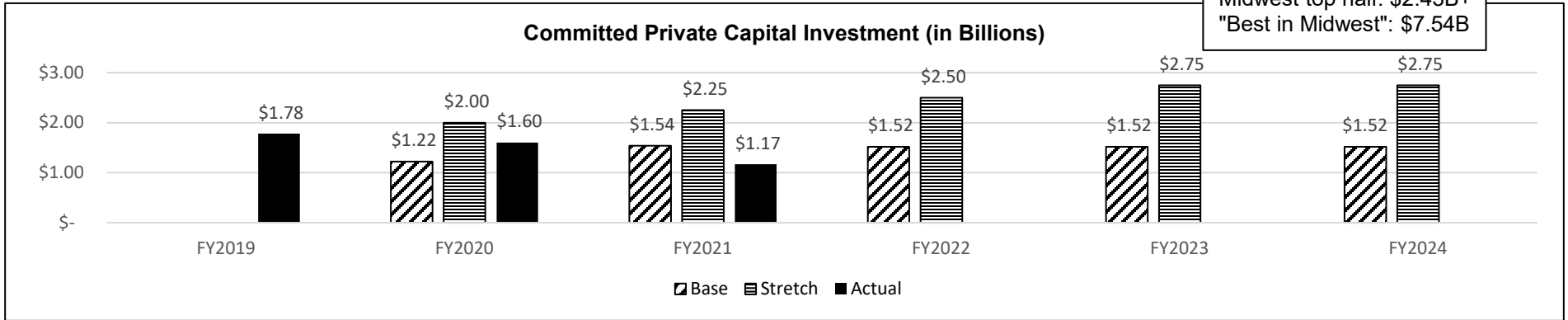
PROGRAM DESCRIPTION

Department: Economic Development
Program Name: Regional Engagement
Program is found in the following core budget(s): Regional Engagement

HB Section(s): 7.005

2c. Provide a measure(s) of the program's impact. (continued)

Midwest top half: \$2.43B+
 "Best in Midwest": \$7.54B

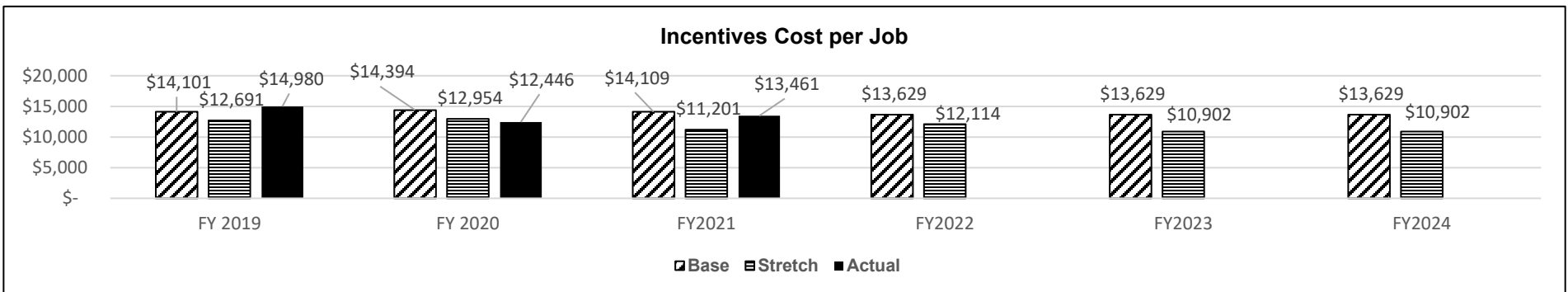


Note 1: Committed Private Capital Investment represents planned expenditures at the time of proposal acceptance or program enrollment.

Note 2: FY2022 base is an average of FY2019-FY2021 actuals and remains consistent. Stretch targets advance Missouri into the Midwest's top half by FY2023.

Note 3: Benchmarks based on research compiled by DED in FY2019 and represent the portion of investment coming from existing Missouri businesses.

2d. Provide a measure(s) of the program's efficiency.



Note 1: This is a shared measure with Business and Community Solutions Finance team. Measure is calculated by dividing proposed economic incentives by the committed number of jobs to be created or retained.

Note 2: Base targets for FY2022-FY2024 are based on the averages of FY2019-FY2021 actuals. Stretch targets assume a 10% decrease in the state's incentives cost per job over the previous year then stays consistent after FY2023.

PROGRAM DESCRIPTION

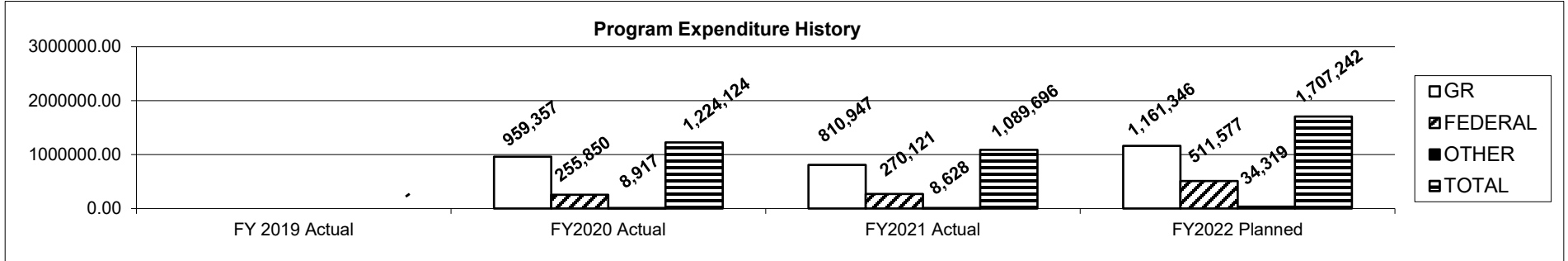
Department: Economic Development

HB Section(s): 7.005

Program Name: Regional Engagement

Program is found in the following core budget(s): Regional Engagement

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflect 3% Governor's Reserve and Restriction.

4. What are the sources of the "Other " funds?

Other Fund includes Department of Economic Development Administrative Fund (0547). Federal Funds includes Community Development Block Grant (0123) and Job Development and Training Fund (0155)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions. Federal CDBG funds authorized under 42 USC Section 5301 et. Seq., 24 CFR Part 570, and the MO Consolidated Plan submitted to the U.S. Department of Housing and Urban Development. Federal Workforce Innovation and Opportunity Act (WIOA) funds authorized under Public Law 113-128.

6. Are there federal matching requirements? If yes, please explain.

Yes, a \$1 for \$1 match is required for a portion of the administrative funds for CDBG. None for WIOA.

7. Is this a federally mandated program? If yes, please explain.

The CDBG program is a formula block grant provided to the State of Missouri of which 70% is provided to the entitlement cities and 30% of which is provided to the non-entitlement balance of the state. The 30% portion is administrated by DED. WIOA is federally mandated.

NEW DECISION ITEM

RANK: 10 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43010C</u> |
| Division: Regional Engagement | |
| DI Name: Regional Team Build Out DI# 1419006 | HB Section <u>7.005</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------|----------|----------------|
| | GR | Federal | Other | Total |
| PS | 200,000 | 0 | 0 | 200,000 |
| EE | 26,000 | 0 | 0 | 26,000 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 226,000 | 0 | 0 | 226,000 |
| | | | | |
| FTE | 4.00 | 0.00 | 0.00 | 4.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------|----------|----------------|
| | GR | Federal | Other | Total |
| PS | 200,000 | 0 | 0 | 200,000 |
| EE | 26,000 | 0 | 0 | 26,000 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 226,000 | 0 | 0 | 226,000 |
| | | | | |
| FTE | 4.00 | 0.00 | 0.00 | 4.00 |

| | | | | |
|--------------------|---------|---|---|---------|
| Est. Fringe | 126,228 | 0 | 0 | 126,228 |
|--------------------|---------|---|---|---------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---------|---|---|---------|
| Est. Fringe | 126,228 | 0 | 0 | 126,228 |
|--------------------|---------|---|---|---------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts:

Other Funds:
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

The Regional Engagement Division ("RED") is requesting 4.0 FTE and corresponding funding to enable the successful build out of the regional teams which were established in FY2019. These teams foster regional economic growth by providing technical assistance and coordinating the delivery of tailored solutions for business retention and expansion and community development projects. They are a part of their region providing input on the plans, initiatives, and priorities of their communities. RED houses six regional teams and an International Trade and Development focused team. RED serves as the first and primary contact for DED's local partners and business and community customers as they access state, federal and partner agency resources.

NEW DECISION ITEM

RANK: 10 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43010C</u> |
| Division: Regional Engagement | |
| DI Name: Regional Team Build Out DI# 1419006 | HB Section <u>7.005</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Four additional FTE are needed to complete the build-out of the Regional Engagement regional teams. This request will provide necessary funding for additional team members in the Kansas City, Northern, and Central Missouri regions.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| 100/Senior Econ Dev Specialist/07EB30 | 106,000 | 2.0 | | | | | 106,000 | 2.0 | |
| 100/Econ Development Specialist/07EB20 | 94,000 | 2.0 | | | | | 94,000 | 2.0 | |
| Total PS | 200,000 | 4.0 | 0 | 0.0 | 0 | 0.0 | 200,000 | 4.0 | 0 |
| 140/Travel, In-State | 10,000 | | | | | | 10,000 | | |
| 320/Professional Development | 4,000 | | | | | | 4,000 | | |
| 340/Communications Serv & Supp | 3,840 | | | | | | 3,840 | | |
| 480/Computer Equipment | 8,160 | | | | | | 8,160 | | |
| Total EE | 26,000 | | 0 | | 0 | | 26,000 | | 0 |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | 0 | | 0 | | 0 | | 0 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 226,000 | 4.0 | 0 | 0.0 | 0 | 0.0 | 226,000 | 4.0 | 0 |

NEW DECISION ITEM

RANK: 10 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43010C</u> |
| Division: Regional Engagement | |
| DI Name: Regional Team Build Out DI# 1419006 | HB Section <u>7.005</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|--|-----------------------------------|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|
| 100/Senior Econ Dev Specialist/07EB30 | 106,000 | 2.0 | | | | | 106,000 | 2.0 | |
| 100/Econ Development Specialist/07EB20 | 94,000 | 2.0 | | | | | 94,000 | 2.0 | |
| Total PS | 200,000 | 4.0 | 0 | 0.0 | 0 | 0.0 | 200,000 | 4.0 | 0 |
| 140/Travel, In-State | 10,000 | | | | | | 10,000 | | |
| 320/Professional Development | 4,000 | | | | | | 4,000 | | |
| 340/Communications Serv & Supp | 3,840 | | | | | | 3,840 | | |
| 480/Computer Equipment | 8,160 | | | | | | 8,160 | | |
| Total EE | 26,000 | | 0 | | 0 | | 26,000 | | 0 |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | 0 | | 0 | | 0 | | 0 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 226,000 | 4.0 | 0 | 0.0 | 0 | 0.0 | 226,000 | 4.0 | 0 |

NEW DECISION ITEM

RANK: 10 OF 26

| | |
|----------------------------------|---------------------------|
| Department: Economic Development | Budget Unit <u>43010C</u> |
| Division: Regional Engagement | |
| DI Name: Regional Team Build Out | DI# <u>1419006</u> |
| | HB Section <u>7.005</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Regional Engagement Division core.

6b. Provide a measure(s) of the program's quality.

Refer to the Regional Engagement Division core.

6c. Provide a measure(s) of the program's impact.

Refer to the Regional Engagement Division core.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Regional Engagement Division core.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

RED serves as the first and primary contact for DED's local partners and business and community customers as they access state, federal and partner agency resources. They develop relationships, share program knowledge, and deliver solutions aimed at addressing the capacity for growth of businesses and communities.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--|------------|-------------|------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| REGIONAL ENGAGEMENT | | | | | | | | |
| Reg Eng Build Out NDI - 1419006 | | | | | | | | |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 94,000 | 2.00 | 94,000 | 2.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 106,000 | 2.00 | 106,000 | 2.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 200,000 | 4.00 | 200,000 | 4.00 |
| TRAVEL, IN-STATE | 0 | 0.00 | 0 | 0.00 | 10,000 | 0.00 | 10,000 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 4,000 | 0.00 | 4,000 | 0.00 |
| COMMUNICATION SERV & SUPP | 0 | 0.00 | 0 | 0.00 | 3,840 | 0.00 | 3,840 | 0.00 |
| COMPUTER EQUIPMENT | 0 | 0.00 | 0 | 0.00 | 8,160 | 0.00 | 8,160 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 26,000 | 0.00 | 26,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$226,000 | 4.00 | \$226,000 | 4.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$226,000 | 4.00 | \$226,000 | 4.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43011C</u> |
| Division: Regional Engagement | |
| Core: International Trade and Investment Offices | HB Section <u>7.005</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------|------------------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 1,500,000 | 1,500,000 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 1,500,000 | 1,500,000 |

FTE **0.00** **0.00** **0.00** **0.00**

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------|------------------|------------------|
| | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 1,500,000 | 1,500,000 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 1,500,000 | 1,500,000 |

FTE **0.00** **0.00** **0.00** **0.00**

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

2. CORE DESCRIPTION

Missouri's International Trade and Investment Offices are located in Brazil, Canada, China, Côte d'Ivoire, Europe, India, Israel, Japan, the Republic of Korea, Malaysia, Mexico, United Arab Emirates, and the United States. These offices assist Missouri businesses with international sales promotion, foreign market entry strategies, and provide investment strategies to international investors looking to locate in Missouri.

Sales Promotion: Each office promotes Missouri-based products and services to foreign individuals, businesses, and government entities to generate increased economic activity for Missouri businesses.

Market Entry Strategies: Each office provides Missouri businesses and individuals with trade counseling and technical advice regarding possible market entry strategies to export products and services.

Investment Strategies: Each office promotes Missouri as the ideal location for foreign direct investment by raising awareness of communities across the State, identifying Missouri as the ideal location to do business, providing technical information on the Department of Economic Development's incentive programs, and delivering comprehensive investment proposals from the State and its partners to promising international businesses.

3. PROGRAM LISTING (list programs included in this core funding)

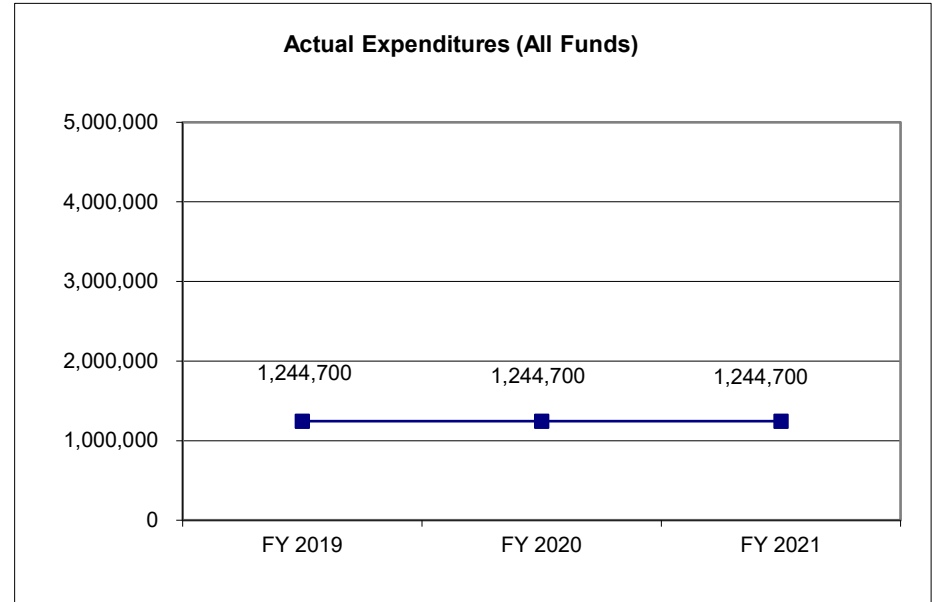
International Trade and Investment Offices

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43011C</u> |
| Division: Regional Engagement | |
| Core: International Trade and Investment Offices | HB Section <u>7.005</u> |

4. FINANCIAL HISTORY

| | <u>FY 2019 Actual</u> | <u>FY 2020 Actual</u> | <u>FY 2021 Actual</u> | <u>FY 2022 Current Yr.</u> |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 1,500,000 | 1,500,000 | 1,500,000 | 1,500,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 1,500,000 | 1,500,000 | 1,500,000 | 1,500,000 |
| Actual Expenditures (All Funds) | 1,244,700 | 1,244,700 | 1,244,700 | N/A |
| Unexpended (All Funds) | 255,300 | 255,300 | 255,300 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 255,300 | 255,300 | 255,300 | N/A |



*Restricted amount as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
INTRNTNL TRADE & INVEST OFFICE**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|----------|----------|------------------|------------------|---|
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| Core Reallocation | 865 8857 EE | 0.00 | 0 | 0 | 1,500,000 | 1,500,000 | Reallocation from BCS to RED; Reorg clean up |
| NET DEPARTMENT CHANGES | | 0.00 | 0 | 0 | 1,500,000 | 1,500,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | EE | 0.00 | 0 | 0 | 1,500,000 | 1,500,000 | |
| | Total | 0.00 | 0 | 0 | 1,500,000 | 1,500,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | EE | 0.00 | 0 | 0 | 1,500,000 | 1,500,000 | |
| | Total | 0.00 | 0 | 0 | 1,500,000 | 1,500,000 | |

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
INTER TRADE & INVESTMENT OFFICE**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|--------------------|--------------------|---|
| TAFP AFTER VETOES | | | | | | | |
| | EE | 0.00 | 0 | 0 | 1,500,000 | 1,500,000 | |
| | Total | 0.00 | 0 | 0 | 1,500,000 | 1,500,000 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| Core Reallocation | 884 5102 EE | 0.00 | 0 | 0 | (1,500,000) | (1,500,000) | Reallocation from BCS to RED; reorg cleanup |
| NET DEPARTMENT CHANGES | | 0.00 | 0 | 0 | (1,500,000) | (1,500,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | EE | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | EE | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|----------------|----------------|----------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| INTRNTNL TRADE & INVEST OFFICE | | | | | | | | |
| CORE | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 0 | 0.00 | 1,500,000 | 0.00 | 1,500,000 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 1,500,000 | 0.00 | 1,500,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 1,500,000 | 0.00 | 1,500,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$1,500,000 | 0.00 | \$1,500,000 | 0.00 |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|--------------------|----------------|--------------------|----------------|-----------------|-----------------|----------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| INTER TRADE & INVESTMNT OFFICE | | | | | | | | |
| CORE | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| ECON DEVELOP ADVANCEMENT FUND | 1,244,700 | 0.00 | 1,500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - EE | 1,244,700 | 0.00 | 1,500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL | 1,244,700 | 0.00 | 1,500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$1,244,700 | 0.00 | \$1,500,000 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| INTRNTNL TRADE & INVEST OFFICE | | | | | | | | |
| CORE | | | | | | | | |
| PROFESSIONAL SERVICES | 0 | 0.00 | 0 | 0.00 | 1,500,000 | 0.00 | 1,500,000 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 1,500,000 | 0.00 | 1,500,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$1,500,000 | 0.00 | \$1,500,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$1,500,000 | 0.00 | \$1,500,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|--------------------|-------------|--------------------|-------------|------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| INTER TRADE & INVESTMNT OFFICE | | | | | | | | |
| CORE | | | | | | | | |
| PROFESSIONAL SERVICES | 1,244,700 | 0.00 | 1,500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - EE | 1,244,700 | 0.00 | 1,500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$1,244,700 | 0.00 | \$1,500,000 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| OTHER FUNDS | \$1,244,700 | 0.00 | \$1,500,000 | 0.00 | \$0 | 0.00 | | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.005

Program Name: International Trade and Investment Offices

Program is found in the following core budget(s): International Trade and Investment Offices

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

- This program is designed to increase exports for Missouri's manufacturers and professional service companies while generating interest in the state amongst foreign investors, including businesses capable of creating jobs and new capital investment within the state.
- DED contracts with a foreign-based representative with offices in Brazil, Canada, China, Cote d'Ivoire, Europe, India, Israel, Japan, the Republic of Korea, Malaysia, Mexico, United Arab Emirates, and the United States. The representative's teams, along with DED's international team, work together to execute services on behalf of Missouri's businesses and communities.
- DED export assistance includes technical guidance on market entry strategies, sector/product research, foreign partner identification (e.g. distributors and agents), trade shows, and trade missions.
- Foreign-based representatives identify foreign direct investment (FDI) leads for the Missouri Partnership and DED Regional Engagement teams and promote Missouri as an ideal location to foreign investors. These representatives raise awareness of local/community benefits across the State and provide client solutions and technical assistance on DED's incentive programs.

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Export Work Orders | 461 | 585 | 569 | 548 | 275 | 511 | 550 | 600 | 650 |
| FDI Leads Generated | 12 | 49 | 25 | 29 | 12 | 34 | 35 | 40 | 45 |
| FDI Informational Requests* | 35 | 123 | 100 | 70 | 65 | 77 | 80 | 85 | 90 |

Note 1: Export work orders are specific activities done on behalf of Missouri companies seeking to export.

Note 2: An FDI Lead Generated is defined by the following 4 criteria: a) Capital investment amount; b) Jobs number target; c) Roles and Wages for the jobs to be created; and d) Timeline for decision.

Note 3: *FDI Informational Requests do not adhere to the FDI Lead Generated criteria. Data on these requests is captured and included as part of the FDI pipeline extending into the future.

Note 4: Projected amounts are calculated by incremental increases based on the previous year's actual results.

Note 5: FY2022, FY2023, and FY2024 projected export sales has been updated to reflect the adverse affects of the global health emergency on international trade.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.005

Program Name: International Trade and Investment Offices

Program is found in the following core budget(s): International Trade and Investment Offices

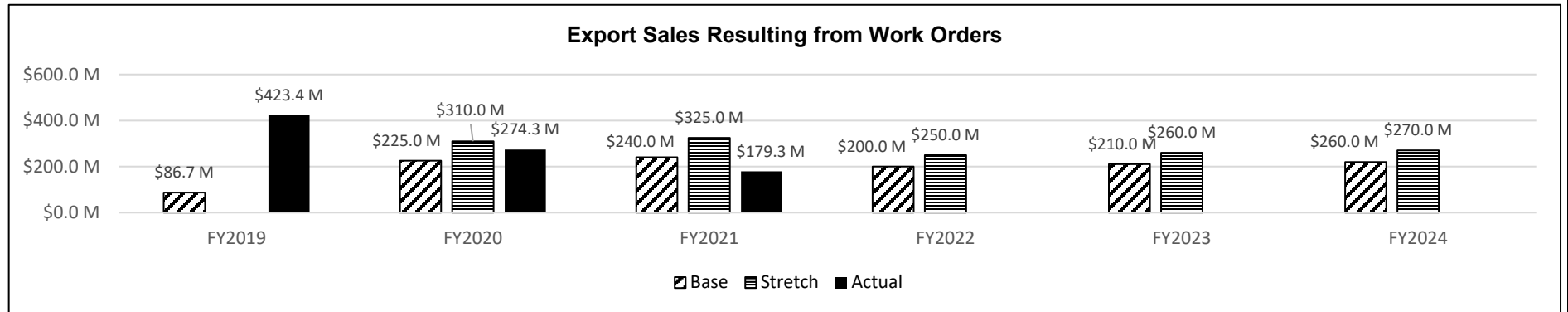
2b. Provide a measure(s) of the program's quality.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Satisfaction | 94% | 98% | 95% | 99% | 96% | 97% | 97% | 98% | 99% |

Note 1: Customer Satisfaction is obtained from the Client Impact Statement; a data collection instrument which includes a client satisfaction survey dispatched to the client upon the completion of each work order.

Note 2: In FY2021, 390 Client Impact Statements were dispatched and 342 were returned.

2c. Provide a measure(s) of the programs impact.



Note 1: Chart depicts client success in achieving export sales as a result of DED work order activities.

Note 2: FY2019 export sales reached a high plateau due to the economic and geopolitical issues surrounding U.S. trade policy. This figure is atypical.

PROGRAM DESCRIPTION

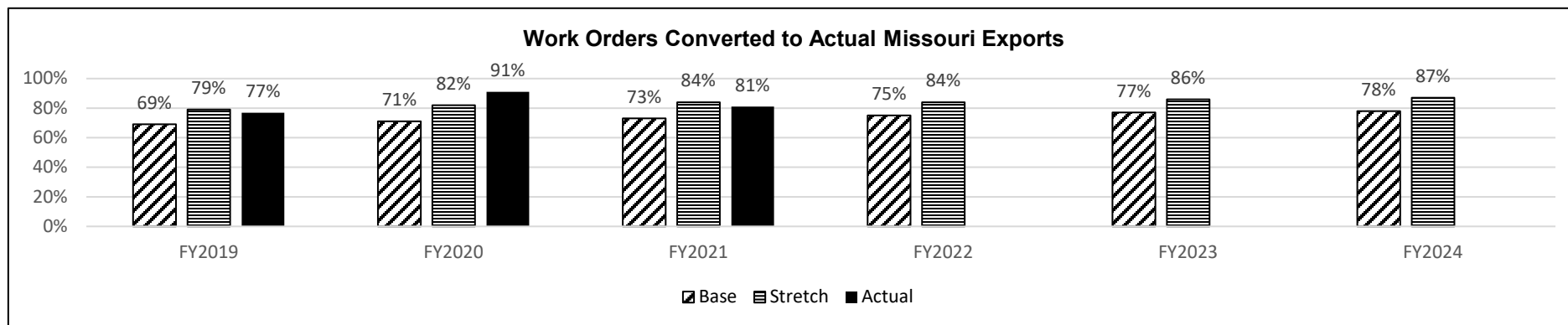
Department: Economic Development

HB Section(s): 7.005

Program Name: International Trade and Investment Offices

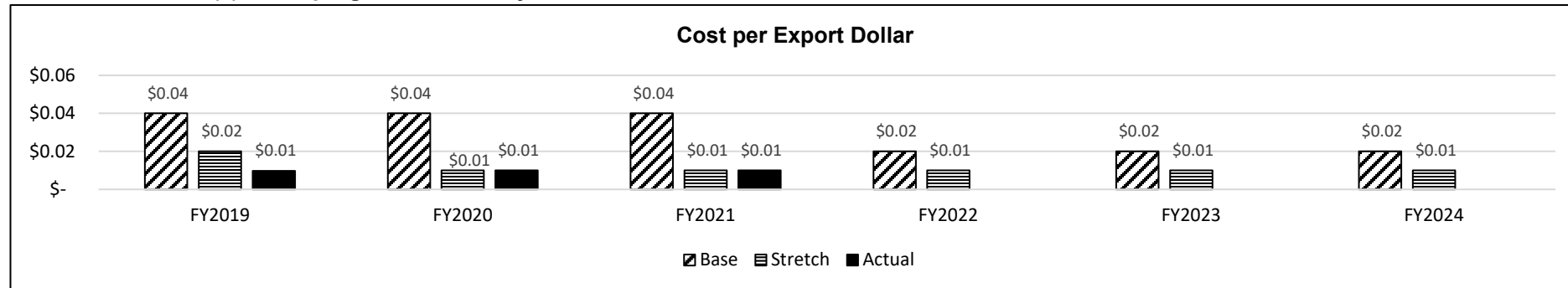
Program is found in the following core budget(s): International Trade and Investment Offices

2c. Provide a measure(s) of the programs impact. (continued)



Note 1: Chart depicts the percentage of work orders (i.e., export assistance) that were converted to an actual export sale.
 Note 2: Base target is average of previous 3 years and Stretch target is 15% increase in converted work orders over Base.

2d. Provide a measure(s) of the program's efficiency.



Note: Chart depicts the cost of the program to bring back \$1 in export transactions to Missouri businesses.

PROGRAM DESCRIPTION

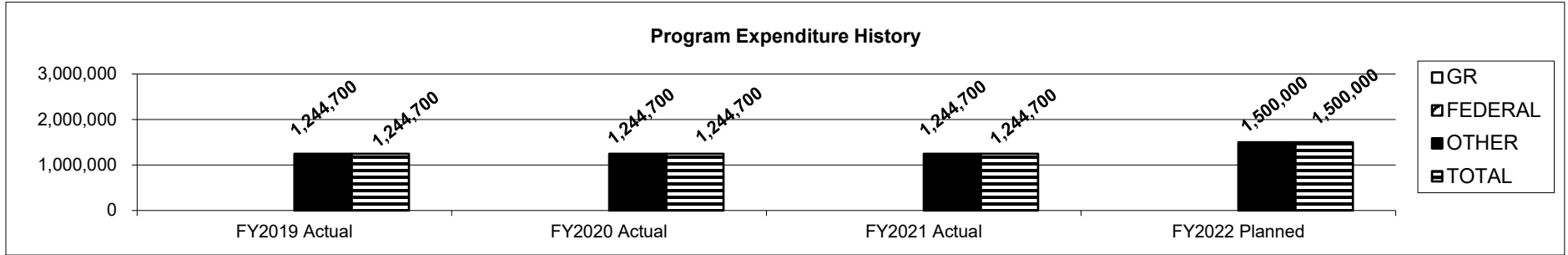
Department: Economic Development

HB Section(s): 7.005

Program Name: International Trade and Investment Offices

Program is found in the following core budget(s): International Trade and Investment Offices

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | | | |
|--------------------|---|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 43015C |
| Division: | Regional Engagement | HB Section | 7.005 |
| Core: | Business Recruitment and Marketing | | |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|-------------|------------------|------------------|-----------------------------------|-------------|-------------|------------------|
| | GR | Federal | Other | Total | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 |
| EE | 0 | 0 | 2,250,000 | 2,250,000 | EE | 0 | 0 | 2,250,000 |
| PSD | 0 | 0 | 750,000 | 750,000 | PSD | 0 | 0 | 750,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 |
| Total | 0 | 0 | 3,000,000 | 3,000,000 | Total | 0 | 0 | 3,000,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

Other Funds: Economic Development Advancement Fund (0783)

2. CORE DESCRIPTION

The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. This fund grants the Department the authority to collect a fee from awardees on certain state tax credits issued, direct those fees to the fund, and pay the costs of the contract.

The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners. These efforts also include maintaining relationships with national site selection firms and coordinating opportunities with DED international offices for foreign investment opportunities.

The contract provides for an integrated partnership with the Department's Regional Engagement Division staff who work to customize solutions statewide. The private component of the initiative calls for matching private dollars to be contributed through the Hawthorn Foundation to add to the reach and impact of the efforts.

3. PROGRAM LISTING (list programs included in this core funding)

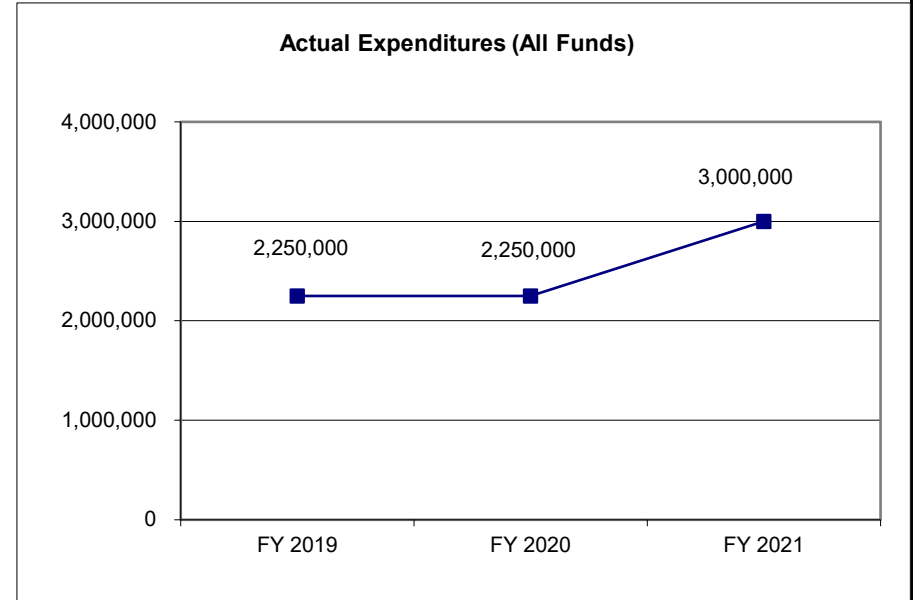
Business Recruitment and Marketing

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: <u>Economic Development</u> | Budget Unit <u>43015C</u> |
| Division: <u>Regional Engagement</u> | |
| Core: <u>Business Recruitment and Marketing</u> | HB Section <u>7.005</u> |

4. FINANCIAL HISTORY

| | <u>FY 2019 Actual</u> | <u>FY 2020 Actual</u> | <u>FY 2021 Actual</u> | <u>FY 2022 Current Yr.</u> |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 2,250,000 | 2,250,000 | 3,000,000 | 3,000,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | <u>2,250,000</u> | <u>2,250,000</u> | <u>3,000,000</u> | <u>3,000,000</u> |
| Actual Expenditures (All Funds) | <u>2,250,000</u> | <u>2,250,000</u> | <u>3,000,000</u> | N/A |
| Unexpended (All Funds) | <u>0</u> | <u>0</u> | <u>0</u> | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |



Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUS RECRUITMENT AND MARKETING**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|------------------|------------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | EE | 0.00 | 0 | 0 | 2,250,000 | 2,250,000 | |
| | PD | 0.00 | 0 | 0 | 750,000 | 750,000 | |
| | Total | 0.00 | 0 | 0 | 3,000,000 | 3,000,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | EE | 0.00 | 0 | 0 | 2,250,000 | 2,250,000 | |
| | PD | 0.00 | 0 | 0 | 750,000 | 750,000 | |
| | Total | 0.00 | 0 | 0 | 3,000,000 | 3,000,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | EE | 0.00 | 0 | 0 | 2,250,000 | 2,250,000 | |
| | PD | 0.00 | 0 | 0 | 750,000 | 750,000 | |
| | Total | 0.00 | 0 | 0 | 3,000,000 | 3,000,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|--------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS RECRUITMENT AND MARKETING | | | | | | | | |
| CORE | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| ECON DEVELOP ADVANCEMENT FUND | 3,000,000 | 0.00 | 2,250,000 | 0.00 | 2,250,000 | 0.00 | 2,250,000 | 0.00 |
| TOTAL - EE | 3,000,000 | 0.00 | 2,250,000 | 0.00 | 2,250,000 | 0.00 | 2,250,000 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 750,000 | 0.00 | 750,000 | 0.00 | 750,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 750,000 | 0.00 | 750,000 | 0.00 | 750,000 | 0.00 |
| TOTAL | 3,000,000 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| Busn Recruit & Mktg Increase - 1419007 | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 0 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| GRAND TOTAL | \$3,000,000 | 0.00 | \$3,000,000 | 0.00 | \$4,000,000 | 0.00 | \$4,000,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS RECRUITMENT AND MARKETING | | | | | | | | |
| CORE | | | | | | | | |
| PROFESSIONAL SERVICES | 3,000,000 | 0.00 | 2,250,000 | 0.00 | 2,250,000 | 0.00 | 2,250,000 | 0.00 |
| TOTAL - EE | 3,000,000 | 0.00 | 2,250,000 | 0.00 | 2,250,000 | 0.00 | 2,250,000 | 0.00 |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 750,000 | 0.00 | 750,000 | 0.00 | 750,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 750,000 | 0.00 | 750,000 | 0.00 | 750,000 | 0.00 |
| GRAND TOTAL | \$3,000,000 | 0.00 | \$3,000,000 | 0.00 | \$3,000,000 | 0.00 | \$3,000,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$3,000,000 | 0.00 | \$3,000,000 | 0.00 | \$3,000,000 | 0.00 | \$3,000,000 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric

1b. What does this program do?

- Raises the profile of the state, both nationally and internationally, to generate new business recruitment leads which bring new investment opportunities and create new high quality jobs in Missouri. Quality jobs, in coordination with the DED, emphasize the recruitment of industry sectors that support full time employment at wages above the county average wage and pay at least 50% of health insurance premiums.
- Provides the DED the opportunity to work collaboratively and leverage the private sector resources of the Hawthorn Foundation, who has contracted with the Missouri Partnership for professional services to perform one of its key business development strategies - business recruitment and attraction.
- With the technical support of DED, the program works at the state, regional and local levels to increase the capacity and readiness of Missouri communities as globally competitive business locations and enhance the visibility of Missouri as a globally competitive business location.

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|---------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Qualified Leads | 401 | 266 | 300 | 45 | 315 | 90 | 300 | 330 | 363 |
| Projects Opened | 110 | 102 | 100 | 93 | 105 | 120 | 100 | 110 | 121 |
| Projects Announced | 24 | 23 | 27 | 13 | 27 | 24 | 20 | 22 | 25 |
| Capacity Building | 15 | 32 | 35 | 29 | 26 | 27 | 25 | 25 | 25 |

Note 1: Projections are provided by the contractor.

Note 2: Qualified Leads reported in FY2021 was impacted as a result of reduced business activity during the pandemic. Projections have been updated by the contractor.

Note 3: Capacity building includes facilitated community assessments and coordinated outreach trips, trade shows, and technical assistance with community partners. The projections reflect a consistent level of engagement.

PROGRAM DESCRIPTION

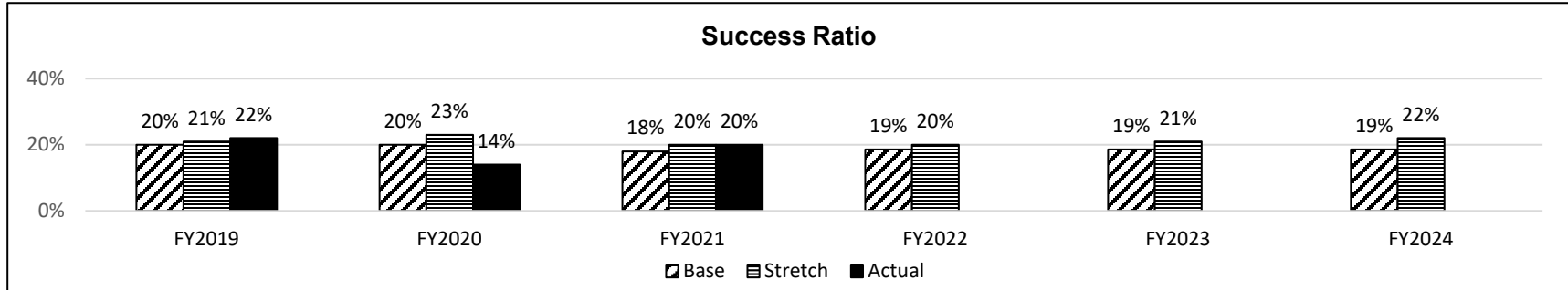
Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing

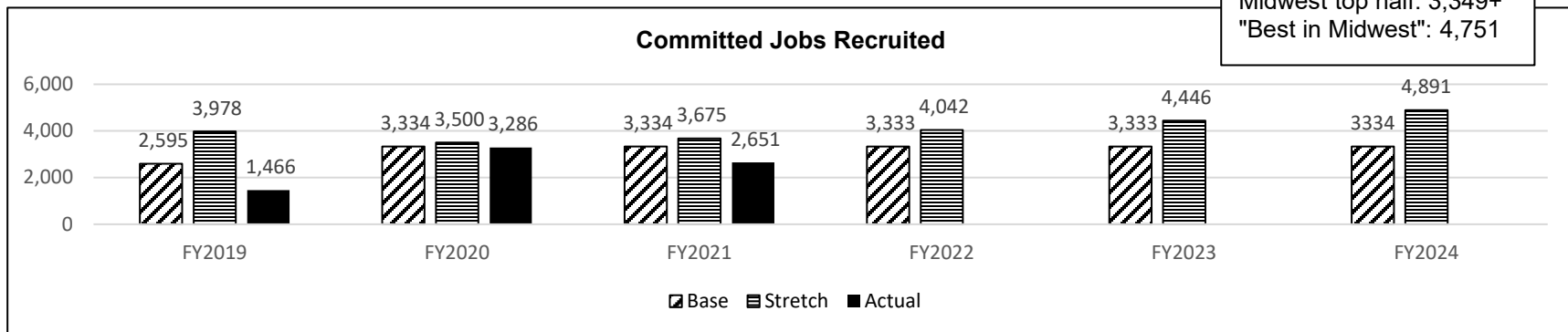
2b. Provide a measure(s) of the program's quality.



Note 1: Measures percentage of projects announced to projects opened.

Note 2: Base targets for FY2022-FY2024 are based on an average of FY2019-FY2021 actuals. Stretch targets for FY2022-FY2024 are based on an average of FY2019-FY2021 actuals and assumes a 10% increase year over year.

2c. Provide a measure(s) of the program's impact.



Note 1: Jobs recruited represents all employment included in growth opportunities being facilitated by the Business Recruitment and Marketing contractor.

Note 2: FY2022 base is a contractor-provided projection representing a three year goal of 10,000. FY2022-FY2024 Stretch targets assume a 10% increase year over year.

Note 3: Benchmarks based on research compiled by DED in FY2019 and representative of the portion of jobs coming from businesses outside Missouri.

PROGRAM DESCRIPTION

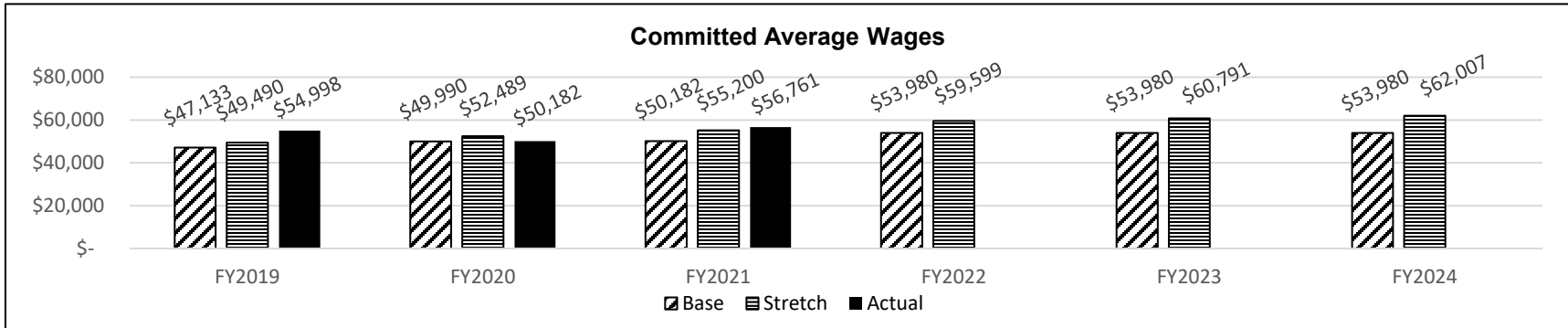
Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing

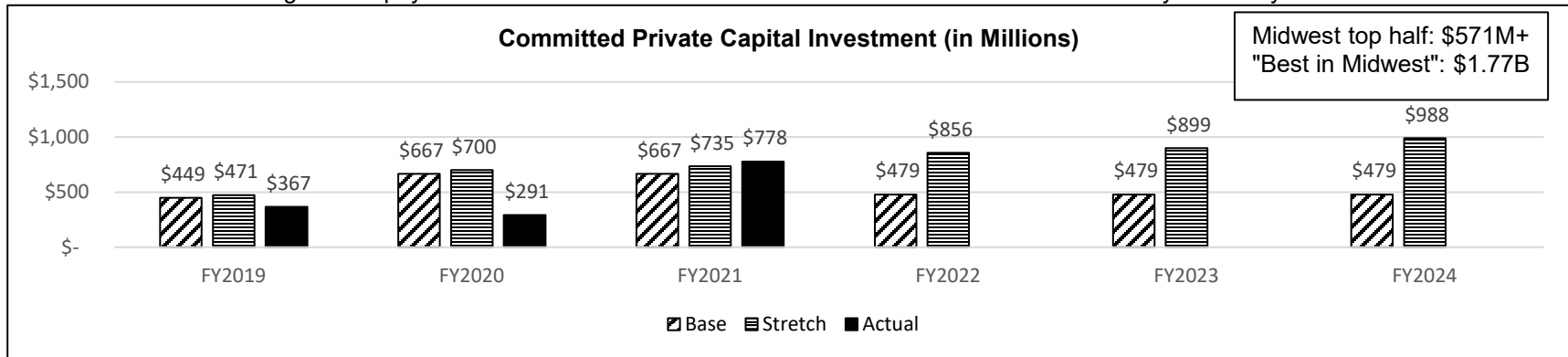
2c. Provide a measure(s) of the program's impact. (continued)



Note 1: Average wages represents wages projected at the time of project announcement.

Note 2: FY2022 base is an average of FY2019-FY2021 actuals and remains consistent.

Note 3: FY2023 Stretch goals for payroll assumes a 5% increase from FY2021 actual then a 2% increase year over year.



Note 1: Private capital investment represents planned expenditures at the time of project announcement.

Note 2: FY2022 base is an average of FY2019-FY2021 actuals and remains consistent. FY2022-FY2024 stretch targets reflect three year 10% year over year growth.

Note 3: Benchmarks based on research compiled by DED in FY2019 and representative of the portion of investment coming from businesses outside Missouri.

PROGRAM DESCRIPTION

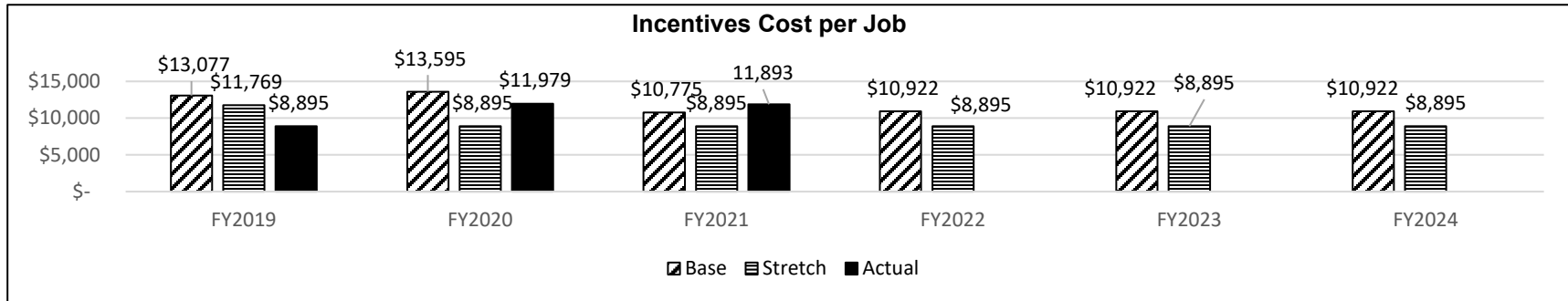
Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

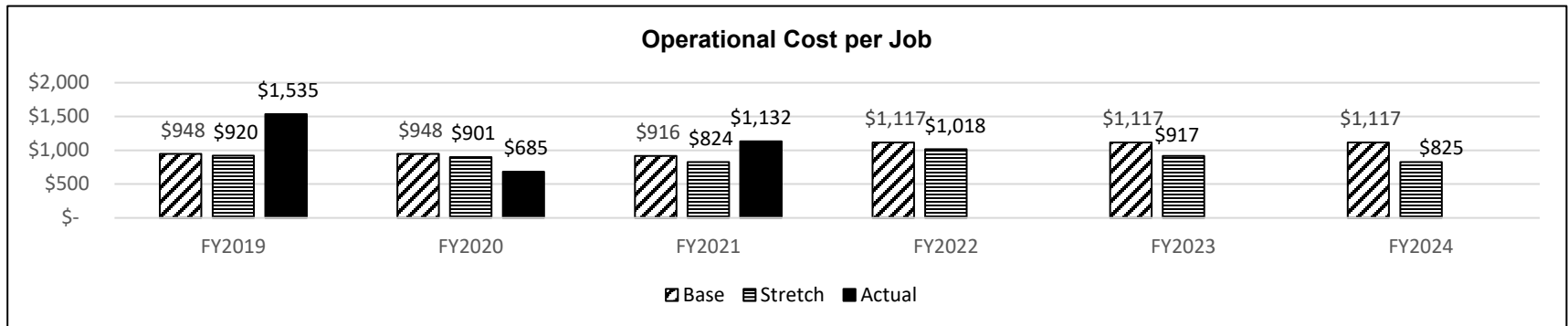
Program is found in the following core budget(s): Business Recruitment and Marketing

2d. Provide a measure(s) of the program's efficiency.



Note 1: Measure is calculated by dividing proposed economic incentives by the committed number of jobs committed.

Note 2: Base targets for FY2022-FY2024 are based on the averages of FY2019-FY2021 actuals. Stretch targets meet the FY2019 low of \$8,895 per job.



Note 1: Measure is calculated by dividing Business Recruitment and Marketing Program budget by the committed number of jobs created and retained.

Note 2: Base targets for FY2022 are based on the average of FY2019-FY2021 actuals. Stretch targets assume a 10% decrease year over year.

PROGRAM DESCRIPTION

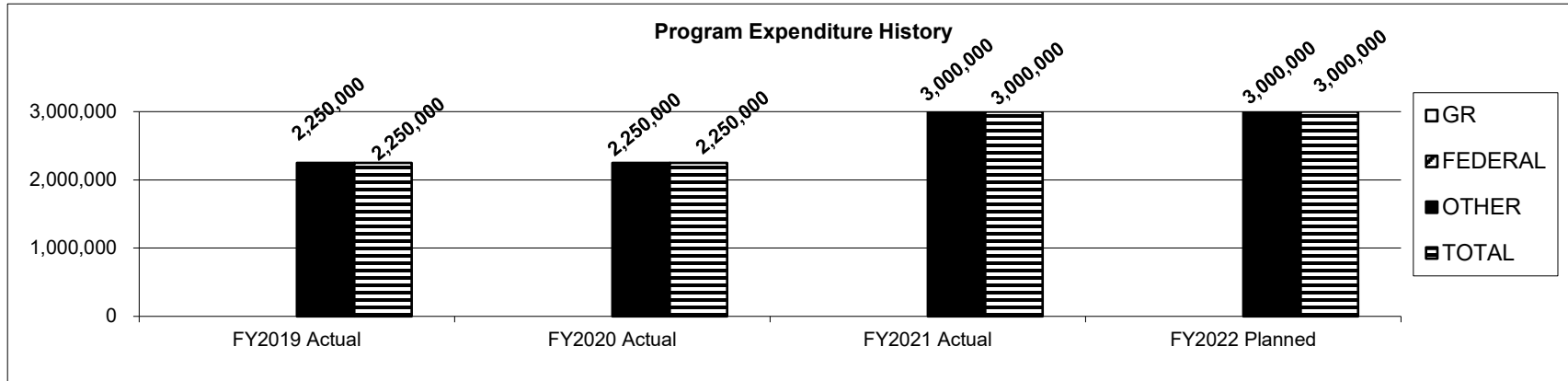
Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1900, RSMo., which establishes the Economic Development Advancement Fund.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 11 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43015C</u> |
| Division: Regional Engagement DI# 1419007 | |
| DI Name: Increase to Business Recruitment and Marketing | HB Section <u>7.005</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|-------------|------------------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 1,000,000 | 1,000,000 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 1,000,000 | 1,000,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|-------------|------------------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 1,000,000 | 1,000,000 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 1,000,000 | 1,000,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)
Non-Counts:

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested to increase funding for the Business Recruitment and Marketing program, which markets Missouri nationally and internationally in an effort to attract new business and job creation to our state. The increase will have no impact to general revenue, as it will draw from the Economic Development Advancement Fund, which consists of fees collected by the Department upon the issuance of tax credits. Currently, the Department contracts for business recruitment and marketing services with the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership founded in 2007 for the express purpose of recruiting new business to the state of Missouri.

Half of the requested increase will be used to conduct market research in the development of a more cohesive brand for the State of Missouri to use when targeting prospective businesses, workers and tourists. The initiative would identify target audiences, provide competitive analysis, and assess current perceptions of the state, prior to brand development.

NEW DECISION ITEM

RANK: 11 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43015C</u> |
| Division: Regional Engagement <u>DI# 1419007</u> | |
| DI Name: Increase to Business Recruitment and Marketing | HB Section <u>7.005</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The additional resources will add capacity allowing regionally targeted marketing for rural, urban, and suburban areas of the state. The increase reinforces the importance of these functions and will help Missouri compete with comparable state marketing and recruitment funding. Significant investments in similar public private partnerships exist in more than 22 states who utilize similar models.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | 0.0 | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| 400/Professional Services | | | | | 1,000,000 | | 1,000,000 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>1,000,000</u> | | <u>1,000,000</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>1,000,000</u> | <u>0.0</u> | <u>1,000,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 11 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43015C</u> |
| Division: Regional Engagement | DI# <u>1419007</u> |
| DI Name: Increase to Business Recruitment and Marketing | HB Section <u>7.005</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|--------------------------------------|-----------------------------------|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| 400/Professional Services | | | | | 1,000,000 | | 1,000,000 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>1,000,000</u> | | <u>1,000,000</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | | | | | | | 0 | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>1,000,000</u> | <u>0.0</u> | <u>1,000,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 11 OF 26

| | |
|---|---------------------------|
| Department: Economic Development | Budget Unit <u>43015C</u> |
| Division: Regional Engagement <u>DI# 1419007</u> | |
| DI Name: Increase to Business Recruitment and Marketing | HB Section <u>7.005</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Activity measures for this program can be found in the Business Recruitment and Marketing core.

6b. Provide a measure(s) of the program's quality.

Quality measures for this program can be found in the Business Recruitment and Marketing core.

6c. Provide a measure(s) of the program's impact.

Impact measures for this program can be found in the Business Recruitment and Marketing core.

6d. Provide a measure(s) of the program's efficiency.

Efficiency measures for this program can be found in the Business Recruitment and Marketing core.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The strategy for the success of this program continues to be to market Missouri both nationally and internationally to effectively produce new business recruitment leads resulting in new investment opportunities and the creation of new high quality jobs.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS RECRUITMENT AND MARKETING | | | | | | | | |
| Busn Recruit & Mktg Increase - 1419007 | | | | | | | | |
| PROFESSIONAL SERVICES | 0 | 0.00 | 0 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$1,000,000 | 0.00 | \$1,000,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$1,000,000 | 0.00 | \$1,000,000 | 0.00 |

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43019C</u> |
| Division: Business and Community Solutions | |
| Core: Delta Regional Authority Dues | HB Section <u>7.010</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | |
|--------------|------------------------|-------------|----------------|----------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 150,644 | 150,644 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 150,644 | 150,644 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|-------------|----------------|----------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 150,644 | 150,644 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 150,644 | 150,644 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

Other Funds: Economic Development Advancement Fund (0783)

2. CORE DESCRIPTION

This core decision item establishes the authority for the annual dues the State of Missouri pays to the Delta Regional Authority (DRA). The DRA was established in 2000 by Congress with the purpose of making strategic investments of federal appropriations into the physical and human infrastructure of Delta communities. Through the States' Economic Development Assistance Program, these investments help to improve transportation and basic public infrastructure and to strengthen our workforce development system and local business environments.

This item was transferred from the Department of Agriculture to the Department of Economic Development with the FY2022 budget.

3. PROGRAM LISTING (list programs included in this core funding)

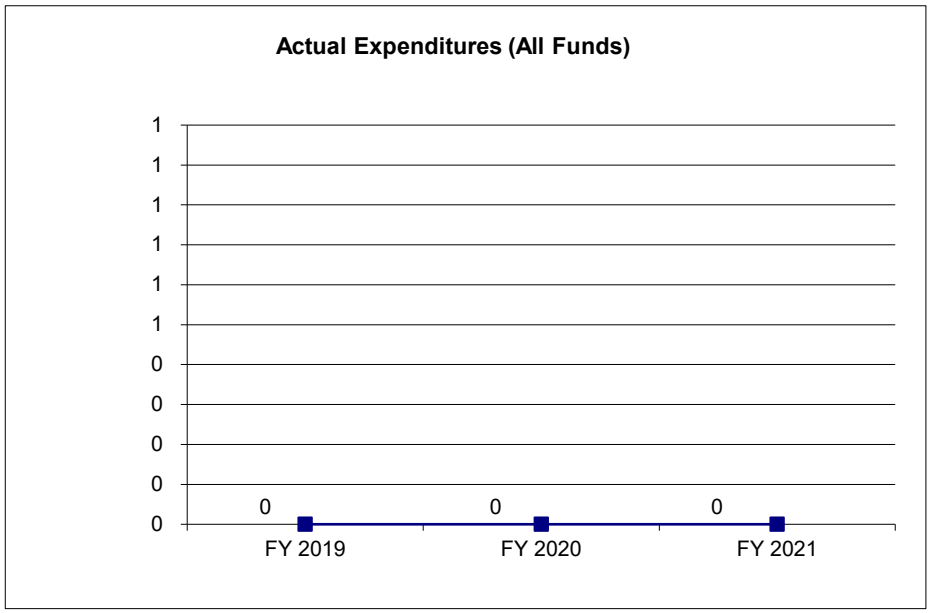
Delta Regional Authority Dues

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43019C</u> |
| Division: Business and Community Solutions | |
| Core: Delta Regional Authority Dues | HB Section <u>7.010</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 0 | 0 | 0 | 150,644 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 0 | 0 | 0 | 150,644 |
| Actual Expenditures (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |



*Current Year restricted amount is as of _____.

Reverted includes the statutory three percent reserve amount (when applicable).

Restricted includes any Governor's expenditure restrictions which remained at the end of the fiscal year (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
DELTA REGIONAL AUTHORITY

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|----------|----------|----------------|----------------|-------------|
| TAFP AFTER VETOES | | | | | | | |
| | EE | 0.00 | 0 | 0 | 150,644 | 150,644 | |
| | Total | 0.00 | 0 | 0 | 150,644 | 150,644 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | EE | 0.00 | 0 | 0 | 150,644 | 150,644 | |
| | Total | 0.00 | 0 | 0 | 150,644 | 150,644 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | EE | 0.00 | 0 | 0 | 150,644 | 150,644 | |
| | Total | 0.00 | 0 | 0 | 150,644 | 150,644 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---------------------------------|------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| DELTA REGIONAL AUTHORITY | | | | | | | | |
| CORE | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 |
| TOTAL | 0 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$150,644 | 0.00 | \$150,644 | 0.00 | \$150,644 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------------|------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| DELTA REGIONAL AUTHORITY | | | | | | | | |
| CORE | | | | | | | | |
| PROFESSIONAL DEVELOPMENT | 0 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 | 150,644 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$150,644 | 0.00 | \$150,644 | 0.00 | \$150,644 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$150,644 | 0.00 | \$150,644 | 0.00 | \$150,644 | 0.00 |

PROGRAM DESCRIPTION

Department Economic Development

HB Section(s): 7.010

Program Name Delta Regional Authority Dues

Program is found in the following core budget(s): Delta Regional Authority Dues

1a. What strategic priority does this program address?

Laser Focused, Regionally Targeted

1b. What does this program do?

The Delta Regional Authority (DRA) works to improve regional economic opportunity by helping to create jobs, build communities, and improve the lives of the 10 million people who reside in the 252 counties and parishes of the eight-state Delta region (Alabama, Arkansas, Illinois, Kentucky, Louisiana, Mississippi, Missouri, and Tennessee). Led by the DRA board, which includes the governors of the eight states – the Delta Regional Authority fosters local and regional partnerships that address economic and social challenges to ultimately strengthen the Delta economy and the quality of life for Delta residents. This spending authority reflects the annual dues the State of Missouri pays to the DRA.

2a. Provide an activity measure(s) for the program.

We will measure the amount of funds allocated annually to Missouri communities through the States' Economic Development Assistance Program (SEDAP).

2b. Provide a measure(s) of the program's quality.

DRA quality will be measured by monitoring the success of the investment in the communities as it relates to the stated goals in the grant applications themselves.

2c. Provide a measure(s) of the program's impact.

The overall impact will be measured by analyzing the total amount of investment into communities in DRA projects. This will include money from DRA as well as other sources such as local match, other federal funds, state funds, etc.

2d. Provide a measure(s) of the program's efficiency.

We will determine efficiency by analyzing the SEDAP application and administration process through ongoing conversations with the Regional Planning Commissions that are supporting communities with these funds directly.

PROGRAM DESCRIPTION

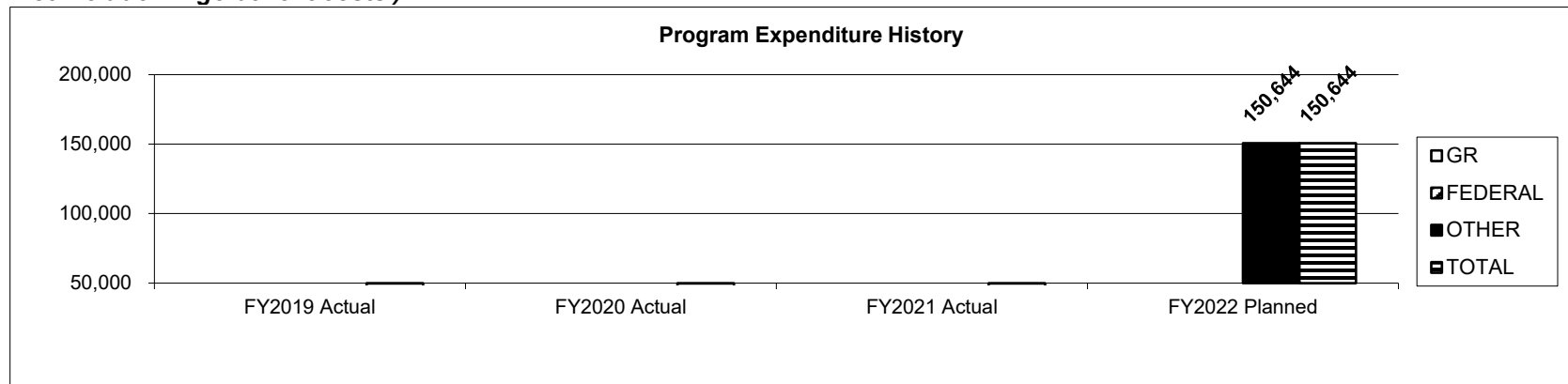
Department Economic Development

HB Section(s): 7.010

Program Name Delta Regional Authority Dues

Program is found in the following core budget(s): Delta Regional Authority Dues

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. *(Note: Amounts do not include fringe benefit costs.)*



4. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? *(Include the federal program number, if applicable.)*

7 USC Chapter 50, Subchapter VI: Delta Regional Authority (7 USC §2009aa - §2009aa-13)

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43020C</u> |
| Division: Business and Community Solutions | |
| Core: Business and Community Solutions | HB Section <u>7.015</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|--|------------------|----------------|------------------|--|--|------------------|----------------|------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 1,111,210 | 988,939 | 519,422 | 2,619,571 | PS | 1,111,210 | 988,939 | 519,422 | 2,619,571 |
| EE | 228,131 | 201,400 | 3,890 | 433,421 | EE | 228,131 | 201,400 | 3,890 | 433,421 |
| PSD | 0 | 50,000 | 0 | 50,000 | PSD | 0 | 50,000 | 0 | 50,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 1,339,341 | 1,240,339 | 523,312 | 3,102,992 | Total | 1,339,341 | 1,240,339 | 523,312 | 3,102,992 |
| FTE | 22.74 | 14.26 | 9.00 | 46.00 | FTE | 22.74 | 14.26 | 9.00 | 46.00 |
| Est. Fringe | 708,961 | 542,498 | 307,283 | 1,558,742 | Est. Fringe | 708,961 | 542,498 | 307,283 | 1,558,742 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |
| Other Funds: | State Supplemental Downtown Development (0766) Administrative Revolving Fund (0547) Economic Development Advancement Fund (0783) | | | | Other Funds: | State Supplemental Downtown Development (0766) Administrative Revolving Fund (0547) Economic Development Advancement Fund (0783) | | | |
| Federal Funds: | Community Development Block Grant (0123) | | | | Federal Funds: | Community Development Block Grant (0123) | | | |

2. CORE DESCRIPTION

The Business and Community Solutions Division fosters regional economic growth by addressing economic development challenges with a combination of subject matter expertise, program administration, and innovative problem solving. The Division houses many of the state's core economic development tools and programs, which it uses in close collaboration with the Regional Engagement Division to develop tailored solutions for business retention and expansion and community development projects.

Business and Community Solutions includes Personal Service and Expense and Equipment funding for staff who manage the various financial incentive tools, the Community Development Block Grant (CDBG) program and the Missouri Technology Corporation (MTC). Program funding for the CDBG and MTC can be found in separate Core Decision Item forms.

The Missouri Community Service Commission is also housed under this division and their PS, E&E, and program funding can be found in a separate Core Decision Item form.

3. PROGRAM LISTING (list programs included in this core funding)

Business and Community Solutions, Community Development Block Grant, International Business Development and Missouri Technology Corporation administration.

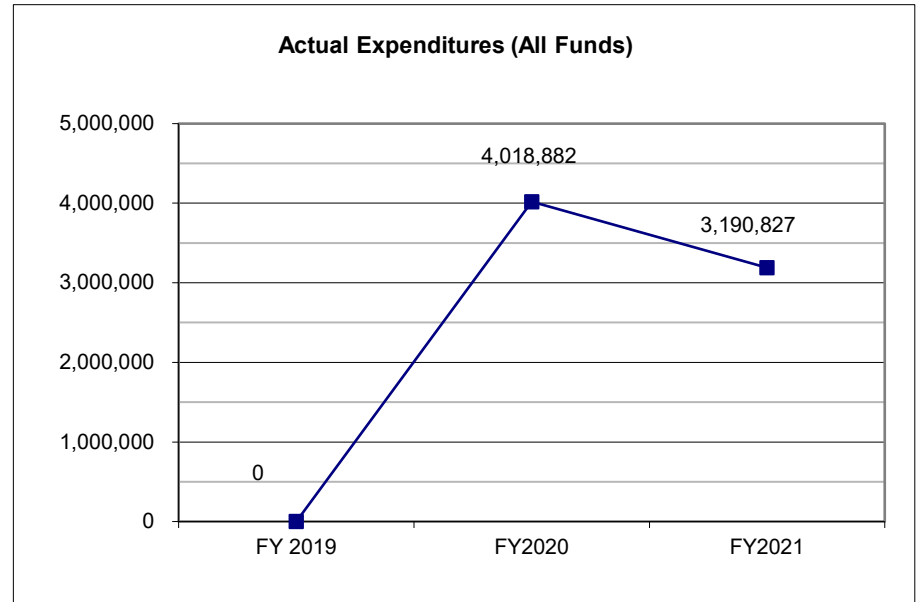
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Solutions
Core: Business and Community Solutions

Budget Unit 43020C
HB Section 7.015

4. FINANCIAL HISTORY

| | <u>FY 2019 Actual</u> | <u>FY2020 Actual</u> | <u>FY2021 Actual</u> | <u>FY2022 Current Yr.</u> |
|---------------------------------|---------------------------|--------------------------|--------------------------|-------------------------------|
| Appropriation (All Funds) | 0 | 5,813,779 | 5,484,208 | 5,705,403 |
| Less Reverted (All Funds) | 0 | (88,650) | (64,664) | (65,535) |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 0 | 5,725,129 | 5,419,544 | 5,639,868 |
| Actual Expenditures (All Funds) | 0 | 4,018,882 | 3,190,827 | N/A |
| Unexpended (All Funds) | 0 | 1,706,247 | 2,228,717 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 191,682 | 163,554 | N/A |
| Federal | 0 | 280,891 | 391,055 | N/A |
| Other | 0 | 1,233,674 | 1,674,108 | N/A |
| | | (1) | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Unexpended GR amounts caused by attrition and decrease in E&E spending due to COVID-19.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUS & COMMUNITY SOLUTIONS**

5. CORE RECONCILIATION DETAIL

| | | | | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|-----|------|--|-------------------------------|---------------|------------------|------------------|--------------------|--------------------|--|
| TAFP AFTER VETOES | | | | | | | | | | |
| | | | | PS | 54.45 | 1,491,383 | 988,939 | 519,422 | 2,999,744 | |
| | | | | EE | 0.00 | 693,131 | 201,400 | 888,565 | 1,783,096 | |
| | | | | PD | 0.00 | 0 | 50,000 | 872,563 | 922,563 | |
| | | | | Total | 54.45 | 2,184,514 | 1,240,339 | 2,280,550 | 5,705,403 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | | | | |
| Core Reallocation | 869 | 5093 | | PS | (8.45) | (380,173) | 0 | 0 | (380,173) | Reallocation from BCS to RED; Reorg cleanup |
| Core Reallocation | 869 | 5095 | | EE | 0.00 | (465,000) | 0 | 0 | (465,000) | Reallocation from BCS to RED; Reorg cleanup |
| Core Reallocation | 869 | 5155 | | EE | 0.00 | 0 | 0 | (884,675) | (884,675) | Reallocation from BCS to RED; Reorg cleanup |
| Core Reallocation | 869 | 5155 | | PD | 0.00 | 0 | 0 | (517,563) | (517,563) | Reallocation from BCS to RED; Reorg cleanup |
| Core Reallocation | 869 | 6177 | | PD | 0.00 | 0 | 0 | (355,000) | (355,000) | Reallocation from BCS to RED; Reorg cleanup |
| Core Reallocation | 880 | 5093 | | PS | 0.00 | 0 | 0 | 0 | 0 | Reallocation closer to prior year actuals |
| | | | | NET DEPARTMENT CHANGES | (8.45) | (845,173) | 0 | (1,757,238) | (2,602,411) | |
| DEPARTMENT CORE REQUEST | | | | | | | | | | |
| | | | | PS | 46.00 | 1,111,210 | 988,939 | 519,422 | 2,619,571 | |
| | | | | EE | 0.00 | 228,131 | 201,400 | 3,890 | 433,421 | |
| | | | | PD | 0.00 | 0 | 50,000 | 0 | 50,000 | |
| | | | | Total | 46.00 | 1,339,341 | 1,240,339 | 523,312 | 3,102,992 | |

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUS & COMMUNITY SOLUTIONS**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|--------------|------------------|------------------|----------------|------------------|--------------------|
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PS | 46.00 | 1,111,210 | 988,939 | 519,422 | 2,619,571 | |
| | EE | 0.00 | 228,131 | 201,400 | 3,890 | 433,421 | |
| | PD | 0.00 | 0 | 50,000 | 0 | 50,000 | |
| | Total | 46.00 | 1,339,341 | 1,240,339 | 523,312 | 3,102,992 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS & COMMUNITY SOLUTIONS | | | | | | | | |
| CORE | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 1,379,368 | 26.94 | 1,491,383 | 31.19 | 1,111,210 | 22.74 | 1,111,210 | 22.74 |
| DED-ED PRO-CDBG-ADMINISTRATION | 746,778 | 16.58 | 988,939 | 14.26 | 988,939 | 14.26 | 988,939 | 14.26 |
| DED ADMINISTRATIVE | 74,560 | 1.49 | 294,746 | 4.00 | 294,746 | 4.00 | 294,746 | 4.00 |
| STATE SUPP DOWNTOWN DEVELOPMNT | 38,251 | 0.92 | 46,868 | 1.00 | 46,868 | 1.00 | 46,868 | 1.00 |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 177,808 | 4.00 | 177,808 | 4.00 | 177,808 | 4.00 |
| TOTAL - PS | 2,238,957 | 45.93 | 2,999,744 | 54.45 | 2,619,571 | 46.00 | 2,619,571 | 46.00 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| GENERAL REVENUE | 547,862 | 0.00 | 693,131 | 0.00 | 228,131 | 0.00 | 228,131 | 0.00 |
| DED-ED PRO-CDBG-ADMINISTRATION | 81,936 | 0.00 | 201,400 | 0.00 | 201,400 | 0.00 | 201,400 | 0.00 |
| INTERNATIONAL PROMOTIONS REVOL | 123,557 | 0.00 | 884,675 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| STATE SUPP DOWNTOWN DEVELOPMNT | 1,476 | 0.00 | 3,890 | 0.00 | 3,890 | 0.00 | 3,890 | 0.00 |
| TOTAL - EE | 754,831 | 0.00 | 1,783,096 | 0.00 | 433,421 | 0.00 | 433,421 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| DED-ED PRO-CDBG-ADMINISTRATION | 9,631 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 |
| INTERNATIONAL PROMOTIONS REVOL | 105,874 | 0.00 | 517,563 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ECON DEVELOP ADVANCEMENT FUND | 81,534 | 0.00 | 355,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 197,039 | 0.00 | 922,563 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 |
| TOTAL | 3,190,827 | 45.93 | 5,705,403 | 54.45 | 3,102,992 | 46.00 | 3,102,992 | 46.00 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 10,835 | 0.00 | 10,835 | 0.00 |
| DED-ED PRO-CDBG-ADMINISTRATION | 0 | 0.00 | 0 | 0.00 | 9,790 | 0.00 | 9,790 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 2,918 | 0.00 | 2,918 | 0.00 |
| STATE SUPP DOWNTOWN DEVELOPMNT | 0 | 0.00 | 0 | 0.00 | 464 | 0.00 | 464 | 0.00 |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 0 | 0.00 | 1,760 | 0.00 | 1,760 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 25,767 | 0.00 | 25,767 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 25,767 | 0.00 | 25,767 | 0.00 |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 66,826 | 0.00 |

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Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--------------------------------------|--------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS & COMMUNITY SOLUTIONS | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| DED-ED PRO-CDBG-ADMINISTRATION | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 58,744 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 16,371 | 0.00 |
| STATE SUPP DOWNTOWN DEVELOPMNT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,603 | 0.00 |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,877 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 154,421 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 154,421 | 0.00 |
| GRAND TOTAL | \$3,190,827 | 45.93 | \$5,705,403 | 54.45 | \$3,128,759 | 46.00 | \$3,283,180 | 46.00 |

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | | |
|---------------------------------------|------------|-------------|------------|-------------|---------------------|-------------|--------------------|-------------|---------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR |
| BUS AND COMMNTY SOLUTIONS ARPA | | | | | | | | | |
| DED ARPA EDA NDI - 1419002 | | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | | |
| DED FEDERAL STIM 2021 FUND | 0 | 0.00 | 0 | 0.00 | 173,769 | 4.00 | 51,741 | 1.00 | |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 173,769 | 4.00 | 51,741 | 1.00 | |
| EXPENSE & EQUIPMENT | | | | | | | | | |
| DED FEDERAL STIM 2021 FUND | 0 | 0.00 | 0 | 0.00 | 24,544 | 0.00 | 4,182 | 0.00 | |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 24,544 | 0.00 | 4,182 | 0.00 | |
| PROGRAM-SPECIFIC | | | | | | | | | |
| DED FEDERAL STIM 2021 FUND | 0 | 0.00 | 0 | 0.00 | 81,601,687 | 0.00 | 6,744,077 | 0.00 | |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 81,601,687 | 0.00 | 6,744,077 | 0.00 | |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 81,800,000 | 4.00 | 6,800,000 | 1.00 | |
| Pay Plan - 0000012 | | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | | |
| DED FEDERAL STIM 2021 FUND | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 | |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 | |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 | |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$81,800,000 | 4.00 | \$6,802,846 | 1.00 | |

FLEXIBILITY REQUEST FORM

| | |
|---|---|
| BUDGET UNIT NUMBER: 43020C | DEPARTMENT: Economic Development |
| BUDGET UNIT NAME: Business and Community Solutions | |
| HOUSE BILL SECTION: 7.015 | DIVISION: Business and Community Solutions |

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.

- Business & Comm Solutions PS (0101) - \$1,098,210 x 10% = \$109,821 and Business & Comm Solutions EE (0101) - \$228,131x 10% = \$22,813
- Business & Comm Solutions PS (0123) - \$988,939 x 10% = \$98,894 and Business & Comm Solutions EE (0123) - \$251,400 x 10% = \$25,140
- Business & Comm Solutions PS (0766) - \$46,868 x 10% = \$4,687 and Business & Comm Solutions EE (0766) - \$3,890 x 10% = \$389

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

| PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED | BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED |
|---|---|---|
| \$0 | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

3. Please explain how flexibility was used in the prior and/or current years.

| PRIOR YEAR EXPLAIN ACTUAL USE | CURRENT YEAR EXPLAIN PLANNED USE |
|----------------------------------|-------------------------------------|
| N/A | N/A |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------------|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS & COMMUNITY SOLUTIONS | | | | | | | | |
| CORE | | | | | | | | |
| ADMIN OFFICE SUPPORT ASSISTANT | 4,351 | 0.12 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| SENIOR AUDITOR | 2,309 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ACCOUNTING GENERALIST II | 1,970 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST I | 1,460 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST II | 3,625 | 0.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST III | 6,516 | 0.13 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ECONOMIC DEV INCENTIVE SPEC I | 7,382 | 0.21 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ECONOMIC DEV INCENTIVE SPEC II | 12,139 | 0.29 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ECONOMIC DEV INCENTIVE SPC III | 28,855 | 0.58 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| COMMUNITY & ECONOMIC DEV MGRB1 | 10,138 | 0.13 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| DIVISION DIRECTOR | 111,244 | 1.00 | 108,746 | 1.25 | 108,746 | 1.25 | 108,746 | 1.25 |
| DESIGNATED PRINCIPAL ASST DIV | 144,378 | 2.02 | 146,450 | 1.00 | 146,450 | 1.00 | 146,450 | 1.00 |
| OFFICE WORKER MISCELLANEOUS | 0 | 0.00 | 14,443 | 0.45 | 0 | 0.00 | 0 | 0.00 |
| MISCELLANEOUS PROFESSIONAL | 48,006 | 1.18 | 2,528 | 0.90 | 2,528 | 0.90 | 2,528 | 0.90 |
| PRINCIPAL ASST BOARD/COMMISSON | 26,658 | 0.37 | 0 | 0.00 | 5,000 | 0.10 | 5,000 | 0.10 |
| LEAD ADMIN SUPPORT ASSISTANT | 104,337 | 3.00 | 123,110 | 3.00 | 93,110 | 2.00 | 93,110 | 2.00 |
| SENIOR PROGRAM SPECIALIST | 4,781 | 0.09 | 0 | 0.00 | 5,000 | 0.10 | 5,000 | 0.10 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 325,797 | 9.19 | 399,880 | 9.57 | 322,880 | 7.57 | 322,880 | 7.57 |
| ECONOMIC DEVELOPMENT SPEC | 306,748 | 7.32 | 754,517 | 12.34 | 664,517 | 10.34 | 664,517 | 10.34 |
| SR ECONOMIC DEVELOPMENT SPEC | 711,648 | 14.46 | 1,048,403 | 18.79 | 882,403 | 15.79 | 882,403 | 15.79 |
| ECONOMIC DEVELOPMENT SPV | 60,094 | 1.01 | 138,614 | 2.00 | 188,614 | 3.00 | 188,614 | 3.00 |
| ECONOMIC DEVELOPMENT MANAGER | 226,481 | 2.86 | 114,264 | 3.15 | 51,534 | 1.95 | 51,534 | 1.95 |
| SENIOR ACCOUNTS ASSISTANT | 45,299 | 0.96 | 88,189 | 1.00 | 88,189 | 1.00 | 88,189 | 1.00 |
| LEAD AUDITOR | 44,741 | 0.81 | 60,600 | 1.00 | 60,600 | 1.00 | 60,600 | 1.00 |
| TOTAL - PS | 2,238,957 | 45.93 | 2,999,744 | 54.45 | 2,619,571 | 46.00 | 2,619,571 | 46.00 |
| TRAVEL, IN-STATE | 6,211 | 0.00 | 119,510 | 0.00 | 49,238 | 0.00 | 49,238 | 0.00 |
| TRAVEL, OUT-OF-STATE | 10,462 | 0.00 | 99,993 | 0.00 | 12,822 | 0.00 | 12,822 | 0.00 |
| FUEL & UTILITIES | 0 | 0.00 | 17,192 | 0.00 | 12,192 | 0.00 | 12,192 | 0.00 |
| SUPPLIES | 20,343 | 0.00 | 132,311 | 0.00 | 63,279 | 0.00 | 63,279 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 161,335 | 0.00 | 226,769 | 0.00 | 113,452 | 0.00 | 113,452 | 0.00 |
| COMMUNICATION SERV & SUPP | 33,045 | 0.00 | 135,197 | 0.00 | 50,665 | 0.00 | 50,665 | 0.00 |
| PROFESSIONAL SERVICES | 365,288 | 0.00 | 903,629 | 0.00 | 75,934 | 0.00 | 75,934 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS & COMMUNITY SOLUTIONS | | | | | | | | |
| CORE | | | | | | | | |
| HOUSEKEEPING & JANITORIAL SERV | 0 | 0.00 | 1 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| M&R SERVICES | 42,299 | 0.00 | 18,823 | 0.00 | 10,823 | 0.00 | 10,823 | 0.00 |
| COMPUTER EQUIPMENT | 0 | 0.00 | 2 | 0.00 | 2 | 0.00 | 2 | 0.00 |
| MOTORIZED EQUIPMENT | 0 | 0.00 | 12,024 | 0.00 | 7,904 | 0.00 | 7,904 | 0.00 |
| OFFICE EQUIPMENT | 329 | 0.00 | 28,306 | 0.00 | 9,077 | 0.00 | 9,077 | 0.00 |
| OTHER EQUIPMENT | 4,963 | 0.00 | 16,495 | 0.00 | 7,495 | 0.00 | 7,495 | 0.00 |
| PROPERTY & IMPROVEMENTS | 0 | 0.00 | 2,071 | 0.00 | 10 | 0.00 | 10 | 0.00 |
| BUILDING LEASE PAYMENTS | 110,556 | 0.00 | 35,846 | 0.00 | 1,094 | 0.00 | 1,094 | 0.00 |
| EQUIPMENT RENTALS & LEASES | 0 | 0.00 | 7,278 | 0.00 | 5,177 | 0.00 | 5,177 | 0.00 |
| MISCELLANEOUS EXPENSES | 0 | 0.00 | 19,391 | 0.00 | 7,197 | 0.00 | 7,197 | 0.00 |
| REBILLABLE EXPENSES | 0 | 0.00 | 8,258 | 0.00 | 7,059 | 0.00 | 7,059 | 0.00 |
| TOTAL - EE | 754,831 | 0.00 | 1,783,096 | 0.00 | 433,421 | 0.00 | 433,421 | 0.00 |
| PROGRAM DISTRIBUTIONS | 197,039 | 0.00 | 911,601 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 |
| REFUNDS | 0 | 0.00 | 10,962 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 197,039 | 0.00 | 922,563 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 |
| GRAND TOTAL | \$3,190,827 | 45.93 | \$5,705,403 | 54.45 | \$3,102,992 | 46.00 | \$3,102,992 | 46.00 |
| GENERAL REVENUE | \$1,927,230 | 26.94 | \$2,184,514 | 31.19 | \$1,339,341 | 22.74 | \$1,339,341 | 22.74 |
| FEDERAL FUNDS | \$838,345 | 16.58 | \$1,240,339 | 14.26 | \$1,240,339 | 14.26 | \$1,240,339 | 14.26 |
| OTHER FUNDS | \$425,252 | 2.41 | \$2,280,550 | 9.00 | \$523,312 | 9.00 | \$523,312 | 9.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Business and Community Solutions

Program is found in the following core budget(s): Business and Community Solutions

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

- The Division administers the State's core economic development programs designed to address business and community economic development opportunities and challenges.
- Community Development programs enable nonprofit entities to create public/private partnerships to address the needs of underserved Missouri citizens. Program benefits largely consist of tax credits used to leverage private investment. Eligible uses of program benefits include workforce training, youth development, physical revitalization, crime prevention, and academic support for underserved communities and populations across the State.
- Redevelopment programs incentivize private investment to revitalize underutilized sites and buildings, resulting in stronger communities. Program benefits largely consist of tax credits used to leverage private investment. Program benefits may be available for the cleanup and revitalization of a community facility/infrastructure or redevelopment of historic buildings.
- Business Development programs incentivize business expansion, recruitment, and retention within the State. Program benefits largely consist of retained withholding taxes or tax credits for jobs created or retained. Program benefits may be available for businesses that create new jobs with average wages of at least 80% of the applicable county average wage and, in some cases, make substantial new capital investment within the State.
- The Division also provides the administration for the following programs (full descriptions may be found on the Program Description Forms):
 - Community Development Block Grants
 - Missouri Technology Corporation (MTC)
 - Missouri Community Service Commission (MCSC)

2a. Provide an activity measure(s) for the program.

Community Development Projects

| | FY2019 Actual | FY2020 Actual | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|--|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Number of Projects Authorized | 128 | 69 | 14* | 140 | 139 | 139 | 140 |
| Amount of Incentives Authorized | \$21.9M | \$13.6M | \$2M | \$18.88M | \$23.7M | \$23.7M | \$22M |
| Number of Tax Credit Certificates Issued* | 3,768 | 2,986 | 2,109 | 2,020 | 4,405 | 4,405 | 3,800 |
| Amount of Incentives Issued | \$16.7M | \$14M | \$14.7M | \$11.19M | \$20M | \$20M | \$17M |

Note 1: Community Development projects represent 6 programs, the largest of which are Neighborhood Assistance and Youth Opportunities.

Note 2: *Due to budget concerns, DED had not authorized tax credits for those programs. Instead, DED utilized CARES Act funding for COVID-related expenses for non-profits.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Business and Community Solutions

Program is found in the following core budget(s): Business and Community Solutions

2a. Provide an activity measure(s) for the program. (continued)

Redevelopment Projects

| | FY2019 Actual | FY2020 Actual | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|--|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Number of Projects Authorized | 311 | 369 | 317 | 356 | 317 | 317 | 345 |
| Amount of Incentives Authorized | \$157.8M | \$151M | \$177.8M | \$117.8M | \$177.8M | \$177.8M | \$142.2M |
| Number of Tax Credit Certificates Issued* | 357 | 281 | 277 | 325 | 277 | 277 | 321 |
| Amount of Incentives Issued | \$116M | \$128.4M | \$91.2M | \$130.2M | \$91.2M | \$91.2M | \$124.8M |

Business Development Projects

| | FY2019 Actual | FY2020 Actual | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|--|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Number of Projects Authorized | 101 | 116 | 150 | 109 | 150 | 150 | 150 |
| Amount of Incentives Authorized | \$105M | \$153.8M | \$189.7M | \$229.6M | \$189.3M | \$189M | \$189M |
| Number of Tax Credit Certificates Issued* | 154 | 103 | 155 | 123 | 187 | 183 | 183 |
| Amount of Incentives Issued | \$152M | \$190M | \$212.5M | \$175.2M | \$210M | \$220M | \$220M |

Note 1: Redevelopment Projects represent 3 programs, the largest of which are Historic Preservation and Neighborhood Preservation.

Note 2: Business Development projects represent 5 programs, the largest of which is Missouri Works.

Note 3: Community Development and Redevelopment projections are based on FY2019-FY2021 averages. Business Development projections are based on known information and history. There is a cap on most programs and numbers will fluctuate based on the type of projects that apply.

*This number includes every certificate issued, which could mean the same company or organization is issued multiple certificates in a given year.

2b. Provide a measure(s) of the program's quality.

| | FY2019 Actual | FY2020 Actual | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|------------------------------------|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Customer Service Experience | 88% | 86% | 92% | 88% | 94% | 95% | 95% |

Note 1: Percentage of customers who rated their experience as "very" or "somewhat" positive.

Note 2: FY2021 results based on September 2021 survey that included 200 respondents.

PROGRAM DESCRIPTION

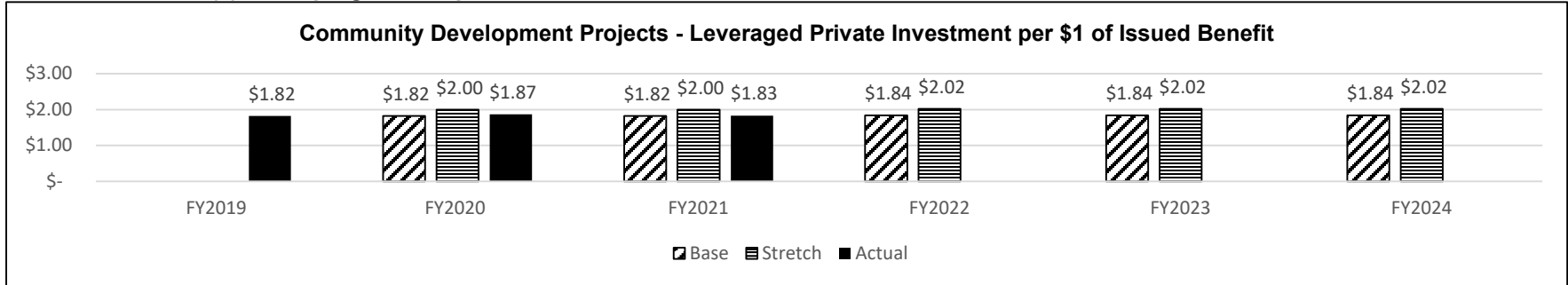
Department: Economic Development

HB Section(s): 7.015

Program Name: Business and Community Solutions

Program is found in the following core budget(s): Business and Community Solutions

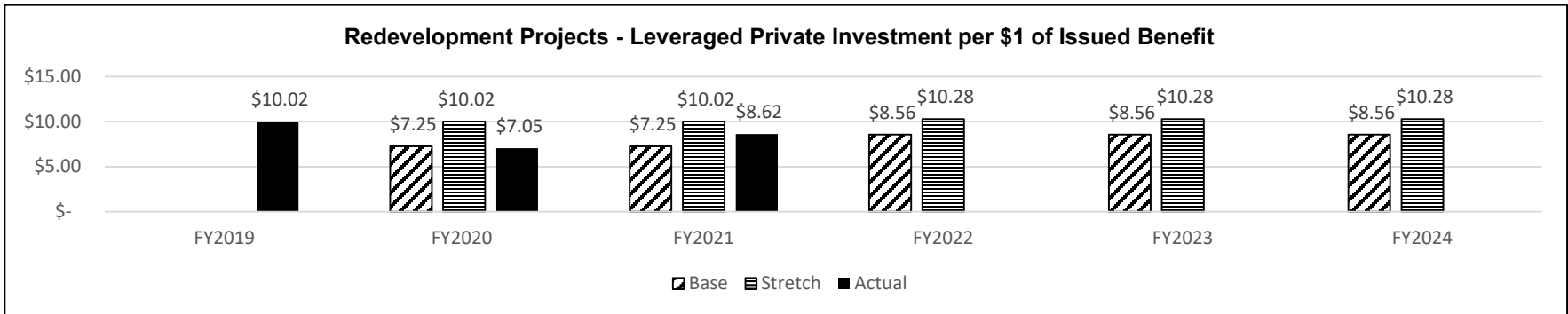
2c. Provide a measure(s) of the program's impact.



Note 1: Amount of Actual Private Investment compared to \$1 of benefits issued for Community Development projects.

Note 2: For FY2022, the Base target is calculated on a FY2019-FY2021 average and the Stretch is a 10% increase.

Note 3: This measure has been refined; therefore, projected data for FY2019 is not available.



Note 1: Amount of Actual Private Investment compared to \$1 of benefits issued for all Redevelopment projects.

Note 2: For FY2022, the Base target is calculated on the FY2019-FY2021 actual average. Stretch target is calculated as base plus 20%.

Note 3: This measure has been refined; therefore, projected data for FY2019 is not available.

PROGRAM DESCRIPTION

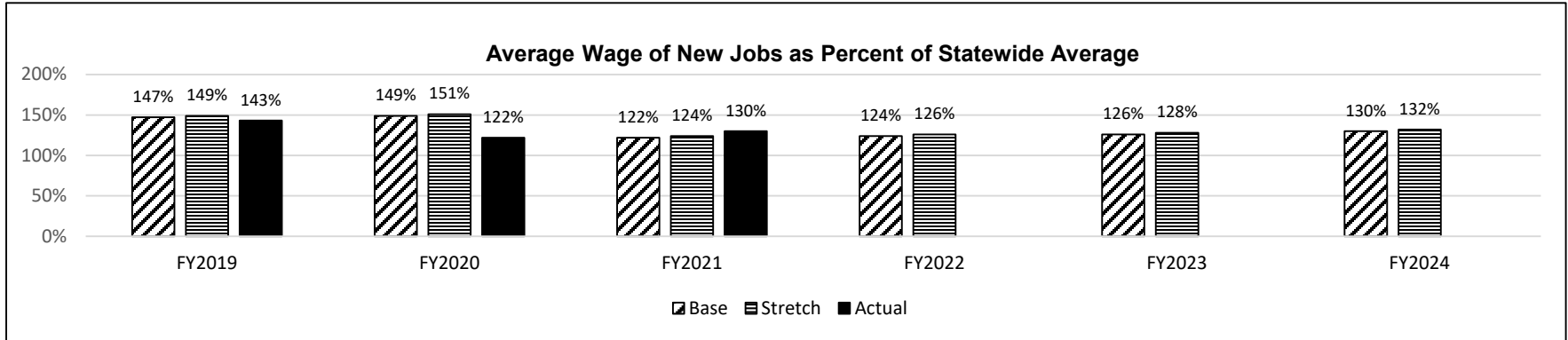
Department: Economic Development

HB Section(s): 7.015

Program Name: Business and Community Solutions

Program is found in the following core budget(s): Business and Community Solutions

2c. Provide a measure(s) of the program's impact. (continued)

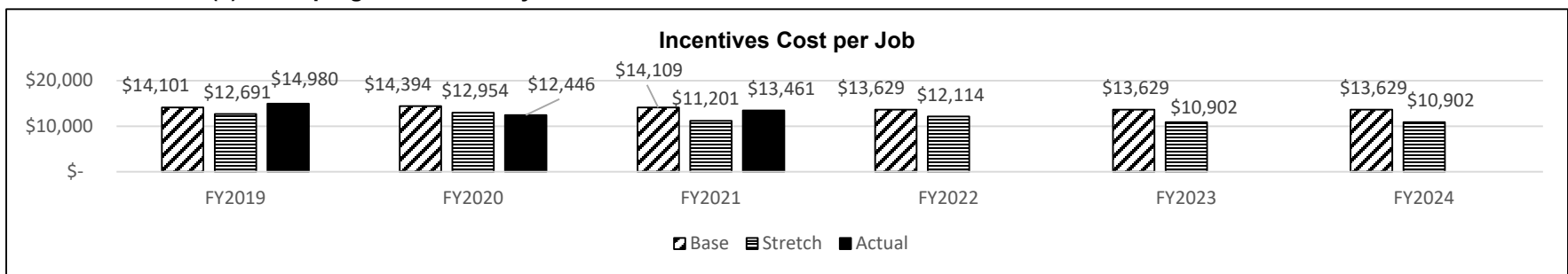


Note 1: Average wages paid to actual new jobs for which we have average wage data as a percent of the statewide average wage for Business Development programs.

Note 2: The Base target is calculated as the lowest of the 3 years of data, then increasing by 2% each year, and the Stretch target is calculated as the base plus 2% each year.

Note 3: Statewide Average Wage for FY2019=\$47,806, FY2020=\$49,586

2d. Provide a measure(s) of the program's efficiency.



Note 1: This is a shared measure with Regional Engagement team. Measure is calculated by dividing proposed economic incentives by the committed number of jobs to be created or retained.

Note 2: Base targets for FY2022-FY2024 are based on the averages of FY2019-FY2021 actuals. Stretch targets assume a 10% decrease in the state's incentives cost per job over the previous year then stays consistent after FY2023.

PROGRAM DESCRIPTION

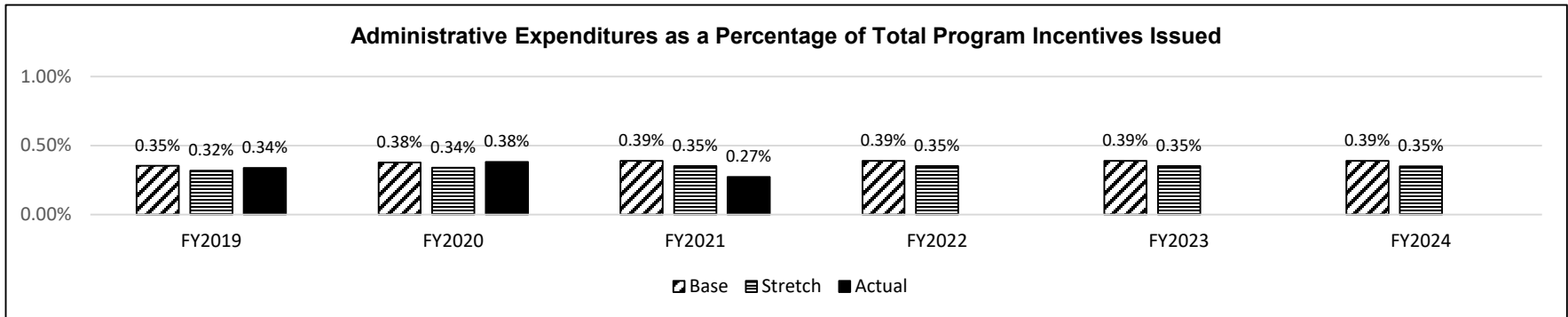
Department: Economic Development

HB Section(s): 7.015

Program Name: Business and Community Solutions

Program is found in the following core budget(s): Business and Community Solutions

2d. Provide a measure(s) of the program's efficiency. (continued)



Note: Administrative costs as compared to Total Incentives Issued in Finance Programs. This number does not include any costs for services provided by other DED divisions that contribute resources to the team.

Note 2: Base targets for FY2022-FY2024 are based on the averages of FY2019-FY2021 actuals. .33% is a very low cost to issued ratio; therefore, it was assumed that the base would remain the same. The Stretch goal was decreased by 10%.

PROGRAM DESCRIPTION

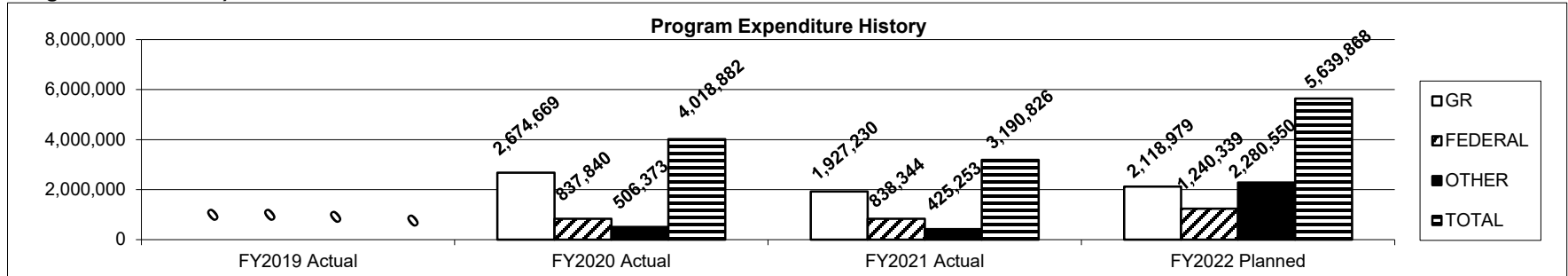
Department: Economic Development

HB Section(s): 7.015

Program Name: Business and Community Solutions

Program is found in the following core budget(s): Business and Community Solutions

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Planned expenditures for GR reflects 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

Administrative Revolving Fund (0547), International Promotions Revolving Fund (0567), State Supplemental Downtown Development Fund (0766), and Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo. establishes the Department of Economic Development and its divisions.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 6 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43021C</u> |
| Division: Business and Community Solutions DI# 1419002 | |
| DI Name: DED ARPA Statewide Planning, Research, and Network Funding | HB Section <u>7.015</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|------------------------|-------------------|-------------|-------------------|--|-----------------------------------|------------------|-------------|------------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 173,769 | 0 | 173,769 | PS | 0 | 51,741 | 0 | 51,741 |
| EE | 0 | 24,544 | 0 | 24,544 | EE | 0 | 4,182 | 0 | 4,182 |
| PSD | 0 | 81,601,687 | 0 | 81,601,687 | PSD | 0 | 6,744,077 | 0 | 6,744,077 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 81,800,000 | 0 | 81,800,000 | Total | 0 | 6,800,000 | 0 | 6,800,000 |
| FTE | 0.00 | 4.00 | 0.00 | 4.00 | FTE | 0.00 | 1.00 | 0.00 | 1.00 |
| Est. Fringe | 0 | 117,435 | 0 | 117,435 | Est. Fringe | 0 | 32,141 | 0 | 32,141 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |
| Other Funds: Federal Funds: DED Federal Stim 2021 Fund (2451) | | | | | Other Funds: Federal Funds: DED Federal Stim 2021 Fund (2451) | | | | |

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | | |
|--|--|-------------------|--|
| <input type="checkbox"/> New Legislation | <input checked="" type="checkbox"/> X | New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input type="checkbox"/> | Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> | Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> | Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This request includes an appropriation of federal dollars from the American Rescue Plan Act (ARPA) of 2021 (Public Law 117-2, H.R. 1319) for Statewide Planning, Research, and Networks Notice of Funding Opportunity (NOFO) through the Economic Development Administration (EDA). At the time of the department submission, the request included two non-competitive grants as described below:
 \$ 1,000,000 ARPA non-competitive Planning Grant to support a planning process for economic recovery related items; and
 \$ 5,800,000 ARPA non-competitive Tourism Grant to support key projects to help our tourism industry recover.

NEW DECISION ITEM

RANK: 6 OF 26

| | | |
|--|--------------------|---------------|
| Department: Economic Development | Budget Unit | 43021C |
| Division: Business and Community Solutions | DI# 1419002 | |
| DI Name: DED ARPA Statewide Planning, Research, and Network Funding | HB Section | 7.015 |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The requested amounts are based on total EDA funds available to the State. The non-competitive \$1,000,000 and \$5,800,000 program amounts were determined by EDA and provided to the State with no commitment.

DED is also requesting a Supplemental New Decision Item for these funding opportunities.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| 100/Grants Specialist/11GR30 | 0 | 0.0 | 51,741 | 2.0 | | | 51,741 | 2.0 | |
| 100/Grants Manager/11GR50 | 0 | 0.0 | 72,012 | 1.0 | | | 72,012 | 1.0 | |
| 100/Legal Counsel/009734 | 0 | 0.0 | 50,016 | 1.0 | | | 50,016 | 1.0 | |
| Total PS | 0 | 0.0 | 173,769 | 4.0 | 0 | 0.0 | 173,769 | 4.0 | 0 |
| 140/Travel, In-state | | | 5,000 | | | | 5,000 | | |
| 190/Office Supplies | 0 | | 1,500 | | | | 1,500 | | |
| 340/Communications | 0 | | 3,840 | | | | 3,840 | | |
| 580/Office Equipment | 0 | | 6,044 | | | | 6,044 | | |
| 480/Computer Equipment | 0 | | 8,160 | | | | 8,160 | | |
| Total EE | 0 | | 24,544 | | 0 | | 24,544 | | 0 |
| Program Distributions | | | 81,601,687 | | | | 81,601,687 | | |
| Total PSD | 0 | | 81,601,687 | | 0 | | 81,601,687 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 81,800,000 | 4.0 | 0 | 0.0 | 81,800,000 | 4.0 | 0 |

NEW DECISION ITEM

RANK: 6 OF 26

| | | | | | | | | | |
|--|-----------------------|-----------------------|------------------------|------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------------|
| Department: Economic Development | | | Budget Unit | | 43021C | | | | |
| Division: Business and Community Solutions | | | DI# 1419002 | | | | | | |
| DI Name: DED ARPA Statewide Planning, Research, and Network Funding | | | HB Section | | 7.015 | | | | |
| | Gov Rec GR | Gov Rec GR | Gov Rec FED | Gov Rec FED | Gov Rec OTHER | Gov Rec OTHER | Gov Rec TOTAL | Gov Rec TOTAL | Gov Rec One-Time |
| Budget Object Class/Job Class | DOLLARS | FTE | DOLLARS | FTE | DOLLARS | FTE | DOLLARS | FTE | DOLLARS |
| 100/Grants Specialist/11GR30 | | | 51,741 | 1.0 | | | 51,741 | 1.0 | |
| | | | | | | | 0 | 0.0 | |
| Total PS | 0 | 0.0 | 51,741 | 1.0 | 0 | 0.0 | 51,741 | 1.0 | 0 |
| 140/Travel, In-state | | | 1,500 | | | | 1,500 | | |
| 190/Office Supplies | | | 372 | | | | 372 | | |
| 340/Communications | | | 300 | | | | 300 | | |
| 580/Office Equipment | | | 361 | | | | 361 | | |
| 480/Computer Equipment | | | 1,649 | | | | 1,649 | | |
| Total EE | 0 | | 4,182 | | 0 | | 4,182 | | 0 |
| Program Distributions | | | 6,744,077 | | | | 6,744,077 | | |
| Total PSD | 0 | | 6,744,077 | | 0 | | 6,744,077 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 6,800,000 | 1.0 | 0 | 0.0 | 6,800,000 | 1.0 | 0 |

NEW DECISION ITEM

RANK: 6 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43021C</u> |
| Division: Business and Community Solutions DI# 1419002 | |
| DI Name: DED ARPA Statewide Planning, Research, and Network Funding | HB Section <u>7.015</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Activity measures for the program will be developed.

6b. Provide a measure(s) of the program's quality.

Quality measures for the program will be developed.

6c. Provide a measure(s) of the program's impact.

Impact measures for the program will be developed.

6d. Provide a measure(s) of the program's efficiency.

Efficiency measures for the program will be developed.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Strategies to achieve the performance measures will be developed.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------------------|------------|-------------|------------|-------------|---------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| BUS AND COMMNTY SOLUTIONS ARPA | | | | | | | | |
| DED ARPA EDA NDI - 1419002 | | | | | | | | |
| LEGAL COUNSEL | 0 | 0.00 | 0 | 0.00 | 50,016 | 1.00 | 0 | 0.00 |
| GRANTS SPECIALIST | 0 | 0.00 | 0 | 0.00 | 51,741 | 2.00 | 51,741 | 1.00 |
| GRANTS MANAGER | 0 | 0.00 | 0 | 0.00 | 72,012 | 1.00 | 0 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 173,769 | 4.00 | 51,741 | 1.00 |
| TRAVEL, IN-STATE | 0 | 0.00 | 0 | 0.00 | 5,000 | 0.00 | 1,500 | 0.00 |
| SUPPLIES | 0 | 0.00 | 0 | 0.00 | 1,500 | 0.00 | 372 | 0.00 |
| COMMUNICATION SERV & SUPP | 0 | 0.00 | 0 | 0.00 | 3,840 | 0.00 | 300 | 0.00 |
| COMPUTER EQUIPMENT | 0 | 0.00 | 0 | 0.00 | 8,160 | 0.00 | 1,649 | 0.00 |
| OFFICE EQUIPMENT | 0 | 0.00 | 0 | 0.00 | 6,044 | 0.00 | 361 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 24,544 | 0.00 | 4,182 | 0.00 |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 81,601,687 | 0.00 | 6,744,077 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 81,601,687 | 0.00 | 6,744,077 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$81,800,000 | 4.00 | \$6,800,000 | 1.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$81,800,000 | 4.00 | \$6,800,000 | 1.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43025C</u> |
| Division: Business and Community Solutions | |
| Core: Econ Dev Advancement Fund Refunds (EDAF) | HB Section <u>7.015</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|---------------|---------------|--------------|-----------------------------------|----------|---------------|---------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 10,000 | 10,000 | PSD | 0 | 0 | 10,000 | 10,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 10,000 | 10,000 | Total | 0 | 0 | 10,000 | 10,000 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

Other Funds: Economic Development Advancement Fund (0783)

2. CORE DESCRIPTION

This core item provides the Department of Economic Development with the ability to refund an overpayment or erroneous payment of any amount credited to the Economic Development Advancement Fund (EDAF). EDAF was created pursuant to Section 620.1900, RSMo, in order to receive fees from recipients of certain tax credits issued by the Department, in an amount up to 2½ percent of the amount of the issued tax credit. Recipients pay these fees upon issuance of the tax credits.

In 2018, Senate Bill 590 introduced a 4 percent fee of the amount of tax credits issued under the Historic Preservation Tax Credit Program. The fee was first applied to FY2020 projects and, since the fee is calculated when the credit is “issued” at the completion of the renovation, increased EDAF fees will likely not be realized until 2021. DED does not expect this increased fee amount to require a change to this core appropriation for EDAF refunds.

3. PROGRAM LISTING (list programs included in this core funding)

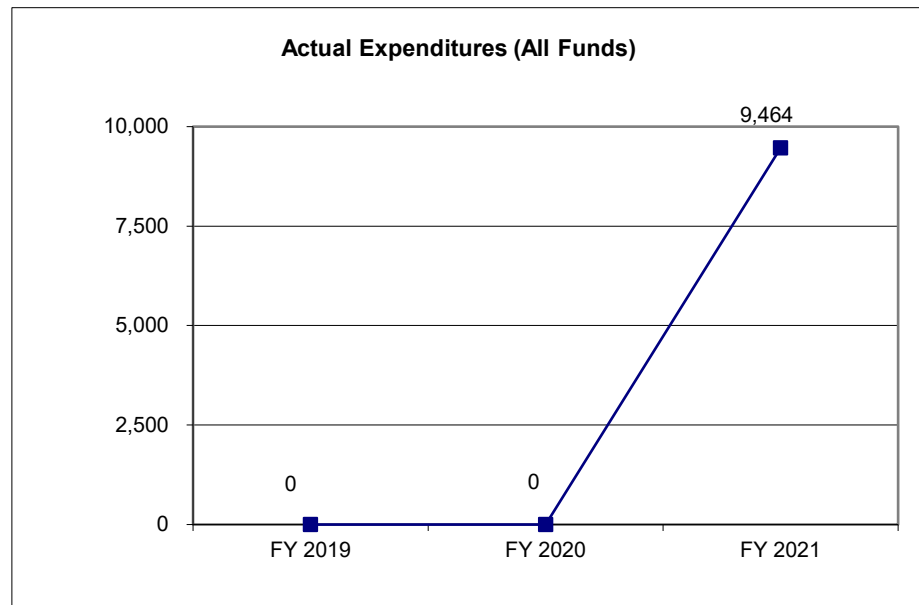
Economic Development Advancement Refunds

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43025C</u> |
| Division: Business and Community Solutions | |
| Core: Econ Dev Advancement Fund Refunds (EDAF) | HB Section <u>7.015</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 10,000 | 10,000 | 10,000 | 10,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | <u>10,000</u> | <u>10,000</u> | <u>10,000</u> | <u>10,000</u> |
| Actual Expenditures (All Funds) | 0 | 0 | 9,464 | N/A |
| Unexpended (All Funds) | <u>10,000</u> | <u>10,000</u> | 536 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 10,000 | 10,000 | 536 | N/A |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
EDAF REFUNDS**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|---------------|---------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 0 | 10,000 | 10,000 | |
| | Total | 0.00 | 0 | 0 | 10,000 | 10,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 10,000 | 10,000 | |
| | Total | 0.00 | 0 | 0 | 10,000 | 10,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 10,000 | 10,000 | |
| | Total | 0.00 | 0 | 0 | 10,000 | 10,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|-------------------------------|----------------|----------------|-----------------|----------------|-----------------|-----------------|-----------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| EDAF REFUNDS | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| ECON DEVELOP ADVANCEMENT FUND | 9,464 | 0.00 | 10,000 | 0.00 | 10,000 | 0.00 | 10,000 | 0.00 |
| TOTAL - PD | 9,464 | 0.00 | 10,000 | 0.00 | 10,000 | 0.00 | 10,000 | 0.00 |
| TOTAL | 9,464 | 0.00 | 10,000 | 0.00 | 10,000 | 0.00 | 10,000 | 0.00 |
| GRAND TOTAL | \$9,464 | 0.00 | \$10,000 | 0.00 | \$10,000 | 0.00 | \$10,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-----------------------|----------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| EDAF REFUNDS | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 9,999 | 0.00 | 9,999 | 0.00 | 9,999 | 0.00 |
| REFUNDS | 9,464 | 0.00 | 1 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| TOTAL - PD | 9,464 | 0.00 | 10,000 | 0.00 | 10,000 | 0.00 | 10,000 | 0.00 |
| GRAND TOTAL | \$9,464 | 0.00 | \$10,000 | 0.00 | \$10,000 | 0.00 | \$10,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$9,464 | 0.00 | \$10,000 | 0.00 | \$10,000 | 0.00 | \$10,000 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Economic Development Advancement Fund Refunds

Program is found in the following core budget(s): EDAF Refunds

1a. What strategic priority does this program address?

Customer Centric

1b. What does this program do?

This item provides the Department with the ability to refund an overpayment or erroneous payment of any amount credited to the Economic Development Advancement Fund (EDAF) pursuant to Section 620.1900, RSMo. EDAF was created in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½ percent of the amount of the issued tax credit (or up to 4 percent for historic tax credits). Recipients pay these fees upon the issuance of certain tax credits. The EDAF is also structured to receive gifts, contributions, grants, or bequests received from federal, private and other sources, including any appropriations to the fund. No performance measures are included for this program since it is solely for refunds.

2a. Provide an activity measure(s) for the program.

This is a refund appropriation; therefore, no performance measures are provided.

2b. Provide a measure(s) of the program's quality.

This is a refund appropriation; therefore, no performance measures are provided.

2c. Provide a measure(s) of the program impact.

This is a refund appropriation; therefore, no performance measures are provided.

2d. Provide a measure(s) of the program's efficiency.

This is a refund appropriation; therefore, no performance measures are provided.

PROGRAM DESCRIPTION

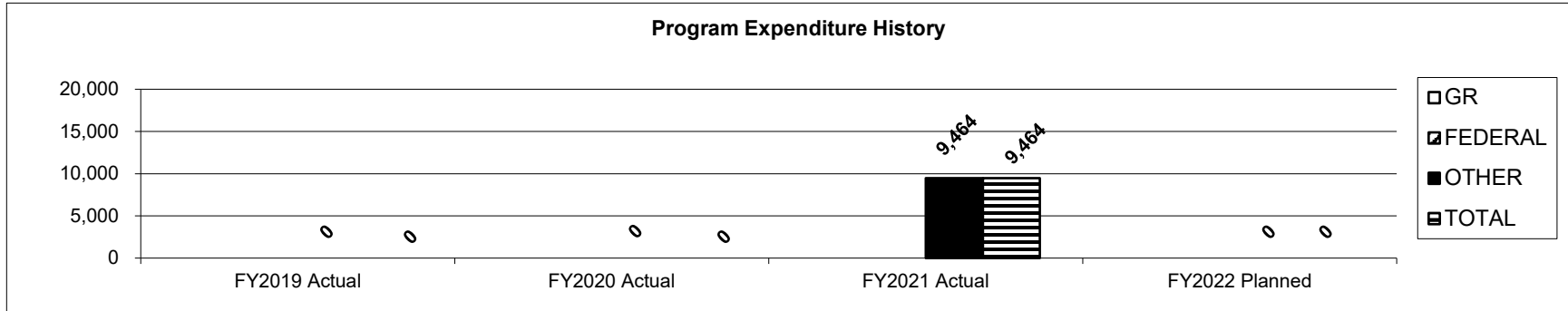
Department: Economic Development

HB Section(s): 7.015

Program Name: Economic Development Advancement Fund Refunds

Program is found in the following core budget(s): EDAF Refunds

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1900, RSMo, which established the Economic Development Advancement Fund.

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43023C</u> |
| Division: Business and Community Solutions | |
| Core: Tourism Infrastructure | HB Section <u>7.020</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|------------------|--------------|-----------------------------------|----------|----------|------------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 1,975,000 | 0 | 0 | 1,975,000 | PSD | 1,975,000 | 0 | 0 | 1,975,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 1,975,000 | 0 | 0 | 1,975,000 | Total | 1,975,000 | 0 | 0 | 1,975,000 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: _____

2. CORE DESCRIPTION

This core decision item establishes the spending authority for the Tourism Infrastructure Facilities Program. The State of Missouri, acting through the DED and the Office of Administration, or any other public body may, upon such terms and with reasonable consideration as it may determine, expend funds for the purpose of aiding and cooperating in the planning, undertaking, or carrying out of a land clearance project or projects within the area in which the public body is authorized to act to develop, construct, reconstruct, rehabilitate, repair, or improve any tourism infrastructure facilities existing as of August 28, 2019, and for which application is made and approved by DED no later than August 28, 2020. Any expenditure for such a land clearance project must be limited to a portion of tax revenues derived directly or indirectly from such project as stated in an agreement between the public body and the land clearance for redevelopment authority, provided that the term of any such agreement will terminate after 20 years of appropriations.

3. PROGRAM LISTING (list programs included in this core funding)

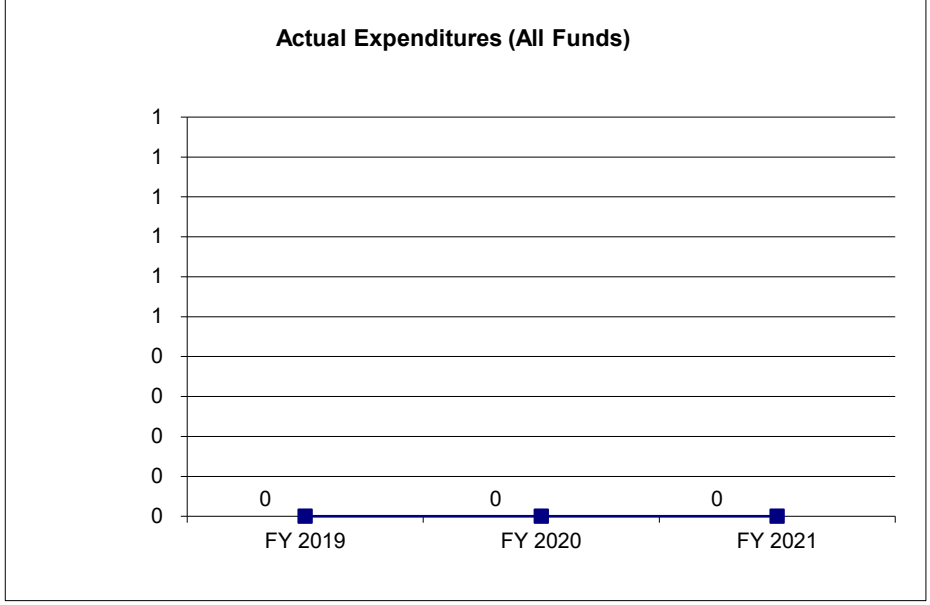
Tourism Infrastructure Facilities Program

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43023C</u> |
| Division: Business and Community Solutions | |
| Core: Tourism Infrastructure | HB Section <u>7.020</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 0 | 0 | 0 | 1,975,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | (59,250) |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 0 | 0 | 0 | 1,915,750 |
| Actual Expenditures (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |



*Current Year restricted amount is as of _____.

Reverted includes the statutory three percent reserve amount (when applicable).

Restricted includes any Governor's expenditure restrictions which remained at the end of the fiscal year (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
TOURISM INFRASTRUCTURE

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|------------------|----------|----------|------------------|-------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 1,975,000 | 0 | 0 | 1,975,000 | |
| | Total | 0.00 | 1,975,000 | 0 | 0 | 1,975,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 1,975,000 | 0 | 0 | 1,975,000 | |
| | Total | 0.00 | 1,975,000 | 0 | 0 | 1,975,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 1,975,000 | 0 | 0 | 1,975,000 | |
| | Total | 0.00 | 1,975,000 | 0 | 0 | 1,975,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|-------------------------------|----------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM INFRASTRUCTURE | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 |
| TOTAL | 0 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$1,975,000 | 0.00 | \$1,975,000 | 0.00 | \$1,975,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-------------------------------|------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM INFRASTRUCTURE | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 | 1,975,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$1,975,000 | 0.00 | \$1,975,000 | 0.00 | \$1,975,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$1,975,000 | 0.00 | \$1,975,000 | 0.00 | \$1,975,000 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.020

Program Name: Tourism Infrastructure

Program is found in the following core budget(s): Tourism Infrastructure

1a. What strategic priority does this program address?

Laser focused, Customer Centric, Regionally Targeted

1b. What does this program do?

The purpose of the program is to make funds available for aiding and cooperating in the planning, undertaking or carrying out of a land clearance project or projects to develop, construct, reconstruct, rehabilitate, repair, or improve any tourism infrastructure facilities which exist as of August 28, 2019. Appropriation is limited to the lesser of: 1) the tax revenues derived directly or indirectly from the project in the preceding state fiscal year as determined by DED, or 2) the maximum state funding amount of \$1,975,000 per the terms of the Tourism Infrastructure Facilities Financing Agreement.

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|----------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Number of Active Projects | N/A | N/A | N/A | N/A | N/A | N/A | 1 | 1 | 1 |

2b. Provide a measure(s) of the program's quality.

No appropriations have been issued to date. Measure will be determined once historical data has been established.

2c. Provide a measure(s) of the program's impact.

No appropriations have been issued to date. Measure will be determined once historical data has been established.

2d. Provide a measure(s) of the program's efficiency.

No appropriations have been issued to date. Measure will be determined once historical data has been established.

PROGRAM DESCRIPTION

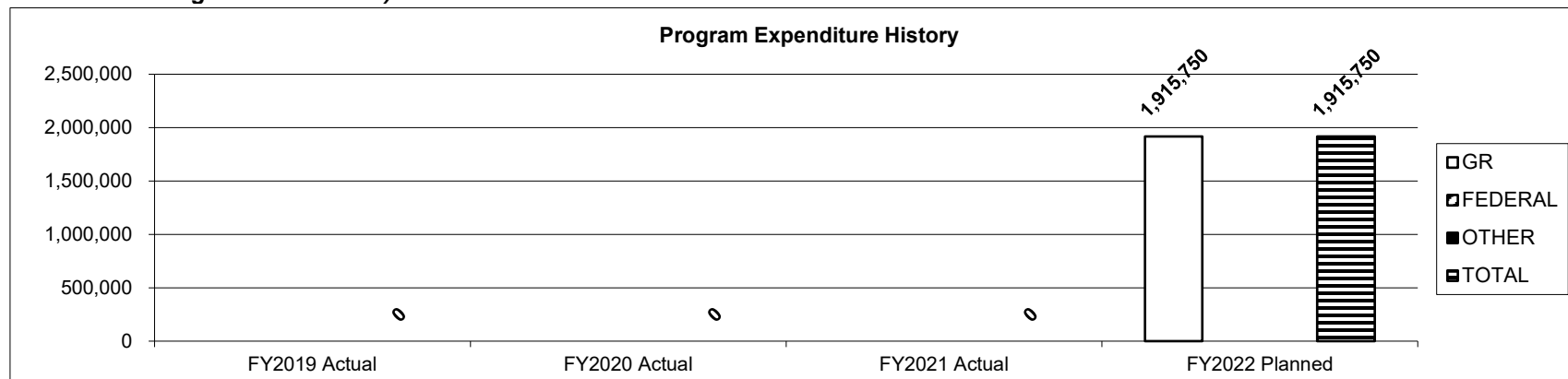
Department: Economic Development

HB Section(s): 7.020

Program Name: Tourism Infrastructure

Program is found in the following core budget(s): Tourism Infrastructure

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. *(Note: Amounts do not include fringe benefit costs.)*



4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? *(Include the federal program number, if applicable.)*

Section 99.585, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43040C</u> |
| Division: Business and Community Solutions | |
| Core: MO Technology Investment Fund Transfer | HB Section <u>7.025</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | |
|--------------|------------------------|-------------|-------------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 1,000,000 | 0 | 0 | 1,000,000 |
| Total | 1,000,000 | 0 | 0 | 1,000,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|-------------|-------------|------------------|
| | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 1,000,000 | 0 | 0 | 1,000,000 |
| Total | 1,000,000 | 0 | 0 | 1,000,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

Other Funds:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding to support the Missouri Technology Corporation (MTC) and the State's technology programs, including the Missouri Manufacturing Extension Partnership (MEP) and Innovation Centers.

3. PROGRAM LISTING (list programs included in this core funding)

MO Technology Investment Fund Transfer

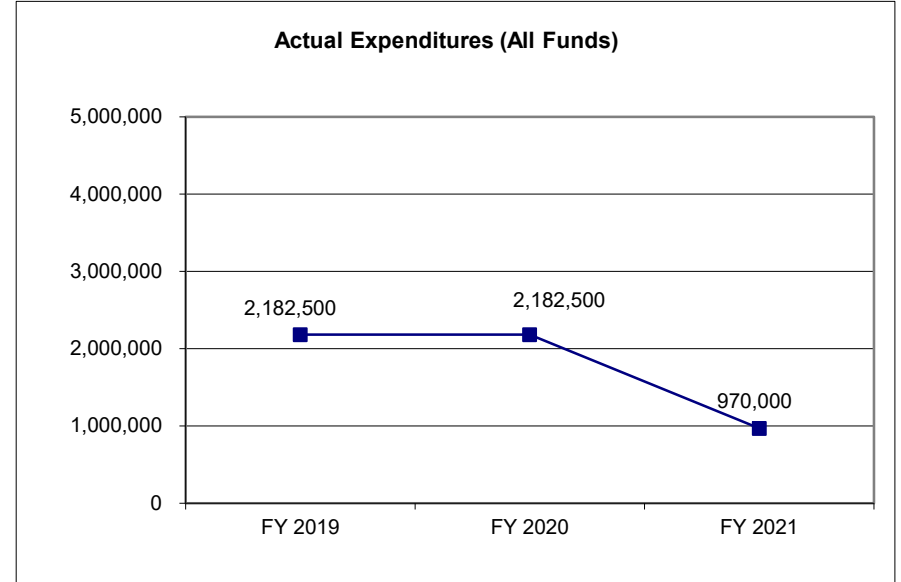
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Solutions
Core: MO Technology Investment Fund Transfer

Budget Unit 43040C
HB Section 7.025

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 2,250,000 | 3,000,000 | 1,000,000 | 3,000,000 |
| Less Reverted (All Funds) | (67,500) | (90,000) | (30,000) | (90,000) |
| Less Restricted (All Funds)* | 0 | (727,500) | 0 | 0 |
| Budget Authority (All Funds) | 2,182,500 | 2,182,500 | 970,000 | 2,910,000 |
| Actual Expenditures (All Funds) | 2,182,500 | 2,182,500 | 970,000 | N/A |
| Unexpended (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |
| | | (1) | | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) The FY2020 spending restrictions included withholding the FY2020 fourth quarter funding appropriated to MTC (\$727,500) and a request (that was complied with) that MTC repay the entire amount of General Revenue-funded disbursements to MTC for the first three quarters of FY2020 (\$2,182,500). Subsequently, MTC did not receive state funding for FY2020 due to COVID related state budget shortfalls.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MO TECH INVESTMENT TRANSFER**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|-------------------------------|-------------|--------------------|----------------|--------------|--------------------|-------------------------------------|
| TAFP AFTER VETOES | | | | | | | |
| | TRF | 0.00 | 3,000,000 | 0 | 0 | 3,000,000 | |
| | Total | 0.00 | 3,000,000 | 0 | 0 | 3,000,000 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| 1x Expenditures | 894 T155 TRF | 0.00 | (2,000,000) | 0 | 0 | (2,000,000) | Reduction of One-Time Appropriation |
| | NET DEPARTMENT CHANGES | 0.00 | (2,000,000) | 0 | 0 | (2,000,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | TRF | 0.00 | 1,000,000 | 0 | 0 | 1,000,000 | |
| | Total | 0.00 | 1,000,000 | 0 | 0 | 1,000,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | TRF | 0.00 | 1,000,000 | 0 | 0 | 1,000,000 | |
| | Total | 0.00 | 1,000,000 | 0 | 0 | 1,000,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO TECH INVESTMENT TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 970,000 | 0.00 | 3,000,000 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| TOTAL - TRF | 970,000 | 0.00 | 3,000,000 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| TOTAL | 970,000 | 0.00 | 3,000,000 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| MTC GR Transfer Increase - 1419022 | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| GRAND TOTAL | \$970,000 | 0.00 | \$3,000,000 | 0.00 | \$4,000,000 | 0.00 | \$4,000,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|------------------------------------|------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO TECH INVESTMENT TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| TRANSFERS OUT | 970,000 | 0.00 | 3,000,000 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| TOTAL - TRF | 970,000 | 0.00 | 3,000,000 | 0.00 | 1,000,000 | 0.00 | 1,000,000 | 0.00 |
| GRAND TOTAL | \$970,000 | 0.00 | \$3,000,000 | 0.00 | \$1,000,000 | 0.00 | \$1,000,000 | 0.00 |
| GENERAL REVENUE | \$970,000 | 0.00 | \$3,000,000 | 0.00 | \$1,000,000 | 0.00 | \$1,000,000 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.025

Program Name: MO Technology Investment Fund Transfer

Program is found in the following core budget(s): Missouri Technology Investment Fund Transfer

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

Funds transferred to the Missouri Technology Investment Fund are used to support the Missouri Technology Corporation, Missouri Manufacturing Extension Partnership (MEP), and Innovation Centers.

2a. Provide an activity measure(s) for the program.

This is a GR transfer appropriation; therefore, refer to the MTC Core for measures.

2b. Provide a measure(s) of the program's quality.

This is a GR transfer appropriation; therefore, refer to the MTC Core for measures.

2c. Provide a measure(s) of the program's impact.

This is a GR transfer appropriation; therefore, refer to the MTC Core for measures.

2d. Provide a measure(s) of the program's efficiency.

This is a GR transfer appropriation; therefore, refer to the MTC Core for measures.

PROGRAM DESCRIPTION

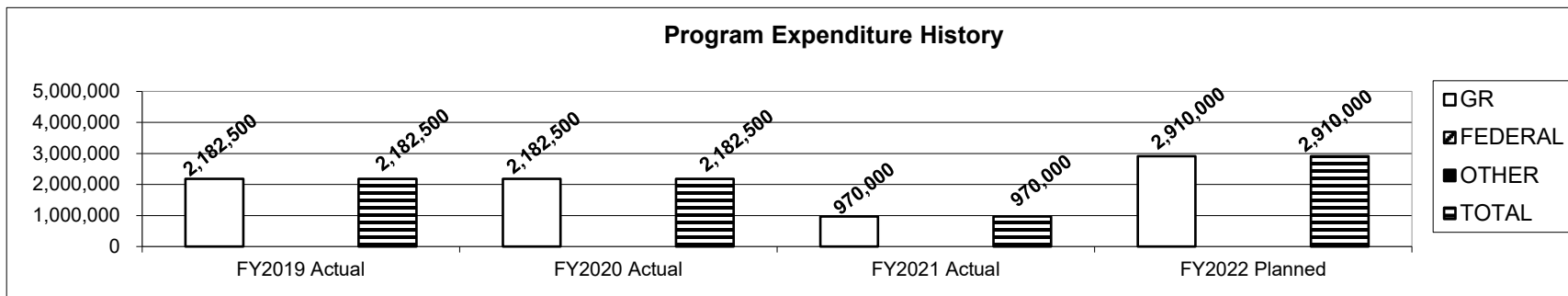
Department: Economic Development

HB Section(s): 7.025

Program Name: MO Technology Investment Fund Transfer

Program is found in the following core budget(s): Missouri Technology Investment Fund Transfer

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflects 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

Transfer from General Revenue to Missouri Technology Investment Fund (0172).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 348.251 - 348.272, RSMo.

6. Are there federal matching requirements? If yes, please explain.

Yes, for the Missouri Manufactured Extension Partnership program.

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 26 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43040C</u> |
| Division: Business and Community Solutions | |
| DI Name: MTC GR Transfer Increase DI# 1419022 | HB Section <u>7.025</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | FY 2023 Governor's Recommendation | | | | |
|--------------|------------------------|----------|----------|------------------|-----------------------------------|------------------|----------|----------|------------------|
| | GR | Federal | Other | Total | GR | Federal | Other | Total | |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 3,000,000 | 0 | 0 | 3,000,000 | TRF | 3,000,000 | 0 | 0 | 3,000,000 |
| Total | 3,000,000 | 0 | 0 | 3,000,000 | Total | 3,000,000 | 0 | 0 | 3,000,000 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts:

Other Funds:
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input checked="" type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This is the GR Transfer to fund the New Decision Item that Missouri Technology Corporation (MTC) is requesting for an additional \$3,000,000 above the \$1,000,000 core budget to cover the organization's baseline programs, which includes the Missouri Building Entrepreneurial Capacity Grant Program (MOBEC); the Innovation, Development and Entrepreneurship Advancement Fund (IDEA); and direct support of the state's eight Innovation Centers, Missouri Manufacturing Extension Partnership program, and MTC administrative expenses.

NEW DECISION ITEM

RANK: 26 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43040C</u> |
| Division: Business and Community Solutions | |
| DI Name: MTC GR Transfer Increase DI# <u>1419022</u> | HB Section <u>7.025</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Refer to the corresponding New Decision Item.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | 3,000,000 | | | | | | 3,000,000 | | |
| Total TRF | <u>3,000,000</u> | | <u>0</u> | | <u>0</u> | | <u>3,000,000</u> | | <u>0</u> |
| Grand Total | <u>3,000,000</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>3,000,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 26 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43040C</u> |
| Division: Business and Community Solutions | |
| DI Name: MTC GR Transfer Increase DI# 1419022 | HB Section <u>7.025</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|-------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | 3,000,000 | | | | | | 3,000,000 | | |
| Total TRF | <u>3,000,000</u> | | <u>0</u> | | <u>0</u> | | <u>3,000,000</u> | | <u>0</u> |
| Grand Total | <u>3,000,000</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>3,000,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 26 OF 26

| | | |
|--|-------------|----------------|
| Department: Economic Development | Budget Unit | <u>43040C</u> |
| Division: Business and Community Solutions | | |
| DI Name: MTC GR Transfer Increase | DI# | <u>1419022</u> |
| | HB Section | <u>7.025</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

This is the GR Transfer for the corresponding NDI.

6b. Provide a measure(s) of the program's quality.

This is the GR Transfer for the corresponding NDI.

6c. Provide a measure(s) of the program's impact.

This is the GR Transfer for the corresponding NDI.

6d. Provide a measure(s) of the program's efficiency.

This is the GR Transfer for the corresponding NDI.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

MTC works to achieve its mission of growing Missouri's innovation-led economy through two distinct strategies; investing in the infrastructure of Missouri's entrepreneurial ecosystem to support entrepreneurs and investing in Missouri's high-tech, early-stage small businesses through capital formation assistance. Infrastructure investments are made through the state's Innovation Center program and the Missouri Building Entrepreneurial Capacity (MOBEC) Program. MTC invests in Missouri entrepreneurs through the Missouri Innovation, Development, and Entrepreneurial Advancement (IDEA) Funds program.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO TECH INVESTMENT TRANSFER | | | | | | | | |
| MTC GR Transfer Increase - 1419022 | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$3,000,000 | 0.00 | \$3,000,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$3,000,000 | 0.00 | \$3,000,000 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43035C</u> |
| Division: Business and Community Solutions | |
| Core: Missouri Technology Corporation (MTC) | HB Section <u>7.030</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2022 Budget Request | | | | | FY 2022 Governor's Recommendation | | | |
|--------------|------------------------|-------------|------------------|------------------|--------------|-----------------------------------|-------------|------------------|------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 5,500,000 | 5,500,000 | PSD | 0 | 0 | 5,500,000 | 5,500,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 5,500,000 | 5,500,000 | Total | 0 | 0 | 5,500,000 | 5,500,000 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |

| | | | | |
|--|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |

Other Funds: Missouri Technology Investment Fund (0172)
 Notes: Requires a GR transfer to MTIF (0172)

Other Funds: Missouri Technology Investment Fund (0172)
 Notes: Requires a GR transfer to MTIF (0172)

2. CORE DESCRIPTION

This core decision item establishes the spending authority for the Missouri Technology Corporation (MTC) co-investment and entrepreneurial support grant programs, the State's eight Innovation Centers, and the Missouri Manufacturing Extension Partnership (MEP).

MTC is a public-private partnership created by the Missouri General Assembly to promote entrepreneurship and foster the growth of new and emerging high-tech companies. MTC focuses on 21st Century bioscience industries that build on Missouri's rich history in agriculture. It is governed by a fifteen-member board of directors, which includes eleven appointees by Missouri's Governor, one appointee by the President Pro Tem of the Missouri Senate, and one appointee by the Speaker of the Missouri House of Representatives. The President of the University of Missouri System and the Director of the Department of Economic Development are ex officio members of the board.

3. PROGRAM LISTING (list programs included in this core funding)

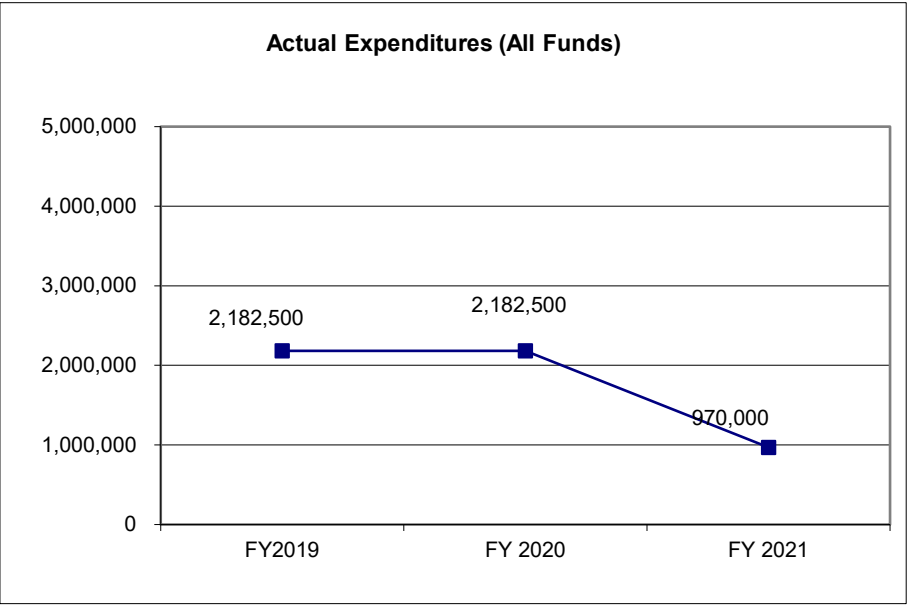
Missouri Technology Corporation (MTC), Innovation Centers and Missouri Manufacturing Extension Partnership (MEP).

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43035C</u> |
| Division: Business and Community Solutions | |
| Core: Missouri Technology Corporation (MTC) | HB Section <u>7.030</u> |

4. FINANCIAL HISTORY

| | FY2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 3,500,000 | 5,500,000 | 5,500,000 | 7,500,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 3,500,000 | 5,500,000 | 5,500,000 | 7,500,000 |
| Actual Expenditures (All Funds) | 2,182,500 | 2,182,500 | 970,000 | N/A |
| Unexpended (All Funds) | 1,317,500 | 3,317,500 | 4,530,000 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | N/A | N/A |
| Federal | 0 | 0 | N/A | N/A |
| Other | 1,317,500 | 3,317,500 | 4,530,000 | N/A |
| | (1) | (1)(2) | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

(1) Unexpended amount is the difference between the Appropriation and the Transfer amount which accommodates the Governor's standard 3% GR reserve.

(2) The FY2020 spending restrictions included withholding the FY2020 fourth quarter funding appropriated to MTC (\$727,500) and a request (that was complied with) that MTC repay the entire amount of General Revenue-funded disbursements to MTC for the first three quarters of FY2020 (\$2,182,500). Subsequently, MTC did not receive state funding for FY2020 due to COVID related state budget shortfalls.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
MO TECH CORP-RAM

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|----------|----------|--------------------|--------------------|-------------------------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 0 | 7,500,000 | 7,500,000 | |
| | Total | 0.00 | 0 | 0 | 7,500,000 | 7,500,000 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| 1x Expenditures | 898 5103 PD | 0.00 | 0 | 0 | (2,000,000) | (2,000,000) | Reduction of One-Time Appropriation |
| NET DEPARTMENT CHANGES | | 0.00 | 0 | 0 | (2,000,000) | (2,000,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 5,500,000 | 5,500,000 | |
| | Total | 0.00 | 0 | 0 | 5,500,000 | 5,500,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 5,500,000 | 5,500,000 | |
| | Total | 0.00 | 0 | 0 | 5,500,000 | 5,500,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO TECH CORP-RAM | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MISSOURI TECHNOLOGY INVESTMENT | 970,000 | 0.00 | 7,500,000 | 0.00 | 5,500,000 | 0.00 | 5,500,000 | 0.00 |
| TOTAL - PD | 970,000 | 0.00 | 7,500,000 | 0.00 | 5,500,000 | 0.00 | 5,500,000 | 0.00 |
| TOTAL | 970,000 | 0.00 | 7,500,000 | 0.00 | 5,500,000 | 0.00 | 5,500,000 | 0.00 |
| MTC Spend Authority Increase - 1419021 | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MISSOURI TECHNOLOGY INVESTMENT | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 0 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$970,000 | 0.00 | \$7,500,000 | 0.00 | \$8,500,000 | 0.00 | \$5,500,000 | 0.00 |

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | | |
|-------------------------------------|------------|-------------|------------|-------------|---------------------|-------------|---------------------|-------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR |
| SMALL BUS CREDIT INITV ARPA | | | | | | | | | |
| MTC SSBCI ARPA NDI - 1419008 | | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | | |
| DED FEDERAL STIM 2021 FUND | 0 | 0.00 | 0 | 0.00 | 56,234,176 | 0.00 | 94,855,803 | 0.00 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 56,234,176 | 0.00 | 94,855,803 | 0.00 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 56,234,176 | 0.00 | 94,855,803 | 0.00 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$56,234,176 | 0.00 | \$94,855,803 | 0.00 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-------------------------|------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO TECH CORP-RAM | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 970,000 | 0.00 | 7,500,000 | 0.00 | 5,500,000 | 0.00 | 5,500,000 | 0.00 |
| TOTAL - PD | 970,000 | 0.00 | 7,500,000 | 0.00 | 5,500,000 | 0.00 | 5,500,000 | 0.00 |
| GRAND TOTAL | \$970,000 | 0.00 | \$7,500,000 | 0.00 | \$5,500,000 | 0.00 | \$5,500,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$970,000 | 0.00 | \$7,500,000 | 0.00 | \$5,500,000 | 0.00 | \$5,500,000 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.030

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s): Missouri Technology Corporation

1a. What strategic priority does this program address?

MTC drives economic development through the promotion of entrepreneurship and fostering the growth of new and emerging high-tech companies.

1b. What does this program do?

- MTC assists early-stage businesses to raise the private capital necessary to commercialize new technologies and grow their businesses by providing (1) co-investment capital to early-stage ventures through the MTC IDEA (Innovation, Development & Entrepreneurship Advancement) Fund; (2) grants to non-profit organizations, higher education institutions, Innovation Centers, and other research institutions that help entrepreneurs raise capital and develop promising new technologies through the MOBEC (Missouri Building Entrepreneurial Capacity) Grant program; and (3) direct funding to the State's Innovation Centers.
- MTC provides the State match for the federal Manufacturing Extension Partnership (MEP) program, which enables small and medium-sized manufacturers to adopt new technologies and innovative practices to increase their competitiveness in the global marketplace.

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| IDEA Fund Co-Investments Approved | 9 | 10 | 15 | 7 | 10 | 8 | 10 | 10 | 10 |
| IDEA Fund Co-Investments Allocated | \$2,000,000 | \$1,474,132 | \$2,500,000 | \$1,100,000 | \$1,500,000 | \$1,846,283 | \$2,000,000 | \$2,000,000 | \$2,000,000 |
| Number of MOBEC Grants Approved | N/A | 9 | 10 | 8 | 6 | 7 | 8 | 8 | 10 |
| Amount of MOBEC Grant Funds Allocated | N/A | \$1,950,000 | \$1,000,000 | \$901,022 | \$1,000,000 | \$1,018,049 | \$1,800,000 | \$1,800,000 | \$2,000,000 |

Note 1: MTC's Board of Directors approves MOBEC Grant and IDEA Fund co-investment allocations within a fiscal year based upon the annual budget. However, the disbursement of actual funds may span multiple fiscal years. Therefore, shown are the allocations approved per fiscal year for each program.

Note 2: The entire FY2020 budget was restricted; therefore, allocated program expenses for IDEA Fund and MOBEC Grants were lower than initially projected.

Note 3: For FY2022 and beyond, MTC expects to award more multiple years grants, thus the grant funding awarded to each grantee will increase moving forward instead of the number of grants awarded per fiscal year.

2b. Provide a measure(s) of the program's quality.

| | FY2019 | FY2020 | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------------|--------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Service Experience | 86% | 82% | 88% | 77% | 87% | 87% | 87% |

Note 1: Percentage of customers who rated their experience as "very" or "somewhat" positive.

Note 2: Number of respondents per survey: FY2019 - 22 respondents, FY2020 - 28 respondents, FY2021- 26 respondents

PROGRAM DESCRIPTION

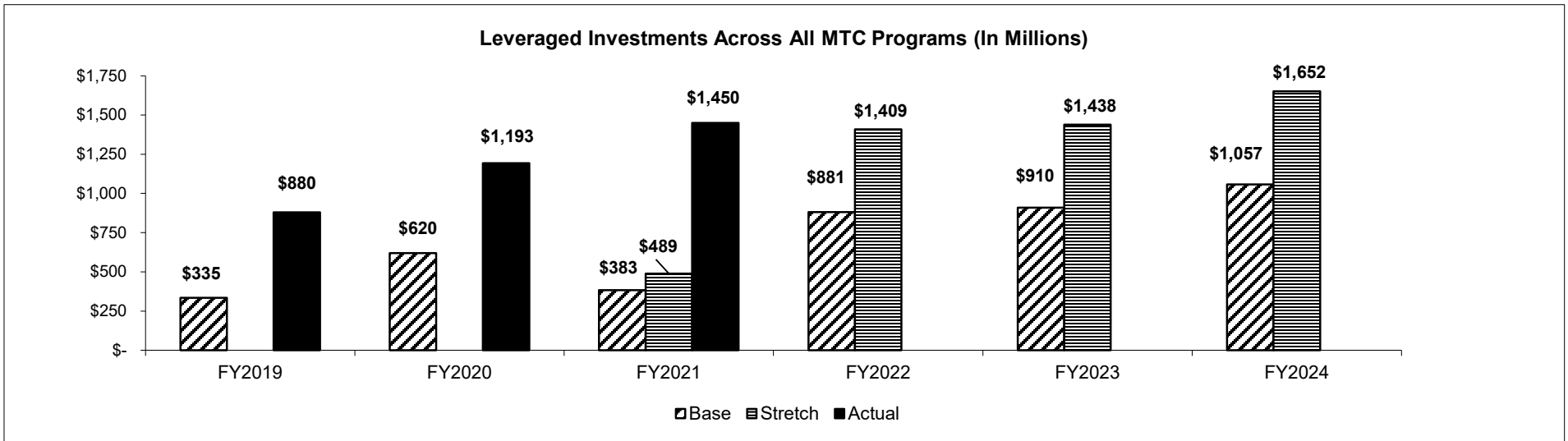
Department: Economic Development

HB Section(s): 7.030

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s): Missouri Technology Corporation

2c. Provide a measure(s) of the program's impact.



Note: Leveraged investments for the IDEA Fund program represents the total amount of new funding raised from private investors and grant funding awarded to companies over the fiscal year. Leveraged investments for the MOBEC Grant program, Innovation Centers, and the Manufacturing Extension Partnership (MEP) program represents capital raised from private investors and grant funding awarded to the grantee's clients.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.030

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s): Missouri Technology Corporation

2c. Provide a measure(s) of the program's impact. (continued)

Clients Served and Full-Time Jobs Created Across All MTC Programs

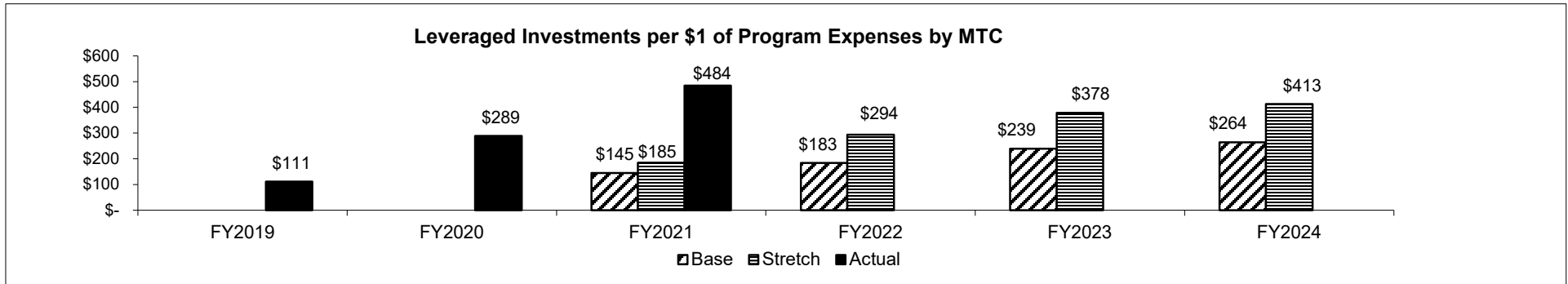
| | FY2019 Actual | FY2020 Actual | FY2021 Actual | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|-------------------------------|--------------------------|--------------------------|--------------------------|-----------------------------|-----------------------------|-----------------------------|
| Clients Served | 3,087 | 6,540 | 7,152 | 3,968 | 4,072 | 4,175 |
| Full-Time Jobs Created | 3,460 | 2,603 | 2,588 | 2,307 | 2,379 | 2,451 |

Note 1: Clients served represents the number of clients served by MOBEC Grant recipients, Innovation Centers, and the Missouri Manufacturing Extension Partnership (MEP).

Note 2: Full-Time jobs created represents the number jobs created by clients served by MOBEC Grant recipients, Innovation Centers, and the MEP program as well as the jobs created by the IDEA Fund portfolio companies.

Note 3: Due to the impact of COVID-19, the full-time job creation projections for FY2022 and beyond are lower than the historical job created numbers for FY2019 and FY2020. However, the number of clients served increased dramatically in FY2020 and FY2021. Most likely due to the stakeholders that MTC supports providing vital information and resources to the State's entrepreneurs in their time of economic crisis. MTC anticipates the number of clients served in FY2022 and beyond will decrease to pre-COVID levels as business activities return to normal.

2d. Provide a measure(s) of the program's efficiency.



Note 1: The data in this chart shows the leveraged investments (2c.) per dollar in program expenses within a fiscal year. It should be interpreted as for every dollar MTC spent on a program expense in FY2020, \$289 worth of leveraged investments are generated.

Note 2: This is a new efficiency measure, therefore Base and Stretch goals are not available for FY2019 and FY2020.

Note 3: COVID-19 had a significant negative impact on invested capital from private sources during Q4 of FY2020 and is expected to have an impact for FY2021; therefore, base and stretch goals for FY2021 were lower than FY2020's actual figure.

PROGRAM DESCRIPTION

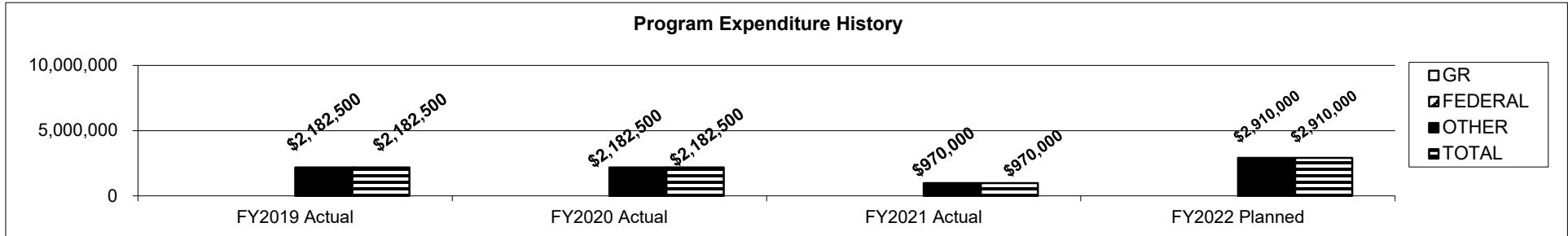
Department: Economic Development

HB Section(s): 7.030

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s): Missouri Technology Corporation

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflects 3% Governor's Reserve and appropriation amount from GR transfer.

4. What are the sources of the "Other" funds?

Missouri Technology Investment Fund (0172), requires a General Revenue transfer.

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

MTC authorization in Section 348.251-348.275, RSMo; Innovation Center authorization in Section 348.271, RSMo; and MEP authorization is in 15 USC 278K Title 15 Commerce and Foreign Trade, Chapter 11 National Institute of Standards and Technology, Part 290.

6. Are there federal matching requirements? If yes, please explain.

Yes, the MEP program requires a federal match, which is provided by the U.S. Department of Commerce. The program is designed to form a federal/state/private partnership that results in leveraging public funding sources on a two to one basis.

7. Is this a federally mandated program? If yes, please explain.

No.

NEW DECISION ITEM

RANK: 25 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43035C</u> |
| Division: Business and Community Solutions | |
| DI Name: Missouri Technology Corp Increase DI# 1419021 | HB Section <u>7.030</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | FY 2023 Governor's Recommendation | | | | |
|--------------|------------------------|----------|------------------|------------------|-----------------------------------|----------|----------|----------|----------|
| | GR | Federal | Other | Total | GR | Federal | Other | Total | |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 3,000,000 | 3,000,000 | PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 3,000,000 | 3,000,000 | Total | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts: Missouri Technology Investment Fund (0172)

Other Funds:
Non-Counts: Missouri Technology Investment Fund (0172)

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input checked="" type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

Missouri Technology Corporation (MTC) is requesting an additional \$3,000,000 above the \$1,000,000 core budget to cover the organization's baseline programs, which includes the Missouri Building Entrepreneurial Capacity Grant Program (MOBEC); the Innovation, Development and Entrepreneurship Advancement Fund (IDEA); and direct support of the state's eight Innovation Centers, Missouri Manufacturing Extension Partnership program, and MTC administrative expenses.

Upon further review, it was determined current spending authority could accommodate the requested GR transfer increase.

NEW DECISION ITEM

RANK: 25 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43035C</u> |
| Division: Business and Community Solutions | |
| DI Name: Missouri Technology Corp Increase DI# 1419021 | HB Section <u>7.030</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

For the past four fiscal years, MTC's program and administrative expenses have far exceeded the GR appropriation the organization has received from the state. Through the organization's direct investments in some of the state's most promising early-stage companies, MTC has built up a small cash reserve from the returns of some of the direct investments. By leveraging this cash reserve, the organization was able to maintain a consistent level of financial support to the state's entrepreneurial ecosystems. However, leveraging cash reserves to cover lean state appropriation years is not a viable long-term option and the state's entrepreneurial ecosystems that are dependent on MTC funding to continue to deliver economic development impact across the state require MTC to receive an annual appropriation that is aligned with the annual expenses of the organization.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | 3,000,000 | | 3,000,000 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>3,000,000</u> | | <u>3,000,000</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>3,000,000</u> | <u>0.0</u> | <u>3,000,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 25 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43035C</u> |
| Division: Business and Community Solutions | |
| DI Name: Missouri Technology Corp Increase DI# 1419021 | HB Section <u>7.030</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|-------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | | | | | | | 0 | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 25 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43035C</u> |
| Division: Business and Community Solutions | |
| DI Name: Missouri Technology Corp Increase DI# 1419021 | HB Section <u>7.030</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the MTC core for performance measures.

6b. Provide a measure(s) of the program's quality.

Refer to the MTC core for performance measures.

6c. Provide a measure(s) of the program's impact.

Refer to the MTC core for performance measures.

6d. Provide a measure(s) of the program's efficiency.

Refer to the MTC core for performance measures.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

MTC works to achieve its mission of growing Missouri's innovation-led economy through two distinct strategies; investing in the infrastructure of Missouri's entrepreneurial ecosystem to support entrepreneurs and investing in Missouri's high-tech, early-stage small businesses through capital formation assistance. Infrastructure investments are made through the state's Innovation Center program and the Missouri Building Entrepreneurial Capacity (MOBEC) Program. MTC invests in Missouri entrepreneurs through the Missouri Innovation, Development, and Entrepreneurial Advancement (IDEA) Funds program.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|--------------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO TECH CORP-RAM | | | | | | | | |
| MTC Spend Authority Increase - 1419021 | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$3,000,000 | 0.00 | \$0 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$3,000,000 | 0.00 | | 0.00 |

NEW DECISION ITEM
RANK: 12 OF 26

| | |
|--|---------------------------|
| Department: Economic Development | Budget Unit 43036C |
| Division: Business and Community Solutions | |
| DI Name: MTC SSBCI American Rescue Plan Act DI# 1419008 | HB Section 7.035 |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|-------------------|-------------|-------------------|--------------|-----------------------------------|-------------------|-------------|-------------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 56,234,176 | 0 | 56,234,176 | PSD | 0 | 94,855,803 | 0 | 94,855,803 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 56,234,176 | 0 | 56,234,176 | Total | 0 | 94,855,803 | 0 | 94,855,803 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
 Federal Funds: DED Federal Stim 2021 Fund (2451)

Other Funds:
 Federal Funds: DED Federal Stim 2021 Fund (2451)

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This request is to provide appropriation authority for federal funding through the American Rescue Plan (ARPA) of 2021 (Public Law 117-2, H.R. 1319) for the new State Small Business Credit Initiative (SSBCI) program to be administered by the Missouri Technology Corporation (MTC). The purpose of the SSBCI program is to create opportunities that can positively impact our state's access to capital for investments in new-venture creation and entrepreneurship enterprises. ARPA allocates \$10 billion to states to support small business access to capital.

As defined by the statute, the \$10 billion program is divided into three distinct yet linked subprograms: (1) capital access, (2) support socially and economically disadvantaged businesses, and (3) technical assistance funding that will prioritize disadvantaged businesses.

NEW DECISION ITEM

RANK: 12 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43036C</u> |
| Division: Business and Community Solutions | |
| DI Name: MTC SSBCI American Rescue Plan Act DI# 1419008 | HB Section <u>7.035</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

\$94,855,803 is the amount of SSBCI 2.0 capital access funding currently estimated to be received by the state of Missouri for the capital access program. DED has increased the request amount to reflect Missouri's full allocation due to the U.S. Department of Treasury advising that DED needed legal spending authority for the entire amount in order to finalize the application and receive the first disbursement.

SSBCI was initially created through the Small Business Jobs Act of 2010. In 2011 Missouri received \$26,660,991.06 through two tranches from the U.S. Department of Treasury as part of the SSBCI 1.0 Program. Of that, MTC received \$24,845,359.13, which was expended through MTC's state-sponsored venture capital program (IDEA Fund). Based on the success of managing the SSBCI 1.0 program, the Department of Economic Development (DED) was identified as the 'program lead' for the SSBCI 2.0 program. DED is responsible for submitting the state's application and proposal for expending the federal funding and DED will contract with the MTC to administer the program. Missouri is in a unique position related to the revival of the SSBCI program. MTC has a history of expending federal funds through the SSBCI 1.0 program, and the state-sponsored venture capital program (IDEA Fund) is still active and fully operational. This suggests that Missouri will be able to very quickly and efficiently, yet responsibly, expend the federal funding through MTC's IDEA Fund Co-Investment program.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| Total PS | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Total EE | 0 | | 0 | | 0 | | 0 | | 0 |
| Program Distributions | | | 56,234,176 | | | | 56,234,176 | | |
| Total PSD | 0 | | 56,234,176 | | 0 | | 56,234,176 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 56,234,176 | 0.0 | 0 | 0.0 | 56,234,176 | 0.0 | 0 |

NEW DECISION ITEM

RANK: 12 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43036C</u> |
| Division: Business and Community Solutions | |
| DI Name: MTC SSBCI American Rescue Plan Act DI# 1419008 | HB Section <u>7.035</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|-------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | 94,855,803 | | | | 94,855,803 | | |
| Total PSD | <u>0</u> | | <u>94,855,803</u> | | <u>0</u> | | <u>94,855,803</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>94,855,803</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>94,855,803</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 12 OF 26

| | |
|---|---------------------------|
| Department: <u>Economic Development</u> | Budget Unit <u>43036C</u> |
| Division: <u>Business and Community Solutions</u> | |
| DI Name: <u>MTC SSBCI American Rescue Plan Act</u> DI# <u>1419008</u> | HB Section <u>7.035</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

An activity measure for the program is under development.

6b. Provide a measure(s) of the program's quality.

A quality measure for the program is under development.

6c. Provide a measure(s) of the program's impact.

An impact measure for the program is under development.

6d. Provide a measure(s) of the program's efficiency.

An efficiency measure for the program is under development.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

MTC, in coordination with the DED, is waiting for the release of the final program guidelines and allocations by the U.S. Treasury Department before committing to which programs will be supported by the federal funding. A full proposal of how Missouri plans to expend its allocations is due to Treasury by December 11, 2021.

MTC and DED are anticipating proposing that the majority of the \$94M allocated to the state for the Capital Access subprogram be awarded to MTC to expend through their state-sponsored venture capital (IDEA Fund). The funding would likely be focused on investing in the state's most promising early-stage and innovation and technology-focused high-growth companies through a combination of programs including, but not limited to: Proof of Concept Fund, Small Business Innovation Research and Small Business Technology Transfer Research Matching Fund, Seed Fund for promising early-state high growth technology companies, SSBCI 1.0 Follow-on Fund, and SSBCI 2.0 Follow-on Fund.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-------------------------------------|------------|-------------|------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| SMALL BUS CREDIT INITV ARPA | | | | | | | | |
| MTC SSBCI ARPA NDI - 1419008 | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 56,234,176 | 0.00 | 94,855,803 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 56,234,176 | 0.00 | 94,855,803 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$56,234,176 | 0.00 | \$94,855,803 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$56,234,176 | 0.00 | \$94,855,803 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Solutions
Core: Community Development Block Grant (CDBG)

Budget Unit 43045C
HB Section 7.040

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | |
|--------------|------------------------|--------------------|-------------|--------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 866,200 | 0 | 866,200 |
| PSD | 0 | 134,257,196 | 0 | 134,257,196 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 135,123,396 | 0 | 135,123,396 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|--------------------|-------------|--------------------|
| | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 866,200 | 0 | 866,200 |
| PSD | 0 | 134,257,196 | 0 | 134,257,196 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 135,123,396 | 0 | 135,123,396 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Federal Funds: Community Development Block Grant (0118)
 Economic Development Federal Stimulus Fund (2360)

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Federal Funds: Community Development Block Grant (0118)
 Economic Development Federal Stimulus Fund (2360)

2. CORE DESCRIPTION

The Community Development Block Grant (CDBG) program provides federal grants awarded by the U.S. Department of Housing and Urban Development (HUD) to non-entitlement cities (municipalities with populations under 50,000) and counties (populations under 200,000) for community development projects that: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety.

CDBG-eligible projects may include: (1) infrastructure expansion and improvement (water, sewer, bridge, street, drainage); (2) community facility improvements and additions (e.g. senior centers, food banks, fire stations, child education centers, etc.); (3) demolition of vacant, dilapidated structures; (4) certain economic development projects to help communities grow local businesses, attract new businesses, and provide crucial capital to spur entrepreneurship; and (5) emergency/disaster recovery funding that provides assistance to communities to address conditions that pose a serious and immediate threat to the health and welfare of the community.

In response to the coronavirus, HUD allocated approximately \$43 million from CARES Act CDBG funds for the state to prepare, respond, and recover from COVID-19 impacts to Missouri.

Of the federal program distribution amount, \$35 million is appropriated for authorization of funding in the current Fiscal Year and the remainder is appropriated for previous Fiscal Year authorizations.

HUD awarded \$68,382,000 to the State for supplemental CDBG disaster recovery funding for DR-4317. The funding is intended to alleviate unmet housing, infrastructure, and economic revitalization needs due to the severe storm and flooding events in the spring of 2017. HUD also awarded the State \$42,592,000 in CDBG mitigation funding. Mitigation helps communities lessen the impacts of disasters by reducing or eliminating the long-term risk of death, injury, property loss or damage, suffering and hardship. In response to the 2019 spring flooding and tornado events, HUD awarded the State \$30,776,000.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Solutions
Core: Community Development Block Grant (CDBG)

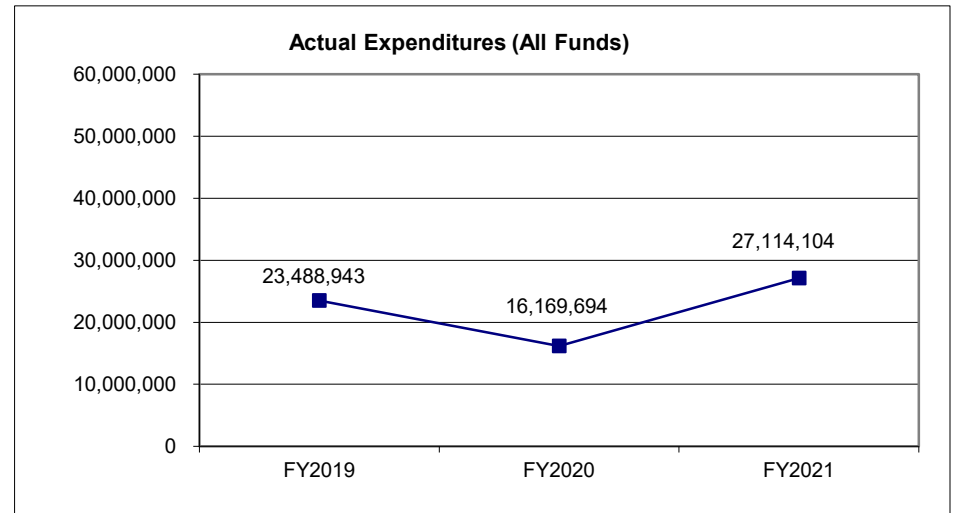
Budget Unit 43045C
HB Section 7.040

3. PROGRAM LISTING (list programs included in this core funding)

Community Development Block Grant Program

4. FINANCIAL HISTORY

| | FY2019 Actual | FY2020 Actual | FY2021 Actual | FY2022 Current Yr. |
|-------------------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|
| Appropriation (All Funds) | 106,322,117 | 125,000,000 | 148,033,423 | 135,123,396 |
| Less Reverted (All Funds) | (7,804) | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 106,314,313 | 125,000,000 | 148,033,423 | 135,123,396 |
| Actual Expenditures (All Funds) | 23,488,943 | 16,169,694 | 27,114,104 | N/A |
| Unexpended (All Funds) | 82,825,370 | 108,830,306 | 120,919,319 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 21,092 | 0 | 0 | N/A |
| Federal | 82,804,278 | 108,830,306 | 120,919,319 | N/A |
| Other | 0 | 0 | 0 | N/A |
| | (1) | (2) | (3) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

- (1) Disaster Recovery Grant has been awarded, but no funds expended in FY2019. As of September 2020, approximately \$43M of the \$58.5M 2017 CDBG-DR grant has been awarded. Due to the impacts of COVID-19, local governments requested extensions for project timelines and performance requirements, which has pushed back the timeline for project expenditures.
- (2) 2017 CDBG-DR and CDBG-Mitigation allocations were delayed from HUD due to new HUD approval processes, delayed federal register guidance, and the 2018-2019 federal government shutdown. The CDBG Program has since opened and completed application cycles for these programs.
- (3) A majority of unexpended funds represent a timing difference between when the funds are awarded to the state and the spending begins on CDBG approved and funded projects.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
CDBG PROGRAM**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|--------------------|--------------|--------------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | EE | 0.00 | 0 | 866,200 | 0 | 866,200 | |
| | PD | 0.00 | 0 | 134,257,196 | 0 | 134,257,196 | |
| | Total | 0.00 | 0 | 135,123,396 | 0 | 135,123,396 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | EE | 0.00 | 0 | 866,200 | 0 | 866,200 | |
| | PD | 0.00 | 0 | 134,257,196 | 0 | 134,257,196 | |
| | Total | 0.00 | 0 | 135,123,396 | 0 | 135,123,396 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | EE | 0.00 | 0 | 866,200 | 0 | 866,200 | |
| | PD | 0.00 | 0 | 134,257,196 | 0 | 134,257,196 | |
| | Total | 0.00 | 0 | 135,123,396 | 0 | 135,123,396 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|-------------------------------|---------------------|----------------|----------------------|----------------|----------------------|-----------------|----------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| CDBG PROGRAM | | | | | | | | |
| CORE | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| DED-ED PRO -CDBG- PASSTHROUGH | 161,921 | 0.00 | 866,200 | 0.00 | 866,200 | 0.00 | 866,200 | 0.00 |
| TOTAL - EE | 161,921 | 0.00 | 866,200 | 0.00 | 866,200 | 0.00 | 866,200 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| DED-ED PRO -CDBG- PASSTHROUGH | 26,952,183 | 0.00 | 104,133,800 | 0.00 | 104,133,800 | 0.00 | 104,133,800 | 0.00 |
| DED FEDERAL STIMULUS | 0 | 0.00 | 30,123,396 | 0.00 | 30,123,396 | 0.00 | 30,123,396 | 0.00 |
| TOTAL - PD | 26,952,183 | 0.00 | 134,257,196 | 0.00 | 134,257,196 | 0.00 | 134,257,196 | 0.00 |
| TOTAL | 27,114,104 | 0.00 | 135,123,396 | 0.00 | 135,123,396 | 0.00 | 135,123,396 | 0.00 |
| GRAND TOTAL | \$27,114,104 | 0.00 | \$135,123,396 | 0.00 | \$135,123,396 | 0.00 | \$135,123,396 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------|---------------------|-------------|----------------------|-------------|----------------------|-------------|----------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| CDBG PROGRAM | | | | | | | | |
| CORE | | | | | | | | |
| TRAVEL, IN-STATE | 0 | 0.00 | 13,000 | 0.00 | 13,000 | 0.00 | 13,000 | 0.00 |
| TRAVEL, OUT-OF-STATE | 0 | 0.00 | 2,700 | 0.00 | 2,700 | 0.00 | 2,700 | 0.00 |
| FUEL & UTILITIES | 0 | 0.00 | 150 | 0.00 | 150 | 0.00 | 150 | 0.00 |
| SUPPLIES | 0 | 0.00 | 4,500 | 0.00 | 4,500 | 0.00 | 4,500 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 0 | 0.00 | 2,950 | 0.00 | 2,950 | 0.00 | 2,950 | 0.00 |
| COMMUNICATION SERV & SUPP | 0 | 0.00 | 4,500 | 0.00 | 4,500 | 0.00 | 4,500 | 0.00 |
| PROFESSIONAL SERVICES | 161,921 | 0.00 | 827,300 | 0.00 | 827,300 | 0.00 | 827,300 | 0.00 |
| M&R SERVICES | 0 | 0.00 | 300 | 0.00 | 300 | 0.00 | 300 | 0.00 |
| OFFICE EQUIPMENT | 0 | 0.00 | 250 | 0.00 | 250 | 0.00 | 250 | 0.00 |
| BUILDING LEASE PAYMENTS | 0 | 0.00 | 600 | 0.00 | 600 | 0.00 | 600 | 0.00 |
| MISCELLANEOUS EXPENSES | 0 | 0.00 | 2,450 | 0.00 | 2,450 | 0.00 | 2,450 | 0.00 |
| REBILLABLE EXPENSES | 0 | 0.00 | 7,500 | 0.00 | 7,500 | 0.00 | 7,500 | 0.00 |
| TOTAL - EE | 161,921 | 0.00 | 866,200 | 0.00 | 866,200 | 0.00 | 866,200 | 0.00 |
| PROGRAM DISTRIBUTIONS | 26,952,183 | 0.00 | 134,257,196 | 0.00 | 134,257,196 | 0.00 | 134,257,196 | 0.00 |
| TOTAL - PD | 26,952,183 | 0.00 | 134,257,196 | 0.00 | 134,257,196 | 0.00 | 134,257,196 | 0.00 |
| GRAND TOTAL | \$27,114,104 | 0.00 | \$135,123,396 | 0.00 | \$135,123,396 | 0.00 | \$135,123,396 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$27,114,104 | 0.00 | \$135,123,396 | 0.00 | \$135,123,396 | 0.00 | \$135,123,396 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Sections: 7.040

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

- The Community Development Block Grant (CDBG) program provides funding and expertise to develop viable communities and build economic development capacity by leveraging resources and connecting stakeholders toward a common goal while meeting one or more of the following criteria:
 - (1) Benefit at least 51% low and moderate income (LMI) persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety. CDBG is a federally-funded program that provides grants to "non-entitlement" communities, or municipalities with populations under 50,000 and counties with populations under 200,000 for addressing long term development needs. In the case of special allocations, such as CDBG-Disaster Recovery (CDBG-DR), CDBG-Mitigation (CDBG-MT), and CDBG-COVID (CDBG-CV), Federal Registers governing the use of CDBG special allocations may allow a portion of funding to provide grants to entitlement communities.
- The State administers multiple CDBG grants, many of which are reserved for specific purposes identified by federal register. These grants include:
 - (1) Regular Annual CDBG Allocation - ~\$23,000,000 each year - project categories include (A) Infrastructure (e.g. Community Facilities, Water/wastewater projects, demolition, and downtown revitalization); (B) Economic Development (e.g. industrial infrastructure for job-creating projects); (C) Workforce Training; and (D) Emergency projects (e.g. generators needed after a severe ice storm);
 - (2) 2017 CDBG-DR - \$58,535,000 - primarily to address unmet housing needs resulting from 2017 flooding events in five zip codes identified by the U.S. Department of Housing and Urban Development (HUD);
 - (3) 2017 CDBG-MIT - \$41,592,000 - funding to mitigate disaster risks and reduce future losses, with primary focus on five zip codes identified by HUD;
 - (4) 2017 CDBG-DR Infrastructure - \$9,847,018 - additional funding allocated in December 2019 to further address seriously damaged infrastructure from the 2017 flooding events;
 - (5) 2019 CDBG-DR - \$30,776,000 - primarily to address unmet housing needs resulting from 2019 disaster events in three counties identified by HUD; and
 - (6) 2020 CDBG-COVID (CDBG-CV) - \$43,033,423 - to help communities prevent, prepare for, and respond to COVID-19 in a variety of ways.

PROGRAM DESCRIPTION

Department: Economic Development

HB Sections: 7.040

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

2a. Provide an activity measure(s) for the program.

| | FY2019 | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|--------------------------------|--------|-----------|---------|-----------|---------|-----------|-----------|-----------|
| | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| CDBG Funds Expended | \$24M | \$31.6M | \$14.6M | \$32.1M | \$26.3M | \$35.7M | \$29.4M | \$24.7M |
| Total CDBG Projects | 55 | 68 | 53 | 68 | 74 | 78 | 70 | 75 |
| Infrastructure | 48 | 43 | 30 | 46 | 65 | 52 | 45 | 55 |
| Economic Development | 2 | 4 | 8 | 6 | 2 | 10 | 5 | 6 |
| Workforce Training | N/A | 7 | 0 | 4 | 4 | 4 | 5 | 3 |
| Public Services | N/A | N/A | N/A | 10 | 0 | 6 | 0 | 1 |
| Emergency and Other | 5 | 14 | 15 | 16 | 3 | 6 | 15 | 10 |
| CDBG-CV Funds Expended | N/A | N/A | N/A | \$23M | 0 | \$20M | 0 | 0 |
| CDBG-DR Funds Expended | N/A | \$11.7M | \$1.6M | \$20M | \$26.9M | \$20M | \$10M | \$10M |
| Housing Units (DR) | N/A | 106 | 0 | 125 | 12 | 214 | 50 | 20 |
| CDBG-MIT Funds Expended | | | | \$4.8M | \$18.8M | \$8M | \$4M | \$2M |
| Housing Units (MIT) | | | | 0 | 30 | 12 | 10 | 5 |

Note 1: Numbers are based on funds drawn on projects per Fiscal Year. Average period of performance for a CDBG project is 3 years; therefore, the annual expenditure and actual amount take into account each project spending a percentage of total allocation.

Note 2: Housing Units under (DR) represents a projected number of households being served within multiple project categories that include: Single-Family (buyout and demolition, relocation assistance, and down payment assistance) and/or Affordable Multi-Family Rental Recovery.

Note 3: CARES Act CDBG-CV Funds are projected to expend from FY2021 to FY2024.

Note 4: 2017 CDBG-DR and CDBG-Mitigation allocations were delayed from HUD due to new HUD approval processes, delayed federal register guidance, and the 2018-2019 federal government shutdown. The CDBG Program has since opened and completed application cycles for these programs.

PROGRAM DESCRIPTION

Department: **Economic Development**

HB Sections: 7.040

Program Name: **Community Development Block Grant Program**

Program is found in the following core budget(s): **CDBG Program**

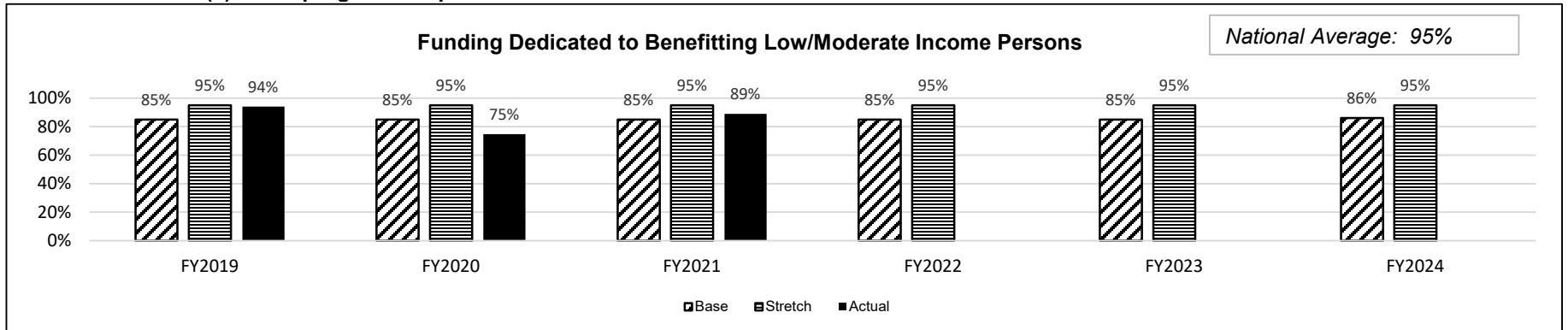
2b. Provide a measure(s) of the program's quality.

| | FY2019 | FY2020 | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------------|--------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Service Experience | 88% | 87% | 90% | 74% | 95% | 95% | 95% |

Note 1: Percentage of customers who rated their experience as "very" or "somewhat" positive.

Note 2: FY2021 results based on September 2021 survey that included 73 respondents.

2c. Provide a measure(s) of the program's impact.



Note 1: Calculated by dividing dollar amount of approved projects in a Fiscal Year that will benefit low and moderate income (LMI) persons by the total dollar amount of the grant.

Note 2: HUD requires that a minimum of 70% of the state's annual allocation be awarded for projects benefitting LMI persons; however, it is Missouri's goal that at least 85% of the projects will benefit LMI persons.

Note 3: Stretch target is set at 95% due to the fact that demolition (slum and blight national objective) and emergency (urgent threat national objective) projects might also need to be funded, and those national objectives do not require a 51% LMI benefit; therefore, Stretch includes a "cushion" for those emergency projects.

PROGRAM DESCRIPTION

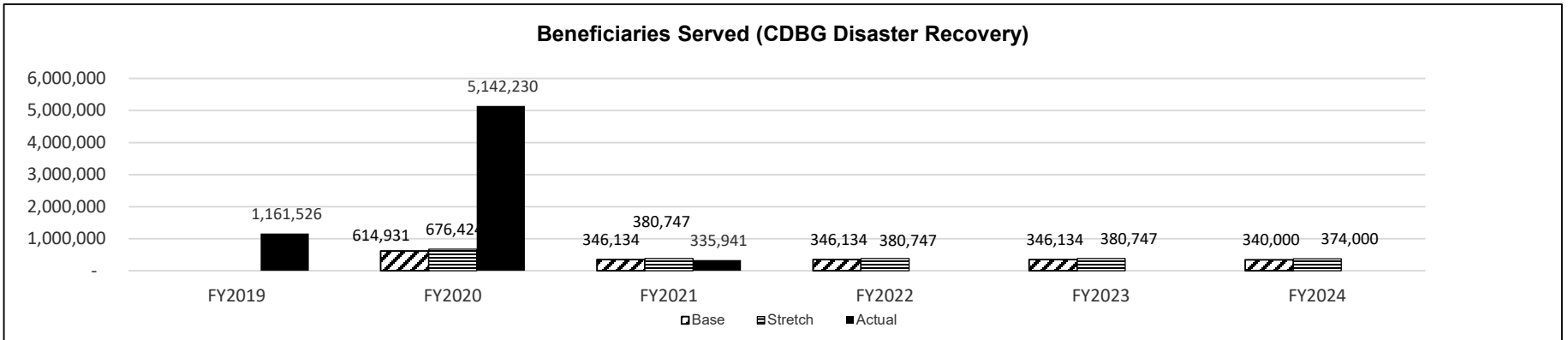
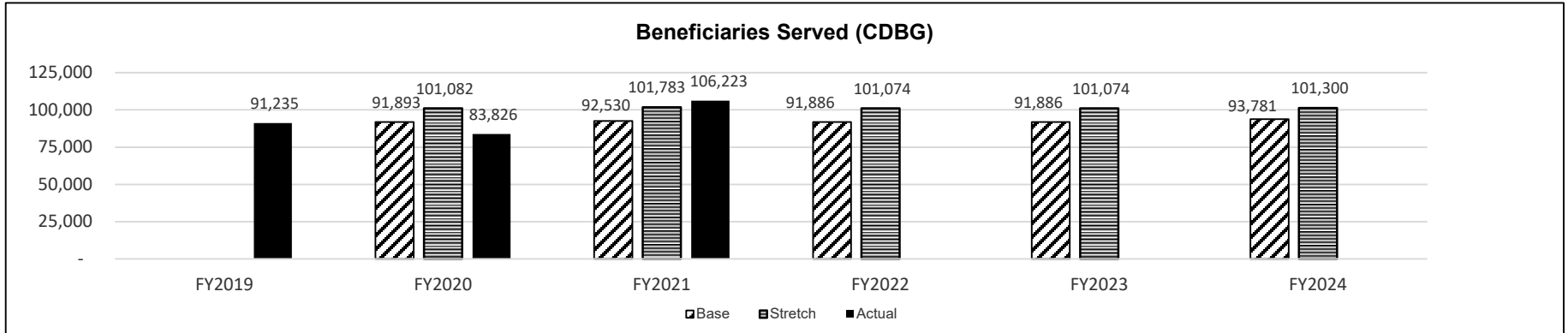
Department: Economic Development

HB Sections: 7.040

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

2c. Provide a measure(s) of the program's impact. (continued)



Note 1: Beneficiaries Served are individuals directly or indirectly served by the project being performed.

Note 2: Beneficiaries Served is limited by the population characteristics of the applicant, including %LMI and HUD-identified disaster impact level. As such, stretch goal is inherently limited per population. To reflect this limitation, stretch targets are stated as 10% above base.

Note 3: Beneficiaries Served (CDBG Disaster Recovery) has multiple variables since funds may be used for: (1) both entitlement (more densely populated) and non-entitlement (less densely populated) communities; (2) infrastructure projects which indirectly affects a bigger population; and (3) housing projects which directly affect a smaller population. Base and Stretch targets are considerably lower than FY2020 actuals since it is likely for recovery funds to be more weighted towards rural areas and housing than in FY2020.

PROGRAM DESCRIPTION

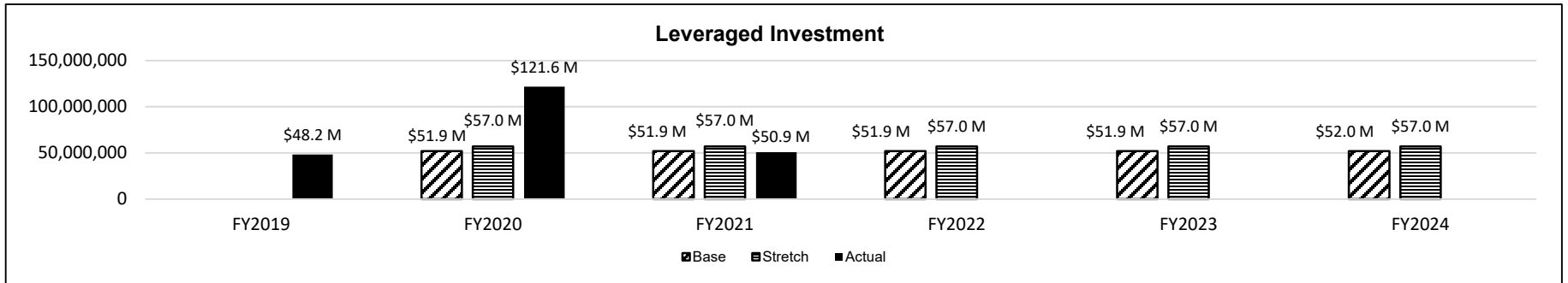
Department: Economic Development

HB Sections: 7.040

Program Name: Community Development Block Grant Program

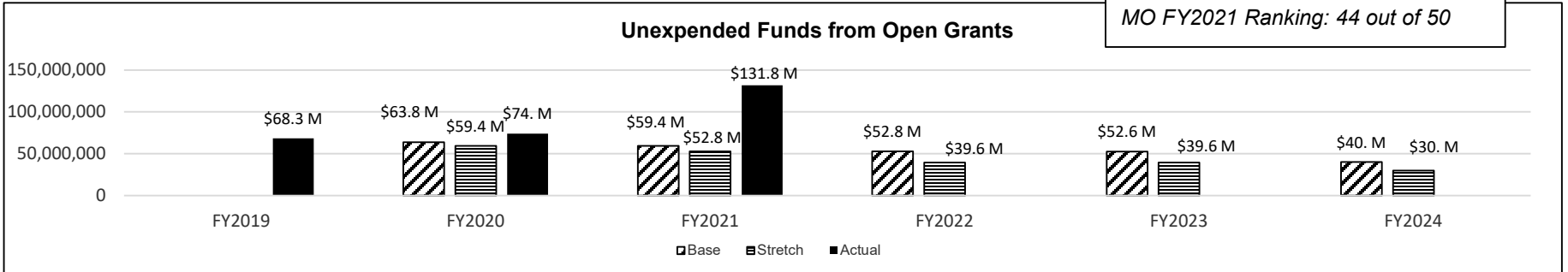
Program is found in the following core budget(s): CDBG Program

2c. Provide a measure(s) of the program's impact. (continued)



Note 1: Leveraged investment are non-CDBG funds (local, state, or federal) that are used in conjunction with CDBG funds to aid in financing a particular project.
 Note 2: Leveraged investment calculation based on all CDBG projects except economic development which have high variations by project and year.
 Note 3: Future projected Base is calculated using the average of previous years while the Stretch calculation utilizes this number and increases projection by 10%.

2d. Provide a measure(s) of the program's efficiency.



Note 1: "Unexpended Funds From Open Grants" refers to open Missouri projects with activities not completed. Missouri's FY20 CDBG allocation was ~\$23M.
 Note 2: The above measure shows unexpended funds from open grants. HUD divides this number by the most recent grant amount provided and gives each state its ranking; As of June 30, 2019, Missouri ranked 40 out of 50 states; only ten states have a higher ratio of unexpended funds.
 Note 3: FY2020 base target of \$63.8M would rank Missouri 37 out of 50 states.
 Note 4: FY2021 base target of \$59.4M would rank Missouri 32 out of 50 states.
 Note 5: FY2022 base target of \$52.8M would rank Missouri 28 out of 50 states. The stretch target of \$39.6M would rank Missouri 18 out of 50 states.

PROGRAM DESCRIPTION

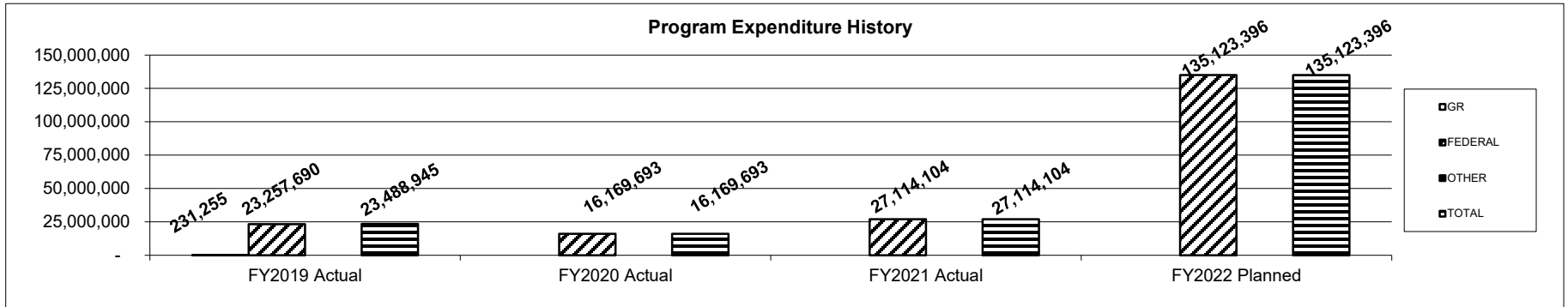
Department: **Economic Development**

HB Sections: 7.040

Program Name: **Community Development Block Grant Program**

Program is found in the following core budget(s): **CDBG Program**

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Personal Service/Expense and Equipment dollars transferred to Business and Community Solutions Division in FY2020 budget.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

42 USC Section 5301 et. Seq., 24 CFR Part 570, and the MO Consolidated Plan submitted to the US Dept. of Housing and Urban Development.

6. Are there federal matching requirements? If yes, please explain.

Yes, a \$1 for \$1 match required for a portion of the administrative funds. The applicable administrative funds equal 2% of the total appropriation. Soft costs are an eligible match.

7. Is this a federally mandated program? If yes, please explain.

The program is a formula block grant provided to the State of Missouri; 70% of which is provided to the entitlement cities, 30% of which is provided to the non-entitlement balance of the state. That 30% portion is administered by DED.

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43055C</u> |
| Division: Business and Community Solutions | |
| Core: Main Street Program | HB Section <u>7.045</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|-------------|----------------|----------------|--------------|-----------------------------------|-------------|----------------|----------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 500,000 | 500,000 | PSD | 0 | 0 | 500,000 | 500,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 500,000 | 500,000 | Total | 0 | 0 | 500,000 | 500,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

Other Funds: Economic Development Advancement Fund (0783)

Notes:

Notes:

2. CORE DESCRIPTION

This core decision item establishes the spending authority for the Main Street Program, a community revitalization training program administered by the nonprofit Missouri Main Street Connection (MMSA). The Department of Economic Development (DED) contracts with the MMSA programs on behalf of Missouri communities. The program provides technical assistance and training for local governments, business organizations, merchants, and property owners across the State to enhance their community and economic revitalization efforts for older central business districts and neighborhoods.

MMSA pays a membership to the National Main Street organization, which provides the services of a Senior Program Officer to (1) review the communities' progress and accomplishments and (2) determine if they are meeting the 10 designated criteria established by National Main Street Center to become nationally recognized.

3. PROGRAM LISTING (list programs included in this core funding)

Main Street Program

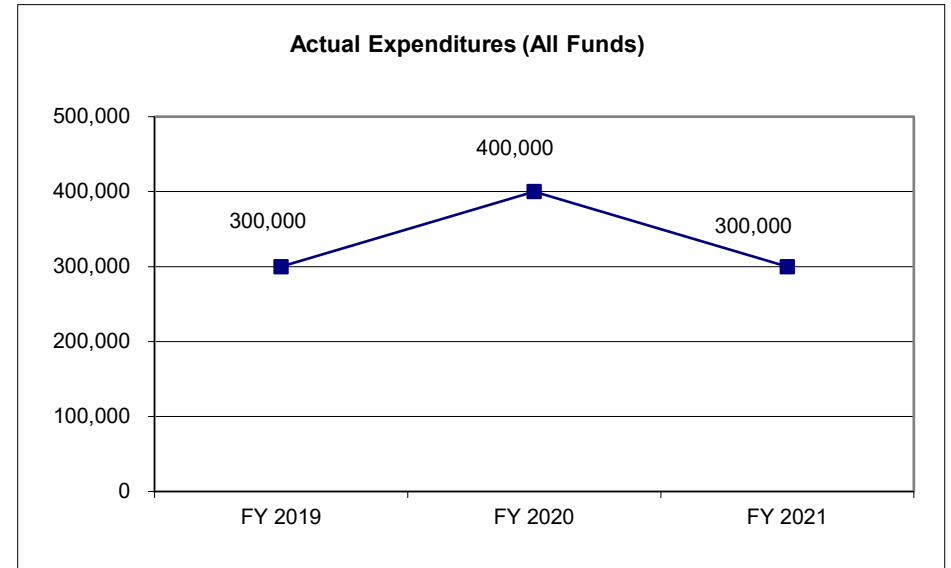
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Solutions
Core: Main Street Program

Budget Unit 43055C
HB Section 7.045

4. FINANCIAL HISTORY

| | <u>FY 2019 Actual</u> | <u>FY 2020 Actual</u> | <u>FY 2021 Actual</u> | <u>FY 2022 Current Yr.</u> |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 300,000 | 400,000 | 300,000 | 500,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 300,000 | 400,000 | 300,000 | 500,000 |
| Actual Expenditures (All Funds) | 300,000 | 400,000 | 300,000 | N/A |
| Unexpended (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MAINSTREET PROGRAM**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|----------------|----------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 0 | 500,000 | 500,000 | |
| | Total | 0.00 | 0 | 0 | 500,000 | 500,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 500,000 | 500,000 | |
| | Total | 0.00 | 0 | 0 | 500,000 | 500,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 500,000 | 500,000 | |
| | Total | 0.00 | 0 | 0 | 500,000 | 500,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|-------------------------------|------------------|----------------|------------------|----------------|------------------|-----------------|------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MAINSTREET PROGRAM | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| ECON DEVELOP ADVANCEMENT FUND | 300,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 |
| TOTAL - PD | 300,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 |
| TOTAL | 300,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 |
| GRAND TOTAL | \$300,000 | 0.00 | \$500,000 | 0.00 | \$500,000 | 0.00 | \$500,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MAINSTREET PROGRAM | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 300,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 |
| TOTAL - PD | 300,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 | 500,000 | 0.00 |
| GRAND TOTAL | \$300,000 | 0.00 | \$500,000 | 0.00 | \$500,000 | 0.00 | \$500,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$300,000 | 0.00 | \$500,000 | 0.00 | \$500,000 | 0.00 | \$500,000 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.045

Program Name: Main Street

Program is found in the following core budget(s): Main Street

1a. What strategic priority does this program address?

Laser Focused and Customer Centric

1b. What does this program do?

- The purpose of the Main Street Program is to provide educational workshops, technical assistance, and training for representatives from Missouri's local governments, business organizations, merchants, and property owners to enhance their community and economic revitalization efforts for older central business districts and neighborhoods.
- On behalf of Missouri communities, the Department of Economic Development (DED) contracts with the nonprofit Missouri Main Street Connection (MMSC) to administer this statewide program.
- MMSC provides a payment to the National Main Street Center for the State Coordinator Partner Membership. This membership provides the services of a Senior Program Officer to (1) assess the communities' progress and accomplishments and (2) determine if they are meeting the designated criteria established by National Main Street Center to become nationally recognized as an accredited community.

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|-------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Individuals Trained | 1,800 | 2,293 | 2,400 | 2,689 | 2,700 | 3,030 | 2,800 | 2,900 | 3,045 |
| Assessed Communities | 38 | 40 | 42 | 52 | 55 | 48 | 58 | 60 | 62 |
| Accredited Communities | 22 | 23 | 24 | 48 | 50 | 45 | 52 | 54 | 56 |

Note 1: Projected amounts are calculated by an approximate average increase of 5% in Individuals Trained, an increase of an approximate average of 2 communities assessed each year and an increase of an average of 2 communities accredited each year.

Note 2: Number of individuals trained in FY2021 increased due to monthly webinars that were held during COVID. Future projections are lower as webinars will only be held quarterly going forward.

2b. Provide a measure(s) of the program's quality.

| | FY2019 | FY2020 | FY2021 | | FY2022 | FY2023 | FY2024 |
|--|--------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Actual | Projected | Actual | Projected | Projected | Projected |
| Customers Satisfied with Knowledge of MMSC Staff | 81% | 99% | 86% | 95% | 95% | 95% | 95% |
| Customers Satisfied with Information/Presentations Received from MMSC | 93% | 93% | 94% | 95% | 95% | 95% | 95% |
| Customers Satisfied with Overall Experience with MMSC | 90% | 92% | 92% | 95% | 95% | 95% | 95% |

Note 1: 342 customers responded to the satisfaction survey.

Note 2: Results of customer survey depicts percentage of respondents that were somewhat or very satisfied with service.

Note 3: FY2019 survey results only reflect partial year.

PROGRAM DESCRIPTION

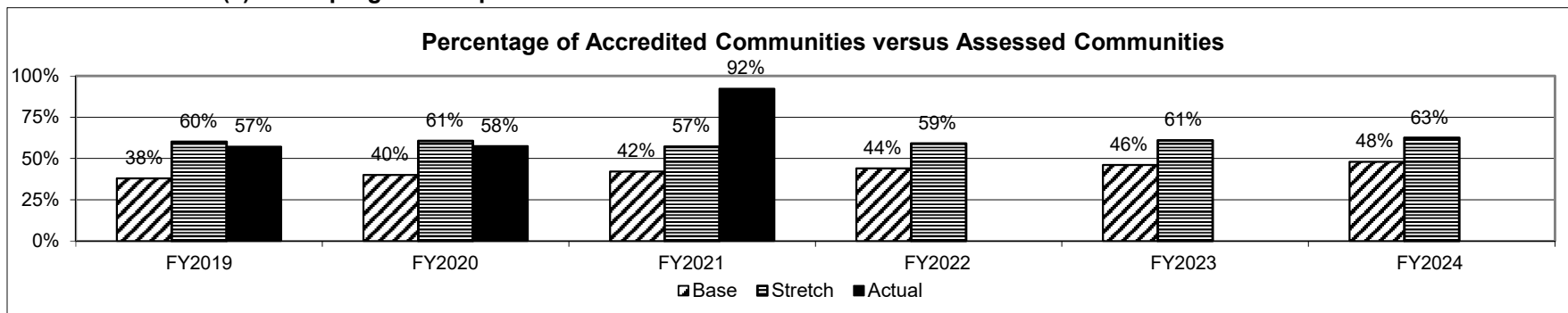
Department: Economic Development

HB Section(s): 7.045

Program Name: Main Street

Program is found in the following core budget(s): Main Street

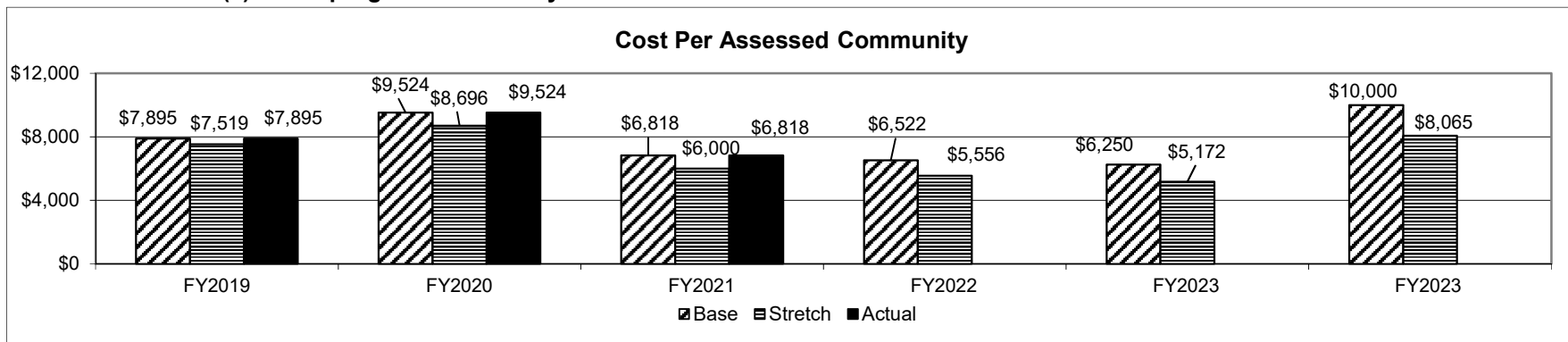
2c. Provide a measure(s) of the program's impact.



Note 1: Depicts ratio of Communities Receiving National Accreditation versus Assessed Communities.

Note 2: Base target is an increase of 2 percentage points from prior year Base target and Stretch target assumes an increase of 2 percentage

2d. Provide a measure(s) of the program's efficiency.



Note 1: Depicts Program Dollars spent per Assessed Community.

Note 2: Base target is an increase of an additional 2 assessed communities from prior year and stretch is an increase of an additional 4 assessed communities from prior year.

Note 3: The appropriation for MMSC increased from \$300,000 in FY2019 to \$400,000 in FY2020, which resulted in a higher cost per community. The appropriation decreased to \$300,000 in FY2021 and then increased to \$500,000 in FY2022.

PROGRAM DESCRIPTION

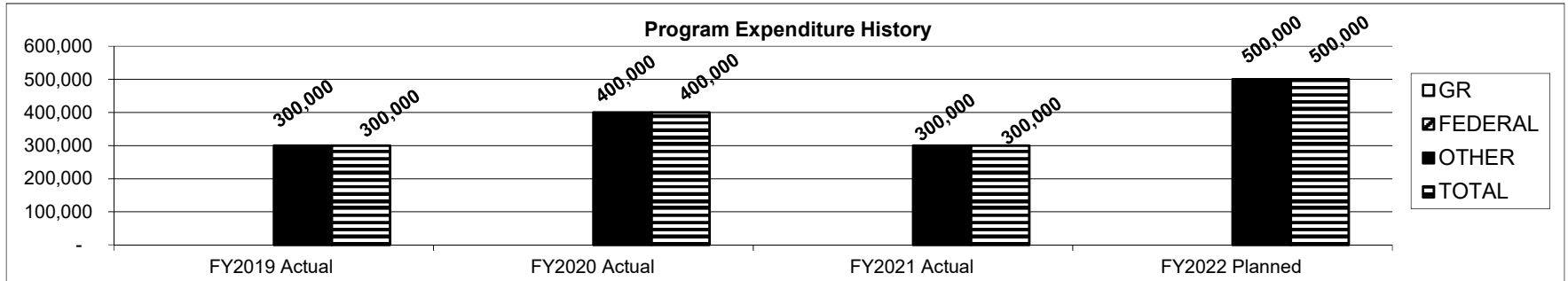
Department: Economic Development

HB Section(s): 7.045

Program Name: Main Street

Program is found in the following core budget(s): Main Street

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 251.470 to 251.485, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43065C</u> |
| Division: Business and Community Solutions | |
| Core: Tax Increment Financing (TIF) Transfer | HB Section <u>7.050</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|-------------------|--------------|-----------------------------------|----------|----------|-------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 31,844,958 | 0 | 0 | 31,844,958 | TRF | 31,844,958 | 0 | 0 | 31,844,958 |
| Total | 31,844,958 | 0 | 0 | 31,844,958 | Total | 31,844,958 | 0 | 0 | 31,844,958 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

Notes:

Notes:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding for the Tax Increment Financing (TIF) program. It provides funds to remit for the tax increment financing captured via state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law, for approved projects, and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

3. PROGRAM LISTING (list programs included in this core funding)

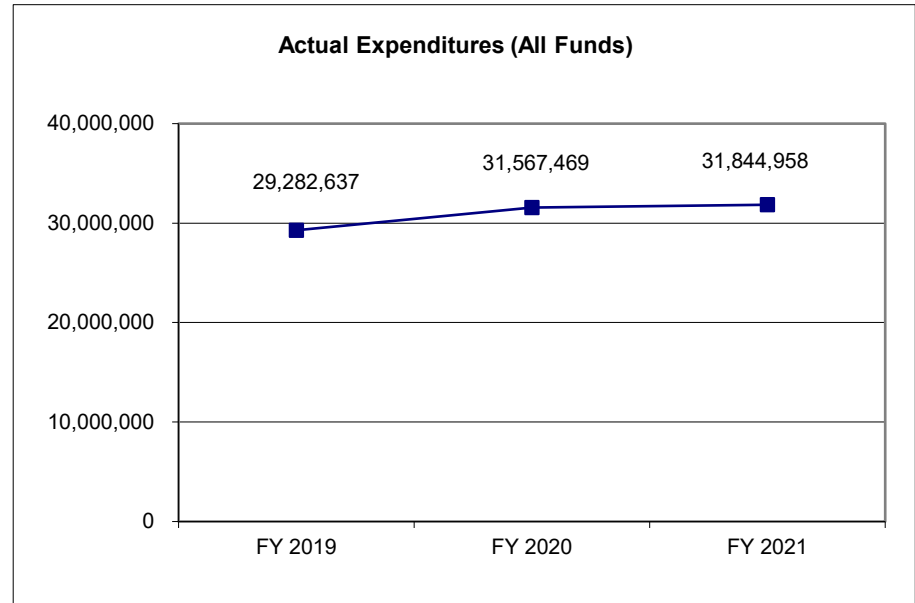
State Tax Increment Financing Program

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43065C</u> |
| Division: Business and Community Solutions | |
| Core: Tax Increment Financing (TIF) Transfer | HB Section <u>7.050</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 31,150,124 | 32,526,457 | 31,844,958 | 31,844,958 |
| Less Reverted (All Funds) | (934,504) | (958,988) | 0 | (955,349) |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 30,215,620 | 31,567,469 | 31,844,958 | 30,889,609 |
| Actual Expenditures (All Funds) | 29,282,637 | 31,567,469 | 31,844,958 | N/A |
| Unexpended (All Funds) | 932,983 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 932,983 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |
| | (1) | (1) | (2) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable) and any extraordinary withholdings.

Restricted includes any Governor's Expenditure Restrictions which remained at the end of the fiscal year (when applicable)

- NOTES:**
- (1) Transfer from GR to Missouri Supplement Tax Increment Financing Fund. Funds are only paid out as projects generate increment.
 - (2) Reserve released to allow full appropriation to be used for project payments. Reserve covered by MODESA unexpended appropriation.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
STATE TIF PROGRAM TRANSFER

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|-------------------|----------|----------|-------------------|-------------|
| TAFP AFTER VETOES | | | | | | | |
| | TRF | 0.00 | 31,844,958 | 0 | 0 | 31,844,958 | |
| | Total | 0.00 | 31,844,958 | 0 | 0 | 31,844,958 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | TRF | 0.00 | 31,844,958 | 0 | 0 | 31,844,958 | |
| | Total | 0.00 | 31,844,958 | 0 | 0 | 31,844,958 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | TRF | 0.00 | 31,844,958 | 0 | 0 | 31,844,958 | |
| | Total | 0.00 | 31,844,958 | 0 | 0 | 31,844,958 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|---------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STATE TIF PROGRAM TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| TOTAL - TRF | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| TOTAL | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| TIF GR Transfer Increase - 1419010 | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| GRAND TOTAL | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$36,856,615 | 0.00 | \$36,856,615 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-----------------------------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STATE TIF PROGRAM TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| TRANSFERS OUT | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| TOTAL - TRF | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| GRAND TOTAL | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 |
| GENERAL REVENUE | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.050

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing (TIF) Transfer

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

This transfer provides general revenue funding for the state TIF program. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated for approved projects are captured in accordance with the law and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

2a. Provide an activity measure(s) for the program.

This is a transfer; refer to the TIF Core for measures.

2b. Provide a measure(s) of the program's quality.

This is a transfer; refer to the TIF Core for measures.

2c. Provide a measure(s) of the program's impact.

This is a transfer; refer to the TIF Core for measures.

2d. Provide a measure(s) of the program's efficiency.

This is a transfer; refer to the TIF Core for measures.

PROGRAM DESCRIPTION

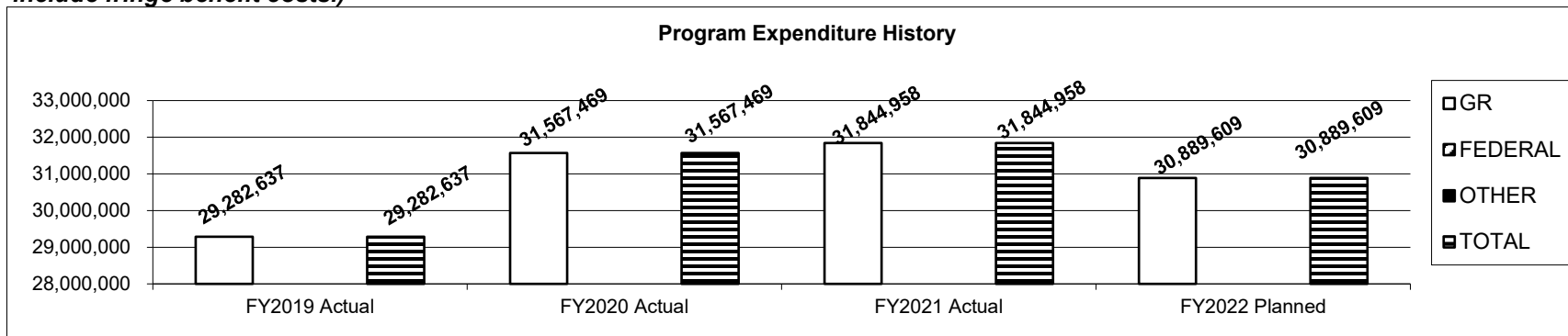
Department: Economic Development

HB Section(s): 7.050

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing (TIF) Transfer

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned expenditures for GR reflects 3% Governor's Reserve.

4. What are the sources of the "Other" funds?

Requires a GR transfer to the Missouri Supplement Tax Increment Finance Fund (0848)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.800-99.865, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 14 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43065C</u> |
| Division: Business and Community Solutions | |
| DI Name: TIF GR Transfer Increase DI# 1419010 | HB Section <u>7.050</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|------------------|-----------------------------------|------------------|----------|------------------|
| | GR | Federal | Other | Total | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 |
| TRF | 5,011,657 | 0 | 0 | 5,011,657 | TRF | 5,011,657 | 0 | 5,011,657 |
| Total | 5,011,657 | 0 | 0 | 5,011,657 | Total | 5,011,657 | 0 | 5,011,657 |
| | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts:

Other Funds:
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested in order to increase the GR transfer for corresponding the State Tax Increment Financing Fund new decision item. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the property.

Projects requiring an increase include: Kansas City Bannister Mall/Three Trails Office, Riverside Levee, Branson Landing, St. Louis Lambert Airport Eastern Perimeter, Old Post Office in KC, 1200 Main Garage Project in KC, Kansas City East Village Project, Fenton Logistics Park, National Geospatial Agency West, and IDEA Commons at a total of \$5,011,657.

NEW DECISION ITEM

RANK: 14 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43065C</u> |
| Division: Business and Community Solutions | |
| DI Name: TIF GR Transfer Increase DI# 1419010 | HB Section <u>7.050</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Total reimbursement amounts, prescribed in Certificates of Approval for State TIF projects for FY2023, estimate an increase of \$5,011,657. The current TIF appropriation is \$31,844,958. This request will bring the total appropriation to \$36,856,615.

State TIF requires a General Revenue transfer in to the State Tax Increment Financing Fund (0848)

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | 5,011,657 | | | | | | 5,011,657 | | |
| Total TRF | <u>5,011,657</u> | | <u>0</u> | | <u>0</u> | | <u>5,011,657</u> | | <u>0</u> |
| Grand Total | <u>5,011,657</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>5,011,657</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 14 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43065C</u> |
| Division: Business and Community Solutions | |
| DI Name: TIF GR Transfer Increase DI# 1419010 | HB Section <u>7.050</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|-------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | <u>5,011,657</u> | | | | | | <u>5,011,657</u> | | |
| Total TRF | <u>5,011,657</u> | | <u>0</u> | | <u>0</u> | | <u>5,011,657</u> | | <u>0</u> |
| Grand Total | <u>5,011,657</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>5,011,657</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 14 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43065C</u> |
| Division: Business and Community Solutions | |
| DI Name: TIF GR Transfer Increase DI# 1419010 | HB Section <u>7.050</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Tax Increment Financing (TIF) Core for performance measures.

6b. Provide a measure(s) of the program's quality.

Refer to the Tax Increment Financing (TIF) Core for performance measures.

6c. Provide a measure(s) of the program's impact.

Refer to the Tax Increment Financing (TIF) Core for performance measures.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Tax Increment Financing (TIF) Core for performance measures.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STATE TIF PROGRAM TRANSFER | | | | | | | | |
| TIF GR Transfer Increase - 1419010 | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$5,011,657 | 0.00 | \$5,011,657 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$5,011,657 | 0.00 | \$5,011,657 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43060C</u> |
| Division: Business and Community Solutions | |
| Core: Tax Increment Financing (TIF) | HB Section <u>7.055</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|-------------------|-------------------|--------------|-----------------------------------|----------|-------------------|-------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 31,844,958 | 31,844,958 | PSD | 0 | 0 | 31,844,958 | 31,844,958 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 31,844,958 | 31,844,958 | Total | 0 | 0 | 31,844,958 | 31,844,958 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: State Tax Increment Financing Fund (0848)
 Notes: Requires a GR transfer to the TIF Fund (0848)

Other Funds: State Tax Increment Financing Fund (0848)
 Notes: Requires a GR transfer to the TIF Fund (0848)

2. CORE DESCRIPTION

This core decision item establishes the spending authority for the State Tax Increment Financing (TIF) Program. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. These costs include public infrastructure necessary to generate reuse of the properties.

Current TIF obligations include the following projects:

- (1) Kansas City Midtown: infrastructure improvements and retail development at Mill Street & Westport Rd and at Linwood & Main;
- (2) Independence Santa Fe Neighborhood: infrastructure redevelopment to support commercial development and housing;
- (3) St. Louis City Convention Hotel: construction of a 1,083 room convention headquarters hotel complex;
- (4) Springfield Jordan Valley Park: redevelopment of former industrial district south of downtown Springfield to include exposition center, public facilities & supporting infrastructure;
- (5) Kansas City Bannister Retail/Three Trails Office: development of retail, dining and hospitality on the site of the old Bannister Mall to compliment an adjoining technology/business park to be developed on the site in south Kansas City;
- (6) St. Louis Lambert Airport Eastern Perimeter: redevelopment of 500 acres of land just east of Lambert Airport between I-170 and I-70 developed for light industrial, warehouse, office, and some residential;
- (7) Old Post Office in Kansas City: renovation of old post office building and other development on south side of Pershing Road to house IRS Service Center;
- (8) 1200 Main Garage Project in Kansas City: new development for H&R Block Corporation headquarters;
- (9) Riverside Levee: infrastructure and levee improvements at 1600-acre site, City of Riverside;
- (10) Branson Landing: redevelopment of 208-acre riverfront area in downtown Branson; (Continued on next page)

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43060C</u> |
| Division: Business and Community Solutions | |
| Core: Tax Increment Financing (TIF) | HB Section <u>7.055</u> |

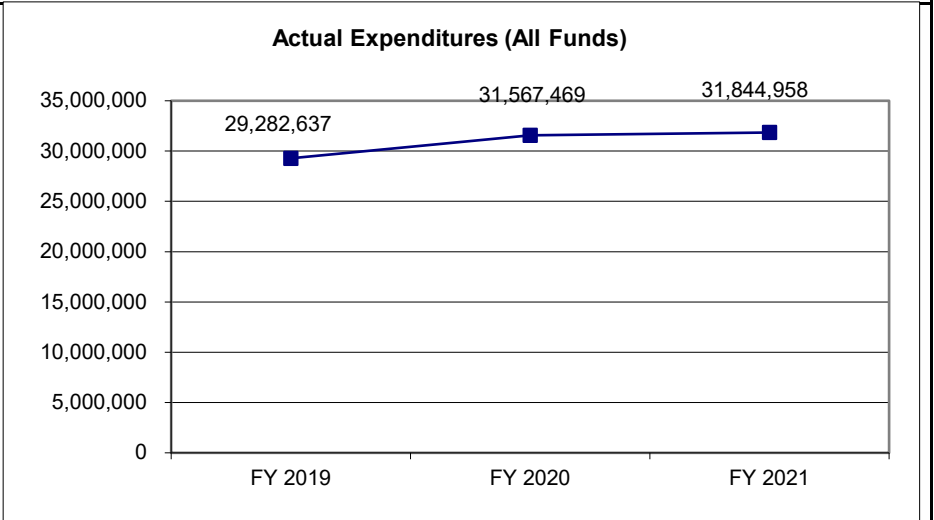
- (11) Eastern Jackson County Bass Pro: construction of Bass Pro Outdoor World store, lodging and complimentary retail and dining establishments in a 400-acre undeveloped parcel south of I-70 and west of I-435;
 - (12) Kansas City East Village: J.E. Dunn headquarters, infrastructure improvements and mixed use development in east end of downtown KC west of I-70;
 - (13) St. Louis Innovation District: redevelopment of a blighted and aging industrial zone into a live-work-play technology district;
 - (14) National Geospatial Agency West: Redevelopment of land for use by a government agency; and
 - (15) Fenton Logistics Park: Redevelopment of the former Fenton Chrysler assembly plant into a mixed-use site; and
 - (16) IDEA Commons: Redevelopment project in Springfield. Addition to existing JVIC building as well as new class A office space and parking garage.
- TIF Projects Completed and Closed:
Excelsior Springs: Elms Hotel and supporting infrastructure.

3. PROGRAM LISTING (list programs included in this core funding)

State Tax Increment Financing Program

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 31,150,124 | 32,526,457 | 31,844,958 | 31,844,958 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 31,150,124 | 32,526,457 | 31,844,958 | 31,844,958 |
| Actual Expenditures (All Funds) | 29,282,637 | 31,567,469 | 31,844,958 | N/A |
| Unexpended (All Funds) | 1,867,487 | 958,988 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 1,867,487 | 958,988 | 0 | N/A |
| | (1) | (1) | | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Funds are only expended as projects generate increment.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STATE TIF PROGRAM**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|-------------------|-------------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 0 | 31,844,958 | 31,844,958 | |
| | Total | 0.00 | 0 | 0 | 31,844,958 | 31,844,958 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 31,844,958 | 31,844,958 | |
| | Total | 0.00 | 0 | 0 | 31,844,958 | 31,844,958 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 31,844,958 | 31,844,958 | |
| | Total | 0.00 | 0 | 0 | 31,844,958 | 31,844,958 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--|---------------------|----------------|---------------------|----------------|---------------------|-----------------|---------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STATE TIF PROGRAM | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MO SUPP TAX INCREMENT FINANCE | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| TOTAL - PD | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| TOTAL | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| TIF Spend Auth Increase - 1419009 | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MO SUPP TAX INCREMENT FINANCE | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| GRAND TOTAL | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$36,856,615 | 0.00 | \$36,856,615 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STATE TIF PROGRAM | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| TOTAL - PD | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 | 31,844,958 | 0.00 |
| GRAND TOTAL | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 | \$31,844,958 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

- The purpose of Tax Increment Financing (TIF) is to redevelop a designated blighted area based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by generating new incremental sales and providing additional wages through new job creation.
- Local level TIF involves the issuance of local bonds or other obligations, which are secured by a pledge of a statutory portion of the following resulting from redevelopment improvements: (1) economic activity taxes (i.e. local sales tax), (2) payments in lieu of taxes (i.e. property tax), and (3) withholding and local employment taxes attributable to the increase in taxable activity inside the redevelopment area.
- The State TIF redirects 50% of the withholding taxes or 50% of the general revenue sales taxes generated as a result of planned redevelopment activities within a prescribed area for up to 23 years.
- The state taxes are paid and then diverted back to the applicant as a function of the annual appropriation process.
- Additional information on the State TIF program can be found at <https://ded.mo.gov/sites/default/files/programs/flyers/TIF.pdf>

2a. Provide an activity measure(s) for the program.

| | CY2018 | | CY2019 | | CY2020 | | CY2021 | CY2022 | CY2023 |
|--------------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Number of Active TIF Projects | 15 | 15 | 15 | 15 | 16 | 15 | 16 | 16 | 16 |

PROGRAM DESCRIPTION

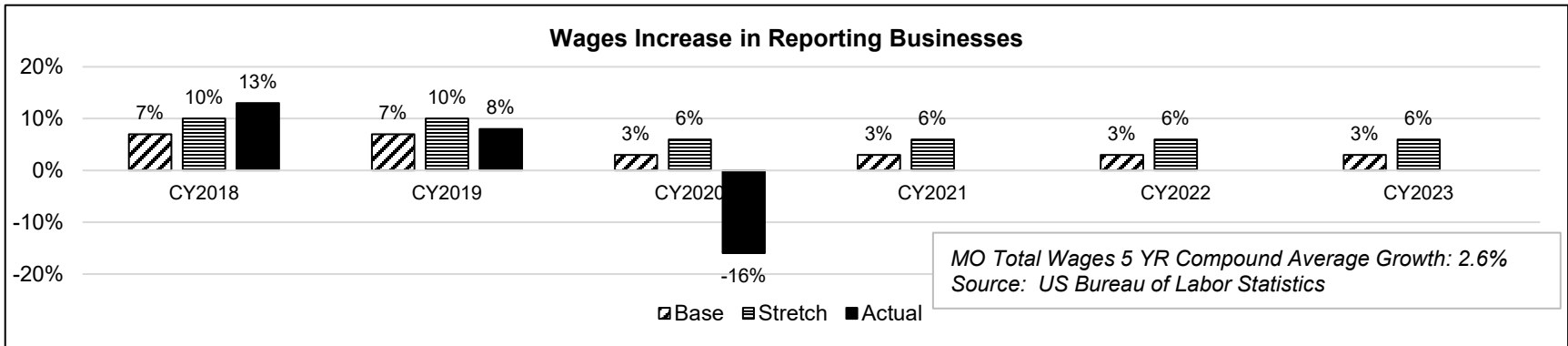
Department: Economic Development

HB Section(s): 7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

2b. Provide a measure(s) of the program's quality.

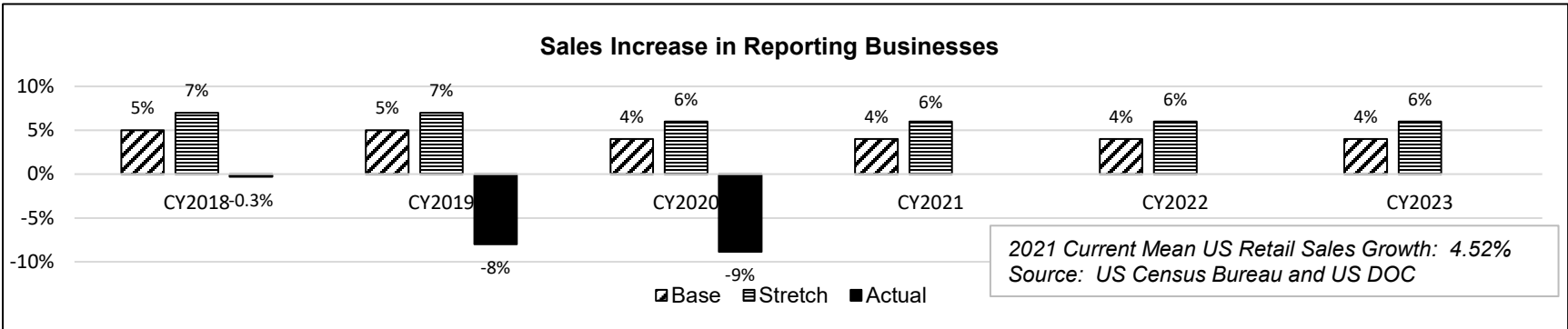


Note 1: Reflects the yearly % increase in total wages for active withholdings based projects.

Note 2: Only reporting businesses are included in the metric, regardless of the wages and withholding taxes non-reporting businesses may have produced and paid to the State.

Note 3: The large decrease in wages for CY2020 is in large part due to the effects of COVID-19 on the total wages generated.

Note 4: The Base target is set at moderate growth at 3% and the Stretch target is an increase of 3% over the Base.



Note 1: Reflects the yearly % increase in net new sales for active sales based projects.

Note 2: Only reporting businesses are included in the metric, regardless of the sales and sales taxes non-reporting businesses may have produced and paid to the State. This had a large impact on the sales figures for CY2020.

Note 3: The large decrease in sales for CY2019 and CY2020 is due to certain entities not reporting their sales returns to DOR in a timely manner as well as impacts on sales activity in the project areas due to COVID-19.

Note 4: The Base target is set at 4% and the Stretch target is an increase of 2% over the Base.

PROGRAM DESCRIPTION

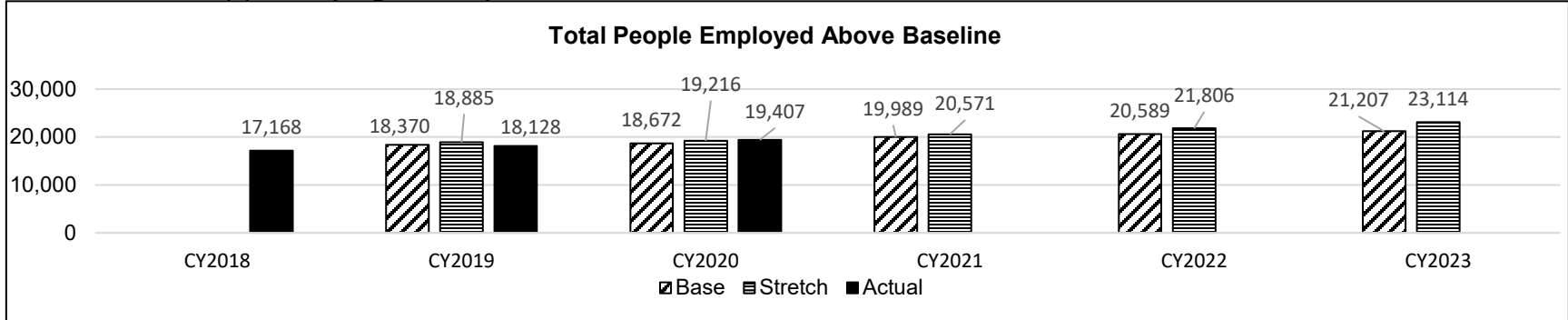
Department: Economic Development

HB Section(s): 7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

2c. Provide a measure(s) of the program's impact.

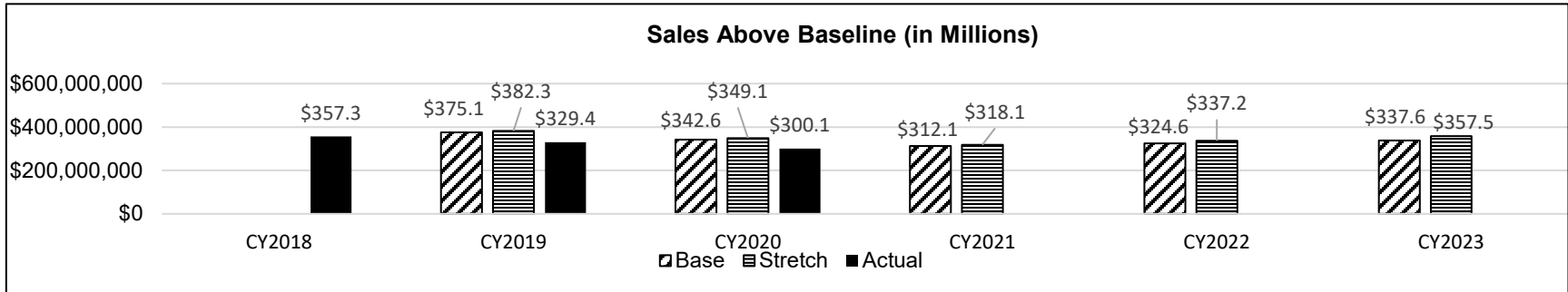


Note 1: Reflects calendar year employees over the baseline amount for active projects. For all projects, the baseline is determined to be a cumulative total of 5,611 jobs.

Note 2: Average Total People Employed only includes jobs from those businesses reporting wages and withholding taxes. Businesses reporting sales and sales taxes are not included.

Note 3: This is a new measure; therefore, projected data for CY2018 is not available.

Note 4: The Base target is set at moderate growth at 3% and the Stretch target is an increase of 3% over the Base.



Note 1: Reflects calendar year gross taxable sales reported above the baseline for active projects. The baseline sales are the existing gross taxable sales reported by each business before approval of the redevelopment projects.

Note 2: Only reporting businesses are included in the metric, regardless of the sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: This is a new measure; therefore, projected data for CY2018 is not available.

Note 4: The Base Target is set at 4% growth and the Stretch target is an increase of 2% over the Base.

PROGRAM DESCRIPTION

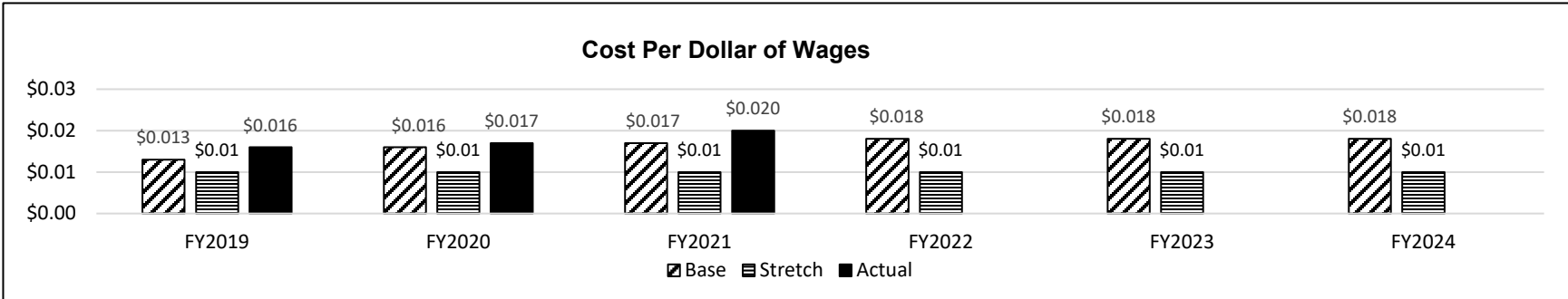
Department: Economic Development

HB Section(s): 7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

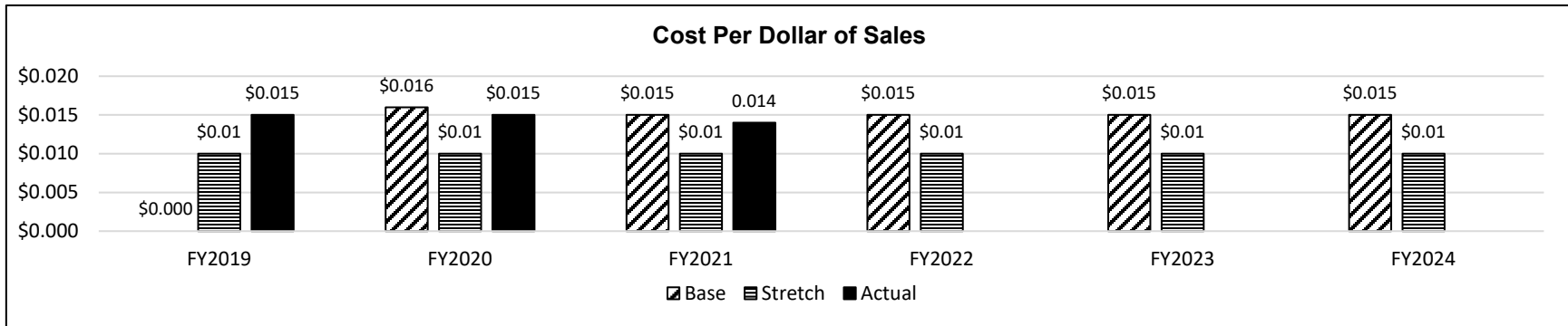
2d. Provide a measure(s) of the program's efficiency.



Note 1: Reflects the cost to the state divided by total wages for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: The Base target is an approximate average of the prior four years and the Stretch target is set at \$.01.



Note 1: Reflects the cost to the state divided by total gross taxable sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: The Base target is an approximate average of the prior four years and the Stretch is set at \$.01.

PROGRAM DESCRIPTION

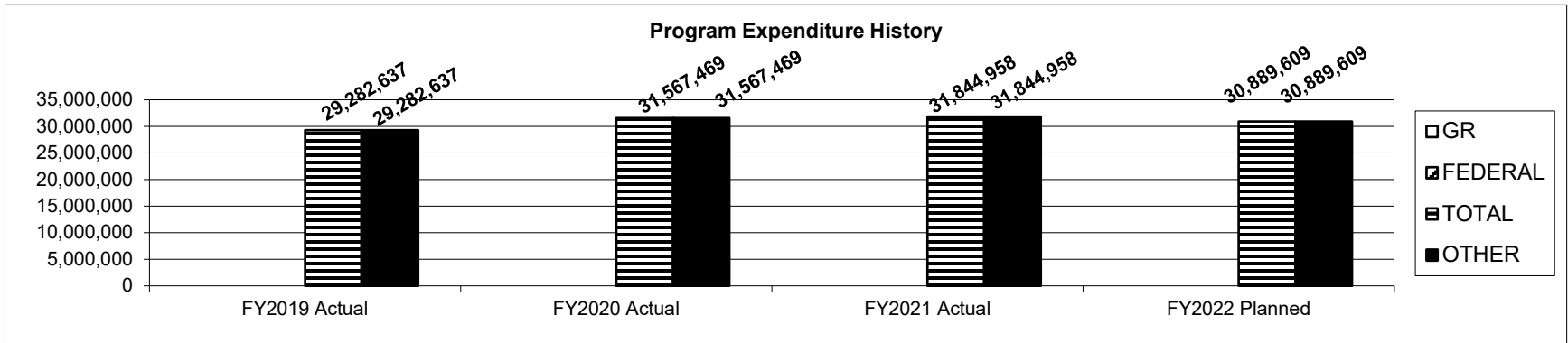
Department: Economic Development

HB Section(s): 7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

4. What are the sources of the "Other " funds?

Requires a Transfer from General Revenue to the Missouri Supplement Tax Increment Finance Fund (0848).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.800-99.865, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 13 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43060C</u> |
| Division: Business and Community Solutions | |
| DI Name: TIF Spending Authority Increase DI# 1419009 | HB Section <u>7.055</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|------------------|------------------|-----------------------------------|----------|----------|------------------|
| | GR | Federal | Other | Total | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 |
| PSD | 0 | 0 | 5,011,657 | 5,011,657 | PSD | 0 | 0 | 5,011,657 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 |
| Total | 0 | 0 | 5,011,657 | 5,011,657 | Total | 0 | 0 | 5,011,657 |
| | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts: Missouri Supplemental Tax Increment Financing Fund (0848)

Other Funds:
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested in order to increase the appropriation authority for the State Tax Increment Financing Fund. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the property.

Projects requiring an increase include: Kansas City Bannister Mall/Three Trails Office, Riverside Levee, Branson Landing, St. Louis Lambert Airport Eastern Perimeter, Old Post Office in KC, 1200 Main Garage Project in KC, Kansas City East Village Project, Fenton Logistics Park, National Geospatial Agency West, and IDEA Commons at a total of \$5,011,657.

NEW DECISION ITEM

RANK: 13 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43060C</u> |
| Division: Business and Community Solutions | |
| DI Name: TIF Spending Authority Increase DI# 1419009 | HB Section <u>7.055</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Total reimbursement amounts, prescribed in Certificates of Approval for State TIF projects for FY2023, estimate an increase of \$5,011,657. The current TIF appropriation is \$31,844,958. This request will bring the total appropriation to \$36,856,615.

State TIF requires a General Revenue transfer in to the State Tax Increment Financing Fund (0848).

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | 5,011,657 | | 5,011,657 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>5,011,657</u> | | <u>5,011,657</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u><u>0</u></u> | <u><u>0.0</u></u> | <u><u>0</u></u> | <u><u>0.0</u></u> | <u><u>5,011,657</u></u> | <u><u>0.0</u></u> | <u><u>5,011,657</u></u> | <u><u>0.0</u></u> | <u><u>0</u></u> |

NEW DECISION ITEM

RANK: 13 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43060C</u> |
| Division: Business and Community Solutions | |
| DI Name: TIF Spending Authority Increase DI# 1419009 | HB Section <u>7.055</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|-------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | 5,011,657 | | 5,011,657 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>5,011,657</u> | | <u>5,011,657</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>5,011,657</u> | <u>0.0</u> | <u>5,011,657</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 13 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43060C</u> |
| Division: Business and Community Solutions | |
| DI Name: TIF Spending Authority Increase DI# 1419009 | HB Section <u>7.055</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Tax Increment Financing (TIF) Core for performance measures.

6b. Provide a measure(s) of the program's quality.

Refer to the Tax Increment Financing (TIF) Core for performance measures.

6c. Provide a measure(s) of the program's impact.

Refer to the Tax Increment Financing (TIF) Core for performance measures.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Tax Increment Financing (TIF) Core for performance measures.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-----------------------------------|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STATE TIF PROGRAM | | | | | | | | |
| TIF Spend Auth Increase - 1419009 | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 5,011,657 | 0.00 | 5,011,657 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$5,011,657 | 0.00 | \$5,011,657 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$5,011,657 | 0.00 | \$5,011,657 | 0.00 |

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43075C</u> |
| Division: Business and Community Solutions | |
| Core: State Supp Downtown Dev Trf (MODESA) | HB Section <u>7.060</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|------------------|--------------|-----------------------------------|----------|----------|------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 1,661,327 | 0 | 0 | 1,661,327 | TRF | 1,661,327 | 0 | 0 | 1,661,327 |
| Total | 1,661,327 | 0 | 0 | 1,661,327 | Total | 1,661,327 | 0 | 0 | 1,661,327 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

Other Funds:
Notes:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding for the Missouri Downtown Economic Stimulus (MODESA) program. It provides funds to remit for MODESA's tax increment financing, which is captured via state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In MODESA's case, redevelopment activities must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

3. PROGRAM LISTING (list programs included in this core funding)

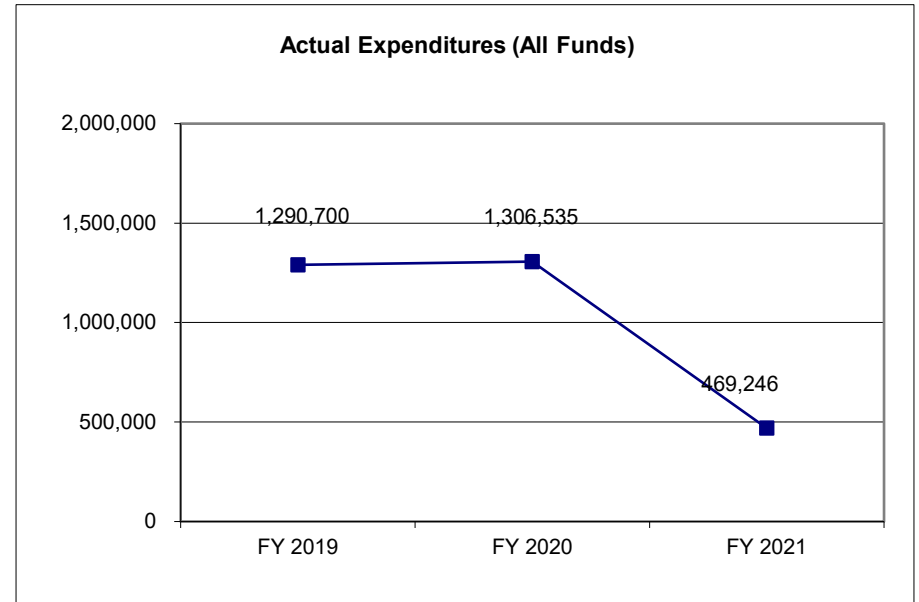
Missouri Downtown Economic Stimulus (MODESA)

CORE DECISION ITEM

| | | | |
|--------------------|---|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 43075C |
| Division: | Business and Community Solutions | HB Section | 7.060 |
| Core: | State Supp Downtown Dev Trf (MODESA) | | |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 1,775,575 | 2,351,608 | 1,661,327 | 1,661,327 |
| Less Reverted (All Funds) | (53,267) | (87,354) | (1,005,189) | (49,840) |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 1,722,308 | 2,264,254 | 656,138 | 1,611,487 |
| Actual Expenditures (All Funds) | 1,290,700 | 1,306,535 | 469,246 | N/A |
| Unexpended (All Funds) | 431,608 | 957,719 | 186,892 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 431,608 | 957,719 | 189,892 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |
| | | | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable)
 Restricted includes any extraordinary expenditure restrictions (when applicable)

NOTES:
 (1) MODESA reserve increased to cover TIF reserve in order to utilize all of the TIF appropriation for project payments.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ST SUPP DOWNTOWN DVLP TRANSFER**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|------------------|----------------|--------------|------------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | TRF | 0.00 | 1,661,327 | 0 | 0 | 1,661,327 | |
| | Total | 0.00 | 1,661,327 | 0 | 0 | 1,661,327 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | TRF | 0.00 | 1,661,327 | 0 | 0 | 1,661,327 | |
| | Total | 0.00 | 1,661,327 | 0 | 0 | 1,661,327 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | TRF | 0.00 | 1,661,327 | 0 | 0 | 1,661,327 | |
| | Total | 0.00 | 1,661,327 | 0 | 0 | 1,661,327 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---------------------------------------|------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ST SUPP DOWNTOWN DVLP TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 469,246 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 |
| TOTAL - TRF | 469,246 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 |
| TOTAL | 469,246 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 |
| GRAND TOTAL | \$469,246 | 0.00 | \$1,661,327 | 0.00 | \$1,661,327 | 0.00 | \$1,661,327 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------------------|------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ST SUPP DOWNTOWN DVLP TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| TRANSFERS OUT | 469,246 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 |
| TOTAL - TRF | 469,246 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 | 1,661,327 | 0.00 |
| GRAND TOTAL | \$469,246 | 0.00 | \$1,661,327 | 0.00 | \$1,661,327 | 0.00 | \$1,661,327 | 0.00 |
| GENERAL REVENUE | \$469,246 | 0.00 | \$1,661,327 | 0.00 | \$1,661,327 | 0.00 | \$1,661,327 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.060

Program Name: State Supp Downtown Development Trf (MODESA)

Program is found in the following core budget(s): Business and Community Services

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

This transfer provides funding for the Missouri Downtown Economic Stimulus Act (MODESA) program. MODESA uses increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In MODESA's case, redevelopment activities must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

2a. Provide an activity measure(s) for the program.

This is a transfer; therefore, refer to the MODESA Core for measures.

2b. Provide a measure(s) of the program's quality.

This is a transfer; therefore, refer to the MODESA Core for measures.

2c. Provide a measure(s) of the program's impact.

This is a transfer; therefore, refer to the MODESA Core for measures.

2d. Provide a measure(s) of the program's efficiency.

This is a transfer; therefore, refer to the MODESA Core for measures.

PROGRAM DESCRIPTION

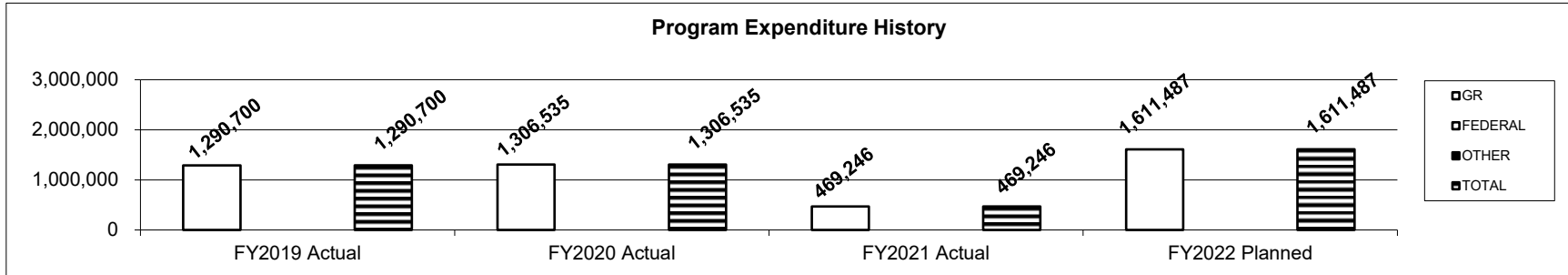
Department: Economic Development

HB Section(s): 7.060

Program Name: State Supp Downtown Development Trf (MODESA)

Program is found in the following core budget(s): Business and Community Services

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

Requires a GR Transfer to the Missouri Downtown Economic Stimulus Act Fund (0766).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.915, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43070C</u> |
| Division: Business and Community Solutions | |
| Core: Missouri Downtown Economic Stimulus Act (MODESA) | HB Section <u>7.065</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|-------------|------------------|------------------|--------------|-----------------------------------|-------------|------------------|------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 1,614,885 | 1,614,885 | PSD | 0 | 0 | 1,614,885 | 1,614,885 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 1,614,885 | 1,614,885 | Total | 0 | 0 | 1,614,885 | 1,614,885 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: MODESA Fund (0766)
 Notes: Requires a GR transfer to the MODESA fund (0766)

Other Funds: MODESA Fund (0766)
 Notes: Requires a GR transfer to the MODESA fund (0766)

2. CORE DESCRIPTION

This core decision item establishes spending authority for the Missouri Downtown Economic Stimulus (MODESA) program. This program is designed to use tax increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In MODESA's case, redevelopment activities must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

Active Projects:

- (1) **Kansas City Live!:** restore/rebuild an eight city block, approximately 425,000 sq. feet in the south central part of downtown Kansas City for an entertainment district that has live entertainment, dining, specialty retail establishments and loft housing.
- (2) **Ballpark Village:** redevelop an area adjacent to Busch Stadium in St. Louis into restaurant, retail, entertainment, and office space.

3. PROGRAM LISTING (list programs included in this core funding)

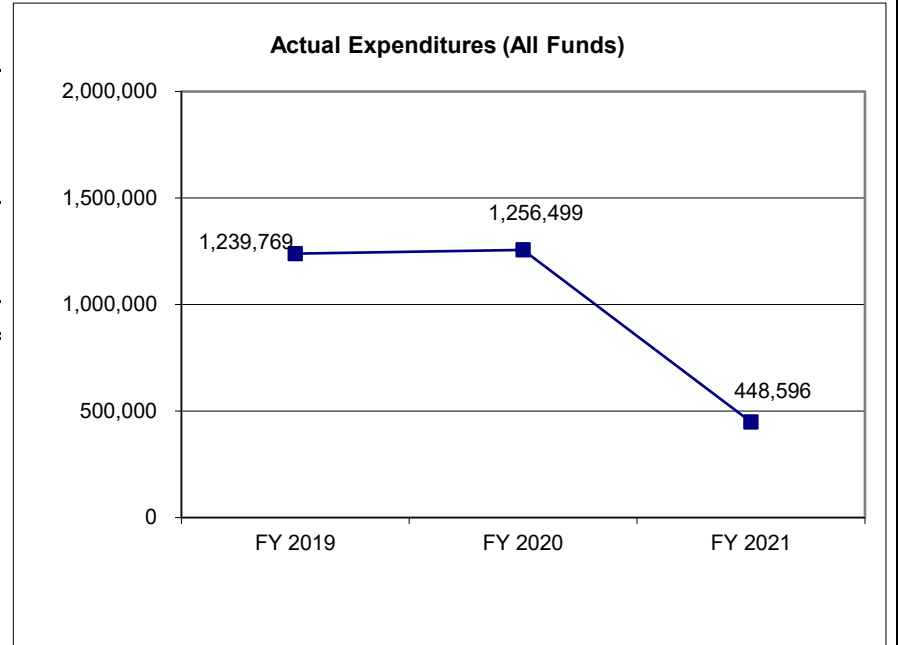
Missouri Downtown Economic Stimulus Act (MODESA)

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43070C</u> |
| Division: Business and Community Solutions | |
| Core: Missouri Downtown Economic Stimulus Act (MODESA) | HB Section <u>7.065</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 1,729,133 | 2,305,166 | 1,614,885 | 1,614,885 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 1,729,133 | 2,305,166 | 1,614,885 | 1,614,885 |
| Actual Expenditures (All Funds) | 1,239,769 | 1,256,499 | 448,596 | N/A |
| Unexpended (All Funds) | 489,364 | 1,048,667 | 1,166,289 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 489,364 | 1,048,667 | 1,166,289 | N/A |
| | (1) | (1) | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Funds are only expended as projects generate increment.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
MODESA

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|------------------|------------------|--------------------|
| TAFP AFTER VETOES | PD | 0.00 | 0 | 0 | 1,614,885 | 1,614,885 | |
| | Total | 0.00 | 0 | 0 | 1,614,885 | 1,614,885 | |
| DEPARTMENT CORE REQUEST | PD | 0.00 | 0 | 0 | 1,614,885 | 1,614,885 | |
| | Total | 0.00 | 0 | 0 | 1,614,885 | 1,614,885 | |
| GOVERNOR'S RECOMMENDED CORE | PD | 0.00 | 0 | 0 | 1,614,885 | 1,614,885 | |
| | Total | 0.00 | 0 | 0 | 1,614,885 | 1,614,885 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--------------------------------|------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MODESA | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| STATE SUPP DOWNTOWN DEVELOPMNT | 448,596 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 |
| TOTAL - PD | 448,596 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 |
| TOTAL | 448,596 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 |
| GRAND TOTAL | \$448,596 | 0.00 | \$1,614,885 | 0.00 | \$1,614,885 | 0.00 | \$1,614,885 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-----------------------|------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MODESA | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 448,596 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 |
| TOTAL - PD | 448,596 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 | 1,614,885 | 0.00 |
| GRAND TOTAL | \$448,596 | 0.00 | \$1,614,885 | 0.00 | \$1,614,885 | 0.00 | \$1,614,885 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$448,596 | 0.00 | \$1,614,885 | 0.00 | \$1,614,885 | 0.00 | \$1,614,885 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.065

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

- The purpose of MODESA is to redevelop a designated blighted downtown area based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by enabling new sales and additional wages through new jobs. The program is intended to revitalize Missouri downtowns, and is thus limited to redevelopment activities within downtown central business districts.
- MODESA involves the issuance of local bonds or other obligations, which are secured by a pledge of a statutory portion of: (1) economic activity taxes (i.e local sales tax), (2) payments in lieu of taxes i.e (property tax), and (3) withholding and local employment taxes attributable to the increase in taxable activity inside the redevelopment area resulting from redevelopment improvements.
- MODESA redirects 50% of the withholding taxes and 50% of the general revenue sales taxes generated as a result of planned redevelopment activities within a prescribed area for up to 25 years.
- The state taxes are paid and then diverted back to the applicant as a function of the annual appropriation process.
- Per statute, no new applications shall be considered under this program.

2a. Provide an activity measure(s) for the program.

| | CY2017 Actual | CY2018 Actual | CY2019 | | CY2020 | | CY2021 | CY2022 | CY2023 |
|---|------------------|------------------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | | | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Number of Active MODESA Projects | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |

PROGRAM DESCRIPTION

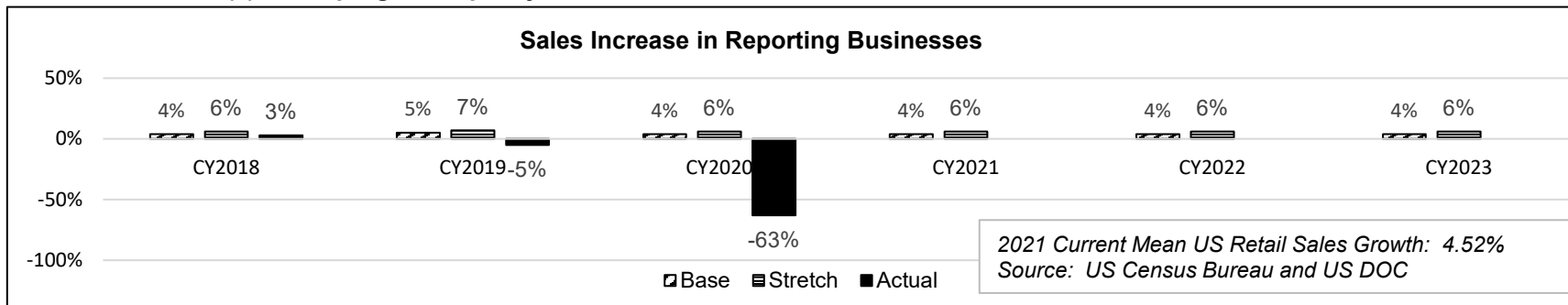
Department: Economic Development

HB Section(s): 7.065

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

2b. Provide a measure(s) of the program's quality.



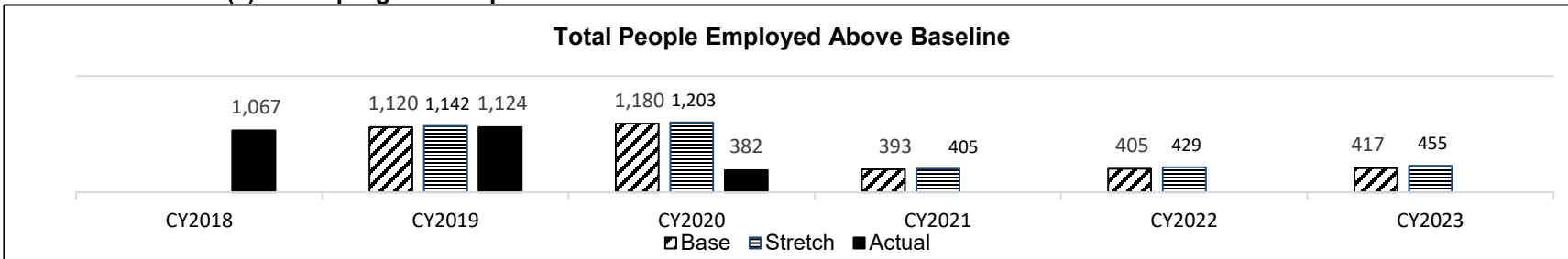
Note 1: Reflects the yearly increase in net new sales for active projects.

Note 2: Only reporting businesses are included in the metric, regardless of the sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: The large decrease in CY2020 was due to both the impacts of COVID-19 as well as the failure for many of the reporting entities to report their sales taxes to DOR and withholding reports to DED in a timely manner.

Note 4: The Base target is set at moderate growth at 4% and the Stretch target is an increase of 2% over the Base.

2c. Provide a measure(s) of the program's impact.



Note 1: Baseline employees is equal to the number of jobs reported by existing businesses within the project area prior to approval of the redevelopment project. Total Baseline employees is 0.

Note 2: Program was sunset 1/1/2013; no additional projects can be approved.

Note 3: This is a new measure; therefore, projected data for CY2018 is not available.

Note 4: Only reporting businesses are included in this metric. The large decrease in CY2020 was due to both the impacts of COVID-19 as well as the failure for many of these entities to report their sales taxes to DOR and withholding reports to DED in a timely manner.

PROGRAM DESCRIPTION

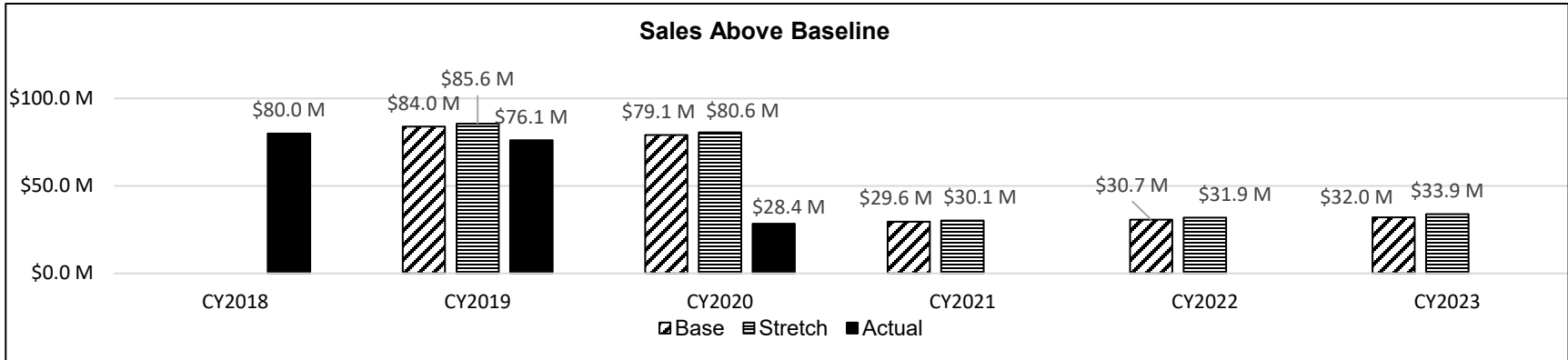
Department: Economic Development

HB Section(s): 7.065

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

2c. Provide a measure(s) of the program's impact. (continued)



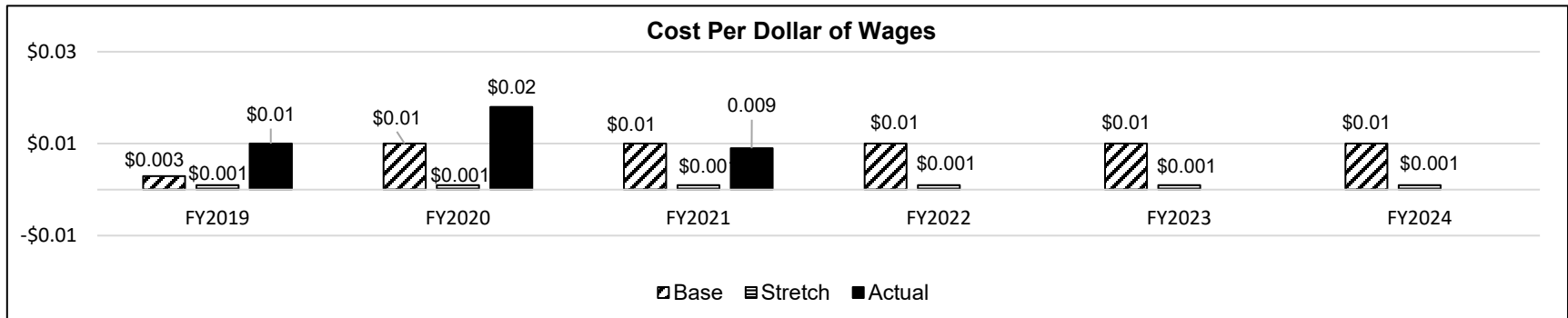
Note 1: Baseline sales is equal to the number of gross taxable sales reported by existing businesses within the project area prior to approval of the redevelopment project.

Note 2: Only reporting businesses are included in the metric, regardless of the sales taxes non-reporting businesses may have produced and paid to the State. The large decrease in CY2020 was due to both the impacts of COVID-19 as well as the failure for many of these entities to report their sales taxes to DOR and withholding reports to DED in a timely manner.

Note 3: This is a new measure; therefore, projected data for CY2018 is not available.

Note 4: The Base target is set at 4% growth and the Stretch target is an increase of 2% over the Base.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Reflects the cost to the state divided by total wages for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: The Base target is an approximate average of the prior four years and the Stretch is set at \$.001.

PROGRAM DESCRIPTION

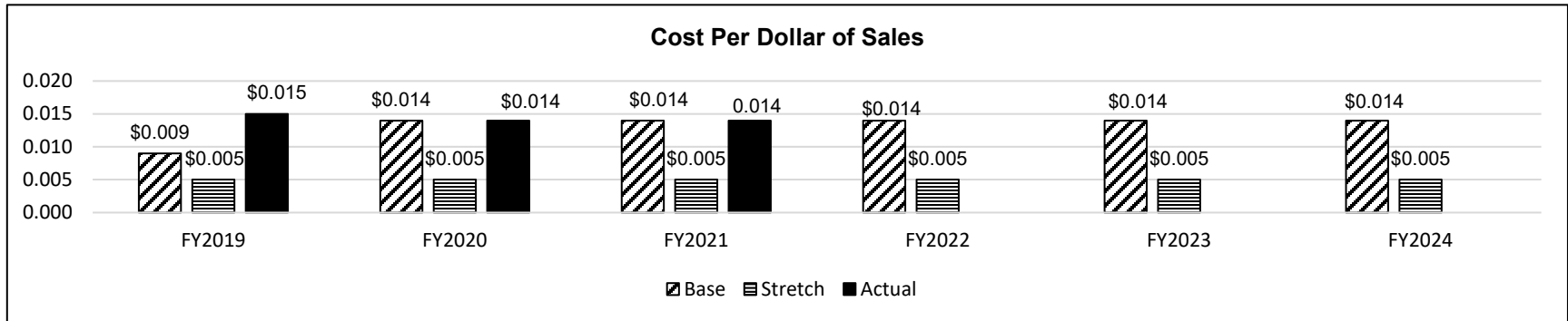
Department: Economic Development

HB Section(s): 7.065

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

2d. Provide a measure(s) of the program's efficiency (continued).



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: The Base target is an approximate average of the prior four years and the Stretch is set at \$.005.

PROGRAM DESCRIPTION

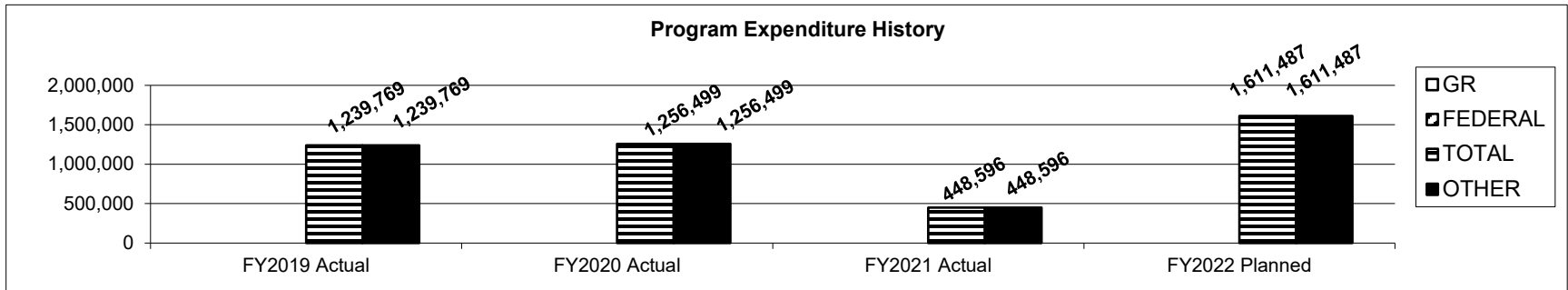
Department: Economic Development

HB Section(s): 7.065

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

4. What are the sources of the "Other " funds?

Requires a Transfer from General Revenue to the Missouri Downtown Economic Stimulus Act Fund (0766).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.915, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | | | |
|-------------------|---|--------------------|---------------|
| Department | Economic Development | Budget Unit | 43085C |
| Division | Business and Community Solutions | | |
| Core | Downtown Revitalization Pres Pgm (DRPP) Transfer | HB Section | 7.070 |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|------------------------|-------------|-------------|----------------|--|-----------------------------------|-------------|-------------|----------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 250,000 | 0 | 0 | 250,000 | TRF | 250,000 | 0 | 0 | 250,000 |
| Total | 250,000 | 0 | 0 | 250,000 | Total | 250,000 | 0 | 0 | 250,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |
| Est. Fringe | 0 | 0 | 0 | 0 | Est. Fringe | 0 | 0 | 0 | 0 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |
| Other Funds: | | | | | Other Funds: | | | | |

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects and related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

3. PROGRAM LISTING (list programs included in this core funding)

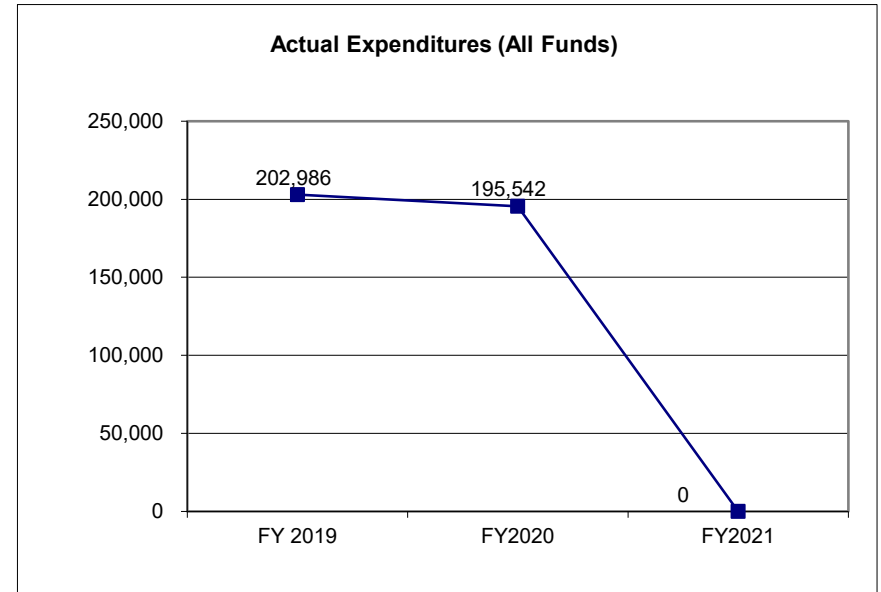
Downtown Revitalization Preservation Program (DRPP) Transfer

CORE DECISION ITEM

| | | | |
|-------------------|---|--------------------|---------------|
| Department | Economic Development | Budget Unit | 43085C |
| Division | Business and Community Solutions | | |
| Core | Downtown Revitalization Pres Pgm (DRPP) Transfer | HB Section | 7.070 |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY2020 Actual | FY2021 Actual | FY2022 Current Yr. |
|---------------------------------|---------------------------|--------------------------|--------------------------|-------------------------------|
| Appropriation (All Funds) | 300,000 | 350,000 | 250,000 | 250,000 |
| Less Reverted (All Funds) | 0 | (10,500) | (7,500) | (7,500) |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 300,000 | 339,500 | 242,500 | 242,500 |
| Actual Expenditures (All Funds) | 202,986 | 195,542 | 0 | N/A |
| Unexpended (All Funds) | 97,014 | 143,958 | 242,500 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 97,014 | 143,958 | 242,500 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |
| | (1) | | | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Reserve released due to anticipated spending.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPME
DNTWN REVITAL PRESERV TRANSFER**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|----------------|----------------|--------------|----------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | TRF | 0.00 | 250,000 | 0 | 0 | 250,000 | |
| | Total | 0.00 | 250,000 | 0 | 0 | 250,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | TRF | 0.00 | 250,000 | 0 | 0 | 250,000 | |
| | Total | 0.00 | 250,000 | 0 | 0 | 250,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | TRF | 0.00 | 250,000 | 0 | 0 | 250,000 | |
| | Total | 0.00 | 250,000 | 0 | 0 | 250,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---------------------------------------|----------------|----------------|------------------|----------------|------------------|-----------------|------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| DNTWN REVITAL PRESERV TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| TOTAL | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------------------|------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| DNTWN REVITAL PRESERV TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.070

Program Name: Downtown Revitalization Pres Trf (DRPP)

Program is found in the following core budget(s): Downtown Revitalization Preservation (DRPP)

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

This item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects and related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

2a. Provide an activity measure(s) for the program.

This is a transfer; therefore, refer to the DRPP Core for measures.

2b. Provide a measure(s) of the program's quality.

This is a transfer; therefore, refer to the DRPP Core for measures.

2c. Provide a measure(s) of the program's impact.

This is a transfer; therefore, refer to the DRPP Core for measures.

2d. Provide a measure(s) of the program's efficiency.

This is a transfer; therefore, refer to the DRPP Core for measures.

PROGRAM DESCRIPTION

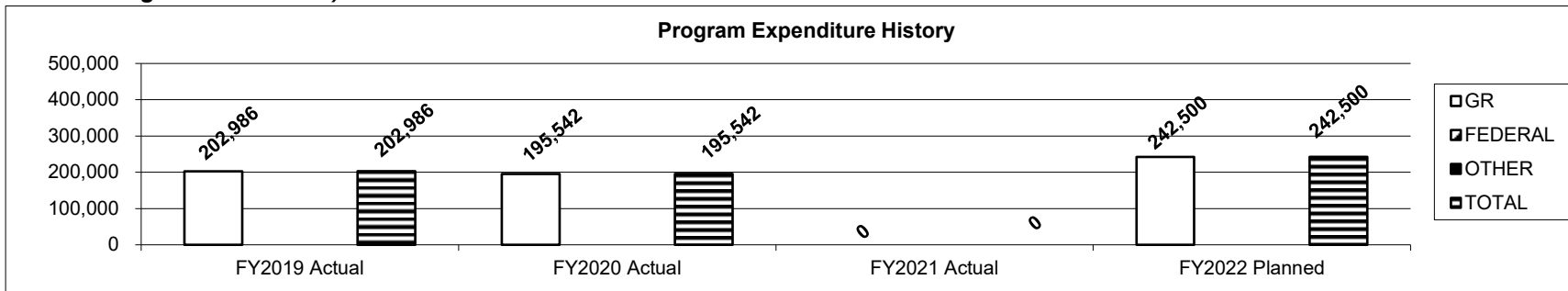
Department: Economic Development

HB Section(s): 7.070

Program Name: Downtown Revitalization Pres Trf (DRPP)

Program is found in the following core budget(s): Downtown Revitalization Preservation (DRPP)

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

Requires a GR Transfer to Downtown Revitalization Preservation Program (0907).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.1080-99.1092, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43080C</u> |
| Division: Business and Community Solutions | |
| Core: Downtown Revitalization Preservation Program | HB Section <u>7.075</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------------|----------------|--------------|-----------------------------------|----------|----------------|----------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 250,000 | 250,000 | PSD | 0 | 0 | 250,000 | 250,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 250,000 | 250,000 | Total | 0 | 0 | 250,000 | 250,000 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Downtown Revitalization Preservation Fund (0907)
 Notes: Requires a GR transfer to DRPP Fund (0907)

Other Funds: Downtown Revitalization Preservation Fund (0907)
 Notes: Requires a GR transfer to DRPP Fund (0907)

2. CORE DESCRIPTION

The Downtown Revitalization Preservation Program is authorized in 99.1080 to 99.1092, RSMo. The purpose of the program is to facilitate job creation and community revitalization by providing essential public infrastructure. It allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects and related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project.

Current Obligations:

- (1) College Station/Heer's Tower: located in the downtown core of Springfield; consists of mixed use of entertainment, dining, residential, retail, office space and parking needs; and
- (2) Hannibal Clemens Redevelopment: located in the downtown core of Hannibal; consists of a complete renovation of the existing stadium, playing field, boundary wall and certain smaller buildings on the site for the location of a summer college baseball league.

3. PROGRAM LISTING (list programs included in this core funding)

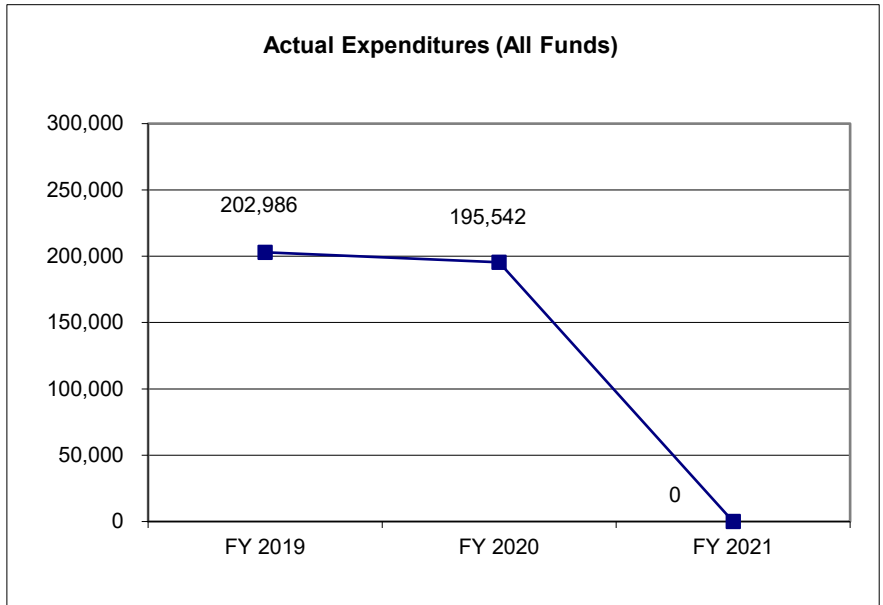
Downtown Revitalization Preservation Program (DRPP)

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43080C</u> |
| Division: Business and Community Solutions | |
| Core: Downtown Revitalization Preservation Program | HB Section <u>7.075</u> |

4. FINANCIAL HISTORY

| | <u>FY 2019 Actual</u> | <u>FY 2020 Actual</u> | <u>FY 2021 Actual</u> | <u>FY 2022 Current Yr.</u> |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 300,000 | 350,000 | 250,000 | 250,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | <u>300,000</u> | <u>350,000</u> | <u>250,000</u> | <u>250,000</u> |
| Actual Expenditures (All Funds) | 202,986 | 195,542 | 0 | N/A |
| Unexpended (All Funds) | <u>97,014</u> | <u>154,458</u> | <u>250,000</u> | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 97,014 | 154,458 | 250,000 | N/A |
| | (1) | (1) | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Funds are only expended as projects generate increment.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
DOWNTOWN REVITAL PRESERVATION**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|----------------|----------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 0 | 250,000 | 250,000 | |
| | Total | 0.00 | 0 | 0 | 250,000 | 250,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 250,000 | 250,000 | |
| | Total | 0.00 | 0 | 0 | 250,000 | 250,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 250,000 | 250,000 | |
| | Total | 0.00 | 0 | 0 | 250,000 | 250,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--------------------------------------|----------------|----------------|------------------|----------------|------------------|-----------------|------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| DOWNTOWN REVITAL PRESERVATION | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| DOWNTOWN REVITALIZ PRESERVATN | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| TOTAL | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------------|------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| DOWNTOWN REVITAL PRESERVATION | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 | 250,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 | \$250,000 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.075

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

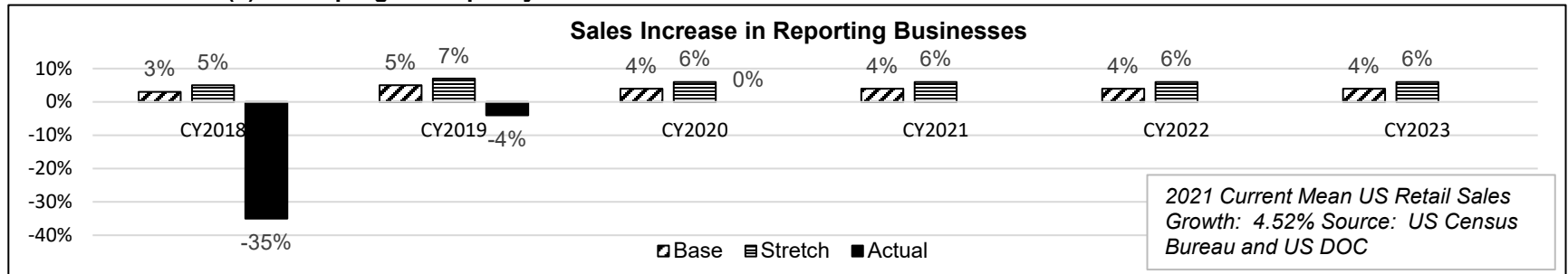
1b. What does this program do?

- The purpose of the Downtown Revitalization Preservation Program (DRPP) is to facilitate job creation and community revitalization by providing essential public infrastructure. The program converts underutilized properties and places them back in active production by generating new sales and by creating new jobs.
- The program limits these activities to municipalities with a population of 200,000 inhabitants or less, and median household income of \$62,000 or less.
- DRPP involves the issuance of local bonds or other obligations, which are secured by a pledge of a statutory portion of: (1) economic activity taxes (i.e. local sales tax) and (2) payments in lieu of taxes (i.e. property tax) attributable to the increase in taxable activity inside the redevelopment area, resulting from redevelopment improvements.
- DRPP redirects up to 50% of the general revenue sales taxes generated as a result of planned redevelopment activities within a prescribed area for up to 25 years.
- The state taxes are paid and then diverted back to the applicant as a function of the annual appropriation process.

2a. Provide an activity measure(s) for the program.

| | CY2017 | CY2018 | CY2019 | | CY2020 | | CY2021 | CY2022 | CY2023 |
|---------------------------------------|--------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Number of Active DRPP Projects | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |

2b. Provide a measure(s) of the program's quality.



Note 1: Reflects yearly increase in net new sales for active projects.

Note 2: Decline in gross taxable sales in CY2018 caused by some businesses not reporting their sales tax figures to DOR in a timely manner and a general decrease in the area's sales.

Note 3: No payment was issued in CY2020 due to the same reason as Note 2 and also the profound effects of COVID-19.

Note 4: Base target is projected to be 4% and Stretch target is set at 2% above the Base.

PROGRAM DESCRIPTION

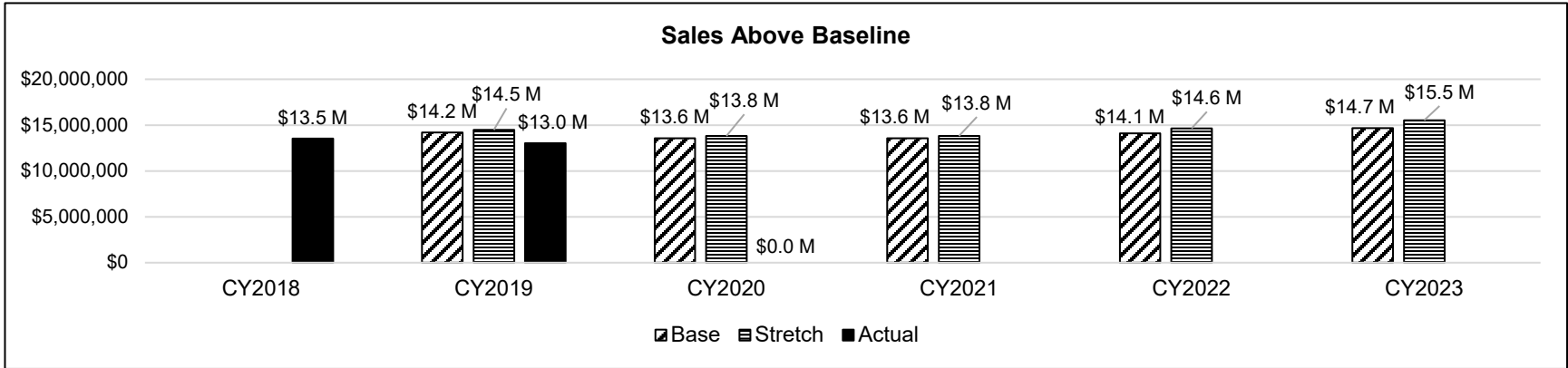
Department: Economic Development

HB Section(s): 7.075

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

2c. Provide a measure(s) of the program's impact.

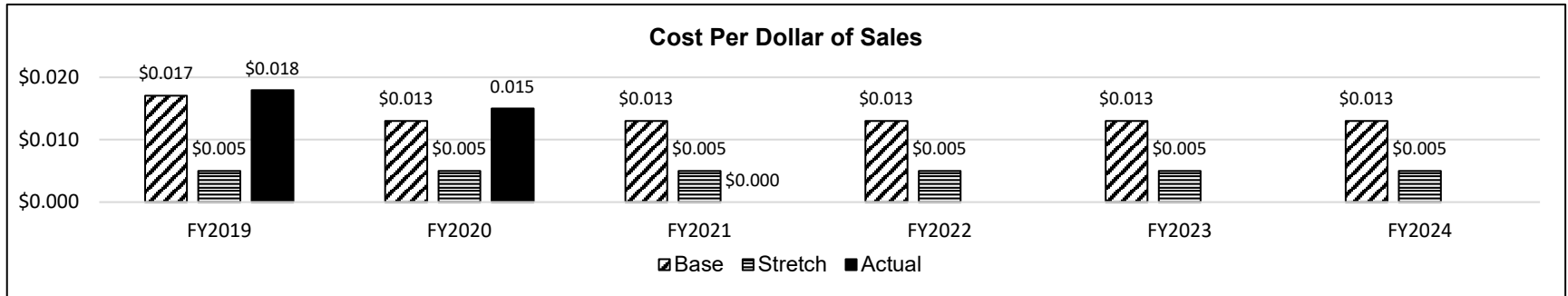


Note 1: Reflects calendar year gross taxable sales reported above the baseline for active projects.

Note 2: No payment was issued for CY2020, as there were no sales taxes generated above the baseline amount.

Note 3: The Base Target is set at 4% growth and the Stretch target is an increase of 2% over the Base. The sales are expected to pick back up in future years as the retail sales growth has been slowly increasing back to pre-COVID levels.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: No payment was issued for CY2020 so there is no cost per dollar of sales figure.

Note 4: The Base target is an approximate average of the prior three years and the Stretch is set at \$.005.

PROGRAM DESCRIPTION

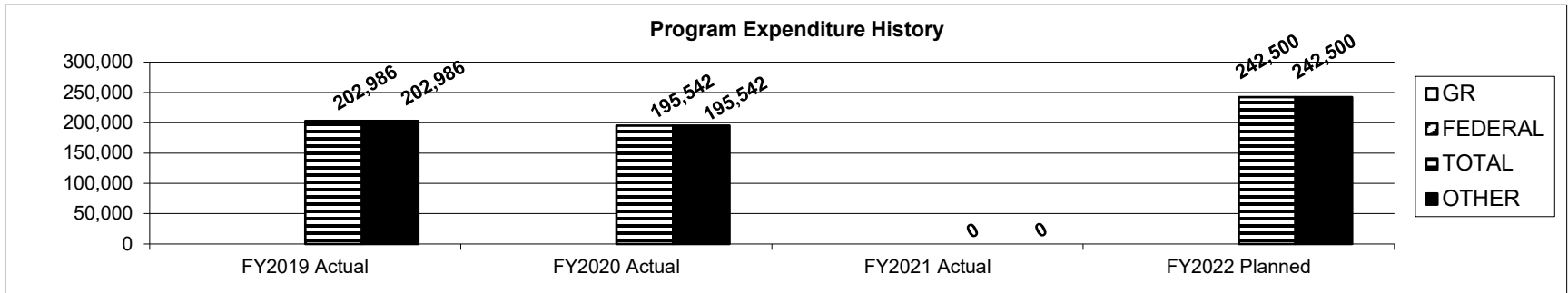
Department: Economic Development

HB Section(s): 7.075

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

4. What are the sources of the "Other " funds?

Requires a Transfer from General Revenue to the Downtown Revitalization Preservation Fund (0907).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.1080 to 99.1092, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | | | |
|--------------------|---|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 43090C |
| Division: | Business and Community Solutions | | |
| Core: | MO Community Service Commission | HB Section | 7.080 |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | |
|--------------|------------------------|------------------|-------------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 263,708 | 0 | 263,708 |
| EE | 0 | 263,649 | 0 | 263,649 |
| PSD | 0 | 6,622,062 | 0 | 6,622,062 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 7,149,419 | 0 | 7,149,419 |
| FTE | | 5.00 | 0.00 | 5.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|------------------|-------------|------------------|
| | GR | Fed | Other | Total |
| PS | 0 | 263,708 | 0 | 263,708 |
| EE | 0 | 263,649 | 0 | 263,649 |
| PSD | 0 | 6,622,062 | 0 | 6,622,062 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 7,149,419 | 0 | 7,149,419 |
| FTE | 0.00 | 5.00 | 0.00 | 5.00 |

| | | | | |
|--|---|---------|---|---------|
| Est. Fringe | 0 | 162,380 | 0 | 162,380 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |

| | | | | |
|--|---|---------|---|---------|
| Est. Fringe | 0 | 162,380 | 0 | 162,380 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |

Federal Funds: Community Services Commission Fund (0197)
Notes:

Federal Funds: Community Services Commission Fund (0197)
Notes:

2. CORE DESCRIPTION

The Missouri Community Service Commission's (MCSC) mission is to strengthen Missouri communities through volunteerism and service. MCSC receives funding from the Corporation for National and Community Service (CNCS) in Washington, D.C., to administer the AmeriCorps State and Education Awards programs in Missouri and to promoted traditional volunteerism. MCSC administers AmeriCorps State funding by awarding monetary grants and providing technical assistance and support. Program funds are made available to not-for-profit organizations, governmental entities, educational institutions, community-based organizations and faith-based organizations with 501(c)(3) status to help address local needs such as education, youth mentoring, public safety, housing rehabilitation, healthcare, environmental issues, disaster relief, and veterans and their families.

MCSC is located within the Department of Economic Development's Business and Community Solutions Division. MCSC is composed of 15-25 Governor-appointed commissioners and five full-time staff.

3. PROGRAM LISTING (list programs included in this core funding)

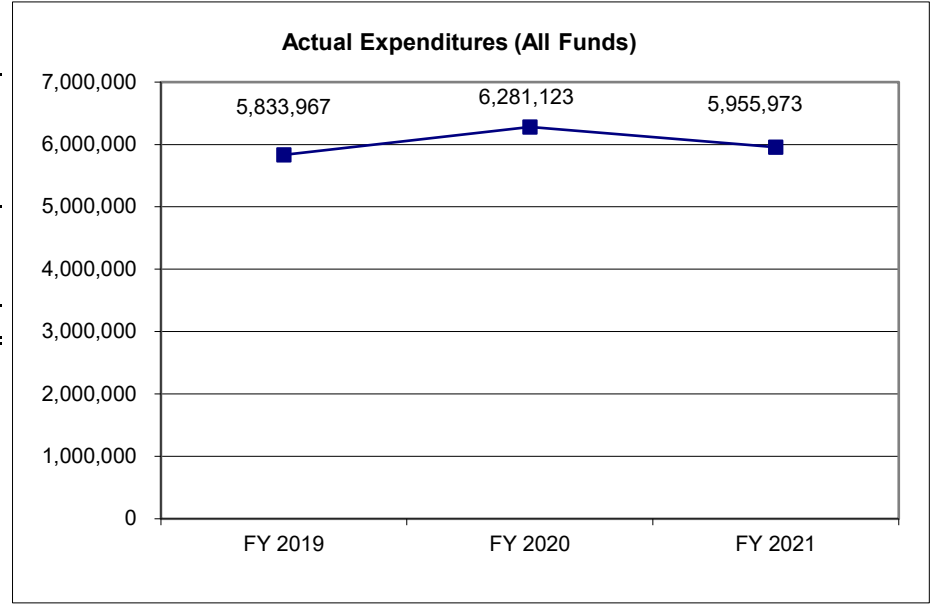
Missouri Community Service Commission

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43090C</u> |
| Division: Business and Community Solutions | |
| Core: MO Community Service Commission | HB Section <u>7.080</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 6,172,398 | 6,668,409 | 7,182,902 | 7,149,419 |
| Less Reverted (All Funds) | (1,067) | (1,083) | 0 | 0 |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 6,171,331 | 6,667,326 | 7,182,902 | 7,149,419 |
| Actual Expenditures (All Funds) | 5,833,967 | 6,281,123 | 5,955,973 | N/A |
| Unexpended (All Funds) | 337,364 | 386,203 | 1,226,929 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 658 | 498 | 0 | N/A |
| Federal | 336,706 | 385,705 | 1,226,929 | N/A |
| Other | 0 | 0 | 0 | N/A |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPME
MO COMMUNITY SVS COMM

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|----------|------------------|----------|------------------|-------------|
| TAFP AFTER VETOES | | | | | | | |
| | PS | 5.00 | 0 | 263,708 | 0 | 263,708 | |
| | EE | 0.00 | 0 | 263,649 | 0 | 263,649 | |
| | PD | 0.00 | 0 | 6,622,062 | 0 | 6,622,062 | |
| | Total | 5.00 | 0 | 7,149,419 | 0 | 7,149,419 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PS | 5.00 | 0 | 263,708 | 0 | 263,708 | |
| | EE | 0.00 | 0 | 263,649 | 0 | 263,649 | |
| | PD | 0.00 | 0 | 6,622,062 | 0 | 6,622,062 | |
| | Total | 5.00 | 0 | 7,149,419 | 0 | 7,149,419 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PS | 5.00 | 0 | 263,708 | 0 | 263,708 | |
| | EE | 0.00 | 0 | 263,649 | 0 | 263,649 | |
| | PD | 0.00 | 0 | 6,622,062 | 0 | 6,622,062 | |
| | Total | 5.00 | 0 | 7,149,419 | 0 | 7,149,419 | |

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit

| Decision Item Budget Object Summary Fund | FY 2021 ACTUAL DOLLAR | FY 2021 ACTUAL FTE | FY 2022 BUDGET DOLLAR | FY 2022 BUDGET FTE | FY 2023 DEPT REQ DOLLAR | FY 2023 DEPT REQ FTE | FY 2023 GOV REC DOLLAR | FY 2023 GOV REC FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| MO COMMUNITY SVS COMM | | | | | | | | |
| CORE | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| COMMUNITY SERV COMM-FED/OTHER | 243,279 | 4.86 | 263,708 | 5.00 | 263,708 | 5.00 | 263,708 | 5.00 |
| TOTAL - PS | 243,279 | 4.86 | 263,708 | 5.00 | 263,708 | 5.00 | 263,708 | 5.00 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| COMMUNITY SERV COMM-FED/OTHER | 109,665 | 0.00 | 263,649 | 0.00 | 263,649 | 0.00 | 263,649 | 0.00 |
| TOTAL - EE | 109,665 | 0.00 | 263,649 | 0.00 | 263,649 | 0.00 | 263,649 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| COMMUNITY SERV COMM-FED/OTHER | 5,603,029 | 0.00 | 6,622,062 | 0.00 | 6,622,062 | 0.00 | 6,622,062 | 0.00 |
| TOTAL - PD | 5,603,029 | 0.00 | 6,622,062 | 0.00 | 6,622,062 | 0.00 | 6,622,062 | 0.00 |
| TOTAL | 5,955,973 | 4.86 | 7,149,419 | 5.00 | 7,149,419 | 5.00 | 7,149,419 | 5.00 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| COMMUNITY SERV COMM-FED/OTHER | 0 | 0.00 | 0 | 0.00 | 2,611 | 0.00 | 2,611 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 2,611 | 0.00 | 2,611 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 2,611 | 0.00 | 2,611 | 0.00 |
| MCSC Increase - FY2023 - 1419012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| COMMUNITY SERV COMM-FED/OTHER | 0 | 0.00 | 0 | 0.00 | 58,000 | 1.00 | 58,000 | 1.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 58,000 | 1.00 | 58,000 | 1.00 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| COMMUNITY SERV COMM-FED/OTHER | 0 | 0.00 | 0 | 0.00 | 7,385 | 0.00 | 7,385 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 7,385 | 0.00 | 7,385 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| COMMUNITY SERV COMM-FED/OTHER | 0 | 0.00 | 0 | 0.00 | 9,696,764 | 0.00 | 9,696,764 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 9,696,764 | 0.00 | 9,696,764 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 9,762,149 | 1.00 | 9,762,149 | 1.00 |

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DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|-------------------------------|--------------------|----------------|--------------------|----------------|---------------------|-----------------|---------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO COMMUNITY SVS COMM | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| COMMUNITY SERV COMM-FED/OTHER | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 17,837 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 17,837 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 17,837 | 0.00 |
| GRAND TOTAL | \$5,955,973 | 4.86 | \$7,149,419 | 5.00 | \$16,914,179 | 6.00 | \$16,932,016 | 6.00 |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|------------------------------------|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO COMMUNITY SERV COMM ARPA | | | | | | | | |
| MCSC ARPA FY2023 - 1419011 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| DED FEDERAL STIM 2021 FUND | 0 | 0.00 | 0 | 0.00 | 58,000 | 1.00 | 58,000 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 58,000 | 1.00 | 58,000 | 0.00 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| DED FEDERAL STIM 2021 FUND | 0 | 0.00 | 0 | 0.00 | 7,000 | 0.00 | 7,000 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 7,000 | 0.00 | 7,000 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| DED FEDERAL STIM 2021 FUND | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 3,065,000 | 1.00 | 3,065,000 | 0.00 |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| DED FEDERAL STIM 2021 FUND | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,190 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,190 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,190 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$3,065,000 | 1.00 | \$3,068,190 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO COMMUNITY SVS COMM | | | | | | | | |
| CORE | | | | | | | | |
| ECONOMIC DEV INCENTIVE SPEC II | 3,388 | 0.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ECONOMIC DEV INCENTIVE SPC III | 4,060 | 0.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MISCELLANEOUS PROFESSIONAL | 2,526 | 0.08 | 1,010 | 0.31 | 1,010 | 0.31 | 1,010 | 0.31 |
| PRINCIPAL ASST BOARD/COMMISSON | 44,492 | 0.64 | 98,800 | 1.05 | 98,800 | 1.05 | 98,800 | 1.05 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 0 | 0.00 | 0 | 0.64 | 0 | 0.64 | 0 | 0.64 |
| ECONOMIC DEVELOPMENT SPEC | 38,152 | 0.92 | 102,569 | 2.00 | 102,569 | 2.00 | 102,569 | 2.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 140,434 | 2.92 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ECONOMIC DEVELOPMENT SPV | 10,227 | 0.14 | 61,329 | 1.00 | 61,329 | 1.00 | 61,329 | 1.00 |
| TOTAL - PS | 243,279 | 4.86 | 263,708 | 5.00 | 263,708 | 5.00 | 263,708 | 5.00 |
| TRAVEL, IN-STATE | 0 | 0.00 | 57,399 | 0.00 | 57,399 | 0.00 | 57,399 | 0.00 |
| TRAVEL, OUT-OF-STATE | 0 | 0.00 | 22,500 | 0.00 | 22,500 | 0.00 | 22,500 | 0.00 |
| SUPPLIES | 22,459 | 0.00 | 18,750 | 0.00 | 18,750 | 0.00 | 18,750 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 20,363 | 0.00 | 15,000 | 0.00 | 15,000 | 0.00 | 15,000 | 0.00 |
| COMMUNICATION SERV & SUPP | 1,899 | 0.00 | 11,250 | 0.00 | 11,250 | 0.00 | 11,250 | 0.00 |
| PROFESSIONAL SERVICES | 63,725 | 0.00 | 77,750 | 0.00 | 77,750 | 0.00 | 77,750 | 0.00 |
| M&R SERVICES | 1,000 | 0.00 | 3,750 | 0.00 | 3,750 | 0.00 | 3,750 | 0.00 |
| OFFICE EQUIPMENT | 0 | 0.00 | 7,500 | 0.00 | 7,500 | 0.00 | 7,500 | 0.00 |
| OTHER EQUIPMENT | 219 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 |
| BUILDING LEASE PAYMENTS | 0 | 0.00 | 3,700 | 0.00 | 3,700 | 0.00 | 3,700 | 0.00 |
| EQUIPMENT RENTALS & LEASES | 0 | 0.00 | 3,750 | 0.00 | 3,750 | 0.00 | 3,750 | 0.00 |
| MISCELLANEOUS EXPENSES | 0 | 0.00 | 41,250 | 0.00 | 41,250 | 0.00 | 41,250 | 0.00 |
| REBILLABLE EXPENSES | 0 | 0.00 | 50 | 0.00 | 50 | 0.00 | 50 | 0.00 |
| TOTAL - EE | 109,665 | 0.00 | 263,649 | 0.00 | 263,649 | 0.00 | 263,649 | 0.00 |
| PROGRAM DISTRIBUTIONS | 5,603,029 | 0.00 | 6,622,062 | 0.00 | 6,622,062 | 0.00 | 6,622,062 | 0.00 |
| TOTAL - PD | 5,603,029 | 0.00 | 6,622,062 | 0.00 | 6,622,062 | 0.00 | 6,622,062 | 0.00 |
| GRAND TOTAL | \$5,955,973 | 4.86 | \$7,149,419 | 5.00 | \$7,149,419 | 5.00 | \$7,149,419 | 5.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$5,955,973 | 4.86 | \$7,149,419 | 5.00 | \$7,149,419 | 5.00 | \$7,149,419 | 5.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.080

Program Name: MO Community Service Commission

Program is found in the following core budget(s): MO Community Service Commission

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, One Team

1b. What does this program do?

- The purpose of the Missouri Community Service Commission (MCSC) is to strengthen Missouri communities through volunteerism and service by connecting Missourians of all ages and backgrounds in an effort to improve unmet community needs through direct and tangible services.
- This program provides opportunities for individuals to serve their communities as AmeriCorps members on a full- or part-time basis. The MCSC and AmeriCorps are part of a national service network supported by the Corporation for National and Community Service. MCSC administers AmeriCorps State funding by awarding monetary grants and providing technical assistance and support to program partners throughout Missouri. Individuals serve through alignment with community-based nonprofit organizations, educational institutions and faith-based organizations with 501(c)(3) status.
- Core priorities are education, public safety, healthy futures for youth, economic opportunity, disaster relief, and veterans and their families.

2a. Provide an activity measure(s) for the program.

| | FY2019 Actual | FY2020 | | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|-----------------------------------|--------------------------|------------------|---------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | Projected | Actual | Projected | Actual | | | |
| Program Count | 22 | 22 | 22 | 23 | 19 | 23 | 23 | 26 |
| Member Count | 592 | 680 | 785 | 700 | 743 | 710 | 750 | 1,000 |
| Member Service Hours | 1,006,876 | 1,020,000 | 836,637 | 850,000 | 733,963 | 850,000 | 850,000 | 900,000 |
| Additional Volunteer Hours | 29,882 | 50,000 | 68,031 | 60,000 | 25,894 | 60,000 | 40,000 | 60,000 |

2b. Provide a measure(s) of the program's quality.

| | FY2019 Actual | FY2020* Projected | FY2021* Projected | FY2022 | | FY2023 Projected | FY2024 Projected |
|------------------------------------|--------------------------|------------------------------|------------------------------|------------------|---------------|-----------------------------|-----------------------------|
| | | | | Projected | Actual | | |
| Customer Service Experience | 93% | 94% | 95% | 95% | 95% | 95% | 95% |

Note 1: Percentage of customers who rated their experience as "very" or "somewhat" positive.

Note 2: *A FY2020 and FY2021 survey was not completed due to COVID-19. The survey was being redeveloped for FY2022 and received 19 program respondents.

PROGRAM DESCRIPTION

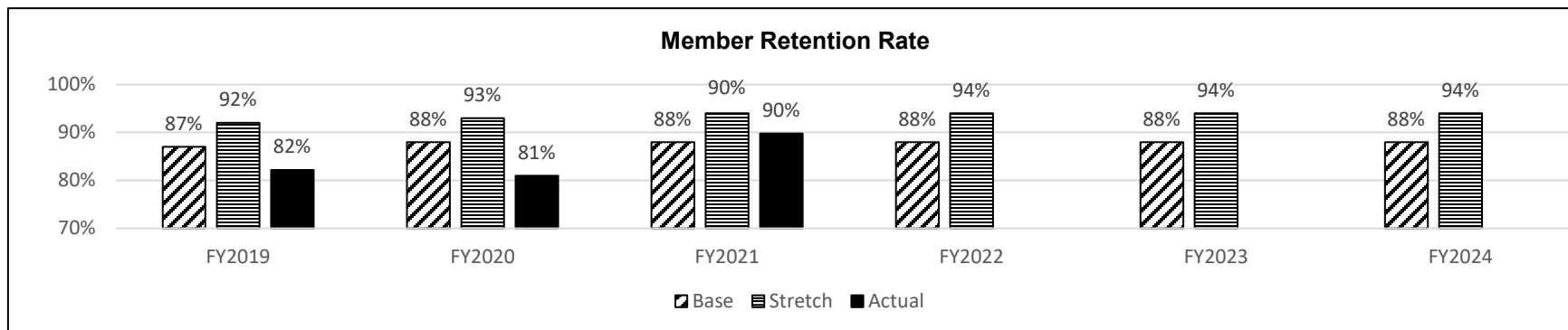
Department: Economic Development

HB Section(s): 7.080

Program Name: MO Community Service Commission

Program is found in the following core budget(s): MO Community Service Commission

2c. Provide a measure(s) of the program's impact.



Note 1: Calculated by review of grant management system monthly and quarterly program reporting of member retention.

Note 2: Base target is calculated by examination of historical member trends and retention rates and Stretch target is a 5% increase over Base.

2d. Provide a measure(s) of the program's efficiency.

| | FY2019 Actual | FY2020 Actual | FY2021 Actual | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|--------------------------|------------------|------------------|------------------|---------------------|---------------------|---------------------|
| Member Count | 592 | 785 | 743 | 710 | 750 | 1000 |
| People Served | 8,769 | 9,563 | 188,103 | 190,000 | 220,000 | 300,000 |
| Served per Member | 15 | 12 | 253 | 268 | 293 | 300 |

Note 1: Calculated by dividing the cost of the program by the number of member service hours.

Note 2: FY2022-FY2024 Base and Stretch targets set by considering possible program funding levels and expected member service hours. The sizable increase between FY2020 and FY2021 is due in most part to AmeriCorps' support of vaccination efforts throughout the state. We anticipate that we will see this continued growth in the coming years do to increase federal support and better tracking of our programs' impact.

PROGRAM DESCRIPTION

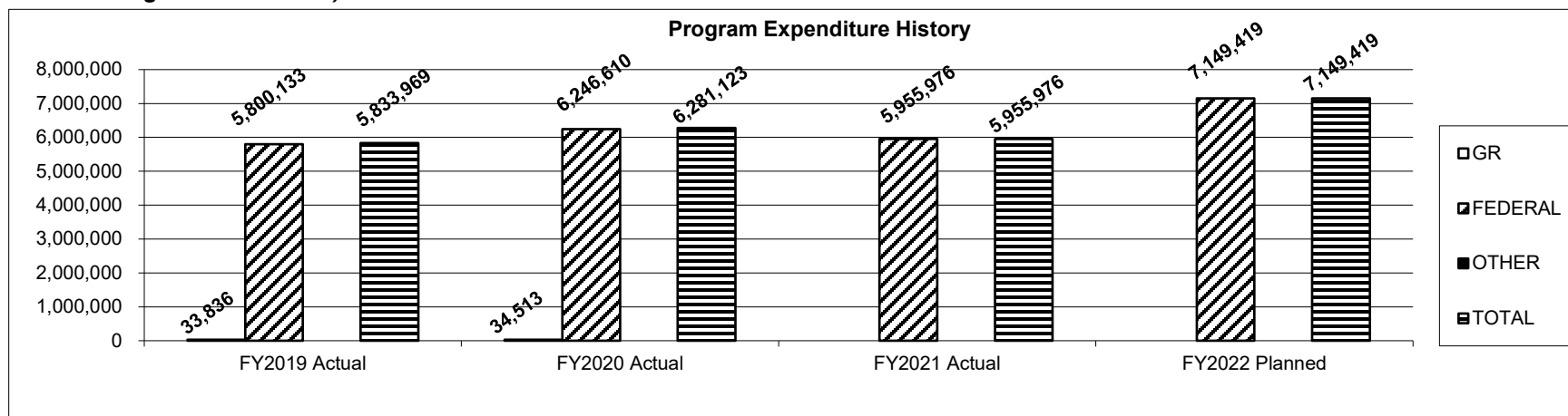
Department: Economic Development

HB Section(s): 7.080

Program Name: MO Community Service Commission

Program is found in the following core budget(s): MO Community Service Commission

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.592, RSMo, creates the Missouri Community Commission Fund; Federal - National and Community Service Act of 1993; HR 4854

6. Are there federal matching requirements? If yes, please explain.

There is a \$1 for \$1 match requirement on the administrative portion of the funds. This match is accomplished by soft costs allocated by DED. Qualifying organizations must provide match based on the amount of funds subgranted from MCSC starting at 24% in the first 3 years, gradually increasing to a 50% maximum.

7. Is this a federally mandated program? If yes, please explain.

Yes. The state is mandated via the National and Community Service Act of 1993 (as amended by the Serve America Act of 2009) (Title 45, Subtitle B, Chapter XXV, Part 2522) to have a Governor appointed Commission and administer AmeriCorps programs.

NEW DECISION ITEM

RANK: 16 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43090C</u> |
| Division: Business and Community Solutions | |
| DI Name: MCSC Increase DI# 1419012 | HB Section <u>7.080</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|------------------|----------|------------------|--------------|-----------------------------------|------------------|----------|------------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 58,000 | 0 | 58,000 | PS | 0 | 58,000 | 0 | 58,000 |
| EE | 0 | 7,385 | 0 | 7,385 | EE | 0 | 7,385 | 0 | 7,385 |
| PSD | 0 | 9,696,764 | 0 | 9,696,764 | PSD | 0 | 9,696,764 | 0 | 9,696,764 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 9,762,149 | 0 | 9,762,149 | Total | 0 | 9,762,149 | 0 | 9,762,149 |
| | | | | | | | | | |
| FTE | 0.00 | 1.00 | 0.00 | 1.00 | FTE | 0.00 | 1.00 | 0.00 | 1.00 |

| | | | | |
|--------------------|---|--------|---|--------|
| Est. Fringe | 0 | 34,239 | 0 | 34,239 |
|--------------------|---|--------|---|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|--------|---|--------|
| Est. Fringe | 0 | 34,239 | 0 | 34,239 |
|--------------------|---|--------|---|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Federal Funds: Commission Service Commission Fund (0197)

Other Funds:
Federal Funds: Commission Service Commission Fund (0197)

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This request includes additional appropriation of federal dollars for the Missouri Community Service Commission (MCSC). The federal funding, which has already been awarded, includes funding for the Commission Support Grant (19ACHMO001), Commission Investment Fund (19TAHMO001), and AmeriCorps sub-grantees (20ACHMO001, 20ACFHMO001, 20FXHMO001, and 21ESEMO001).

In state FY2022, \$7,782,013 in federal funds were awarded to AmeriCorps sub-grantees and the Commission. These sub-grantees place AmeriCorps Members (domestic Peace Corps) in communities throughout the state. The Members serve up to a year while earning a minimal stipend and education award. The funding also includes administrative funds to operate the state's Community Service Commission which oversees volunteer programs and AmeriCorps.

NEW DECISION ITEM

RANK: 16 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43090C</u> |
| Division: Business and Community Solutions | |
| DI Name: MCSC Increase DI# 1419012 | HB Section <u>7.080</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The determination comes from the anticipated U.S. Congress mark up for federal FY2022 which provides for an increase in administrative and programmatic funding to the states to administer the AmeriCorps program. It also anticipates an increase in additional grant funding provided on a competitive basis from the Corporation for National and Community Service. MCSC anticipates this increase as it has been working throughout the current fiscal year to strengthen Missouri's AmeriCorps applications in preparation for the next competitive funding cycle. Currently only four AmeriCorps programs are funded competitively while the other 15 are funded via formula federal dollars. MCSC anticipates an increase in competitive funding by at least 50% in federal FY2023.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| 100/Economic Dev Supervisor/07EB40 | | | 12,000 | | | | 12,000 | | |
| 100/Senior Econ Dev Specialist /07EB30 | | | 46,000 | 1.0 | | | 46,000 | 1.0 | |
| Total PS | 0 | 0.0 | 58,000 | 1.0 | 0 | 0.0 | 58,000 | 1.0 | 0 |
| 140/Travel, In-State | | | 2,500 | | | | 2,500 | | |
| 190/Office Supplies | | | 375 | | | | 375 | | |
| 320/Professional Development | | | 1,500 | | | | 1,500 | | |
| 340/Communication Serv & Supp | | | 1,000 | | | | 1,000 | | |
| 480/Computer Equipment | | | 2,010 | | | | 2,010 | | |
| Total EE | 0 | | 7,385 | | 0 | | 7,385 | | 0 |
| Program Distributions | | | 9,696,764 | | | | 9,696,764 | | |
| Total PSD | 0 | | 9,696,764 | | 0 | | 9,696,764 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 9,762,149 | 1.0 | 0 | 0.0 | 9,762,149 | 1.0 | 0 |

NEW DECISION ITEM

RANK: 16 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43090C</u> |
| Division: Business and Community Solutions | |
| DI Name: MCSC Increase DI# 1419012 | HB Section <u>7.080</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|--|-----------------------------------|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|
| 100/Economic Dev Supervisor/07EB40 | | | 12,000 | | | | 12,000 | | |
| 100/Senior Econ Dev Specialist /07EB30 | | | 46,000 | 1.0 | | | 46,000 | 1.0 | |
| Total PS | 0 | 0.0 | 58,000 | 1.0 | 0 | 0.0 | 58,000 | 1.0 | 0 |
| 140/Travel, In-State | | | 2,500 | | | | 2,500 | | |
| 190/Office Supplies | | | 375 | | | | 375 | | |
| 320/Professional Development | | | 1,500 | | | | 1,500 | | |
| 340/Communication Serv & Supp | | | 1,000 | | | | 1,000 | | |
| 480/Computer Equipment | | | 2,010 | | | | 2,010 | | |
| Total EE | 0 | | 7,385 | | 0 | | 7,385 | | 0 |
| Program Distributions | | | 9,696,764 | | | | 9,696,764 | | |
| Total PSD | 0 | | 9,696,764 | | 0 | | 9,696,764 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 9,762,149 | 1.0 | 0 | 0.0 | 9,762,149 | 1.0 | 0 |

NEW DECISION ITEM

RANK: 16 **OF** 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43090C</u> |
| Division: Business and Community Solutions | |
| DI Name: MCSC Increase DI# 1419012 | HB Section <u>7.080</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.
Refer to the Missouri Community Services Commission core.

6b. Provide a measure(s) of the program's quality.
Refer to the Missouri Community Services Commission core.

6c. Provide a measure(s) of the program's impact.
Refer to the Missouri Community Services Commission core.

6d. Provide a measure(s) of the program's efficiency.
Refer to the Missouri Community Services Commission core.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

MCSC monitors each subgrantee several times a year. This includes desk-based programmatic and fiscal reviews as well as on-site programmatic reviews and staff and AmeriCorps Member interviews.

In addition, subgrantees are required to report on their activities throughout the program year.

MCSC will provide training and oversight to ensure completion of the set measures.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO COMMUNITY SVS COMM | | | | | | | | |
| MCSC Increase - FY2023 - 1419012 | | | | | | | | |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 46,000 | 1.00 | 46,000 | 1.00 |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 12,000 | 0.00 | 12,000 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 58,000 | 1.00 | 58,000 | 1.00 |
| TRAVEL, IN-STATE | 0 | 0.00 | 0 | 0.00 | 2,500 | 0.00 | 2,500 | 0.00 |
| SUPPLIES | 0 | 0.00 | 0 | 0.00 | 375 | 0.00 | 375 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 1,500 | 0.00 | 1,500 | 0.00 |
| COMMUNICATION SERV & SUPP | 0 | 0.00 | 0 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 |
| COMPUTER EQUIPMENT | 0 | 0.00 | 0 | 0.00 | 2,010 | 0.00 | 2,010 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 7,385 | 0.00 | 7,385 | 0.00 |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 9,696,764 | 0.00 | 9,696,764 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 9,696,764 | 0.00 | 9,696,764 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$9,762,149 | 1.00 | \$9,762,149 | 1.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$9,762,149 | 1.00 | \$9,762,149 | 1.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

NEW DECISION ITEM

RANK: 15 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43091C</u> |
| Division: Business and Community Solutions | |
| DI Name: MCSC American Rescue Plan Act DI# 1419011 | HB Section <u>7.080</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|------------------|----------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 58,000 | 0 | 58,000 |
| EE | 0 | 7,000 | 0 | 7,000 |
| PSD | 0 | 3,000,000 | 0 | 3,000,000 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 3,065,000 | 0 | 3,065,000 |
| | | | | |
| FTE | 0.00 | 1.00 | 0.00 | 1.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|------------------|----------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 58,000 | 0 | 58,000 |
| EE | 0 | 7,000 | 0 | 7,000 |
| PSD | 0 | 3,000,000 | 0 | 3,000,000 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 3,065,000 | 0 | 3,065,000 |
| | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|--------|---|--------|
| Est. Fringe | 0 | 34,239 | 0 | 34,239 |
|--------------------|---|--------|---|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|--------|---|--------|
| Est. Fringe | 0 | 19,442 | 0 | 19,442 |
|--------------------|---|--------|---|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Federal Funds: DED Federal Stim 2021 Fund (2451)

Other Funds:
Federal Funds: DED Federal Stim 2021 Fund (2451)

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This request is to provide appropriation authority for federal funding through the American Rescue Plan (ARPA) of 2021 (Public Law 117-2, H.R. 1319) for the Missouri Community Service Commission (MCSC). MCSC has seen a marked increase in appropriated federal funding, which has led to more funding available for staffing and subgrantees. At the same time, MCSC has begun to apply for additional funding through federal grant competitions that will lead to more expansion.

NEW DECISION ITEM

RANK: 15 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43091C</u> |
| Division: Business and Community Solutions | |
| DI Name: MCSC American Rescue Plan Act DI# 1419011 | HB Section <u>7.080</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The request takes into account anticipated increases in federal funding based on Congressional appropriations from FY2021 and FY2022. It also assumes a continued increase in growth in the AmeriCorps program.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| 100/Economic Dev Supervisor/07EB40 | | | 58,000 | 1.0 | | | 58,000 | 1.0 | |
| Total PS | 0 | 0.0 | 58,000 | 1.0 | 0 | 0.0 | 58,000 | 1.0 | 0 |
| 320/Professional Development | | | 1,500 | | | | 1,500 | | |
| 140/Travel, In-State | | | 2,500 | | | | 2,500 | | |
| 340/Communication Serv & Supp | | | 3,000 | | | | 3,000 | | |
| Total EE | 0 | | 7,000 | | 0 | | 7,000 | | 0 |
| Program Distributions | | | 3,000,000 | | | | 3,000,000 | | |
| Total PSD | 0 | | 3,000,000 | | 0 | | 3,000,000 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 3,065,000 | 1.0 | 0 | 0.0 | 3,065,000 | 1.0 | 0 |

NEW DECISION ITEM

RANK: 15 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43091C</u> |
| Division: Business and Community Solutions | |
| DI Name: MCSC American Rescue Plan Act DI# 1419011 | HB Section <u>7.080</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|------------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| 100/Economic Dev Supervisor/07EB40 | | | 58,000 | | | | 58,000 | 0.0 | |
| Total PS | 0 | 0.0 | 58,000 | 0.0 | 0 | 0.0 | 58,000 | 0.0 | 0 |
| 320/Professional Development | | | 1,500 | | | | 1,500 | | |
| 140/Travel, In-State | | | 2,500 | | | | 2,500 | | |
| 340/Communication Serv & Supp | | | 3,000 | | | | 3,000 | | |
| Total EE | 0 | | 7,000 | | 0 | | 7,000 | | 0 |
| Program Distributions | | | 3,000,000 | | | | 3,000,000 | | |
| Total PSD | 0 | | 3,000,000 | | 0 | | 3,000,000 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 3,065,000 | 0.0 | 0 | 0.0 | 3,065,000 | 0.0 | 0 |

NEW DECISION ITEM

RANK: 15 **OF** 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43091C</u> |
| Division: Business and Community Solutions | |
| DI Name: MCSC American Rescue Plan Act DI# <u>1419011</u> | HB Section <u>7.080</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.
An activity measure for this program is under development.

6b. Provide a measure(s) of the program's quality.
A quality measure for this program is under development.

6c. Provide a measure(s) of the program's impact.
An impact measure for this program is under development.

6d. Provide a measure(s) of the program's efficiency.
An efficiency measure for this program is under development.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Strategies to achieve the performance measurement targets are under development.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|------------------------------------|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO COMMUNITY SERV COMM ARPA | | | | | | | | |
| MCSC ARPA FY2023 - 1419011 | | | | | | | | |
| ECONOMIC DEVELOPMENT SPV | 0 | 0.00 | 0 | 0.00 | 58,000 | 1.00 | 58,000 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 58,000 | 1.00 | 58,000 | 0.00 |
| TRAVEL, IN-STATE | 0 | 0.00 | 0 | 0.00 | 2,500 | 0.00 | 2,500 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 1,500 | 0.00 | 1,500 | 0.00 |
| COMMUNICATION SERV & SUPP | 0 | 0.00 | 0 | 0.00 | 3,000 | 0.00 | 3,000 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 7,000 | 0.00 | 7,000 | 0.00 |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 3,000,000 | 0.00 | 3,000,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$3,065,000 | 1.00 | \$3,065,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$3,065,000 | 1.00 | \$3,065,000 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | | | |
|--------------------|----------------------|--------------------|---------------|
| Department: | Economic Development | Budget Unit | <u>43095C</u> |
| Division: | Missouri One Start | HB Section | <u>7.085</u> |
| Core: | Missouri One Start | | |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|-------------|----------------|----------------|--------------|-----------------------------------|-------------|----------------|----------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 41,871 | 0 | 475,778 | 517,649 | PS | 41,871 | 0 | 475,778 | 517,649 |
| EE | 0 | 0 | 82,777 | 82,777 | EE | 0 | 0 | 82,777 | 82,777 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | <u>41,871</u> | <u>0</u> | <u>558,555</u> | <u>600,426</u> | Total | <u>41,871</u> | <u>0</u> | <u>558,555</u> | <u>600,426</u> |
| FTE | 1.00 | 0.00 | 8.00 | 9.00 | FTE | 1.00 | 0.00 | 8.00 | 9.00 |

| | | | | |
|--------------------|--------|---|---------|---------|
| Est. Fringe | 28,832 | 0 | 159,481 | 173,516 |
|--------------------|--------|---|---------|---------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|--------|---|---------|---------|
| Est. Fringe | 28,832 | 0 | 277,857 | 306,689 |
|--------------------|--------|---|---------|---------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Missouri One Start Job Development Fund (0600)
 Note: Requires a GR transfer to MJDF (0600)

Other Funds: Missouri One Start Job Development Fund (0600)
 Note: Requires a GR transfer to MJDF (0600)

2. CORE DESCRIPTION

The Missouri One Start Division helps Missouri compete for economic growth by delivering tailored workforce solutions that make businesses more competitive so they can create and retain jobs in Missouri. The Missouri One Start Division provides dedicated staff, funding assistance, and targeted marketing to assist businesses with recruiting and training workers.

Missouri One Start includes the Personal Service and Expense and Equipment funding for staff who administer the business assistance and various training programs, including the Missouri One Start Job Development Fund ("Customized Training"), the Missouri One Start Community College New Jobs Training Program (NJTP), and the Missouri One Start Job Retention Training Program (JRTP). Program funding for Customized Training, NJTP, and JRTP can be found in separate Core Decision Item forms.

3. PROGRAM LISTING (list programs included in this core funding)

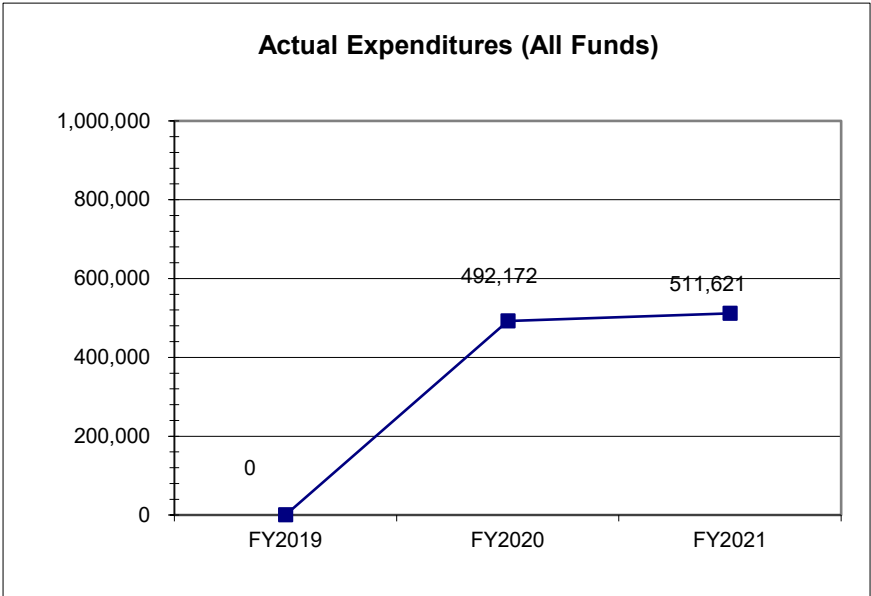
Missouri One Start

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43095C</u> |
| Division: Missouri One Start | |
| Core: Missouri One Start | HB Section <u>7.085</u> |

4. FINANCIAL HISTORY

| | FY2019 Actual | FY2020 Actual | FY2021 Actual | FY2022 Current Yr. |
|---------------------------------|------------------|------------------|------------------|-----------------------|
| Appropriation (All Funds) | 0 | 763,221 | 593,912 | 600,426 |
| Less Reverted (All Funds) | 0 | (1,226) | (1,244) | (1,256) |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 0 | 761,995 | 592,668 | 599,170 |
| Actual Expenditures (All Funds) | 0 | 492,172 | 511,621 | N/A |
| Unexpended (All Funds) | 0 | 269,823 | 81,047 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 4,869 | 3,385 | N/A |
| Federal | 0 | 152,917 | 0 | N/A |
| Other | 0 | 112,037 | 77,662 | N/A |
| | | (1) | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Unexpended amounts in Other Funds caused by attrition and decrease in E&E spending due to COVID-19.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPME
MISSOURI ONE START

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|---------------|----------|----------------|----------------|-------------|
| TAFP AFTER VETOES | | | | | | | |
| | PS | 9.00 | 41,871 | 0 | 475,778 | 517,649 | |
| | EE | 0.00 | 0 | 0 | 82,777 | 82,777 | |
| | Total | 9.00 | 41,871 | 0 | 558,555 | 600,426 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PS | 9.00 | 41,871 | 0 | 475,778 | 517,649 | |
| | EE | 0.00 | 0 | 0 | 82,777 | 82,777 | |
| | Total | 9.00 | 41,871 | 0 | 558,555 | 600,426 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PS | 9.00 | 41,871 | 0 | 475,778 | 517,649 | |
| | EE | 0.00 | 0 | 0 | 82,777 | 82,777 | |
| | Total | 9.00 | 41,871 | 0 | 558,555 | 600,426 | |

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit

| Decision Item Budget Object Summary Fund | FY 2021 ACTUAL DOLLAR | FY 2021 ACTUAL FTE | FY 2022 BUDGET DOLLAR | FY 2022 BUDGET FTE | FY 2023 DEPT REQ DOLLAR | FY 2023 DEPT REQ FTE | FY 2023 GOV REC DOLLAR | FY 2023 GOV REC FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| MISSOURI ONE START | | | | | | | | |
| CORE | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 36,827 | 0.65 | 41,871 | 1.00 | 41,871 | 1.00 | 41,871 | 1.00 |
| MO ONE START JOB DEVELOPMENT | 449,765 | 8.34 | 475,778 | 8.00 | 475,778 | 8.00 | 475,778 | 8.00 |
| TOTAL - PS | 486,592 | 8.99 | 517,649 | 9.00 | 517,649 | 9.00 | 517,649 | 9.00 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| MO ONE START JOB DEVELOPMENT | 25,029 | 0.00 | 82,777 | 0.00 | 82,777 | 0.00 | 82,777 | 0.00 |
| TOTAL - EE | 25,029 | 0.00 | 82,777 | 0.00 | 82,777 | 0.00 | 82,777 | 0.00 |
| TOTAL | 511,621 | 8.99 | 600,426 | 9.00 | 600,426 | 9.00 | 600,426 | 9.00 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 415 | 0.00 | 415 | 0.00 |
| MO ONE START JOB DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 4,711 | 0.00 | 4,711 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 5,126 | 0.00 | 5,126 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 5,126 | 0.00 | 5,126 | 0.00 |
| MOS FTE NDI - 1419005 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| MO ONE START JOB DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 144,000 | 3.00 | 144,000 | 3.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 144,000 | 3.00 | 144,000 | 3.00 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| MO ONE START JOB DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 22,155 | 0.00 | 22,155 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 22,155 | 0.00 | 22,155 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 166,155 | 3.00 | 166,155 | 3.00 |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,326 | 0.00 |

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im_disummary

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|------------------------------|------------------|----------------|------------------|----------------|------------------|-----------------|------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI ONE START | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| MO ONE START JOB DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 37,718 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 40,044 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 40,044 | 0.00 |
| GRAND TOTAL | \$511,621 | 8.99 | \$600,426 | 9.00 | \$771,707 | 12.00 | \$811,751 | 12.00 |

FLEXIBILITY REQUEST FORM

| | |
|---|---|
| BUDGET UNIT NUMBER: 43095C | DEPARTMENT: Economic Development |
| BUDGET UNIT NAME: Missouri One Start | |
| HOUSE BILL SECTION: 7.085 | DIVISION: Missouri One Start |

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.

- Missouri One Start PS (0600) - \$475,778 x 10% = \$47,578 and Missouri One Start EE (0600) - \$82,777 x 10% = \$8,278

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

| PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED | BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED |
|---|---|---|
| \$0 | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

3. Please explain how flexibility was used in the prior and/or current years.

| PRIOR YEAR EXPLAIN ACTUAL USE | CURRENT YEAR EXPLAIN PLANNED USE |
|----------------------------------|-------------------------------------|
| N/A | N/A |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI ONE START | | | | | | | | |
| CORE | | | | | | | | |
| ADMIN OFFICE SUPPORT ASSISTANT | 1,387 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST I | 1,563 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST III | 10,119 | 0.21 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| COMMUNITY & ECONOMIC DEV MGRB1 | 2,375 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| DIVISION DIRECTOR | 111,245 | 1.00 | 112,478 | 1.00 | 112,478 | 1.00 | 112,478 | 1.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 31,891 | 0.96 | 35,150 | 1.00 | 35,150 | 1.00 | 35,150 | 1.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 35,938 | 0.96 | 43,430 | 1.00 | 43,430 | 1.00 | 43,430 | 1.00 |
| SR ECONOMIC DEVELOPMENT SPEC | 183,152 | 3.83 | 198,395 | 4.00 | 198,395 | 4.00 | 198,395 | 4.00 |
| ECONOMIC DEVELOPMENT SPV | 108,922 | 1.91 | 128,196 | 2.00 | 128,196 | 2.00 | 128,196 | 2.00 |
| TOTAL - PS | 486,592 | 8.99 | 517,649 | 9.00 | 517,649 | 9.00 | 517,649 | 9.00 |
| TRAVEL, IN-STATE | 1,132 | 0.00 | 7,888 | 0.00 | 7,888 | 0.00 | 7,888 | 0.00 |
| TRAVEL, OUT-OF-STATE | 0 | 0.00 | 1,750 | 0.00 | 1,750 | 0.00 | 1,750 | 0.00 |
| FUEL & UTILITIES | 0 | 0.00 | 500 | 0.00 | 500 | 0.00 | 500 | 0.00 |
| SUPPLIES | 2,854 | 0.00 | 9,500 | 0.00 | 9,500 | 0.00 | 9,500 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 3,785 | 0.00 | 11,789 | 0.00 | 11,789 | 0.00 | 11,789 | 0.00 |
| COMMUNICATION SERV & SUPP | 5,019 | 0.00 | 6,500 | 0.00 | 6,500 | 0.00 | 6,500 | 0.00 |
| PROFESSIONAL SERVICES | 5,602 | 0.00 | 35,500 | 0.00 | 35,500 | 0.00 | 35,500 | 0.00 |
| HOUSEKEEPING & JANITORIAL SERV | 0 | 0.00 | 500 | 0.00 | 500 | 0.00 | 500 | 0.00 |
| M&R SERVICES | 0 | 0.00 | 2,500 | 0.00 | 2,500 | 0.00 | 2,500 | 0.00 |
| OFFICE EQUIPMENT | 0 | 0.00 | 1,400 | 0.00 | 1,400 | 0.00 | 1,400 | 0.00 |
| OTHER EQUIPMENT | 6,637 | 0.00 | 100 | 0.00 | 100 | 0.00 | 100 | 0.00 |
| BUILDING LEASE PAYMENTS | 0 | 0.00 | 700 | 0.00 | 700 | 0.00 | 700 | 0.00 |
| EQUIPMENT RENTALS & LEASES | 0 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 |
| MISCELLANEOUS EXPENSES | 0 | 0.00 | 700 | 0.00 | 700 | 0.00 | 700 | 0.00 |
| REBILLABLE EXPENSES | 0 | 0.00 | 2,450 | 0.00 | 2,450 | 0.00 | 2,450 | 0.00 |
| TOTAL - EE | 25,029 | 0.00 | 82,777 | 0.00 | 82,777 | 0.00 | 82,777 | 0.00 |
| GRAND TOTAL | \$511,621 | 8.99 | \$600,426 | 9.00 | \$600,426 | 9.00 | \$600,426 | 9.00 |
| GENERAL REVENUE | \$36,827 | 0.65 | \$41,871 | 1.00 | \$41,871 | 1.00 | \$41,871 | 1.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$474,794 | 8.34 | \$558,555 | 8.00 | \$558,555 | 8.00 | \$558,555 | 8.00 |

PROGRAM DESCRIPTION

Department of Economic Development _____

HB Section(s): 7.085

Program Name: Missouri One Start

Program is found in the following core budget(s): Missouri One Start

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

- Provide oversight to Local Education Agencies designated to administer the Missouri One Start training funds that are awarded to qualified companies creating new jobs or making new capital investment relating directly to the retention of jobs. The Missouri One Start training programs include the Customized Training program, New Jobs Training Program (NJTP), and Job Retention Training Program (JRTP).
- Coordinate workforce solutions to assist businesses with having the right workforce with the right skillset by providing personalized recruitment assistance and funding resources for pre-employment screening and specialized industry training.
- Cultivate a strong brand identity that communicates value-add of Missouri's workforce to retain and attract new companies, capital investment, and jobs to the state.

2a. Provide an activity measure(s) for the program.

| | FY2019 Actual | FY2020 Actual | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|------------------------------------|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Social Media Outreach Posts | N/A | 133 | 266 | 227 | 250 | 275 | 303 |

Note 1: Social Media Outreach Posts was a new measures for FY2020. No data available for FY2019.

Note 2: FY2022 reflects a 10% increase from FY2021 Actual. FY2023-FY2024 reflect a 10% increase each year.

2b. Provide a measure(s) of the program's quality.

| | FY2019 Actual | FY2020 Actual | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|------------------------------------|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Customer Service Experience | 100% | 91% | 100% | 91% | 94% | 97% | 100% |

Note 1: Percentage of respondents who rated their experience as "good" or "excellent."

Note 2: Data includes 91 respondents from 208 companies surveyed in FY2021.

Note 3: Projections reflect a 3% increase each year.

PROGRAM DESCRIPTION

Department of Economic Development _____

HB Section(s): 7.085

Program Name: Missouri One Start

Program is found in the following core budget(s): Missouri One Start

2c. Provide a measure(s) of the program's impact.

| | FY2019 | FY2020 | FY2021 | | FY2022 | FY2023 | FY2024 |
|-------------------------------|--------|--------|-----------|-----------|-----------|-----------|-----------|
| | Actual | Actual | Projected | Actual | Projected | Projected | Projected |
| Social Media Outreach | N/A | 77,531 | 155,062 | 1,041,644 | 1,145,808 | 1,260,389 | 1,386,430 |
| Social Media Followers | N/A | 350 | 385 | 564 | 620 | 682 | 750 |

Note 1: Social Media Outreach and Followers was a new measure for FY2020. No data available for FY2019.

Note 2: FY2021 Social Media Outreach reflects both paid and organic social media outreach. FY2022-FY2024 reflect a 10% increase each year.

Note 3: Social Media Outreach includes clicks, likes, shares, and comments.

Note 4: FY2022-FY2024 Social Media Followers reflects a 10% increase each year of unique followers.

2d. Provide a measure(s) of the program's efficiency.

The measures for this program's efficiency may be found in the Missouri One Start Job Development Fund, Missouri One Start Community College New Jobs Training Program, and the Missouri One Start Community College Job Retention Training Program Core and Program Description forms.

PROGRAM DESCRIPTION

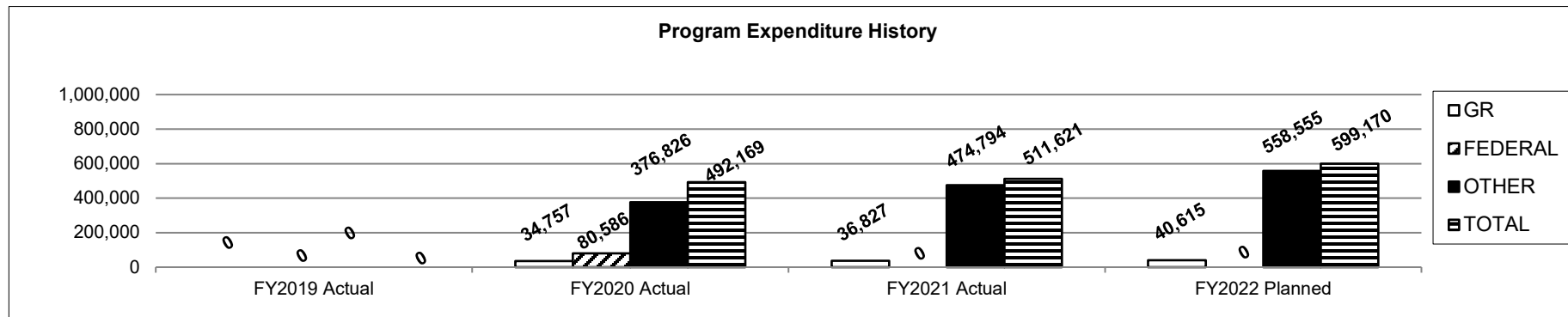
Department of Economic Development _____

HB Section(s): 7.085

Program Name: Missouri One Start

Program is found in the following core budget(s): Missouri One Start

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

GR Transfer to Missouri One Start Job Development Fund to administer the Missouri One Start Training Programs.

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 620.800-620.809, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No.

NEW DECISION ITEM

RANK: 9 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43095C</u> |
| Division: Missouri One Start | |
| DI Name: Missouri One Start Increase DI# 1419005 | HB Section <u>7.085</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|-------------|----------------|----------------|--------------|-----------------------------------|-------------|----------------|----------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 144,000 | 144,000 | PS | 0 | 0 | 144,000 | 144,000 |
| EE | 0 | 0 | 22,155 | 22,155 | EE | 0 | 0 | 22,155 | 22,155 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | <u>0</u> | <u>0</u> | <u>166,155</u> | <u>166,155</u> | Total | <u>0</u> | <u>0</u> | <u>166,155</u> | <u>166,155</u> |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 3.00 | 3.00 | FTE | 0.00 | 0.00 | 3.00 | 3.00 |

| | | | | |
|--------------------|---|---|--------|--------|
| Est. Fringe | 0 | 0 | 92,660 | 92,660 |
|--------------------|---|---|--------|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|--------|--------|
| Est. Fringe | 0 | 0 | 92,660 | 92,660 |
|--------------------|---|---|--------|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts: Missouri One Start Job Development Fund (0600)

Other Funds:
Non-Counts: Missouri One Start Job Development Fund (0600)

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

Missouri One Start (MOS) is requesting funding for three additional staff to support the enhanced recruitment and training needs requested by companies. This funding request will restore the FTE 's back to the 12 staff originally established during the MOS inaugural year. These three positions were previously federally funded but eliminated due to shortfalls in federal workforce funding.

This appropriation requires a GR transfer; the accompanying New Decision Item can also be found in the Department request.

NEW DECISION ITEM

RANK: 9 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43095C</u> |
| Division: Missouri One Start | |
| DI Name: Missouri One Start Increase DI# 1419005 | HB Section <u>7.085</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The salary requested for these three positions represent the mid-point of similar positions within the Department. These positions will provide businesses with recruitment assistance and provide oversight of the MOS training programs including the Missouri One Start Job Development Fund ("Customized Training"), the Missouri One Start Community College New Jobs Training Program, and the Missouri One Start Job Retention Training Program.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| 100/Senior Econ Dev Specialist /07EB30 | | | | | 144,000 | 3.0 | 144,000 | 3.0 | |
| Total PS | 0 | 0.0 | 0 | 0.0 | 144,000 | 3.0 | 144,000 | 3.0 | 0 |
| 140/Travel, In-State | | | | | 7,500 | | 7,500 | | |
| 190/Office Supplies | | | | | 1,125 | | 1,125 | | |
| 320/Professional Development | | | | | 4,500 | | 4,500 | | |
| 340/Communication Serv & Supp | | | | | 3,000 | | 3,000 | | |
| 480/Computer Equipment | | | | | 6,030 | | 6,030 | | |
| Total EE | 0 | | 0 | | 22,155 | | 22,155 | | 0 |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | 0 | | 0 | | 0 | | 0 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 0 | 0.0 | 166,155 | 3.0 | 166,155 | 3.0 | 0 |

NEW DECISION ITEM

RANK: 9 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43095C</u> |
| Division: Missouri One Start | |
| DI Name: Missouri One Start Increase DI# 1419005 | HB Section <u>7.085</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|--|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| | | | | | | | 0 | | |
| 100/Senior Econ Dev Specialist /07EB30 | | | | | 144,000 | 3.0 | 144,000 | 3.0 | |
| Total PS | 0 | 0.0 | 0 | 0.0 | 144,000 | 3.0 | 144,000 | 3.0 | 0 |
| 140/Travel, In-State | | | | | 7,500 | | 7,500 | | |
| 190/Office Supplies | | | | | 1,125 | | 1,125 | | |
| 320/Professional Development | | | | | 4,500 | | 4,500 | | |
| 340/Communication Serv & Supp | | | | | 3,000 | | 3,000 | | |
| 480/Computer Equipment | | | | | 6,030 | | 6,030 | | |
| Total EE | 0 | | 0 | | 22,155 | | 22,155 | | 0 |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | 0 | | 0 | | 0 | | 0 | | 0 |
| Transfers | | | | | | | 0 | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 0 | 0.0 | 166,155 | 3.0 | 166,155 | 3.0 | 0 |

NEW DECISION ITEM

RANK: 9 **OF** 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43095C</u> |
| Division: Missouri One Start | |
| DI Name: Missouri One Start Increase DI# 1419005 | HB Section <u>7.085</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.
Refer to the Missouri One Start Core for performance measures.

6b. Provide a measure(s) of the program's quality.
Refer to the Missouri One Start Core for performance measures.

6c. Provide a measure(s) of the program's impact.
Refer to the Missouri One Start Core for performance measures.

6d. Provide a measure(s) of the program's efficiency.
Refer to the Missouri One Start Core for performance measures.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Missouri One Start includes the Personal Service and Expense and Equipment funding for staff who administer the business assistance and various training programs, including the Missouri One Start Job Development Fund ("Customized Training"), the Missouri One Start Community College New Jobs Training Program, and the Missouri One Start Job Retention Training Program.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|------------------------------|------------|-------------|------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI ONE START | | | | | | | | |
| MOS FTE NDI - 1419005 | | | | | | | | |
| SR ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 0 | 0.00 | 144,000 | 3.00 | 144,000 | 3.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 144,000 | 3.00 | 144,000 | 3.00 |
| TRAVEL, IN-STATE | 0 | 0.00 | 0 | 0.00 | 7,500 | 0.00 | 7,500 | 0.00 |
| SUPPLIES | 0 | 0.00 | 0 | 0.00 | 1,125 | 0.00 | 1,125 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 4,500 | 0.00 | 4,500 | 0.00 |
| COMMUNICATION SERV & SUPP | 0 | 0.00 | 0 | 0.00 | 3,000 | 0.00 | 3,000 | 0.00 |
| COMPUTER EQUIPMENT | 0 | 0.00 | 0 | 0.00 | 6,030 | 0.00 | 6,030 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 22,155 | 0.00 | 22,155 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$166,155 | 3.00 | \$166,155 | 3.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$166,155 | 3.00 | \$166,155 | 3.00 |

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43105C</u> |
| Division: Missouri One Start | |
| Core: Missouri One Start Job Development Fund Transfer | HB Section <u>7.090</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------|----------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 6,022,477 | 0 | 0 | 6,022,477 |
| Total | 6,022,477 | 0 | 0 | 6,022,477 |
| | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------|----------|------------------|
| | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 6,022,477 | 0 | 0 | 6,022,477 |
| Total | 6,022,477 | 0 | 0 | 6,022,477 |
| | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

Other Funds:
Notes:

2. CORE DESCRIPTION

The Missouri One Start Job Development Fund provides funding for the Missouri Customized Training Program and the personal services, equipment, and expenses of Missouri One Start staff. The Customized Training Program is one of the more flexible and popular of workforce training programs for businesses. It is an essential tool in economic development efforts and provides direct assistance to Missouri businesses for the training and upskilling of new and existing employees with a purpose of creating and retaining jobs in the state. The workforce training is individualized to each company's specific needs. The program is administered locally by community colleges and technical schools, with oversight provided by Missouri One Start staff.

3. PROGRAM LISTING (list programs included in this core funding)

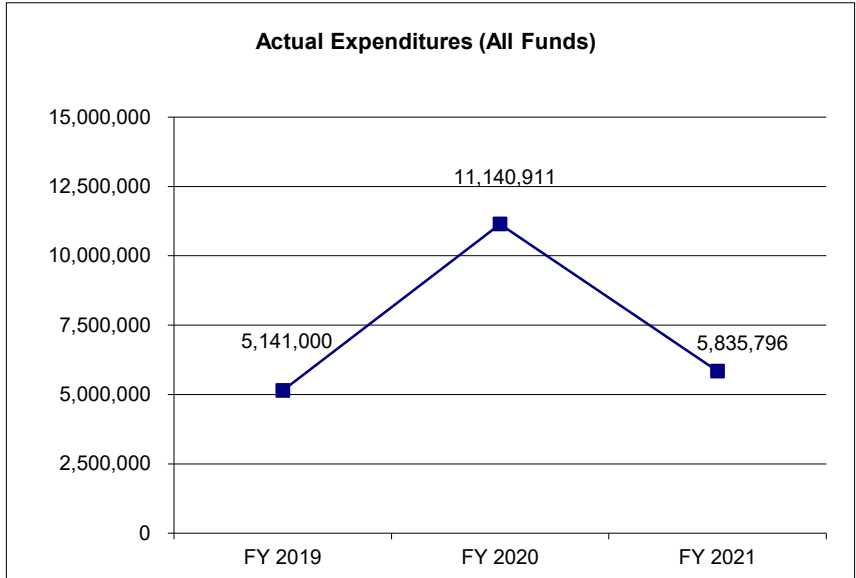
Missouri One Start Job Development Fund Transfer

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43105C</u> |
| Division: Missouri One Start | |
| Core: Missouri One Start Job Development Fund Transfer | HB Section <u>7.090</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 5,300,000 | 14,901,594 | 6,016,285 | 6,022,477 |
| Less Reverted (All Funds) | (159,000) | (447,048) | (180,489) | (180,674) |
| Less Restricted (All Funds)* | 0 | (3,313,635) | 0 | 0 |
| Budget Authority (All Funds) | 5,141,000 | 11,140,911 | 5,835,796 | 5,841,803 |
| Actual Expenditures (All Funds) | 5,141,000 | 11,140,911 | 5,835,796 | N/A |
| Unexpended (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: This is the GR transfer that funds the Missouri One Start Job Development Fund.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPME
MO JOB DEV FUND TRANSFER**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|-------------------------|-------------|------------------|----------------|--------------|------------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | TRF | 0.00 | 6,022,477 | 0 | 0 | 6,022,477 | |
| | Total | 0.00 | 6,022,477 | 0 | 0 | 6,022,477 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | TRF | 0.00 | 6,022,477 | 0 | 0 | 6,022,477 | |
| | Total | 0.00 | 6,022,477 | 0 | 0 | 6,022,477 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | TRF | 0.00 | 6,022,477 | 0 | 0 | 6,022,477 | |
| | Total | 0.00 | 6,022,477 | 0 | 0 | 6,022,477 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|--------------------|-------------|--------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO JOB DEV FUND TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 5,835,796 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 |
| TOTAL - TRF | 5,835,796 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 |
| TOTAL | 5,835,796 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 6,192 | 0.00 | 6,192 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 6,192 | 0.00 | 6,192 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 6,192 | 0.00 | 6,192 | 0.00 |
| MJDF GR Transfer Increase - 1419004 | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 11,022,155 | 0.00 | 11,022,155 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 11,022,155 | 0.00 | 11,022,155 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 11,022,155 | 0.00 | 11,022,155 | 0.00 |
| Pay Plan - 0000012 | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,361 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,361 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,361 | 0.00 |
| GRAND TOTAL | \$5,835,796 | 0.00 | \$6,022,477 | 0.00 | \$17,050,824 | 0.00 | \$17,101,185 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---------------------------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO JOB DEV FUND TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| TRANSFERS OUT | 5,835,796 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 |
| TOTAL - TRF | 5,835,796 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 | 6,022,477 | 0.00 |
| GRAND TOTAL | \$5,835,796 | 0.00 | \$6,022,477 | 0.00 | \$6,022,477 | 0.00 | \$6,022,477 | 0.00 |
| GENERAL REVENUE | \$5,835,796 | 0.00 | \$6,022,477 | 0.00 | \$6,022,477 | 0.00 | \$6,022,477 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.090

Program Name: Missouri One Start Job Development Fund Transfer

Program is found in the following core budget(s): Missouri One Start Job Development Fund Transfer

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

The Missouri One Start Job Development Fund provides funding for the Missouri Customized Training Program and the personal services, equipment, and expenses of Missouri One Start staff. The Customized training program is one of the more flexible and popular of workforce training programs for businesses. It is an essential tool in economic development efforts and provides direct assistance to Missouri businesses for the training and upskilling of new and existing employees with a purpose of creating and retaining jobs in the state. The workforce training is individualized to each company's specific needs. The program is administered locally by community colleges and technical schools, with oversight provided by Missouri One Start staff.

2a. Provide an activity measure(s) for the program.

This is a GR transfer. Please refer to the Program Description for **Missouri One Start Job Development Fund**.

2b. Provide a measure(s) of the program's quality.

This is a GR transfer. Please refer to the Program Description for **Missouri One Start Job Development Fund**.

2c. Provide a measure(s) of the program's impact.

This is a GR transfer. Please refer to the Program Description for **Missouri One Start Job Development Fund**.

2d. Provide a measure(s) of the program's efficiency.

This is a GR transfer. Please refer to the Program Description for **Missouri One Start Job Development Fund**.

PROGRAM DESCRIPTION

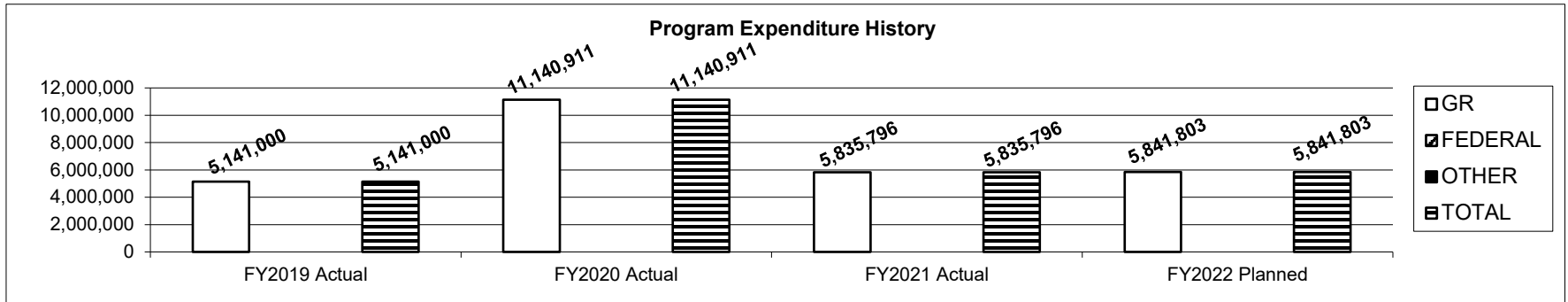
Department: Economic Development

HB Section(s): 7.090

Program Name: Missouri One Start Job Development Fund Transfer

Program is found in the following core budget(s): Missouri One Start Job Development Fund Transfer

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflect 3% Governor's Reserve

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 620.800-620.809, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 8 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43105C</u> |
| Division: Missouri One Start | |
| DI Name: MOS Job Dev Fund GR Trf Increase DI# 1419004 | HB Section <u>7.090</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------|----------|-------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 11,022,155 | 0 | 0 | 11,022,155 |
| Total | 11,022,155 | 0 | 0 | 11,022,155 |
| | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------|----------|-------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 11,022,155 | 0 | 0 | 11,022,155 |
| Total | 11,022,155 | 0 | 0 | 11,022,155 |
| | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts:

Other Funds:
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This request is needed to increase the GR Transfer to accompany Missouri One Start's request for additional program funds to assist companies with their recruitment and training needs. Historically, training requests have far exceeded the annual appropriation for the Missouri One Start Job Development Fund. With the purpose of creating and retaining jobs in Missouri, a significant portion of these additional funds will assist both new and existing companies in recruiting the right workforce.

The Missouri One Start Job Development Fund requires a GR transfer; the accompanying New Decision Item can also be found in the Department request.

NEW DECISION ITEM

RANK: 8 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43105C</u> |
| Division: Missouri One Start | |
| DI Name: MOS Job Dev Fund GR Trf Increase DI# 1419004 | HB Section <u>7.090</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

This request would increase the GR Transfer for MJDF by \$10.8 million to expand Missouri One Start's training and recruitment assistance for Missouri businesses. The request also includes funding for 3.0 FTE totaling \$165,000 for additional staff to support the enhanced recruitment and training needs. This request is based on several factors: 1) In an effort to grow Missouri businesses and develop talent, there is a need to expand the Missouri Job Development Fund which is the funding source for the Missouri One Start Customized Training Program; 2) In the past three years Missouri One Start Customized Training Program has received on average more than \$30.5 million in funding requests annually from Missouri businesses; and 3) This requested restores funding back to the appropriated amount prior to COVID-19. Due to budget difficulties related COVID-19, funds were reduced but the demand to train a workforce has increased as companies continue to invest in new technology and their employees.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | 11,022,155 | | | | | | 11,022,155 | | |
| Total TRF | <u>11,022,155</u> | | <u>0</u> | | <u>0</u> | | <u>11,022,155</u> | | <u>0</u> |
| Grand Total | <u>11,022,155</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>11,022,155</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 8 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43105C</u> |
| Division: Missouri One Start | |
| DI Name: MOS Job Dev Fund GR Trf Increase DI# 1419004 | HB Section <u>7.090</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|-------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | 11,022,155 | | | | | | 11,022,155 | | |
| Total TRF | <u>11,022,155</u> | | <u>0</u> | | <u>0</u> | | <u>11,022,155</u> | | <u>0</u> |
| Grand Total | <u>11,022,155</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>11,022,155</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 8 OF 26

| | |
|---|---------------------------|
| Department: Economic Development | Budget Unit <u>43105C</u> |
| Division: Missouri One Start | |
| DI Name: MOS Job Dev Fund GR Trf Increase | DI# <u>1419004</u> |
| | HB Section <u>7.090</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Missouri One Start Job Development Fund Core for performance measures.

6b. Provide a measure(s) of the program's quality.

Refer to the Missouri One Start Job Development Fund Core for performance measures.

6c. Provide a measure(s) of the program's impact.

Refer to the Missouri One Start Job Development Fund Core for performance measures.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Missouri One Start Job Development Fund Core for performance measures.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Missouri One Start provides recruitment assistance to businesses and oversight of the training programs administered locally by a network of training partners within the community colleges and technical schools. The regional presence of the training partners allows for timely support and delivery of workforce training requested by area businesses.

In recent years, funding for Missouri One Start has decreased while the demand/need for a better trained workforce has increased as also has the cost of training due to technological changes. Additionally, as the labor market tightens, the need for companies to find talent has increased. Missouri One Start provides dedicated staff and funding assistance to ensure businesses have a skilled workforce and continue to create and retain jobs in Missouri.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--|------------|-------------|------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MO JOB DEV FUND TRANSFER | | | | | | | | |
| MJDF GR Transfer Increase - 1419004 | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 0 | 0.00 | 11,022,155 | 0.00 | 11,022,155 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 11,022,155 | 0.00 | 11,022,155 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$11,022,155 | 0.00 | \$11,022,155 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$11,022,155 | 0.00 | \$11,022,155 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43100C</u> |
| Division: Missouri One Start | |
| Core: Missouri One Start Job Development Fund | HB Section <u>7.095</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|------------------|------------------|--------------|-----------------------------------|----------|------------------|------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 140,000 | 140,000 | EE | 0 | 0 | 140,000 | 140,000 |
| PSD | 0 | 0 | 8,553,406 | 8,553,406 | PSD | 0 | 0 | 8,553,406 | 8,553,406 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 8,693,406 | 8,693,406 | Total | 0 | 0 | 8,693,406 | 8,693,406 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Missouri One Start Job Development Fund (0600)
 Notes: Requires a GR transfer.

Other Funds: Missouri One Start Job Development Fund (0600)
 Notes: Requires a GR transfer.

2. CORE DESCRIPTION

The Missouri One Start Job Development Fund provides funding for the Missouri Customized Training Program and the personal services, equipment, and expenses of Missouri One Start staff. The Customized Training Program is one of the more flexible and popular of workforce training programs for businesses. It is an essential tool in economic development efforts and provides direct assistance to Missouri businesses for the training and upskilling of new and existing employees with a purpose of creating and retaining jobs in the state. The workforce training is individualized to each company's specific needs. The program is administered locally by community colleges and technical schools, with oversight provided by Missouri One Start staff.

3. PROGRAM LISTING (list programs included in this core funding)

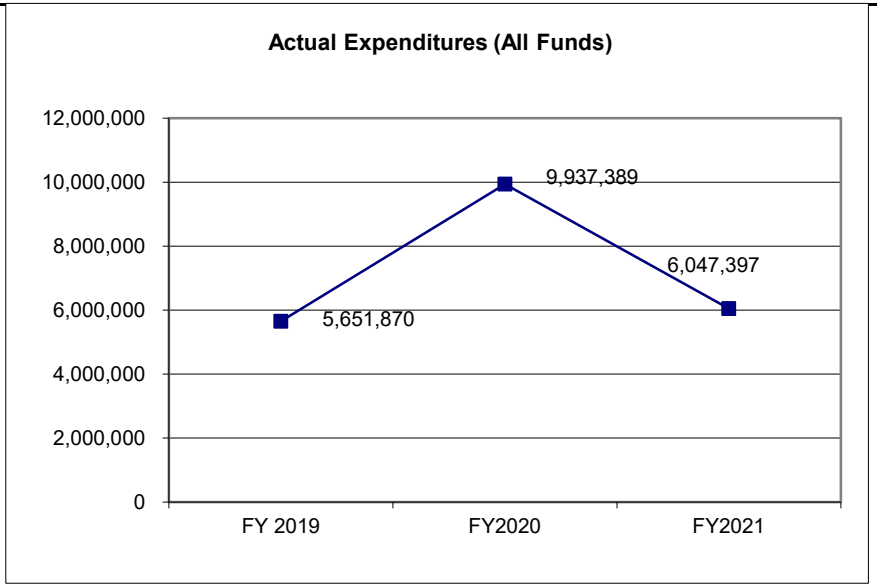
Missouri One Start Job Development Fund

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43100C</u> |
| Division: Missouri One Start | |
| Core: Missouri One Start Job Development Fund | HB Section <u>7.095</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY2020 Actual | FY2021 Actual | FY2022 Current Yr. |
|---------------------------------|-------------------|------------------|------------------|-----------------------|
| Appropriation (All Funds) | 7,000,000 | 17,395,000 | 8,693,406 | 8,693,406 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 7,000,000 | 17,395,000 | 8,693,406 | 8,693,406 |
| Actual Expenditures (All Funds) | 5,651,870 | 9,937,389 | 6,047,397 | N/A |
| Unexpended (All Funds) | 1,348,130 | 7,457,611 | 2,646,009 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 1,348,130 | 7,457,611 | 2,646,009 | N/A |
| | (1) | (2) | (3) | |



*Restricted amount is as of: _____
 Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: The Job Development Fund must have prior year carryover and/or transfers from General Revenue equal to the amount appropriated to expend its entire appropriation.

(1) In FY2019, the spending authority appropriated (\$7,000,000) exceeded the combined GR Transfer (\$5,141,000 after the Governor's 3% reserve) and prior year carryover. Of the available transfer and carryover, companies were not able to spend \$486,076 which was carried over to FY2020. The remaining \$1,348,130 had no equivalent transfer or carryover and could not be expended.

(2) In FY2020, the spending authority appropriated (\$17,395,000) exceeded the available GR Transfer (\$11,140,911 after the Governor's 3% reserve and restrictions due to COVID-19 totaling \$3,313,635) and prior year carryover (\$468,076). Of the available transfer and carryover, companies were not able to spend \$1,197,289 due to COVID 19 which was carried over to FY2021. The remaining \$5,786,013 had no equivalent transfer or carryover, and could not be expended.

(3) In FY2021, the spending authority appropriated (\$8,693,406) exceeded the available GR Transfer (\$5,835,796 after the Governor's 3% reserve) and prior year carryover (\$1,197,289). Of the available transfer and carryover, companies were not able to spend \$302,586, which will be carried over to FY2022. The remaining \$1,660,321 had no equivalent transfer or carryover, and could not be expended.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MISSOURI ONE START JOB DEV**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|------------------|------------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | EE | 0.00 | 0 | 0 | 140,000 | 140,000 | |
| | PD | 0.00 | 0 | 0 | 8,553,406 | 8,553,406 | |
| | Total | 0.00 | 0 | 0 | 8,693,406 | 8,693,406 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | EE | 0.00 | 0 | 0 | 140,000 | 140,000 | |
| | PD | 0.00 | 0 | 0 | 8,553,406 | 8,553,406 | |
| | Total | 0.00 | 0 | 0 | 8,693,406 | 8,693,406 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | EE | 0.00 | 0 | 0 | 140,000 | 140,000 | |
| | PD | 0.00 | 0 | 0 | 8,553,406 | 8,553,406 | |
| | Total | 0.00 | 0 | 0 | 8,693,406 | 8,693,406 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--|--------------------|----------------|--------------------|----------------|---------------------|-----------------|---------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI ONE START JOB DEV | | | | | | | | |
| CORE | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| MO ONE START JOB DEVELOPMENT | 179,059 | 0.00 | 140,000 | 0.00 | 140,000 | 0.00 | 140,000 | 0.00 |
| TOTAL - EE | 179,059 | 0.00 | 140,000 | 0.00 | 140,000 | 0.00 | 140,000 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| MO ONE START JOB DEVELOPMENT | 5,868,338 | 0.00 | 8,553,406 | 0.00 | 8,553,406 | 0.00 | 8,553,406 | 0.00 |
| TOTAL - PD | 5,868,338 | 0.00 | 8,553,406 | 0.00 | 8,553,406 | 0.00 | 8,553,406 | 0.00 |
| TOTAL | 6,047,397 | 0.00 | 8,693,406 | 0.00 | 8,693,406 | 0.00 | 8,693,406 | 0.00 |
| MOS Job Dev Fund Increase - 1419003 | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MO ONE START JOB DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 10,856,000 | 0.00 | 10,856,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 10,856,000 | 0.00 | 10,856,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 10,856,000 | 0.00 | 10,856,000 | 0.00 |
| GRAND TOTAL | \$6,047,397 | 0.00 | \$8,693,406 | 0.00 | \$19,549,406 | 0.00 | \$19,549,406 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-----------------------------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI ONE START JOB DEV | | | | | | | | |
| CORE | | | | | | | | |
| SUPPLIES | 846 | 0.00 | 500 | 0.00 | 500 | 0.00 | 500 | 0.00 |
| PROFESSIONAL SERVICES | 178,213 | 0.00 | 129,500 | 0.00 | 129,500 | 0.00 | 129,500 | 0.00 |
| COMPUTER EQUIPMENT | 0 | 0.00 | 5,000 | 0.00 | 5,000 | 0.00 | 5,000 | 0.00 |
| OTHER EQUIPMENT | 0 | 0.00 | 5,000 | 0.00 | 5,000 | 0.00 | 5,000 | 0.00 |
| TOTAL - EE | 179,059 | 0.00 | 140,000 | 0.00 | 140,000 | 0.00 | 140,000 | 0.00 |
| PROGRAM DISTRIBUTIONS | 5,868,338 | 0.00 | 8,553,406 | 0.00 | 8,553,406 | 0.00 | 8,553,406 | 0.00 |
| TOTAL - PD | 5,868,338 | 0.00 | 8,553,406 | 0.00 | 8,553,406 | 0.00 | 8,553,406 | 0.00 |
| GRAND TOTAL | \$6,047,397 | 0.00 | \$8,693,406 | 0.00 | \$8,693,406 | 0.00 | \$8,693,406 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$6,047,397 | 0.00 | \$8,693,406 | 0.00 | \$8,693,406 | 0.00 | \$8,693,406 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.095

Program Name: Missouri One Start Job Development Fund

Program is found in the following core budget(s): Missouri One Start Job Development Fund

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

- Provides the funding source for the Missouri One Start Customized Training program and the personal services, expenses, and equipment of Missouri One Start staff.
- Funds provided to Missouri One Start assistance to small, medium and large businesses throughout the state to recruit, train and upskill new and existing employees to meet the specific workforce needs of a business.

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|---------------------------|-----------|-------------|--------------|-------------|-------------|-------------|-------------|--------------|--------------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Companies Assisted | 164 | 197 | 300 | 250 | 190 | 191 | 190 | 350 | 350 |
| Funds Awarded | N/A | \$5,651,870 | \$12,400,000 | \$9,937,389 | \$5,800,000 | \$5,868,338 | \$5,841,803 | \$17,000,000 | \$17,000,000 |

Note 1: Actual Companies Assisted and Funds Awarded decreased in FY2020 due to COVID and budget restrictions.

Note 2: Projections for Companies Assisted and Funds Awarded for FY2023-FY2024 reflects a proposed increase in general revenue to the Missouri One Start Job Development Fund.

Note 3: Funds Awarded includes both funds obligated for training and to administer the training program.

Note 4: For FY2021, Companies assisted includes 187 companies and 4 consortiums.

2b. Provide a measure(s) of the program's quality.

| | FY2019 | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Service Experience | 100% | 100% | 91% | 100% | 94% | 97% | 100% | 100% |

Note 1: Percentage of respondents who rated their experience as "good" or "excellent."

Note 2: Data includes 86 respondents from 191 Customized Training companies surveyed in FY2021.

Note 3: For FY2021, 2% rated services as "poor or fair", 3% rated services as "average".

Note 4: Percentage increase reflects a 3% increase each year.

PROGRAM DESCRIPTION

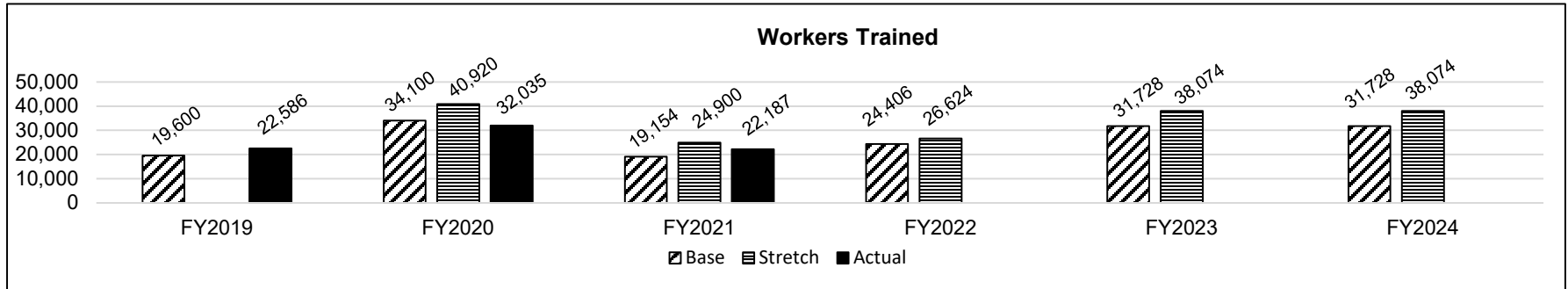
Department: Economic Development

HB Section(s): 7.095

Program Name: Missouri One Start Job Development Fund

Program is found in the following core budget(s): Missouri One Start Job Development Fund

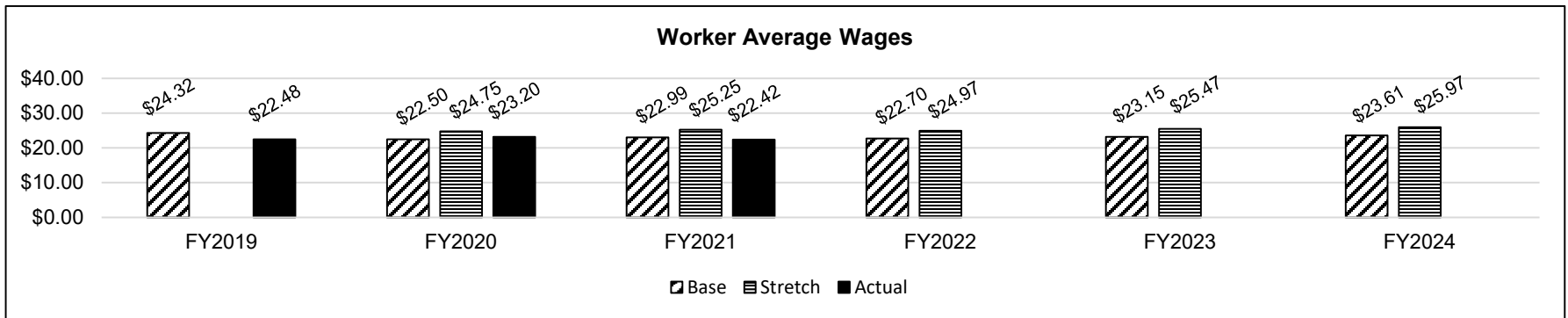
2c. Provide a measure(s) of the program's impact.



Note 1: Actual for FY2021 reflects the reported count of unduplicated count of Workers Trained (as of 1-14-22).

Note 2: Base for FY2022 reflects a 10% increase of the Actual in FY2021 and the Stretch target reflects a 20% increase of the Actual in FY2021.

Note 3: Base and Stretch target for FY2023-FY2024 reflects a proposed increase in funds and demonstrates a 30% increase from the FY2022 Base and a Stretch target reflecting a 20% increase of the Base target each year.



Note 1: Base target for FY2022 reflects an average of the Actual Wages from FY2019-FY2021. Base targets for FY2023-FY2024 reflects a 2% increase each year of the Base target.

Note 2: Stretch targets for FY2022-FY2024 reflects a 10% increase of the Base target.

PROGRAM DESCRIPTION

Department: Economic Development

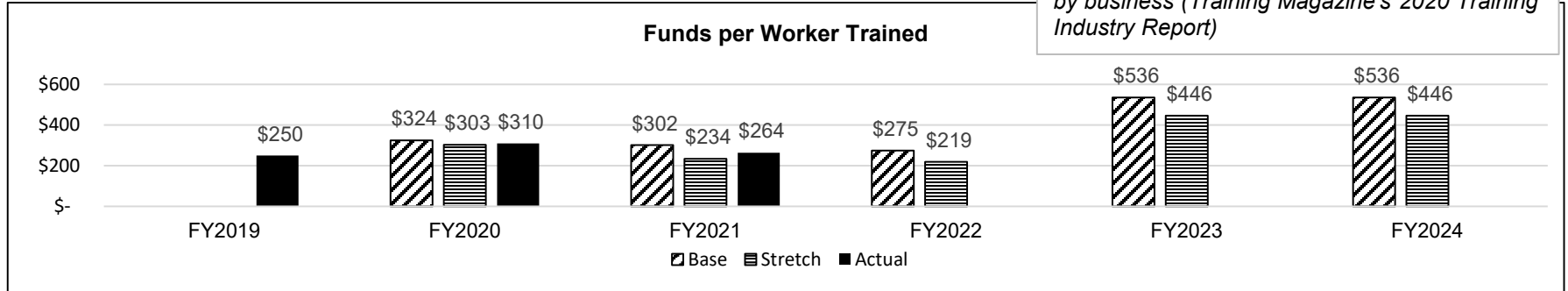
HB Section(s): 7.095

Program Name: Missouri One Start Job Development Fund

Program is found in the following core budget(s): Missouri One Start Job Development Fund

2d. Provide a measure(s) of the program's efficiency.

National Average: \$1,111 per employee spent by business (Training Magazine's 2020 Training Industry Report)



Note 1: Calculated by dividing awarded training funds by the number of unduplicated workers receiving training.

Note 2: Base target for FY2022 reflects a an average of Actual funds per worker trained from FY2019-FY2021. Stretch goals reflects the stretch number of unduplicated works being trained divided by the projected funds awarded.

Note 3: FY2023-FY2024 Base and Stretch targets reflects a proposed increase in funding divided by the anticipated of workers being trained.

PROGRAM DESCRIPTION

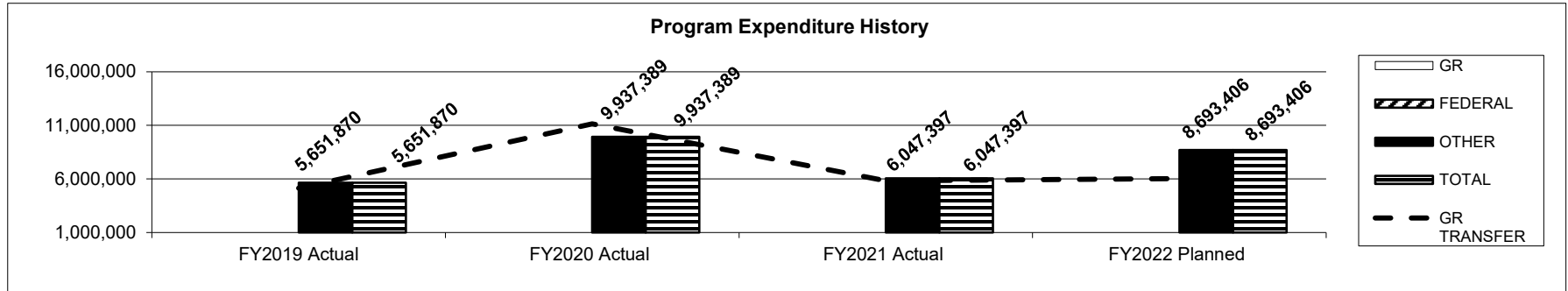
Department: Economic Development

HB Section(s): 7.095

Program Name: Missouri One Start Job Development Fund

Program is found in the following core budget(s): Missouri One Start Job Development Fund

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Dashed Line represents actual GR Transfer.

4. What are the sources of the "Other " funds?

Missouri One Start Job Development Fund (0600) formerly the Missouri Works Job Development Fund.

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 620.800-620.809, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 7 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43100C</u> |
| Division: Missouri One Start | |
| DI Name: MOS Job Development Fund Increase DI# 1419003 | HB Section <u>7.095</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | FY 2023 Governor's Recommendation | | | | |
|--------------|------------------------|----------|-------------------|-------------------|-----------------------------------|----------|----------|-------------------|-------------------|
| | GR | Federal | Other | Total | GR | Federal | Other | Total | |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 10,856,000 | 10,856,000 | PSD | 0 | 0 | 10,856,000 | 10,856,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 10,856,000 | 10,856,000 | Total | 0 | 0 | 10,856,000 | 10,856,000 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts: Missouri One Start Job Development Fund (0600)

Other Funds:
Non-Counts: Missouri One Start Job Development Fund (0600)

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

Missouri One Start is requesting additional program funding to assist companies with their recruitment and training needs. Historically, training requests have far exceeded the annual appropriation for the Missouri One Start Job Development Fund. With the purpose of creating and retaining jobs in Missouri, these additional funds will assist both new and existing companies in recruiting the right workforce to train and upskill.

This appropriation requires a GR transfer; the accompanying New Decision Item can also be found in the Department request.

NEW DECISION ITEM

RANK: 7 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43100C</u> |
| Division: Missouri One Start | |
| DI Name: MOS Job Development Fund Increase DI# 1419003 | HB Section <u>7.095</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

This request would expand the appropriation for the Missouri One Start Job Development Fund (MJDF), RSMo. 620.800 by \$10.8 million. Correspondingly, the request increases the GR Transfer for MJDF by \$10.8 million to expand Missouri One Start's training and recruitment assistance for Missouri businesses. This request is based on several factors: 1) In an effort to grow Missouri businesses and develop talent, there is a need to expand the Missouri Job Development Fund which is the funding source for the Missouri One Start Customized Training Program; 2) In the past three years, Missouri One Start Customized Training Program has received on average more than \$30.5 million in funding requests annually from Missouri businesses; and 3) This request restores funding back to the appropriated amount before COVID-19. Due to budget difficulties related COVID-19, funds were reduced, but the demand to train a workforce has increased as companies continue to invest in new technology and their employees.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | 10,856,000 | | 10,856,000 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>10,856,000</u> | | <u>10,856,000</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u><u>0</u></u> | <u><u>0.0</u></u> | <u><u>0</u></u> | <u><u>0.0</u></u> | <u><u>10,856,000</u></u> | <u><u>0.0</u></u> | <u><u>10,856,000</u></u> | <u><u>0.0</u></u> | <u><u>0</u></u> |

NEW DECISION ITEM

RANK: 7 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43100C</u> |
| Division: Missouri One Start | |
| DI Name: MOS Job Development Fund Increase DI# 1419003 | HB Section <u>7.095</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|-------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | 10,856,000 | | 10,856,000 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>10,856,000</u> | | <u>10,856,000</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>10,856,000</u> | <u>0.0</u> | <u>10,856,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 7 OF 26

| | |
|--|---------------------------|
| Department: Economic Development | Budget Unit <u>43100C</u> |
| Division: Missouri One Start | |
| DI Name: MOS Job Development Fund Increase DI# 1419003 | HB Section <u>7.095</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Missouri One Start Job Development Fund Core for performance measures.

6b. Provide a measure(s) of the program's quality.

Refer to the Missouri One Start Job Development Fund Core for performance measures.

6c. Provide a measure(s) of the program's impact.

Refer to the Missouri One Start Job Development Fund Core for performance measures.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Missouri One Start Job Development Fund Core for performance measures.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Missouri One Start provides recruitment assistance to businesses and oversight of the training programs administered locally by a network of training partners within the community colleges and technical schools. The regional presence of the training partners allows for timely support and delivery of workforce training requested by area businesses.

In recent years funding for Missouri One Start has decreased while the demand/need for a better trained workforce has increased as also has the cost of training due to technological changes. Additionally, as the labor market tightens, the need for companies to find talent has increased. Missouri One Start provides dedicated staff and funding assistance to ensure businesses have a skilled workforce and continue to create and retain jobs in Missouri.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--|------------|-------------|------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI ONE START JOB DEV | | | | | | | | |
| MOS Job Dev Fund Increase - 1419003 | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 10,856,000 | 0.00 | 10,856,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 10,856,000 | 0.00 | 10,856,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$10,856,000 | 0.00 | \$10,856,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$10,856,000 | 0.00 | \$10,856,000 | 0.00 |

CORE DECISION ITEM

| | | | |
|--------------------|--|--------------------|---------------|
| Department: | Economic Development | Budget Unit | <u>43110C</u> |
| Division: | Missouri One Start | | |
| Core: | Missouri One Start Community College New Jobs Training Program | HB Section | <u>7.100</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|-------------------|-------------------|--------------|-----------------------------------|----------|-------------------|-------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 11,000,000 | 11,000,000 | PSD | 0 | 0 | 11,000,000 | 11,000,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 11,000,000 | 11,000,000 | Total | 0 | 0 | 11,000,000 | 11,000,000 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Community College New Jobs Training Program (0563)
Notes:

Other Funds: Community College New Jobs Training Program (0563)
Notes:

2. CORE DESCRIPTION

The Missouri One Start Community College New Jobs Training Program (NJTP) provides funding assistance to eligible businesses to train workers in newly created jobs. The program is suited for competitive projects with a substantial amount of job creation. It has a dual mission to develop talent and grow business. The NJTP helps offset training costs normally associated with a new business start-up or expansion. Funds are generated by diverting a portion of the new jobs state withholding tax and using that funding to reimburse training costs. The program is administered locally by community colleges with program oversight by Missouri One Start staff.

FY2023 appropriation request has decreased due to a reallocation from NJTP to the Missouri One Start Job Retention Training Program. The reallocation was in response to the increased demand from companies recognizing a tight labor market on new jobs and choosing instead to retain and upskill their employees as they invest in new technology and process changes.

3. PROGRAM LISTING (list programs included in this core funding)

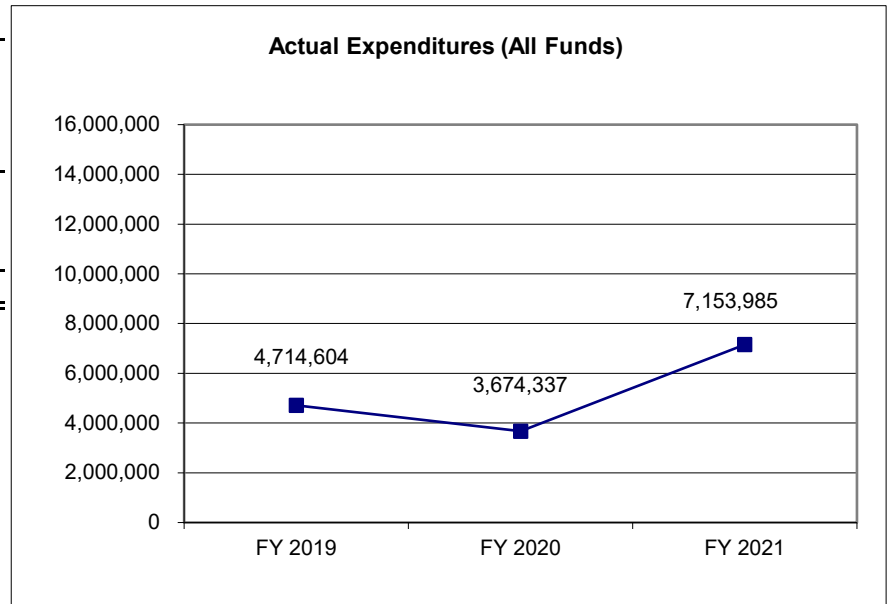
The Missouri One Start Community College New Jobs Training Program

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43110C</u> |
| Division: Missouri One Start | |
| Core: Missouri One Start Community College New Jobs Training Program | HB Section <u>7.100</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 16,000,000 | 16,000,000 | 16,000,000 | 16,000,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 16,000,000 | 16,000,000 | 16,000,000 | 16,000,000 |
| Actual Expenditures (All Funds) | 4,714,604 | 3,674,337 | 7,153,985 | N/A |
| Unexpended (All Funds) | 11,285,396 | 12,325,663 | 8,846,015 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 11,285,396 | 12,325,663 | 8,846,015 | N/A |



*Restricted amount is as of: _____ (1)

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: The New Jobs Training Program awards funds to companies for job creation projects spanning 4-6 years. Companies then expend funds over the 6 year period as they redeem accrued withholdings generated by newly created jobs. \$14.8 million has been awarded to companies to be redeemed over the next 6 years, with new companies entering the program annually. (1) In FY2021, of the \$16 million appropriation, companies redeemed \$7,153,985 of the awarded funds, leaving \$7,646,015 to be redeemed in later years and a total of \$8,846,015 unexpended.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
COMM COLL NEW JOBS TRAINING**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|--------------------|--------------------|--|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 0 | 16,000,000 | 16,000,000 | |
| | Total | 0.00 | 0 | 0 | 16,000,000 | 16,000,000 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| Core Reallocation | 903 5121 PD | 0.00 | 0 | 0 | (5,000,000) | (5,000,000) | Reallocating spend authority cap from NJTP to JRTP |
| NET DEPARTMENT CHANGES | | 0.00 | 0 | 0 | (5,000,000) | (5,000,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 11,000,000 | 11,000,000 | |
| | Total | 0.00 | 0 | 0 | 11,000,000 | 11,000,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 11,000,000 | 11,000,000 | |
| | Total | 0.00 | 0 | 0 | 11,000,000 | 11,000,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|------------------------------------|--------------------|----------------|---------------------|----------------|---------------------|-----------------|---------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| COMM COLL NEW JOBS TRAINING | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MO ONE START COL NEW JOBS TRN | 7,153,985 | 0.00 | 16,000,000 | 0.00 | 11,000,000 | 0.00 | 11,000,000 | 0.00 |
| TOTAL - PD | 7,153,985 | 0.00 | 16,000,000 | 0.00 | 11,000,000 | 0.00 | 11,000,000 | 0.00 |
| TOTAL | 7,153,985 | 0.00 | 16,000,000 | 0.00 | 11,000,000 | 0.00 | 11,000,000 | 0.00 |
| GRAND TOTAL | \$7,153,985 | 0.00 | \$16,000,000 | 0.00 | \$11,000,000 | 0.00 | \$11,000,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|------------------------------------|--------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| COMM COLL NEW JOBS TRAINING | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 7,153,985 | 0.00 | 16,000,000 | 0.00 | 11,000,000 | 0.00 | 11,000,000 | 0.00 |
| TOTAL - PD | 7,153,985 | 0.00 | 16,000,000 | 0.00 | 11,000,000 | 0.00 | 11,000,000 | 0.00 |
| GRAND TOTAL | \$7,153,985 | 0.00 | \$16,000,000 | 0.00 | \$11,000,000 | 0.00 | \$11,000,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$7,153,985 | 0.00 | \$16,000,000 | 0.00 | \$11,000,000 | 0.00 | \$11,000,000 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.100

Program Name: Missouri One Start Community College New Jobs Training Program

Program is found in the following core budget(s): Missouri One Start Community College New Jobs Training Program

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

- Provides funds to assist eligible businesses to train workers in newly created jobs. The program is suited for competitive projects with a substantial amount of job creation. It has a dual mission to develop talent and grow business.
- In coordination with the Department of Revenue, a portion of the new jobs' state withholding tax is diverted into a designated training account to reimburse eligible training costs that are normally associated with a new business locations or expansions.
- The program is administered by the local community college with oversight by Missouri One Start staff.

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|---------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Companies Assisted | 15 | 12 | 14 | 13 | 14 | 8 | 11 | 11 | 11 |

Note: Projected data assumes an average of FY2019-FY2021 Actuals.

2b. Provide a measure(s) of the program's quality.

| | FY2019 | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Service Experience | 100% | 100% | 50% | 95% | 100% | 100% | 100% | 100% |

Note 1: FY2020 was the first year the NJTP and JRTP companies were surveyed separately from the Missouri One Start Customized Training program.

Note 2: Percentage of respondents who rated their experience as "average", "good" or "excellent."

Note 3: NJTP and JRTP surveys were combined. 5 out of 28 companies assisted responded to the survey.

PROGRAM DESCRIPTION

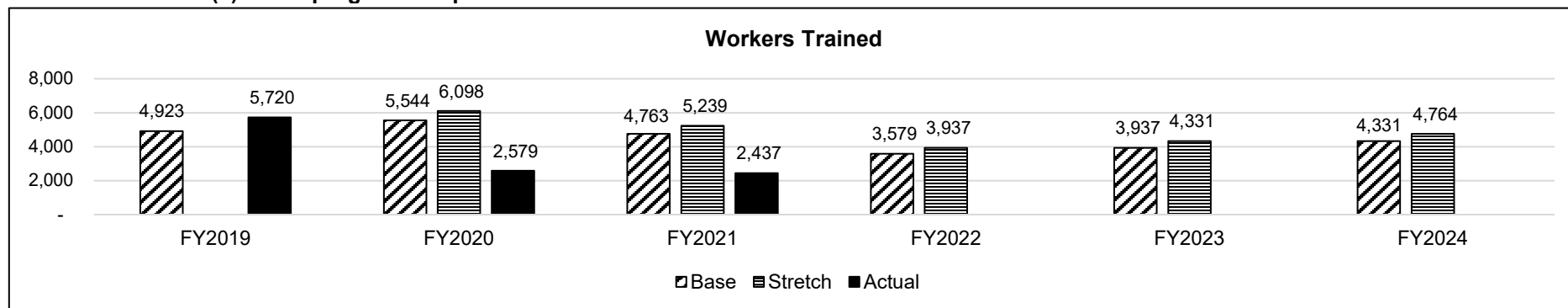
Department: Economic Development

HB Section(s): 7.100

Program Name: Missouri One Start Community College New Jobs Training Program

Program is found in the following core budget(s): Missouri One Start Community College New Jobs Training Program

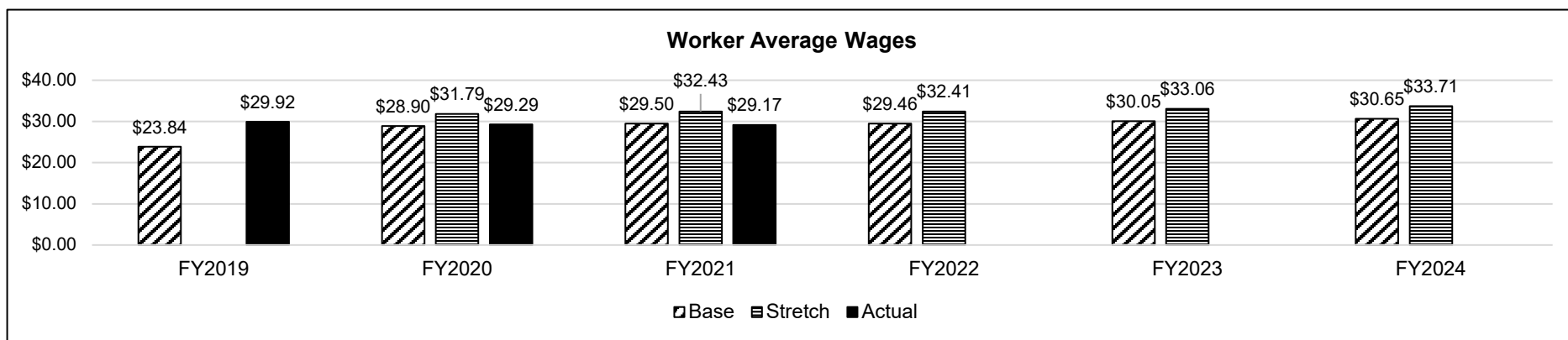
2c. Provide a measure(s) of the program's impact.



Note 1: Workers Trained is an unduplicated count. FY2021 Actual reflects a decrease in training due to COVID-19 and data not submitted from several companies.

Note 2: Base target for FY2022 reflects an average of Actual from FY2019-FY2021. Base target FY2023-FY2024 reflects a 10% increase each year.

Note 3: Stretch targets for FY2022-FY2024 reflects a 10% increase of the Base.



Note 1: Base targets for FY2022 reflects an average of the Actual wages from FY2019-FY2021. Base targets for FY2023-FY2024 reflects a 2% increase.

Note 2: Stretch targets for FY2022-FY2024 reflects a 10% increase of the Base.

PROGRAM DESCRIPTION

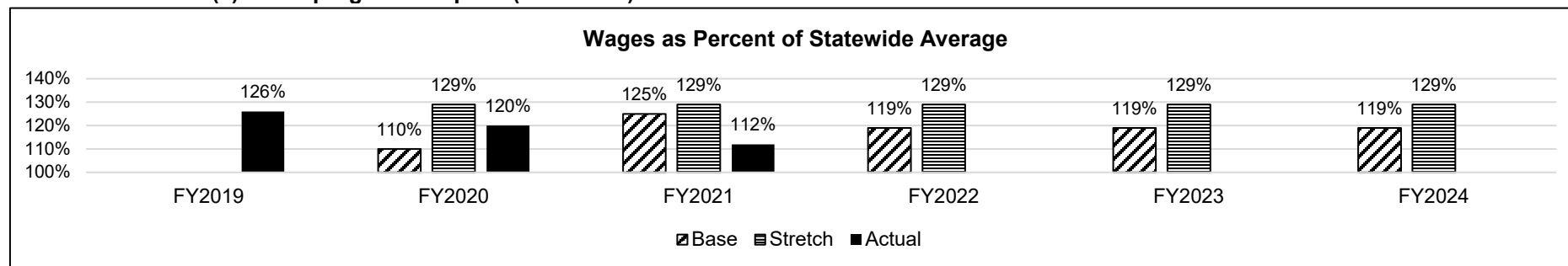
Department: Economic Development

HB Section(s): 7.100

Program Name: Missouri One Start Community College New Jobs Training Program

Program is found in the following core budget(s): Missouri One Start Community College New Jobs Training Program

2c. Provide a measure(s) of the program's impact. (continued)

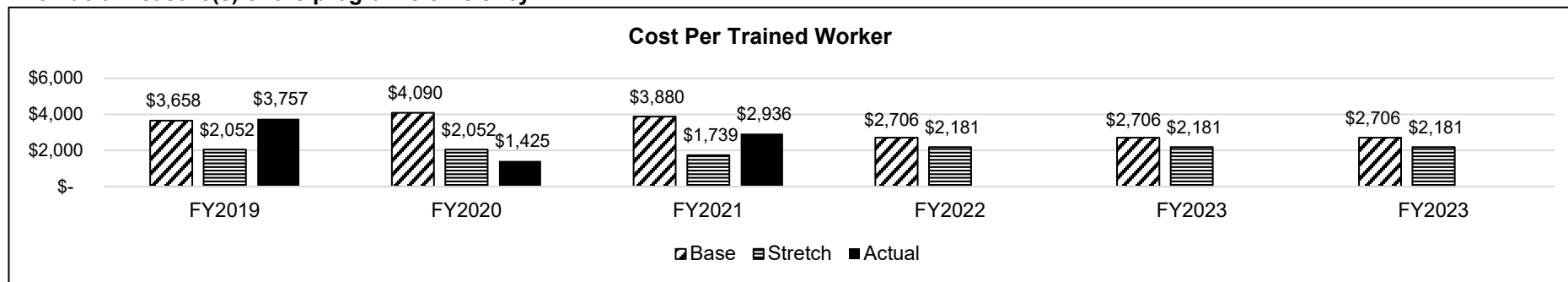


Note 1: Statewide Average Hourly Wage for CY2020 for Public and Private industries was \$25.96 per hour. The chart reflects the ratio of trainee wages to statewide average as a percentage.

Note 2: Base target for FY2022-FY2024 reflects an average of Actual percentage of trainee wages from FY2019-FY2021. Stretch target reflects highest percentage of the previous 3 years.

Note 3: Actual trainee wages for FY2021 was \$29.17 per hour.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Calculated by dividing approved amounts of training incentives by the number of workers receiving training for projects authorized in the fiscal year. Workers Trained is an unduplicated count.

Note 2: Base target for FY2022-FY2024 reflects an average of FY2019-FY2021 Actuals. Stretch target for FY2022-FY2024 reflects average of the two lowest Cost Per Trained Worker in the previous three years.

Note 3: The national annual average amount a company invests in training a worker is \$1,111 plus salary for on-the-job training (est. 50% of salary for 6 months at state average wage=\$13,499), according to the Association for Talent Development and the Society of Human Resource Managers.

PROGRAM DESCRIPTION

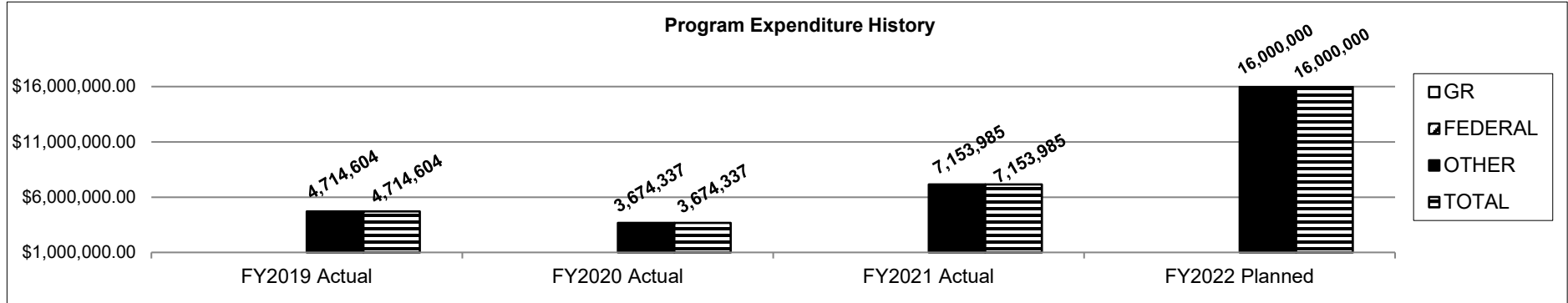
Department: Economic Development

HB Section(s): 7.100

Program Name: Missouri One Start Community College New Jobs Training Program

Program is found in the following core budget(s): Missouri One Start Community College New Jobs Training Program

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Community College New Jobs Training Program Fund (0563)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.800 - 620.809, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43115C</u> |
| Division: Missouri One Start | |
| Core: Missouri One Start Community College Job Retention Training Program | HB Section <u>7.105</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|-------------------|-------------------|--------------|-----------------------------------|----------|-------------------|-------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 16,000,000 | 16,000,000 | PSD | 0 | 0 | 16,000,000 | 16,000,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 16,000,000 | 16,000,000 | Total | 0 | 0 | 16,000,000 | 16,000,000 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Job Retention Training Program Fund (0717)

Other Funds: Job Retention Training Program Fund (0717)

2. CORE DESCRIPTION

The Missouri One Start Community College Job Retention Training Program (JRTP) provides funding assistance to existing businesses for the retention of jobs by providing training to workers to increase their skill levels. The program is suited for large retention projects and targets companies with plans to move outside the state to find skilled labor, or is located in a county bordering another state. Funds are generated by diverting a portion of state employer withholding tax based on the payroll of retained jobs, using that funding to provide or reimburse training costs. The program is administered locally by the community colleges with oversight provided by Missouri One Start staff.

FY2023 appropriation request has increased due to a reallocation from the Missouri One Start New Jobs Training Program to JRTP. The reallocation was in response to the increased demand from companies recognizing a tight labor market on new jobs and choosing instead to retain and upskill their employees as they invest in new technology and process changes.

3. PROGRAM LISTING (list programs included in this core funding)

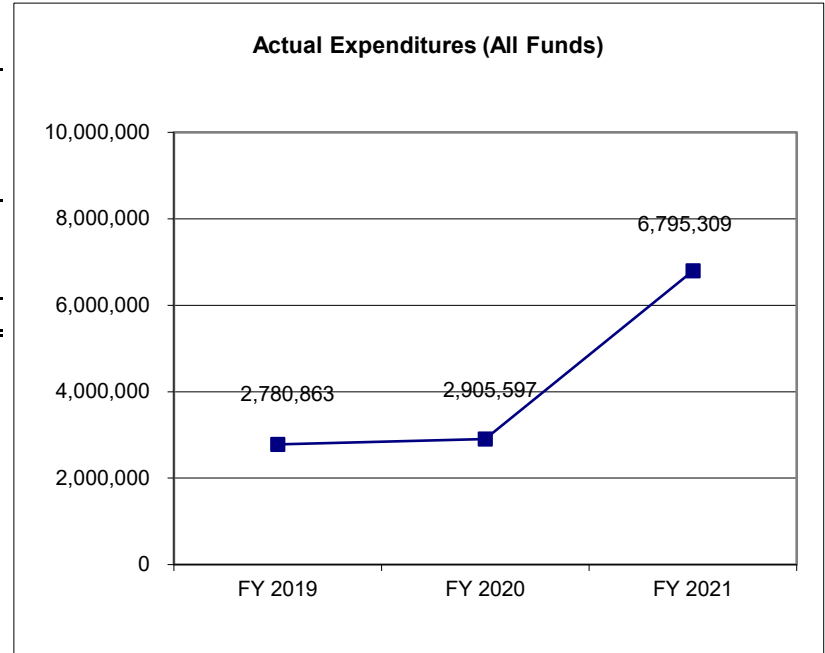
Missouri One Start Community College Job Retention Training Program

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43115C</u> |
| Division: Missouri One Start | |
| Core: Missouri One Start Community College Job Retention Training Program | HB Section <u>7.105</u> |

4. FINANCIAL HISTORY

| | <u>FY 2019 Actual</u> | <u>FY 2020 Actual</u> | <u>FY 2021 Actual</u> | <u>FY 2022 Current Yr.</u> |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 10,000,000 | 11,000,000 | 11,000,000 | 11,000,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | <u>10,000,000</u> | <u>11,000,000</u> | <u>11,000,000</u> | <u>11,000,000</u> |
| Actual Expenditures (All Funds) | <u>2,780,863</u> | <u>2,905,597</u> | <u>6,795,309</u> | N/A |
| Unexpended (All Funds) | <u>7,219,137</u> | <u>8,094,403</u> | <u>4,204,691</u> | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 7,219,137 | 8,094,403 | 4,204,691 | N/A |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

Notes: The Job Retention Training Program awards funds to projects spanning 3-5 years. Funds are then expended over the 5 year period as companies claim accrued withholdings generated by retained jobs.
 \$16.1 million has been awarded to companies to be redeemed over the next 5 years, with new companies entering the program annually.
 (1) In FY2021, of the \$11 million appropriation, companies redeemed \$6,795,309 of the awarded funds, leaving \$9,304,691 to be redeemed in later years and a total of \$4,204,691 unexpended.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
JOBS RETENTION TRG PRG**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|-------------------|-------------------|--|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 0 | 11,000,000 | 11,000,000 | |
| | Total | 0.00 | 0 | 0 | 11,000,000 | 11,000,000 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| Core Reallocation | 905 5122 PD | 0.00 | 0 | 0 | 5,000,000 | 5,000,000 | Reallocating spend authority cap to JRTP from NJTP |
| NET DEPARTMENT CHANGES | | 0.00 | 0 | 0 | 5,000,000 | 5,000,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 16,000,000 | 16,000,000 | |
| | Total | 0.00 | 0 | 0 | 16,000,000 | 16,000,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 16,000,000 | 16,000,000 | |
| | Total | 0.00 | 0 | 0 | 16,000,000 | 16,000,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--------------------------------|--------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| JOBS RETENTION TRG PRG | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MO ONE START COL JOB RET TRAIN | 6,795,309 | 0.00 | 11,000,000 | 0.00 | 16,000,000 | 0.00 | 16,000,000 | 0.00 |
| TOTAL - PD | 6,795,309 | 0.00 | 11,000,000 | 0.00 | 16,000,000 | 0.00 | 16,000,000 | 0.00 |
| TOTAL | 6,795,309 | 0.00 | 11,000,000 | 0.00 | 16,000,000 | 0.00 | 16,000,000 | 0.00 |
| GRAND TOTAL | \$6,795,309 | 0.00 | \$11,000,000 | 0.00 | \$16,000,000 | 0.00 | \$16,000,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-------------------------------|--------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| JOBS RETENTION TRG PRG | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 6,795,309 | 0.00 | 11,000,000 | 0.00 | 16,000,000 | 0.00 | 16,000,000 | 0.00 |
| TOTAL - PD | 6,795,309 | 0.00 | 11,000,000 | 0.00 | 16,000,000 | 0.00 | 16,000,000 | 0.00 |
| GRAND TOTAL | \$6,795,309 | 0.00 | \$11,000,000 | 0.00 | \$16,000,000 | 0.00 | \$16,000,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$6,795,309 | 0.00 | \$11,000,000 | 0.00 | \$16,000,000 | 0.00 | \$16,000,000 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.105

Program Name: Missouri One Start Community College Job Retention Training Program

Program is found in the following core budget(s): Missouri One Start Community College Job Retention Training Program

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

- Provides funds to assist eligible existing businesses retain jobs by providing training to upskill their workforce. The program is suited for large retention projects and targets businesses with plans to move outside the state to find skilled labor, or is located in a county bordering another state.
- In coordination with the Department of Revenue, a portion of state withholding tax from the retained jobs is diverted into a designated training account to reimburse eligible training costs.
- The program is administered by the local community college with oversight by Missouri One Start staff.

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|---------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Companies Assisted | 13 | 12 | 13 | 11 | 13 | 11 | 15 | 17 | 17 |

Note 1: Projected data for FY2022 reflects current and pending projects.

Note 2: Projected data for FY2023-2024 reflects a 10% increase.

2b. Provide a measure(s) of the program's quality.

| | FY2019 | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Service Experience | 100% | 100% | 50% | 95% | 100% | 100% | 100% | 100 |

Note 1: FY2020 was the first year the NJTP and JRTP companies were surveyed separately from the Missouri One Start Customized Training program.

Note 2: Percentage of respondents who rated their experience as "average", "good" or "excellent."

Note 3: NJTP and JRTP surveys were combined. 5 out of 28 companies assisted responded to the survey.

PROGRAM DESCRIPTION

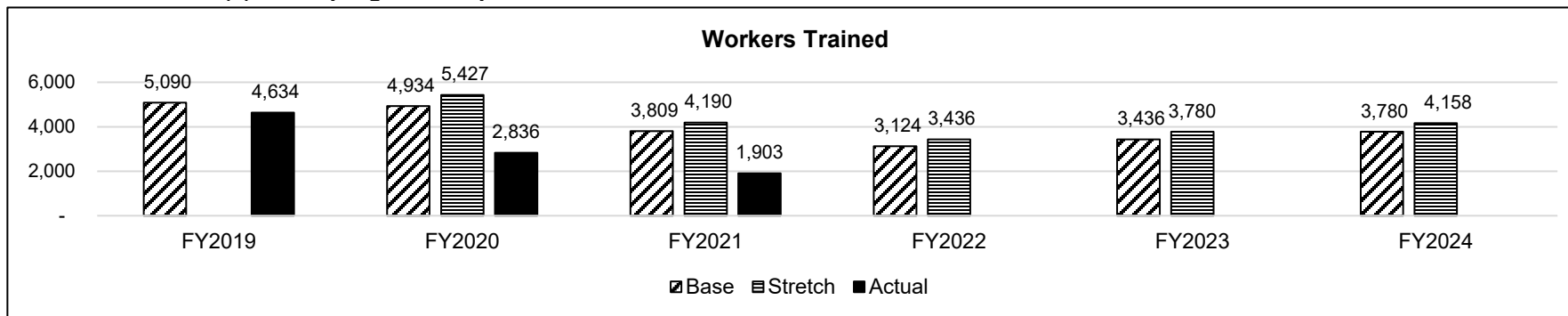
Department: **Economic Development**

HB Section(s): 7.105

Program Name: **Missouri One Start Community College Job Retention Training Program**

Program is found in the following core budget(s): **Missouri One Start Community College Job Retention Training Program**

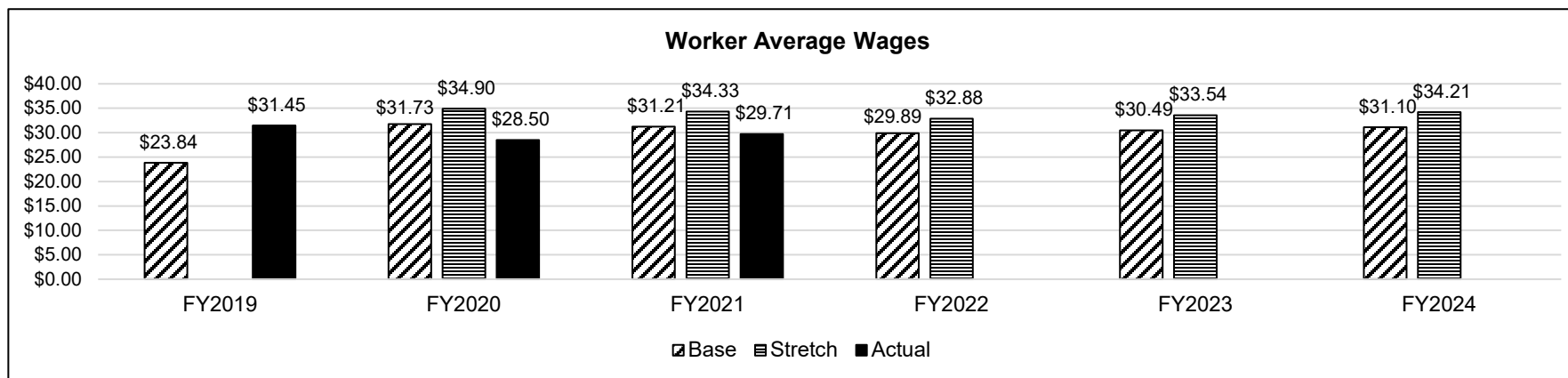
2c. Provide a measure(s) of the program's impact.



Note 1: Workers Trained is an unduplicated count. FY2021 Actual reflects a decrease in training due to COVID-19 and data not submitted from several companies.

Note 2: Base target for FY2022 reflects an average of Actual from FY2019-FY2021. Base targets for FY2023-FY2024 reflects a 10% increase each year.

Note 3: Stretch targets for FY2022-FY2024 reflect a 10% increase of the Base.



Note 1: Base targets for FY2022 reflects an average of the Actual wages from FY2019-FY2021. Base targets for FY2022-FY2023 reflects a 2% increase.

Note 2: Stretch targets for FY2022-FY2024 reflect a 10% increase of the Base.

PROGRAM DESCRIPTION

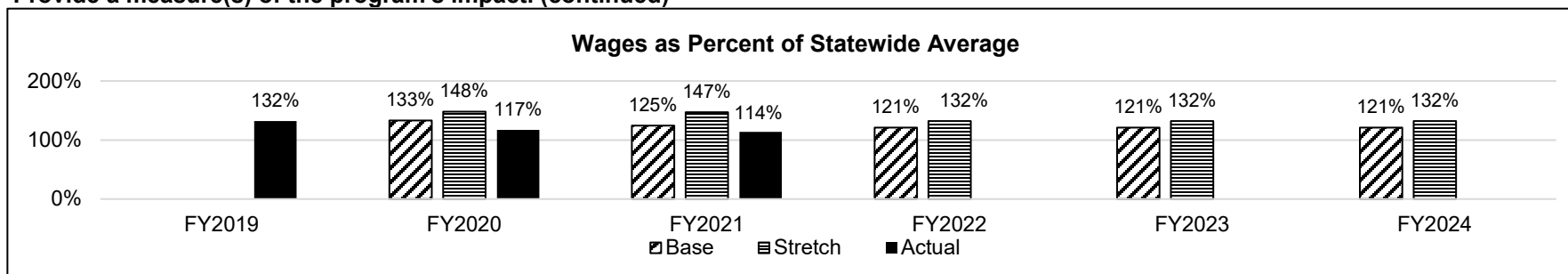
Department: **Economic Development**

HB Section(s): 7.105

Program Name: **Missouri One Start Community College Job Retention Training Program**

Program is found in the following core budget(s): **Missouri One Start Community College Job Retention Training Program**

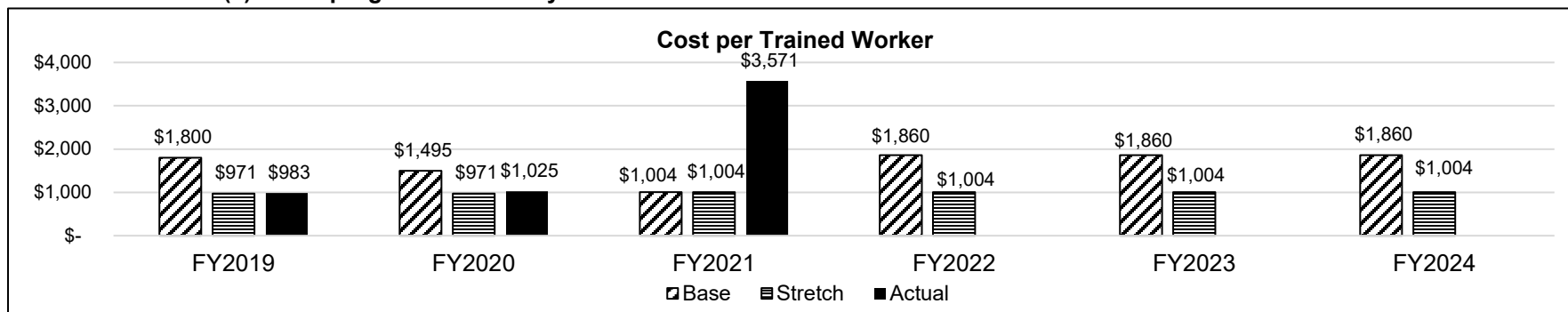
2c. Provide a measure(s) of the program's impact. (continued)



Note 1: Statewide Average Hourly Wage for CY2020 for Public and Private industries was \$25.96 per hour. The chart reflects a ratio of trainee wages to statewide average as a percentage.

Note 2: Base target for FY2022-FY2024 reflects an average of Actual percentage of trainee wages from FY2019-FY2021. Stretch target reflects highest percentage of the previous 3 years.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Calculated by dividing the actual withholding amounts by the number of workers reported to receive training for projects authorized in the fiscal year. Workers Trained is an unduplicated count. The spike in FY2021 cost per trained worker reflects an increase in withholdings claims allowed and the lack of some companies not reporting number of workers being trained.

Note 2: Base target for FY2022-FY2024 reflects an average of FY2019 to FY2021 Actuals. Stretch target for FY2022-FY2024 reflects average of the two lowest Cost Per Trained Worker in the previous three years.

Note 3: The national annual average amount a company invests in training a worker is \$1,111 plus salary for on-the-job training (est. 50% of salary for 6 months at state average wage=\$13,499), according to the Association for Talent Development and SHRM.

PROGRAM DESCRIPTION

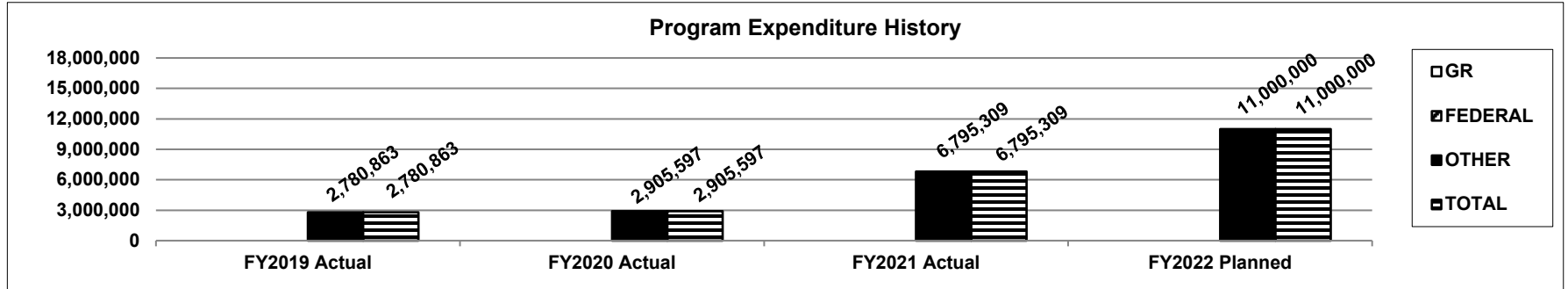
Department: Economic Development

HB Section(s): 7.105

Program Name: Missouri One Start Community College Job Retention Training Program

Program is found in the following core budget(s): Missouri One Start Community College Job Retention Training Program

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Community College Job Retention Training Program Fund (0717)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.800 - 620.809, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43120C</u> |
| Division: Strategy and Performance | |
| Core: Strategy and Performance | HB Section <u>7.110</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|------------------------|---------------|----------------|------------------|--|-----------------------------------|---------------|----------------|------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 803,282 | 68,053 | 171,584 | 1,042,919 | PS | 803,282 | 68,053 | 171,584 | 1,042,919 |
| EE | 204,279 | 12,764 | 0 | 217,043 | EE | 204,279 | 12,764 | 0 | 217,043 |
| PSD | 1,500 | 1 | 0 | 1,501 | PSD | 1,500 | 1 | 0 | 1,501 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 1,009,061 | 80,818 | 171,584 | 1,261,463 | Total | 1,009,061 | 80,818 | 171,584 | 1,261,463 |
| FTE | 11.10 | 1.00 | 3.31 | 15.41 | FTE | 11.10 | 1.00 | 3.31 | 15.41 |
| Est. Fringe | 433,507 | 37,608 | 106,493 | 577,608 | Est. Fringe | 433,507 | 37,608 | 106,493 | 577,608 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |
| Other Funds: Economic Development Administrative Revolving Fund (0547) | | | | | Other Funds: Economic Development Administrative Revolving Fund (0547) | | | | |
| Federal Funds: Job Development and Training Fund (0155) | | | | | Federal Funds: Job Development and Training Fund (0155) | | | | |

2. CORE DESCRIPTION

The Strategy and Performance Division provides forward-looking insights to inform DED's strategic planning, program development and performance management. It also houses the Department's legislative, communications and marketing services, and provides subject matter expertise in specialized areas.

Strategy and Performance includes Personal Service and Expense and Equipment funding for division staff, which includes staff for the Rural Broadband program and Missouri Women's Council.

The Office of Military Advocate is also housed under this division and their Personal Service and Expense and Equipment appropriations can be found in a separate Core Decision Item form.

3. PROGRAM LISTING (list programs included in this core funding)

Strategy and Performance, Missouri Women's Council, Rural Broadband

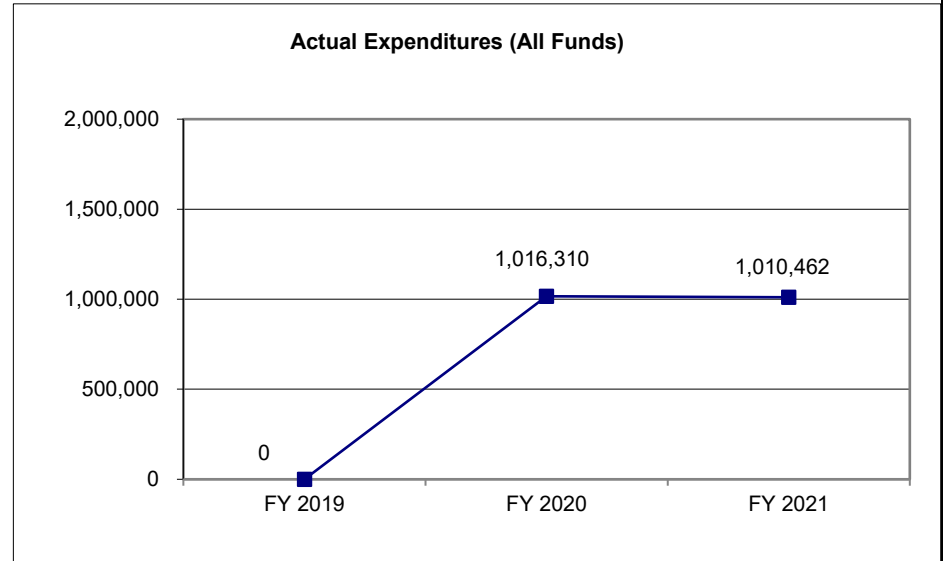
CORE DECISION ITEM

Department: Economic Development
Division: Strategy and Performance
Core: Strategy and Performance

Budget Unit 43120C
HB Section 7.110

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|--|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 0 | 1,588,069 | 1,261,141 | 1,261,463 |
| Less Reverted (All Funds) | 0 | (29,208) | (30,033) | (30,271) |
| Less Restricted (All Funds)* | 0 | 0 | | |
| Budget Authority (All Funds) | 0 | 1,558,861 | 1,231,108 | 1,231,192 |
| Actual Expenditures (All Funds) | 0 | 1,016,310 | 1,010,462 | N/A |
| Unexpended (All Funds) | 0 | 542,551 | 220,646 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 104,798 | 73,054 | N/A |
| Federal | 0 | 361,460 | 15,878 | N/A |
| Other | 0 | 76,293 | 131,714 | N/A |
| | | (1) | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Unexpended GR amounts caused by attrition and decrease in E&E spending due to COVID-19.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STRATEGY AND PERFORM**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|--------------|------------------|----------------|----------------|------------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PS | 15.41 | 803,282 | 68,053 | 171,584 | 1,042,919 | |
| | EE | 0.00 | 204,279 | 12,764 | 0 | 217,043 | |
| | PD | 0.00 | 1,500 | 1 | 0 | 1,501 | |
| | Total | 15.41 | 1,009,061 | 80,818 | 171,584 | 1,261,463 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PS | 15.41 | 803,282 | 68,053 | 171,584 | 1,042,919 | |
| | EE | 0.00 | 204,279 | 12,764 | 0 | 217,043 | |
| | PD | 0.00 | 1,500 | 1 | 0 | 1,501 | |
| | Total | 15.41 | 1,009,061 | 80,818 | 171,584 | 1,261,463 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PS | 15.41 | 803,282 | 68,053 | 171,584 | 1,042,919 | |
| | EE | 0.00 | 204,279 | 12,764 | 0 | 217,043 | |
| | PD | 0.00 | 1,500 | 1 | 0 | 1,501 | |
| | Total | 15.41 | 1,009,061 | 80,818 | 171,584 | 1,261,463 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STRATEGY AND PERFORM | | | | | | | | |
| CORE | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 748,037 | 11.72 | 803,282 | 11.10 | 803,282 | 11.10 | 803,282 | 11.10 |
| DIV JOB DEVELOPMENT & TRAINING | 61,491 | 1.00 | 68,053 | 1.00 | 68,053 | 1.00 | 68,053 | 1.00 |
| DED ADMINISTRATIVE | 48,175 | 0.66 | 171,584 | 3.31 | 171,584 | 3.31 | 171,584 | 3.31 |
| TOTAL - PS | 857,703 | 13.38 | 1,042,919 | 15.41 | 1,042,919 | 15.41 | 1,042,919 | 15.41 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| GENERAL REVENUE | 149,984 | 0.00 | 204,279 | 0.00 | 204,279 | 0.00 | 204,279 | 0.00 |
| DIV JOB DEVELOPMENT & TRAINING | 2,775 | 0.00 | 12,764 | 0.00 | 12,764 | 0.00 | 12,764 | 0.00 |
| TOTAL - EE | 152,759 | 0.00 | 217,043 | 0.00 | 217,043 | 0.00 | 217,043 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 1,500 | 0.00 | 1,500 | 0.00 | 1,500 | 0.00 |
| DIV JOB DEVELOPMENT & TRAINING | 0 | 0.00 | 1 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 1,501 | 0.00 | 1,501 | 0.00 | 1,501 | 0.00 |
| TOTAL | 1,010,462 | 13.38 | 1,261,463 | 15.41 | 1,261,463 | 15.41 | 1,261,463 | 15.41 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 7,953 | 0.00 | 7,953 | 0.00 |
| DIV JOB DEVELOPMENT & TRAINING | 0 | 0.00 | 0 | 0.00 | 674 | 0.00 | 674 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 1,698 | 0.00 | 1,698 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 10,325 | 0.00 | 10,325 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 10,325 | 0.00 | 10,325 | 0.00 |
| Economic Research NDI - 1419018 | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 0 | 0.00 | 200,000 | 0.00 | 200,000 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 200,000 | 0.00 | 200,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 200,000 | 0.00 | 200,000 | 0.00 |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 44,726 | 0.00 |

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Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--------------------------------|--------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STRATEGY AND PERFORM | | | | | | | | |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| DIV JOB DEVELOPMENT & TRAINING | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,780 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,564 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 58,070 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 58,070 | 0.00 |
| GRAND TOTAL | \$1,010,462 | 13.38 | \$1,261,463 | 15.41 | \$1,471,788 | 15.41 | \$1,529,858 | 15.41 |

FLEXIBILITY REQUEST FORM

| | |
|---|---|
| BUDGET UNIT NUMBER: 43120C | DEPARTMENT: Economic Development |
| BUDGET UNIT NAME: Strategy and Performance | |
| HOUSE BILL SECTION: 7.110 | DIVISION: Strategy and Performance |

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.

- Strategy and Performance PS (0101) - \$803,282 x 10% = \$80,328 and Strategy and Performance EE (0101) - \$205,779 x 10% = \$20,578
 - Strategy and Performance PS (0155) - \$68,053 x 10% = \$6,805 and Strategy and Performance EE (0155) - \$12,765 x 10% = \$1,277

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

| PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED | BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED |
|---|---|---|
| \$0 | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

3. Please explain how flexibility was used in the prior and/or current years.

| PRIOR YEAR EXPLAIN ACTUAL USE | CURRENT YEAR EXPLAIN PLANNED USE |
|----------------------------------|-------------------------------------|
| N/A. | N/A |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|----------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STRATEGY AND PERFORM | | | | | | | | |
| CORE | | | | | | | | |
| EXECUTIVE II | 1,645 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| PLANNER III | 4,250 | 0.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST I | 3,021 | 0.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MARKETING SPECIALIST III | 2,146 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| COMMUNITY & ECONOMIC DEV MGRB1 | 2,267 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| DESIGNATED PRINCIPAL ASST DEPT | 8,125 | 0.13 | 40,413 | 0.00 | 40,413 | 0.00 | 40,413 | 0.00 |
| DIVISION DIRECTOR | 108,153 | 1.00 | 150,830 | 1.86 | 150,830 | 1.86 | 150,830 | 1.86 |
| DESIGNATED PRINCIPAL ASST DIV | 173,262 | 1.99 | 174,365 | 2.26 | 174,365 | 2.26 | 174,365 | 2.26 |
| SPECIAL ASST PROFESSIONAL | 183,425 | 2.00 | 183,443 | 2.01 | 183,443 | 2.01 | 183,443 | 2.01 |
| PRINCIPAL ASST BOARD/COMMISSON | 61,491 | 1.00 | 68,053 | 1.00 | 68,053 | 1.00 | 68,053 | 1.00 |
| ADMIN SUPPORT PROFESSIONAL | 37,825 | 0.96 | 39,071 | 0.99 | 39,071 | 0.99 | 39,071 | 0.99 |
| SENIOR PROGRAM SPECIALIST | 44,094 | 0.86 | 40,584 | 0.75 | 40,584 | 0.75 | 40,584 | 0.75 |
| RESEARCH/DATA ANALYST | 44,553 | 0.87 | 55,266 | 1.00 | 55,266 | 1.00 | 55,266 | 1.00 |
| PUBLIC RELATIONS COORDINATOR | 49,833 | 0.96 | 40,502 | 0.92 | 40,502 | 0.92 | 40,502 | 0.92 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 84,259 | 2.37 | 98,209 | 2.50 | 98,209 | 2.50 | 98,209 | 2.50 |
| ECONOMIC DEVELOPMENT SPEC | 0 | 0.00 | 52,368 | 1.32 | 52,368 | 1.32 | 52,368 | 1.32 |
| SR ECONOMIC DEVELOPMENT SPEC | 49,354 | 0.96 | 99,815 | 0.80 | 99,815 | 0.80 | 99,815 | 0.80 |
| TOTAL - PS | 857,703 | 13.38 | 1,042,919 | 15.41 | 1,042,919 | 15.41 | 1,042,919 | 15.41 |
| TRAVEL, IN-STATE | 4,958 | 0.00 | 22,295 | 0.00 | 22,295 | 0.00 | 22,295 | 0.00 |
| TRAVEL, OUT-OF-STATE | 0 | 0.00 | 2,641 | 0.00 | 2,641 | 0.00 | 2,641 | 0.00 |
| FUEL & UTILITIES | 0 | 0.00 | 738 | 0.00 | 738 | 0.00 | 738 | 0.00 |
| SUPPLIES | 84,531 | 0.00 | 33,277 | 0.00 | 33,277 | 0.00 | 33,277 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 6,175 | 0.00 | 38,358 | 0.00 | 38,358 | 0.00 | 38,358 | 0.00 |
| COMMUNICATION SERV & SUPP | 21,738 | 0.00 | 42,358 | 0.00 | 42,358 | 0.00 | 42,358 | 0.00 |
| PROFESSIONAL SERVICES | 18,302 | 0.00 | 60,610 | 0.00 | 60,610 | 0.00 | 60,610 | 0.00 |
| HOUSEKEEPING & JANITORIAL SERV | 0 | 0.00 | 1 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| M&R SERVICES | 16,686 | 0.00 | 3,751 | 0.00 | 3,751 | 0.00 | 3,751 | 0.00 |
| MOTORIZED EQUIPMENT | 0 | 0.00 | 420 | 0.00 | 420 | 0.00 | 420 | 0.00 |
| OFFICE EQUIPMENT | 0 | 0.00 | 7,417 | 0.00 | 7,417 | 0.00 | 7,417 | 0.00 |
| OTHER EQUIPMENT | 307 | 0.00 | 2,187 | 0.00 | 2,187 | 0.00 | 2,187 | 0.00 |
| PROPERTY & IMPROVEMENTS | 0 | 0.00 | 1,210 | 0.00 | 1,210 | 0.00 | 1,210 | 0.00 |
| BUILDING LEASE PAYMENTS | 0 | 0.00 | 657 | 0.00 | 657 | 0.00 | 657 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-----------------------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STRATEGY AND PERFORM | | | | | | | | |
| CORE | | | | | | | | |
| EQUIPMENT RENTALS & LEASES | 0 | 0.00 | 472 | 0.00 | 472 | 0.00 | 472 | 0.00 |
| MISCELLANEOUS EXPENSES | 62 | 0.00 | 439 | 0.00 | 439 | 0.00 | 439 | 0.00 |
| REBILLABLE EXPENSES | 0 | 0.00 | 212 | 0.00 | 212 | 0.00 | 212 | 0.00 |
| TOTAL - EE | 152,759 | 0.00 | 217,043 | 0.00 | 217,043 | 0.00 | 217,043 | 0.00 |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 1,501 | 0.00 | 1,501 | 0.00 | 1,501 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 1,501 | 0.00 | 1,501 | 0.00 | 1,501 | 0.00 |
| GRAND TOTAL | \$1,010,462 | 13.38 | \$1,261,463 | 15.41 | \$1,261,463 | 15.41 | \$1,261,463 | 15.41 |
| GENERAL REVENUE | \$898,021 | 11.72 | \$1,009,061 | 11.10 | \$1,009,061 | 11.10 | \$1,009,061 | 11.10 |
| FEDERAL FUNDS | \$64,266 | 1.00 | \$80,818 | 1.00 | \$80,818 | 1.00 | \$80,818 | 1.00 |
| OTHER FUNDS | \$48,175 | 0.66 | \$171,584 | 3.31 | \$171,584 | 3.31 | \$171,584 | 3.31 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.110

Program Name: Strategy and Performance

Program is found in the following core budget(s): Strategy and Performance

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, Regionally Targeted, and One Team

1b. What does this program do?

The Strategy and Performance Division provides forward-looking insights to inform DED’s strategic planning, program development and performance management. It also houses the Department’s legislative, communications, and marketing services, and provides subject matter expertise in specialized areas. More specifically, the Strategy and Performance Division:

- Conducts economic research and analysis to provide framework of global, Midwest, and state economic trends as well as economic impact analysis for economic development projects;
- Leads strategic planning at department, division, and team level;
- Guides DED’s accountability and improvement activities that include setting measures and targets, analyzing performance and communicating results; and
- Communicates DED strategies and policy insights as well as information specific to economic development programs and projects to legislative, internal and external stakeholders.

The Strategy and Performance Division is also home to a variety of niche programs offering subject matter expertise valuable to economic development in Missouri. These programs include the Office of the Missouri Military Advocate, the Office of Broadband Development, and the Missouri Women’s Council.

2a. Provide an activity measure(s) for the program.

| | FY2019 | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|--|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Economic impact analyses | 134 | 184 | 217 | 200 | 131 | 150 | 150 | 150 |
| Completed improvement projects and initiatives | 4 | 13 | 9 | 20 | 18 | 20 | 20 | 20 |
| Email bulletins, press releases, and social media posts | 799 | 608 | 1,329 | 1,000 | 1,338 | 1,000 | 1,000 | 1,000 |

Note 1: Economic impact analyses help DED determine an economic development project’s potential value. Measure includes revisions of analyses. Assume FY2022-FY2024 will roughly match the FY2019-FY2021 average.

Note 2: Completed improvement projects and initiatives includes initiatives related to COVID-19 economic response and recovery led by DED.

Note 3: Email, press release, and social media projections expected to remain above FY2019 levels but not reach FY2020 or FY2021 levels, which were extraordinary due to response to COVID-19.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.110

Program Name: Strategy and Performance

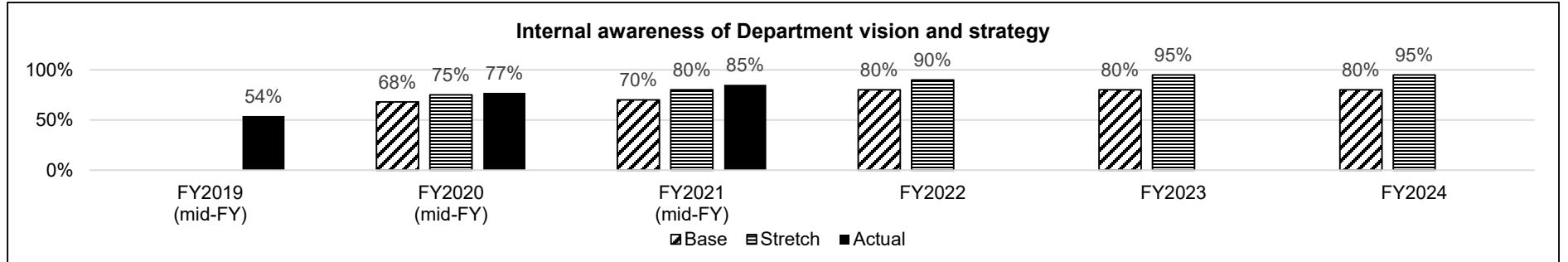
Program is found in the following core budget(s): Strategy and Performance

2b. Provide a measure(s) of the program's quality.

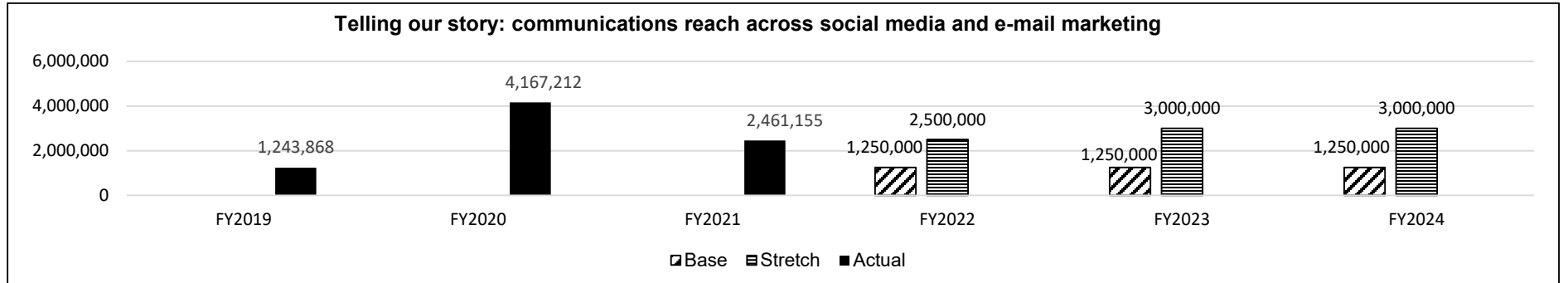
| | FY2019 | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Service Experience | 82% | 84% | 79% | 86% | 73% | 90% | 90% | 90% |

Note 1: Percentage of respondents who rated their experience as "very" or "somewhat" positive.
 Note 2: *FY2021 survey sent out August 2021. Results based on 90 survey respondents.

2c. Provide a measure(s) of the program's impact.



Note: Data compiled from twice-annual Missouri Quarterly Pulse Survey (QPS), represents team members who indicated that DED's vision is clearly communicated throughout the organization. FY2019 and FY2020 actuals were increased to match records in state-wide QPS dashboard.



Note: Calculated by adding unique email opens, Facebook reach, and Twitter impressions. Calculation is changed from prior years, so FY2019 - FY2021 projections are not available. Targets established by considering the prior year actuals. DED expects to exceed FY2019 levels going forward, but may not re-reach FY2020 and FY2021 levels which were impacted by communications related to Missouri's COVID-19 response.

PROGRAM DESCRIPTION

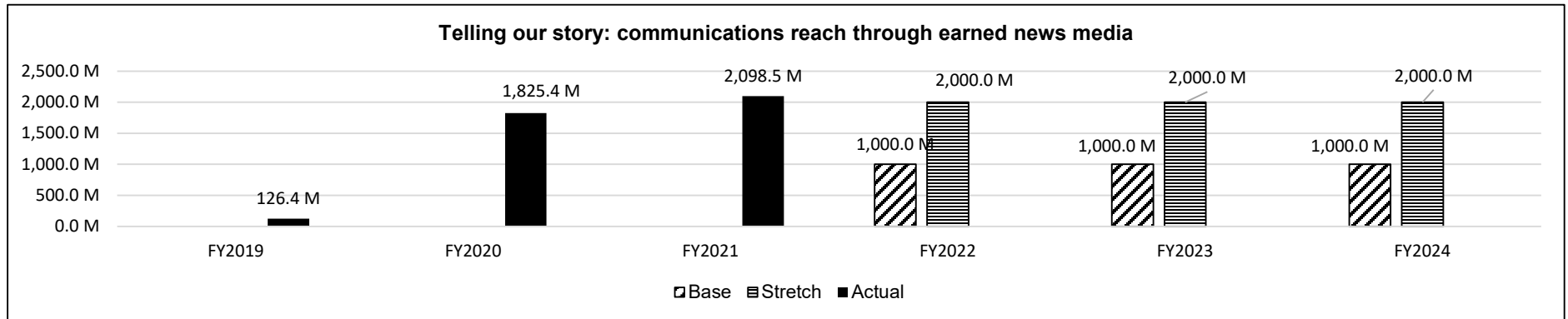
Department: Economic Development

HB Section(s): 7.110

Program Name: Strategy and Performance

Program is found in the following core budget(s): Strategy and Performance

2c. Provide a measure(s) of the program's impact. (continued)



Note: FY2020 and FY2021 earned news media results reached extraordinary levels due to announcement of the General Motors retention project as well as Missouri's and DED's responses to the COVID-19 pandemic. Targets for FY2022-FY2024 represent an expectation of enhanced earned media compared to FY2019 while not reaching the unique levels of FY2020 and FY2021.

2d. Provide a measure(s) of the program's efficiency.

The Strategy and Performance team is developing a measure to track division's efficiency in delivering objectives.

PROGRAM DESCRIPTION

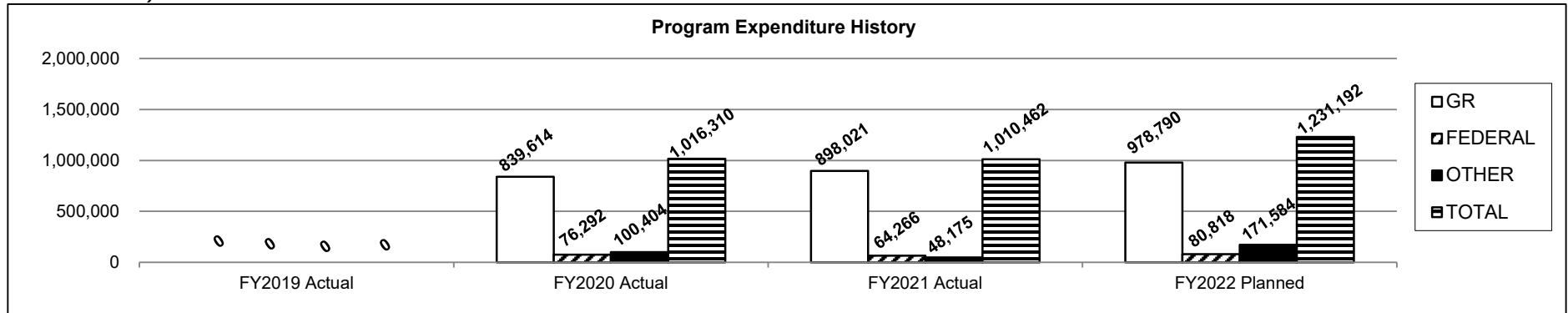
Department: Economic Development

HB Section(s): 7.110

Program Name: Strategy and Performance

Program is found in the following core budget(s): Strategy and Performance

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned GR expenditures reflects 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

Department of Economic Development Administrative Fund (0547)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

NEW DECISION ITEM

RANK: 22 OF 26

| | |
|--|-----------------------------------|
| Department: Economic Development | Budget Unit: <u>43120C</u> |
| Division: Strategy and Performance | |
| DI Name: Economic Research and Accountability DI# <u>1419018</u> | HB Section: <u>7.110</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------|----------------|----------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 200,000 | 200,000 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 200,000 | 200,000 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------|----------------|----------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 200,000 | 200,000 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 200,000 | 200,000 |

FTE 0.00 0.00 0.00 0.00

FTE 0.00 0.00 0.00 0.00

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)
Non-Counts:

Other Funds: Economic Development Advancement Fund (0783)
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested to fund two economic research projects. The first is an in-depth evaluation of the Department's tax credit and withholding programs. The evaluation will: (1) evaluate the effectiveness of DED's programs; (2) identify opportunities for improvement; and (3) examine the relative competitiveness and effectiveness of DED's workforce programs as economic development tools. Second, in 2018, the DED undertook the Best in the Midwest initiative which evaluated DED's effectiveness and efficiency and compared to other Midwestern states and economic development agencies. The second research project would provide an update on the original Best in Midwest analysis, to examine the Department's progress since its transformation.

NEW DECISION ITEM

RANK: 22 OF 26

| | |
|---|---------------------------|
| Department: Economic Development | Budget Unit <u>43120C</u> |
| Division: Strategy and Performance | |
| DI Name: Economic Research and Accountability DI# 1419018 | HB Section <u>7.110</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The request amount is based on similar contracts undertaken previously by the Department.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|-------------------------------|---------------------------|-----------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---------------------------------|
| | | | | | | | 0 | 0.0 | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| 400/Professional Services | | | | | 200,000 | | 200,000 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>200,000</u> | | <u>200,000</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>200,000</u> | <u>0.0</u> | <u>200,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 22 OF 26

| | | | | | | | | | |
|--|-----------------------------------|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|
| Department: Economic Development | | Budget Unit | | 43120C | | | | | |
| Division: Strategy and Performance | | HB Section | | 7.110 | | | | | |
| DI Name: Economic Research and Accountability | | DI# 1419018 | | | | | | | |
| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
| | | | | | | | 0 | | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| 400/Professional Services | | | | | 200,000 | | 200,000 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>200,000</u> | | <u>200,000</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | | | | | | | 0 | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>200,000</u> | <u>0.0</u> | <u>200,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 22 OF 26

| | |
|---|---------------------------|
| Department: <u>Economic Development</u> | Budget Unit <u>43120C</u> |
| Division: <u>Strategy and Performance</u> | |
| DI Name: <u>Economic Research and Accountability</u> DI# <u>1419018</u> | HB Section <u>7.110</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Activity measures for the funding relate to the various Division program performance measures throughout the Department's budget.

6b. Provide a measure(s) of the program's quality.

Quality measures for the funding relate to the various Division program performance measures throughout the Department's budget.

6c. Provide a measure(s) of the program's impact.

Impact measures for the funding relate to the various Division program performance measures throughout the Department's budget.

6d. Provide a measure(s) of the program's efficiency.

Efficiency measures for the funding relate to the various Division program performance measures throughout the Department's budget.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

DED requires additional expertise in order to: access relevant proprietary economic and workforce data that is not publicly available but needed to accomplish the previous points; develop a sustainable, valid assessment criteria (e.g., an economic competitiveness index); and conduct state-by-state research which will require extensive review of complex data sources.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--|------------|-------------|------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| STRATEGY AND PERFORM | | | | | | | | |
| Economic Research NDI - 1419018 | | | | | | | | |
| PROFESSIONAL SERVICES | 0 | 0.00 | 0 | 0.00 | 200,000 | 0.00 | 200,000 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 200,000 | 0.00 | 200,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$200,000 | 0.00 | \$200,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$200,000 | 0.00 | \$200,000 | 0.00 |

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43125C</u> |
| Division: Strategy and Performance | |
| Core: Broadband Grants (NTIA) | HB Section <u>7.115</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|----------|--------------|-----------------------------------|----------|----------|----------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | Total | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

2. CORE DESCRIPTION

The National Telecommunications and Information Administration (NTIA) Broadband Infrastructure Program (BIP) and the Missouri Broadband Grant program provides federal state resources via grants to applicants who will provide high speed internet to connections made up of rural businesses, farms, community institutions, and households across Missouri. Applicants from unserved areas, which experience little or no internet service at all, will receive high priority status and underserved areas will be only considered if resources are available. NTIA will evaluate DED's Covered Partnership applications, if projects are awarded DED will enter into agreement with awarded providers. The Office of Broadband Development will support the recipients, ensure compliance, validate the technology is deployed, and celebrate successful completion of the projects. The NTIA BIP will approve length of time for the project period. The Missouri Broadband Grant Program will sunset on August 28, 2027.

This item was entered as a one-time in the FY2022 budget; therefore, a New Decision Item is being requested.

3. PROGRAM LISTING (list programs included in this core funding)

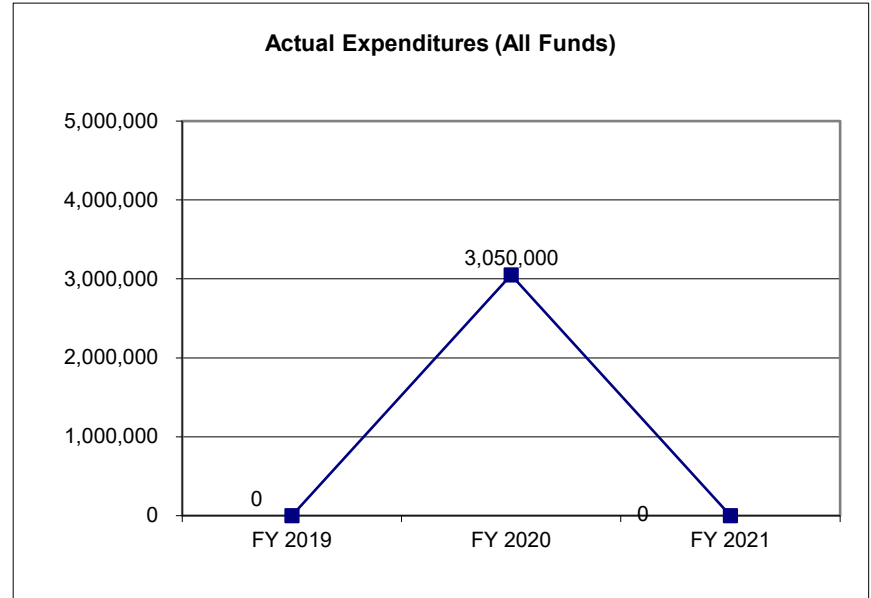
Broadband Grant Program

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43125C</u> |
| Division: Strategy and Performance | |
| Core: Broadband Grants (NTIA) | HB Section <u>7.115</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 0 | 5,000,000 | 0 | 10,000,000 |
| Less Reverted (All Funds) | 0 | (150,000) | 0 | 0 |
| Less Restricted (All Funds)* | 0 | (1,800,000) | 0 | 0 |
| Budget Authority (All Funds) | 0 | 3,050,000 | 0 | 10,000,000 |
| Actual Expenditures (All Funds) | 0 | 3,050,000 | 0 | N/A |
| Unexpended (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
RURAL BROADBAND GRANT**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|-------------------------------|-------------|-----------|---------------------|--------------|---------------------|-------------------------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 10,000,000 | 0 | 10,000,000 | |
| | Total | 0.00 | 0 | 10,000,000 | 0 | 10,000,000 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| 1x Expenditures | 906 8034 PD | 0.00 | 0 | (10,000,000) | 0 | (10,000,000) | Reduction of One-Time Appropriation |
| | NET DEPARTMENT CHANGES | 0.00 | 0 | (10,000,000) | 0 | (10,000,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--|------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| RURAL BROADBAND GRANT | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| DED FEDERAL STIMULUS | 0 | 0.00 | 10,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 10,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL | 0 | 0.00 | 10,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Broadband Grants (NTIA) - 1419001 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| DED FEDERAL STIMULUS | 0 | 0.00 | 0 | 0.00 | 51,741 | 1.00 | 51,741 | 1.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 51,741 | 1.00 | 51,741 | 1.00 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| DED FEDERAL STIMULUS | 0 | 0.00 | 0 | 0.00 | 11,356 | 0.00 | 11,356 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 11,356 | 0.00 | 11,356 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| DED FEDERAL STIMULUS | 0 | 0.00 | 0 | 0.00 | 56,117,789 | 0.00 | 56,117,789 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 56,117,789 | 0.00 | 56,117,789 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 56,180,886 | 1.00 | 56,180,886 | 1.00 |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| DED FEDERAL STIMULUS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,846 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$10,000,000 | 0.00 | \$56,180,886 | 1.00 | \$56,183,732 | 1.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|------------------------------|------------|-------------|---------------------|-------------|------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| RURAL BROADBAND GRANT | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 10,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 10,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$10,000,000 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$10,000,000 | 0.00 | \$0 | 0.00 | | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.115

Program Name: Broadband Grants (NTIA)

Program is found in the following core budget(s): Broadband Grants (NTIA)

1a. What strategic priority does this program address?

Laser Focused

1b. What does this program do?

The National Telecommunications and Information Administration (NTIA) Broadband Infrastructure Program (BIP) and the Missouri Broadband Grant program provides federal state resources via grants to applicants who will provide high speed internet to connections made up of rural businesses, farms, community institutions, and households across Missouri. Applicants from unserved areas, which experience little or no internet service at all, will receive high priority status and underserved areas will be only considered if resources are available. NTIA will evaluate DED's Covered Partnership applications. If projects are awarded, DED will enter into agreement with awarded providers. The Office of Broadband Development will support the recipients, ensure compliance, validate the technology is deployed, and celebrate successful completion of the projects. The NTIA BIP will approve length of time for the project period. The Missouri Broadband Grant Program will sunset on August 28, 2027.

2a. Provide an activity measure(s) for the program.

| | FY2019 Actual | FY2020 Actual | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|---|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Review and evaluate grant applicants | N/A | 40 | 0 | 0 | 44 | 0 | 0 |
| Award broadband grants/projects | N/A | 16 | 0 | 0 | 15 | 0 | 0 |
| Manage, announce, and close-out projects | N/A | 0 | 16 | 15 | 0 | 15 | 0 |

Note 1: No applicants are anticipated in FY2023 & FY2024 since broadband grant program activity is expected to shift to ARPA-related programs.

Note 2: The final activity measure encompasses the overall management of the program overseeing project milestones, ensuring quality, and validating installation of proposed technology.

2b. Provide a measure(s) of the program's quality.

| | FY2019 Actual | FY2020 Actual | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|---|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Percent of grant connections exceeding 25/3 Mbps | N/A | 94% | 0% | 0% | 100% | 0% | 0% |
| Days from grant submittal to awards | N/A | 101 | 0 | 0 | 180 | 0 | 0 |

Note 1: NTIA Broadband Infrastructure Program requires minimum thresholds for project funding of 100 Megabits per second (Mbps) download, 20 Mbps upload. The state has defined the baseline speed to be classified as high speed internet as 25 Megabits per second (Mbps) download, 3 Mbps upload, as such efforts will be made to track the percentage of connections exceeding 25/3 funded by the grant.

Note 2: The program's quality will be also be measured in its ability to evaluate, rank, complete the challenge process, and announce grant awards. Projected days from grant submittal to awards in FY22 were higher than originally anticipated due to intense demand for NTIA funds across nation.

PROGRAM DESCRIPTION

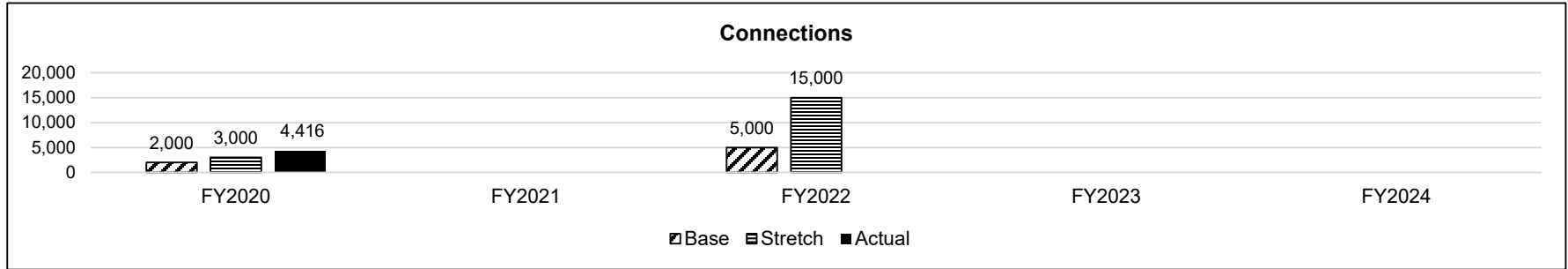
Department: Economic Development

HB Section(s): 7.115

Program Name: Broadband Grants (NTIA)

Program is found in the following core budget(s): Broadband Grants (NTIA)

2c. Provide a measure(s) of the program's impact.

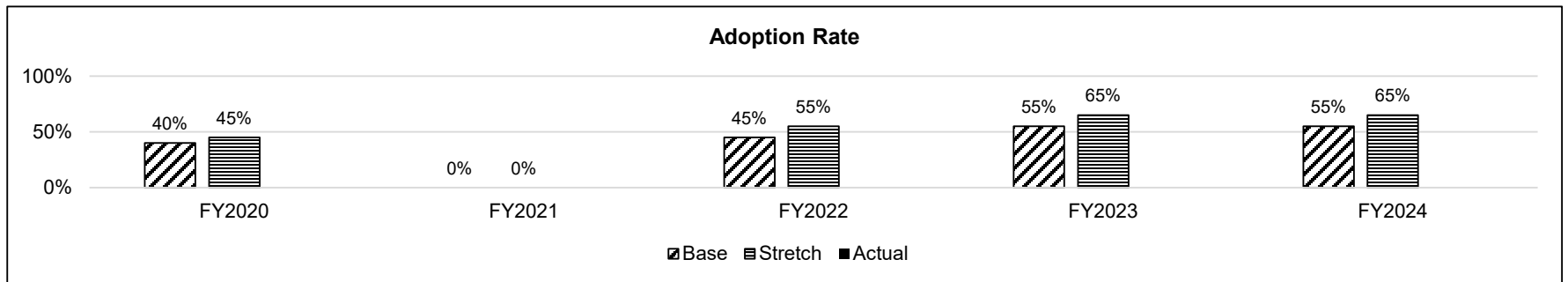


Note 1: Total number of connections refer to those who will have the opportunity to access the new broadband infrastructure (counted at time of project award). Connections include businesses, farms, important community institutions, and households. Missouri is technology neutral and could experience higher amount of potential connections.

Note 2: The Missouri Broadband Grant program did not receive an appropriation in FY2021, and, therefore did not have a base, stretch or actual connections due to lack of funding.

Note 3: In FY2022, the Department received \$10 million in spending authority for the anticipated federal resources; however, NTIA's award timeline was delayed into CY2022. FY2022 connections will depend on final total awards from NTIA to Missouri projects.

Note 4: No connections are anticipated in FY2023 & FY2024 since broadband grant program activity is expected to shift to ARPA-related programs.



Note 1: Adoption rate is expressed as a percentage on total number of actual subscribers to the newly built and/or expanded broadband service divided by the number of proposed connections. Deploying new broadband infrastructure increases access, but the real impact for economic opportunity exists when the adoption rate is high. Exceeding these benchmarks will assist broadband providers in projecting future rehabilitation and expansion projects.

Note 2: The Missouri Broadband Grant program did not receive an appropriation in FY2021, and, therefore, did not have a base, stretch or actual connections due to lack of funding.

PROGRAM DESCRIPTION

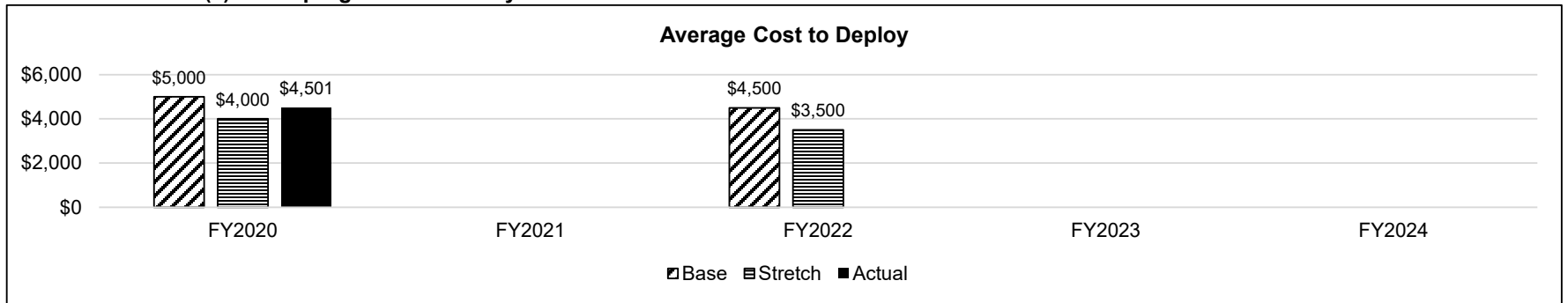
Department: Economic Development

HB Section(s): 7.115

Program Name: Broadband Grants (NTIA)

Program is found in the following core budget(s): Broadband Grants (NTIA)

2d. Provide a measure(s) of the program's efficiency.



Note 1: The average cost per passing of \$5,000 was utilized from anecdotal research of benchmark states. The inaugural round of the broadband grant program, awarded to sixteen projects in April 2020 yielded an average cost per passing of \$4,501. The cost to deploy will be catalogued during each grant review cycle and will be benchmarked over time.

Note 2: The Missouri Broadband Grant program did not receive an appropriation in FY2021, and, therefore, did not have a base, stretch or actual connections due to lack of funding.

Note 3: No connections are anticipated in FY2023 & FY2024 since broadband grant program activity is expected to shift to ARPA-related programs. Thus, average cost to deploy not included for those fiscal years.

PROGRAM DESCRIPTION

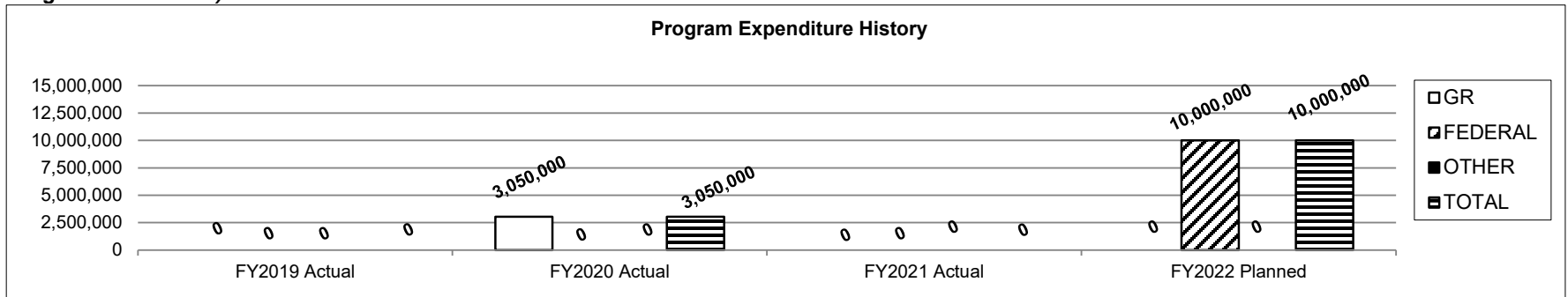
Department: Economic Development

HB Section(s): 7.115

Program Name: Broadband Grants (NTIA)

Program is found in the following core budget(s): Broadband Grants (NTIA)

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: GR expenditures reflects 3% Governor's Reserve and Restriction.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

NTIA Broadband Infrastructure Program (11.031) & Section 620.2450, RSMo (Missouri Broadband State Grant Program)

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

NEW DECISION ITEM

RANK: 5 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43125C</u> |
| Division: Strategy and Performance | |
| DI Name: Broadband Grants (NTIA) DI# 1419001 | HB Section <u>7.115</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|-------------------|-------------|-------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 51,741 | 0 | 51,741 |
| EE | 0 | 11,356 | 0 | 11,356 |
| PSD | 0 | 56,117,789 | 0 | 56,117,789 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 56,180,886 | 0 | 56,180,886 |
| FTE | 0.00 | 1.00 | 0.00 | 1.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|-------------------|-------------|-------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 51,741 | 0 | 51,741 |
| EE | 0 | 11,356 | 0 | 11,356 |
| PSD | 0 | 56,117,789 | 0 | 56,117,789 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 56,180,886 | 0 | 56,180,886 |
| FTE | 0.00 | 1.00 | 0.00 | 1.00 |

| | | | | |
|--------------------|---|--------|---|--------|
| Est. Fringe | 0 | 28,377 | 0 | 28,377 |
|--------------------|---|--------|---|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|--------|---|--------|
| Est. Fringe | 0 | 28,377 | 0 | 28,377 |
|--------------------|---|--------|---|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Federal Funds: DED Federal Stimulus Fund (2360)

Other Funds:
Federal Funds: DED Federal Stimulus Fund (2360)

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input checked="" type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

The National Telecommunications and Information Administration (NTIA) Broadband Infrastructure Program (BIP) provides a federal grant to the state which in turns support awarded applicants to construct high speed internet to connections made up of rural households, businesses, farms, and community anchor institutions across Missouri. Applicants from underserved areas, which experience little or no internet service at all, will receive high priority status. NTIA will evaluate DED's Covered Partnership application. If projects are awarded in Missouri, DED will enter into agreements with the selected projects. The Office of Broadband Development will support the recipients, ensure compliance, validate the technology is deployed, and celebrate successful completion of the projects. The NTIA BIP will approve length of time for the project period.

NEW DECISION ITEM

RANK: 5 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43125C</u> |
| Division: Strategy and Performance | |
| DI Name: Broadband Grants (NTIA) DI# 1419001 | HB Section <u>7.115</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

This amount reflects possible awards amounts from NTIA for approved projects, the FTE for the Grants Specialist is needed to manage the compliance, validation, and reporting required of the state to NTIA. DED has requested federal grant support for the FTE. The FTE will enhance the Office of Broadband Development's ability to provide addition technical grant support to counties and communities.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| 100/Grants Specialist/11GR30 | 0 | 0.0 | 51,741 | 1.0 | | | 51,741 | 1.0 | |
| Total PS | 0 | 0.0 | 51,741 | 1.0 | 0 | 0.0 | 51,741 | 1.0 | 0 |
| 140/Travel, In-State | | | 3,500 | | | | 3,500 | | |
| 160/Travel, Out-State | | | 1,500 | | | | 1,500 | | |
| 190/Supplies | | | 375 | | | | 375 | | |
| 320/Professional Development | | | 1,500 | | | | 1,500 | | |
| 340/Communication Serv & Supp | | | 960 | | | | 960 | | |
| 480/Computer Equipment | | | 2,010 | | | | 2,010 | | |
| 580/Office Equipment | | | 1,511 | | | | 1,511 | | |
| Total EE | 0 | | 11,356 | | 0 | | 11,356 | | 0 |
| Program Distributions | 0 | | 56,117,789 | | | | 56,117,789 | | |
| Total PSD | 0 | | 56,117,789 | | 0 | | 56,117,789 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 56,180,886 | 1.0 | 0 | 0.0 | 56,180,886 | 1.0 | 0 |

NEW DECISION ITEM

RANK: 5 OF 26

| Department: Economic Development | | Budget Unit | | 43125C | | | | | |
|------------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| Division: Strategy and Performance | | HB Section | | 7.115 | | | | | |
| DI Name: Broadband Grants (NTIA) | | DI# 1419001 | | | | | | | |
| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
| 100/Grants Specialist/11GR30 | | | 51,741 | 1.0 | | | 51,741 | 1.0 | |
| Total PS | 0 | 0.0 | 51,741 | 1.0 | 0 | 0.0 | 51,741 | 1.0 | 0 |
| 140/Travel, In-State | | | 3,500 | | | | 3,500 | | |
| 160/Travel, Out-State | | | 1,500 | | | | 1,500 | | |
| 190/Supplies | | | 375 | | | | 375 | | |
| 320/Professional Development | | | 1,500 | | | | 1,500 | | |
| 340/Communication Serv & Supp | | | 960 | | | | 960 | | |
| 480/Computer Equipment | | | 2,010 | | | | 2,010 | | |
| 580/Office Equipment | | | 1,511 | | | | 1,511 | | |
| Total EE | 0 | | 11,356 | | 0 | | 11,356 | | 0 |
| Program Distributions | 0 | | 56,117,789 | | | | 56,117,789 | | |
| Total PSD | 0 | | 56,117,789 | | 0 | | 56,117,789 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 56,180,886 | 1.0 | 0 | 0.0 | 56,180,886 | 1.0 | 0 |

NEW DECISION ITEM

RANK: 5 **OF** 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43125C</u> |
| Division: Strategy and Performance | |
| DI Name: Broadband Grants (NTIA) DI# 1419001 | HB Section <u>7.115</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the measures in the Broadband Grants (NTIA) Program Description Form.

6b. Provide a measure(s) of the program's quality.

Refer to the measures in the Broadband Grants (NTIA) Program Description Form.

6c. Provide a measure(s) of the program's impact.

Refer to the measures in the Broadband Grants (NTIA) Program Description Form.

6d. Provide a measure(s) of the program's efficiency.

Refer to the measures in the Broadband Grants (NTIA) Program Description Form.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

- Fully execute program agreements with awarded projects selected by NTIA.
- Support awarded providers with assistance in reporting, environmental, and adoption strategies for their respective projects.
- Staff accessible to answer program questions, provide additional information as needed, and manage a transparent process.
- Benchmark and track projects; articulate to stakeholders and citizens the impact and measurements on funded deployments.
- Follow-up with satisfaction surveys and incorporate feedback results into future grant cycles.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--|------------|-------------|------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| RURAL BROADBAND GRANT | | | | | | | | |
| Broadband Grants (NTIA) - 1419001 | | | | | | | | |
| GRANTS SPECIALIST | 0 | 0.00 | 0 | 0.00 | 51,741 | 1.00 | 51,741 | 1.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 51,741 | 1.00 | 51,741 | 1.00 |
| TRAVEL, IN-STATE | 0 | 0.00 | 0 | 0.00 | 3,500 | 0.00 | 3,500 | 0.00 |
| TRAVEL, OUT-OF-STATE | 0 | 0.00 | 0 | 0.00 | 1,500 | 0.00 | 1,500 | 0.00 |
| SUPPLIES | 0 | 0.00 | 0 | 0.00 | 375 | 0.00 | 375 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 0 | 0.00 | 0 | 0.00 | 1,500 | 0.00 | 1,500 | 0.00 |
| COMMUNICATION SERV & SUPP | 0 | 0.00 | 0 | 0.00 | 960 | 0.00 | 960 | 0.00 |
| COMPUTER EQUIPMENT | 0 | 0.00 | 0 | 0.00 | 2,010 | 0.00 | 2,010 | 0.00 |
| OFFICE EQUIPMENT | 0 | 0.00 | 0 | 0.00 | 1,511 | 0.00 | 1,511 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 11,356 | 0.00 | 11,356 | 0.00 |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 56,117,789 | 0.00 | 56,117,789 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 56,117,789 | 0.00 | 56,117,789 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$56,180,886 | 1.00 | \$56,180,886 | 1.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$56,180,886 | 1.00 | \$56,180,886 | 1.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43130C</u> |
| Division: Strategy and Performance | |
| Core: Office of the Military Advocate | HB Section <u>7.120</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|----------------|--------------|-----------------------------------|----------|----------|----------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 170,088 | 0 | 0 | 170,088 | PS | 170,088 | 0 | 0 | 170,088 |
| EE | 50,000 | 0 | 0 | 50,000 | EE | 50,000 | 0 | 0 | 50,000 |
| PSD | 390,120 | 0 | 0 | 390,120 | PSD | 390,120 | 0 | 0 | 390,120 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 610,208 | 0 | 0 | 610,208 | Total | 610,208 | 0 | 0 | 610,208 |

| | | | | | | | | | |
|------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|
| FTE | 1.50 | 0.00 | 0.00 | 1.50 | FTE | 1.50 | 0.00 | 0.00 | 1.50 |
|------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|

| | | | | |
|--------------------|--------|---|---|--------|
| Est. Fringe | 79,209 | 0 | 0 | 79,209 |
|--------------------|--------|---|---|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|--------|---|---|--------|
| Est. Fringe | 79,209 | 0 | 0 | 79,209 |
|--------------------|--------|---|---|--------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

2. CORE DESCRIPTION

The Office of the Military Advocate (including consultants working on behalf of the Military Advocate), and the Missouri Military Preparedness and Enhancement Commission (MMPEC), work in concert with governments and private sector stakeholders around the state and nation on strategies to achieve the following goals:

- Preserve and enhance the military installations, missions and defense agencies located in Missouri;
- Create a more supportive environment for military Service members and their families; and
- Support the retention and growth of Missouri's defense and national security businesses.

A high priority of the program is to continue to work with Missouri's military installations and defense agencies, and the Missouri communities in which they operate, to prepare for likely cuts in the federal defense budget in FY2022 and FY2023, and to anticipate and take advantage of military reorganizations. Additional priorities are to help Missouri defense and national security businesses recover from the COVID-19 pandemic and increase their opportunities for expansion, increase the number of separating Service members who choose to live and work in Missouri, and better connect military spouses with job opportunities. MMPEC, a Governor-appointed commission, is required to prepare a biennial strategic plan, which sets goals for the Military Advocate and its consultants and tracks performance.

3. PROGRAM LISTING (list programs included in this core funding)

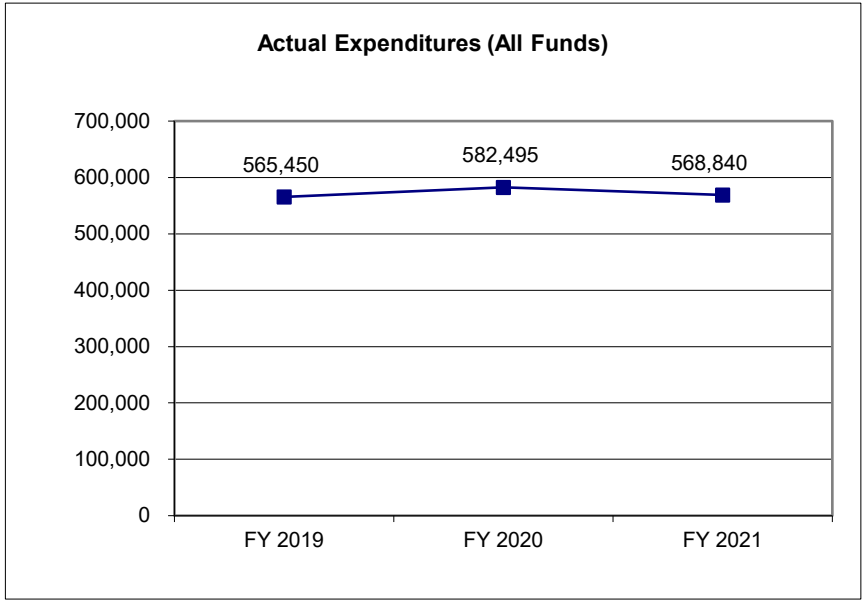
Office of the Military Advocate

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43130C</u> |
| Division: Strategy and Performance | |
| Core: Office of the Military Advocate | HB Section <u>7.120</u> |

4. FINANCIAL HISTORY

| | <u>FY 2019 Actual</u> | <u>FY 2020 Actual</u> | <u>FY 2021 Actual</u> | <u>FY 2022 Current Yr.</u> |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 602,809 | 606,071 | 608,524 | 610,208 |
| Less Reverted (All Funds) | (18,085) | (18,183) | (18,256) | (18,307) |
| Less Restricted (All Funds)* | 0 | 0 | | |
| Budget Authority (All Funds) | 584,724 | 587,888 | 590,268 | 591,901 |
| Actual Expenditures (All Funds) | 565,450 | 582,495 | 568,840 | N/A |
| Unexpended (All Funds) | 19,274 | 5,393 | 21,428 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 19,274 | 5,393 | 21,428 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |
| | | | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES: (1) \$34,146 was restricted in July 2020, but was released in March 2021; therefore, not all funding was able to be expended.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
MILITARY ADVOCATE

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|----------------|----------------|--------------|----------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PS | 1.50 | 170,088 | 0 | 0 | 170,088 | |
| | EE | 0.00 | 50,000 | 0 | 0 | 50,000 | |
| | PD | 0.00 | 390,120 | 0 | 0 | 390,120 | |
| | Total | 1.50 | 610,208 | 0 | 0 | 610,208 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PS | 1.50 | 170,088 | 0 | 0 | 170,088 | |
| | EE | 0.00 | 50,000 | 0 | 0 | 50,000 | |
| | PD | 0.00 | 390,120 | 0 | 0 | 390,120 | |
| | Total | 1.50 | 610,208 | 0 | 0 | 610,208 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PS | 1.50 | 170,088 | 0 | 0 | 170,088 | |
| | EE | 0.00 | 50,000 | 0 | 0 | 50,000 | |
| | PD | 0.00 | 390,120 | 0 | 0 | 390,120 | |
| | Total | 1.50 | 610,208 | 0 | 0 | 610,208 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MILITARY ADVOCATE | | | | | | | | |
| CORE | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 162,362 | 2.00 | 170,088 | 1.50 | 170,088 | 1.50 | 170,088 | 1.50 |
| TOTAL - PS | 162,362 | 2.00 | 170,088 | 1.50 | 170,088 | 1.50 | 170,088 | 1.50 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| GENERAL REVENUE | 12,247 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 |
| TOTAL - EE | 12,247 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| GENERAL REVENUE | 394,231 | 0.00 | 390,120 | 0.00 | 390,120 | 0.00 | 390,120 | 0.00 |
| TOTAL - PD | 394,231 | 0.00 | 390,120 | 0.00 | 390,120 | 0.00 | 390,120 | 0.00 |
| TOTAL | 568,840 | 2.00 | 610,208 | 1.50 | 610,208 | 1.50 | 610,208 | 1.50 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 1,684 | 0.00 | 1,684 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 1,684 | 0.00 | 1,684 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 1,684 | 0.00 | 1,684 | 0.00 |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,448 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,448 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,448 | 0.00 |
| GRAND TOTAL | \$568,840 | 2.00 | \$610,208 | 1.50 | \$611,892 | 1.50 | \$621,340 | 1.50 |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|----------------|----------------|----------------|----------------|------------------|-----------------|------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MILITARY ADVOCATE FED GRANT | | | | | | | | |
| National Security Crossroads - 1419013 | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| DED-ED PROGRAMS-FEDERAL OTHER | 0 | 0.00 | 0 | 0.00 | 548,757 | 0.00 | 548,757 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 548,757 | 0.00 | 548,757 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 548,757 | 0.00 | 548,757 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$548,757 | 0.00 | \$548,757 | 0.00 |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|-------------------------------|-----------------|----------------|----------------|----------------|-----------------|-----------------|----------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| FED GRANTS/DONATIONS | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| DED-ED PROGRAMS-FEDERAL OTHER | 75,000 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 75,000 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL | 75,000 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$75,000 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

FLEXIBILITY REQUEST FORM

| | |
|--|---|
| BUDGET UNIT NUMBER: 43130C | DEPARTMENT: Economic Development |
| BUDGET UNIT NAME: Military Advocate | |
| HOUSE BILL SECTION: 7.120 | DIVISION: Strategy and Performance |

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The department is requesting 5% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.

- Military Advocate PS (0101) - \$170,088 x 5% = \$8,504 and Military Advocate EE (0101) - \$440,120 x 5% = \$22,006

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

| PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED | BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED |
|---|---|---|
| \$0 | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

3. Please explain how flexibility was used in the prior and/or current years.

| PRIOR YEAR EXPLAIN ACTUAL USE | CURRENT YEAR EXPLAIN PLANNED USE |
|----------------------------------|-------------------------------------|
| N/A. | N/A |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MILITARY ADVOCATE | | | | | | | | |
| CORE | | | | | | | | |
| MARKETING SPECIALIST I | 1,460 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| DESIGNATED PRINCIPAL ASST DIV | 127,333 | 1.00 | 132,589 | 1.00 | 132,589 | 1.00 | 132,589 | 1.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 33,569 | 0.96 | 37,499 | 0.50 | 37,499 | 0.50 | 37,499 | 0.50 |
| TOTAL - PS | 162,362 | 2.00 | 170,088 | 1.50 | 170,088 | 1.50 | 170,088 | 1.50 |
| TRAVEL, IN-STATE | 614 | 0.00 | 4,268 | 0.00 | 4,268 | 0.00 | 4,268 | 0.00 |
| TRAVEL, OUT-OF-STATE | 0 | 0.00 | 8,536 | 0.00 | 8,536 | 0.00 | 8,536 | 0.00 |
| SUPPLIES | 6,056 | 0.00 | 33,151 | 0.00 | 33,151 | 0.00 | 33,151 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 3,275 | 0.00 | 41 | 0.00 | 41 | 0.00 | 41 | 0.00 |
| COMMUNICATION SERV & SUPP | 2,036 | 0.00 | 3,679 | 0.00 | 3,679 | 0.00 | 3,679 | 0.00 |
| PROFESSIONAL SERVICES | 180 | 0.00 | 20 | 0.00 | 20 | 0.00 | 20 | 0.00 |
| OTHER EQUIPMENT | 26 | 0.00 | 224 | 0.00 | 224 | 0.00 | 224 | 0.00 |
| MISCELLANEOUS EXPENSES | 60 | 0.00 | 81 | 0.00 | 81 | 0.00 | 81 | 0.00 |
| TOTAL - EE | 12,247 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 |
| PROGRAM DISTRIBUTIONS | 394,231 | 0.00 | 390,120 | 0.00 | 390,120 | 0.00 | 390,120 | 0.00 |
| TOTAL - PD | 394,231 | 0.00 | 390,120 | 0.00 | 390,120 | 0.00 | 390,120 | 0.00 |
| GRAND TOTAL | \$568,840 | 2.00 | \$610,208 | 1.50 | \$610,208 | 1.50 | \$610,208 | 1.50 |
| GENERAL REVENUE | \$568,840 | 2.00 | \$610,208 | 1.50 | \$610,208 | 1.50 | \$610,208 | 1.50 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.120

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

1a. What strategic priority does this program address?

Customer Centric and Regionally Targeted

1b. What does this program do?

Leads state economic development efforts to:

- assist communities in preserving and enhancing military installations, missions and agencies;
- increase the number of transitioning military service members and families who stay in Missouri after separation;
- support the retention and growth of Missouri defense and national security businesses; and
- prepare for a Base Realignment and Closure (BRAC) process or a similar basing action that negatively impacts Missouri.

2a. Provide an activity measure(s) for the program.

| | FY2019 | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|---|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Interactions with key military installation and agency influencers | 95 | 100 | 83 | 120 | 90 | 120 | 120 | 120 |
| New contacts with separating Military Service members | 2,153 | 5,103 | 2,280 | 6,352 | 2,005 | 6,749 | 7,146 | 7,146 |
| Interactions with key decision-makers at Missouri defense businesses | 19 | 24 | 29 | 35 | 29 | 36 | 40 | 40 |

Note 1: Measure 1 is calculated based on the number of in-person or telephone interactions with military and federal agency leaders, community support organizations, members of Congress, Congressional Committee staff, and leaders of advocacy and education organizations who are key to influencing whether military installations, agencies and missions are retained or grow in Missouri. The total number targeted for FY2020 and prior years was 100, but the list is expanded to 120 in FY2021 and beyond. The COVID pandemic drastically changed our ability to interact with military and agency leaders, causing a decline in expected contacts. National, regional and local events were curtailed, thus eliminating prime opportunities to interact.

Note 2: Measure 2 aims at achieving contact with 85% of separating Service members in FY2022, 90% in FY2023 and 90% in FY2024. The universe of those separating each year is projected to be 7,940. During FY2021, the COVID pandemic disrupted outreach efforts for the entire year, causing a steep decline in contacts being made with transitioning service members. For example, DoD, Fort Leonard Wood, and Whiteman AFB separation and transition assistance information was not provided to our office for more than 4 months during the year, causing significant difficulting in doing outreach.

Note 3: Measure 3 was calculated based on the number in-person and telephone interactions with key leaders representing 40 leading Missouri defense businesses, contacting 90% in FY2022, 100% in FY2023, and 100% in FY2024. The COVID pandemic restricted travel and opportunities for interaction.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.120

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

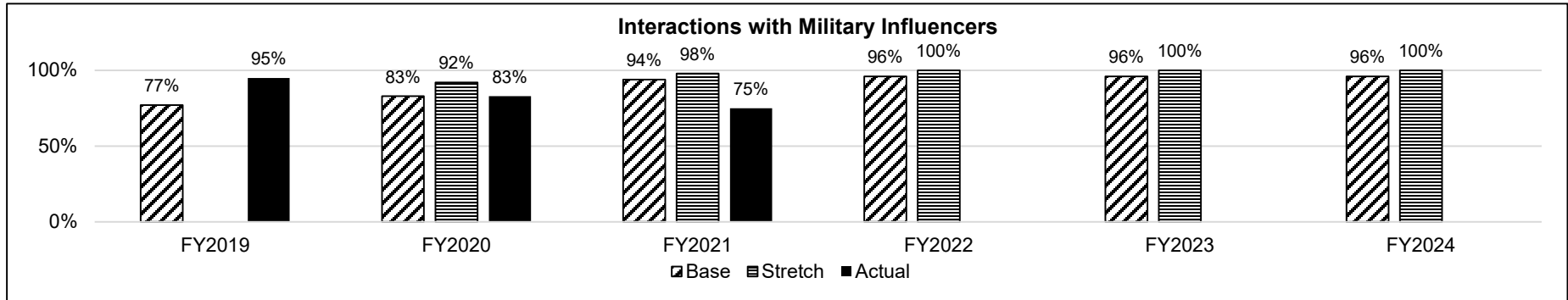
2b. Provide a measure(s) of the program's quality.

| | FY2019 | FY2020 | FY2021 | | FY2022 | FY2023 | FY2024 |
|------------------------------------|--------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Service Experience | N/A | 92% | 94% | 93% | 94% | 95% | 95% |

Note 1: Percentage of respondents who rated their experience as "very" or "somewhat" positive.

Note 2: FY2021 results based on September 2021 survey that included 40 respondents.

2c. Provide a measure(s) of the program's impact.



Note 1: Reflects the percentage of the identified key influencers with whom the Military Advocate and its consultants have in-person and telephone interactions regarding opportunities and threats related to Missouri military installations, agencies and missions. The contacts occur both inside and outside of Missouri and are aimed at building recognition of the military's importance in Missouri and to achieve specific outcomes as specified in the 2020-2022 Military and Defense Strategic Plan.

Note 2: For FY2022, the Office of Military Advocate and its consultants identified 120 military and federal agency leaders, community/installation support organizations, Members of Congress, Professional Staff of Congressional Committees, and leaders of advocacy and education organizations who are key to influencing whether military installations, agencies and missions are retained or grow in Missouri. The list of targeted influencers was expanded to 120 in FY2021 and subsequent years. The list of influencers will change from year to year and even more quickly as officials leave their positions are replaced by others. The expectation is that 96% of the influencers will be contacted in FY2022 and FY2023. The number of targeted influencers will be remain the same for FY2023, but could be expanded in FY2024.

PROGRAM DESCRIPTION

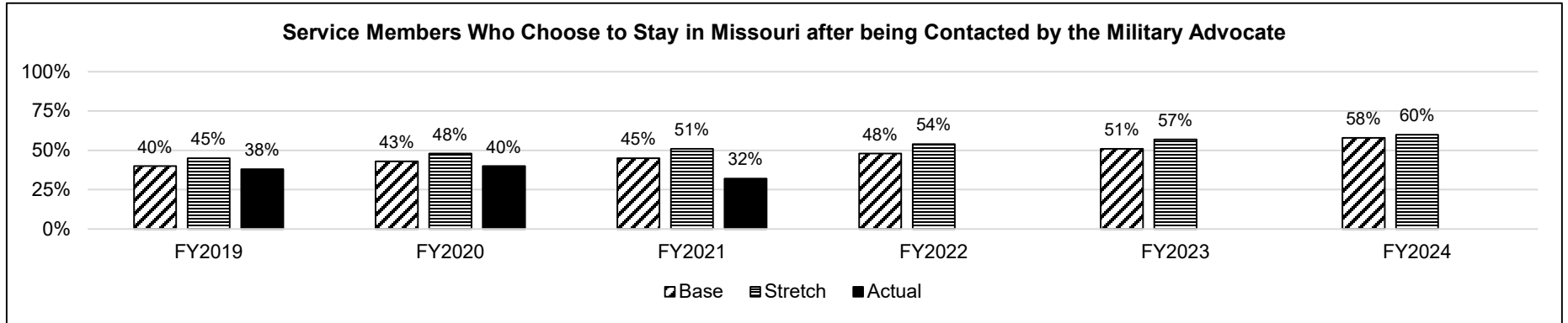
Department: **Economic Development**

HB Section(s): **7.120**

Program Name: **Office of the Military Advocate**

Program is found in the following core budget(s): **Office of the Military Advocate**

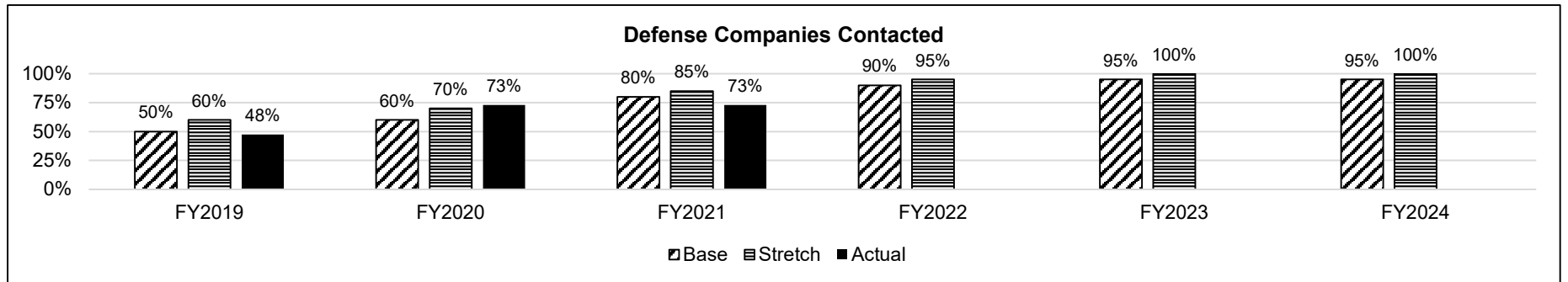
2c. Provide a measure(s) of the program's impact. (continued)



Note 1: The percentage estimates are based on the number of those Service members with Missouri homes of record who left the military at locations anywhere in the world, plus the number of Service members who left the military at Whiteman AFB and Fort Leonard Wood. For FY2022, FY2023, and FY2024, the estimate of those separating is 7,940.

Note 2: It is assumed that 33% of those who left the service chose to relocate to or stay in Missouri in FY2018, the base year, and the estimate is 40% for FY2019 through FY2022 is 43%. Better sources of information will be developed in FY2022 to track these Service members who leave the military as to whether they are present and working in Missouri. A significant barrier is the inability to gain access to the Social Security Numbers for those leaving the military so that labor experts in state government can track what actually happens after these Service members leave military service.

Note 3: The Military Advocate is working with the DHEWD-Division of Workforce Development and other agencies to develop a statistical method using state employment records without Social Security Numbers to estimate the percentage of those contacted who choose to stay in Missouri.



Note: Reflects the percentage of 40 Missouri defense companies where the Military Advocate and its consultants have had at least one quality interaction with key influencers. Key influencers are those company leaders who can influence decisions regarding growth and expansion of defense business investments and/or jobs in Missouri.

PROGRAM DESCRIPTION

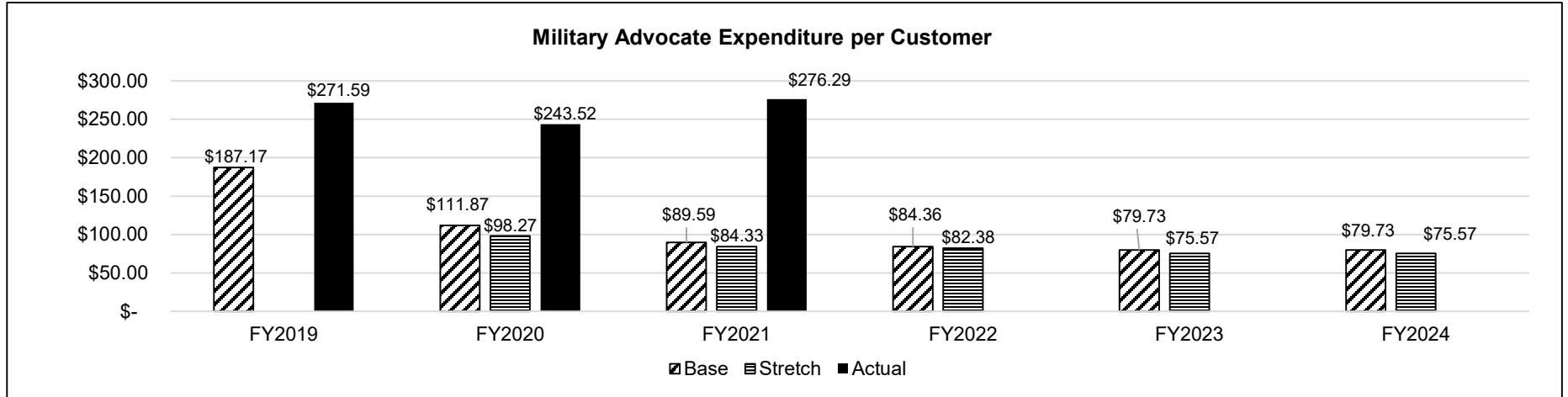
Department: Economic Development

HB Section(s): 7.120

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

2d. Provide a measure(s) of the program's efficiency.



Note: For FY2023, assumes interactions with 120 key military installation influencers; contacts with 40 defense business influencers; and direct outreach to 7,146 separating Service members.

PROGRAM DESCRIPTION

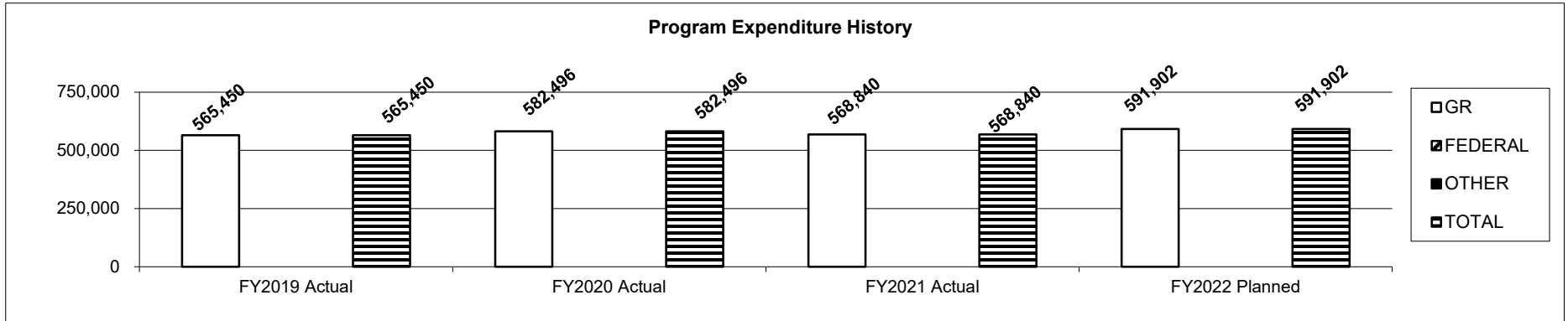
Department: Economic Development

HB Section(s): 7.120

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflects 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 41.1012 RSMo (Office of Military Advocate) and Section 41.1010 RSMo (Missouri Military Preparedness and Enhancement Commission)

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

NEW DECISION ITEM

RANK: 17 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>43131C</u> |
| Division: Strategy and Performance | |
| DI Name: National Security Crossroads DI# 1419013 | HB Section <u>7.120</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------------|----------|----------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 548,757 | 0 | 548,757 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 548,757 | 0 | 548,757 |

FTE 0.00 0.00 0.00 0.00

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Federal Fund: Department of Economic Development-Federal Fund (0129)

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------------|----------|----------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 548,757 | 0 | 548,757 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 548,757 | 0 | 548,757 |

FTE 0.00 0.00 0.00 0.00

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Federal Fund: Department of Economic Development-Federal Fund (0129)

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input checked="" type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

DED expects a grant authored by DED and partners from the Kansas Department of Commerce in CY2019 to be approved in FY2022, by the U.S. Department of Defense through the Office of Local Defense Community Cooperation (OLDCC) (formerly called the Office of Economic Adjustment).

This new decision item is being requested to allow for DED to serve as a fiscal agent for this OLDCC grant in support of the National Security Crossroads (NSC). The NSC is a regional branding effort across Missouri and Kansas that seeks to brand the two-state region as a national security strength and home for new national security missions, educate federal legislators on the value of the Crossroads, and share best practices to enable members of the Crossroads to be agile and resilient. The grant will be used to achieve the following objectives: (1) retain and expand existing federal national security missions, (2) improve workforce attraction/retention and drive economic growth, (3) increase regional federal agency interaction to speed problem solving and save federal budget dollars, (4) improve veteran hiring by 1%, and (5) attract a new federal mission. Grant activities will include recruiting and engaging dedicated project staff; outreach, research, analysis, and planning; and community engagement.

NEW DECISION ITEM

RANK: 17 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>43131C</u> |
| Division: Strategy and Performance | |
| DI Name: National Security Crossroads DI# 1419013 | HB Section <u>7.120</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

DED expects a grant authored by DED and partners from the Kansas Department of Commerce in CY2019 to be approved in FY2022, by the U.S. Department of Defense through the Office of Local Defense Community Cooperation (OLDCC) (formerly called the Office of Economic Adjustment). Missouri's DED and Kansas' Department of Commerce have an Memorandum of Understanding that designates Missouri to serve as fiscal agent and administrator of any grant application and subsequent grant awarded to the National Security Crossroads Initiative by the OLDCC. DED previously had a FY2021 line item in its budget that would have allowed DED to accept and spend these federal grant funds. However, since this line item was not approved in the FY2022 budget, DED needs new spending authority to accept and spend these federal funds. Items included in request amount include costs for contracted personnel, research and analysis, and other administrative needs.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | 0.0 | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| 400 / Professional Services | | | 548,757 | | | | 548,757 | | |
| Total EE | <u>0</u> | | <u>548,757</u> | | <u>0</u> | | <u>548,757</u> | | <u>0</u> |
| | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>548,757</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>548,757</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 17 OF 26

| Department: Economic Development | | Budget Unit | | 43131C | | | | | | | |
|---------------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|----------|--|
| Division: Strategy and Performance | | HB Section | | 7.120 | | | | | | | |
| DI Name: National Security Crossroads | | DI# 1419013 | | | | | | | | | |
| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS | | |
| | | | | | | | 0 | | | | |
| | | | | | | | 0 | 0.0 | | | |
| Total PS | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | | |
| | | | | | | | 0 | | | | |
| | | | | | | | 0 | | | | |
| 400 / Professional Services | | | 548,757 | | | | 548,757 | | | | |
| Total EE | 0 | | 548,757 | | 0 | | 548,757 | | | 0 | |
| Program Distributions | | | | | | | 0 | | | | |
| Total PSD | 0 | | 0 | | 0 | | 0 | | | 0 | |
| Transfers | | | | | | | 0 | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | | 0 | |
| Grand Total | 0 | 0.0 | 548,757 | 0.0 | 0 | 0.0 | 548,757 | 0.0 | 0 | | |

NEW DECISION ITEM

RANK: 17 OF 26

| | |
|---------------------------------------|---------------------------|
| Department: Economic Development | Budget Unit <u>43131C</u> |
| Division: Strategy and Performance | |
| DI Name: National Security Crossroads | DI# <u>1419013</u> |
| | HB Section <u>7.120</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

An activity measure for the program is under development.

6b. Provide a measure(s) of the program's quality.

A quality measure for the program is under development.

6c. Provide a measure(s) of the program's impact.

1. Retention and expansion of existing federal national security missions;
2. Improve workforce attraction / retention and drive economic growth;
3. Increase regional federal agency interaction to speed problem solving and save federal budget dollars;
4. Improve veteran hiring by 1%; and
5. Attraction of new federal mission

6d. Provide a measure(s) of the program's efficiency.

An efficiency measure for the program is under development.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Strategies to achieve the performance measurements are under development.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MILITARY ADVOCATE FED GRANT | | | | | | | | |
| National Security Crossroads - 1419013 | | | | | | | | |
| PROFESSIONAL SERVICES | 0 | 0.00 | 0 | 0.00 | 548,757 | 0.00 | 548,757 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 548,757 | 0.00 | 548,757 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$548,757 | 0.00 | \$548,757 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$548,757 | 0.00 | \$548,757 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | | | |
|--------------------|--|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 43135C |
| Division: | Strategy and Performance | | |
| Core: | Military Community Reinvestment Program | HB Section | 7.125 |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|----------------|--------------|-----------------------------------|----------|----------|----------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 300,000 | 0 | 0 | 300,000 | PSD | 300,000 | 0 | 0 | 300,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 300,000 | 0 | 0 | 300,000 | Total | 300,000 | 0 | 0 | 300,000 |

| | | | | | | | | | |
|------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |
|------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: _____ Other Funds: _____

2. CORE DESCRIPTION

This is the core appropriation for the Missouri Military Community Reinvestment Act created in 2018 under Section 620.3300, RSMo. The purpose of the program is to assist military communities in working cooperatively with DED and the Military Advocate, supporting and sustaining their installations, to encourage communities to initiate coordinated response programs and action plans in advance of federal government base re-alignment and closure decisions (BRAC), and to support community efforts to attract new or expanded military missions.

The matching grant funds are administered in cooperation with the Missouri Military Preparedness and Enhancement Commission (MMPEC) to help non-profit organizations and local governments by ensuring that they have the capacity and expertise that enables them to implement strategies to retain and grow military and defense investments and jobs.

Grants were made to two community-based organizations in FY2021, but the program scope and execution allowed these organizations less than a full year to expend their grant funds, limiting the usefulness of the program.

3. PROGRAM LISTING (list programs included in this core funding)

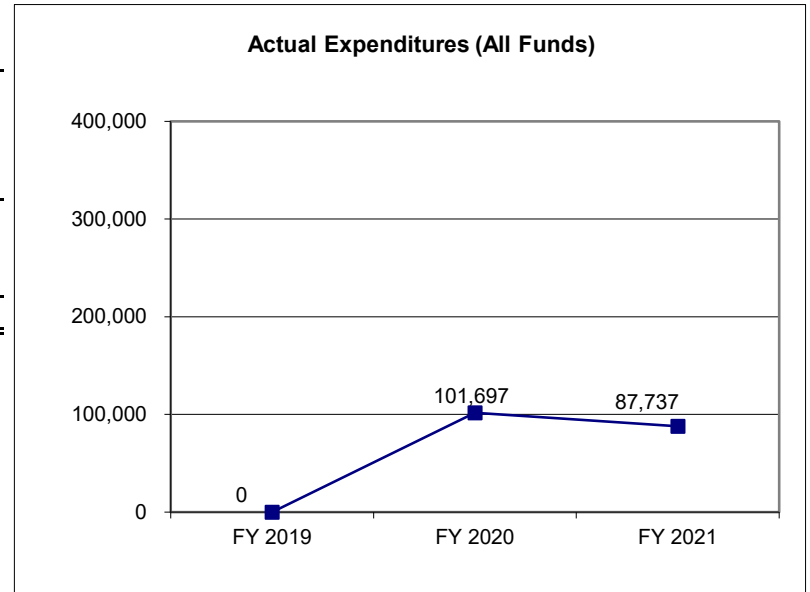
Missouri Military Community Reinvestment Program

CORE DECISION ITEM

| | | | |
|--------------------|--|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 43135C |
| Division: | Strategy and Performance | HB Section | 7.125 |
| Core: | Military Community Reinvestment Program | | |

4. FINANCIAL HISTORY

| | <u>FY 2019</u> | <u>FY 2020</u> | <u>FY 2021</u> | <u>FY 2022</u> |
|---------------------------------|----------------|----------------|----------------|--------------------|
| | <u>Actual</u> | <u>Actual</u> | <u>Actual</u> | <u>Current Yr.</u> |
| Appropriation (All Funds) | 0 | 300,000 | 110,698 | 300,000 |
| Less Reverted (All Funds) | 0 | (9,000) | (3,321) | (9,000) |
| Less Restricted (All Funds)* | 0 | (189,303) | 0 | |
| Budget Authority (All Funds) | 0 | 101,697 | 107,377 | 291,000 |
| Actual Expenditures (All Funds) | 0 | 101,697 | 87,737 | N/A |
| Unexpended (All Funds) | 0 | 189,303 | 19,640 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 189,303 | 19,640 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MILITARY REINVESTMENT GRANTS**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|----------------|----------------|--------------|----------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 300,000 | 0 | 0 | 300,000 | |
| | Total | 0.00 | 300,000 | 0 | 0 | 300,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 300,000 | 0 | 0 | 300,000 | |
| | Total | 0.00 | 300,000 | 0 | 0 | 300,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 300,000 | 0 | 0 | 300,000 | |
| | Total | 0.00 | 300,000 | 0 | 0 | 300,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|-------------------------------------|-----------------|----------------|------------------|----------------|------------------|-----------------|------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MILITARY REINVESTMENT GRANTS | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| GENERAL REVENUE | 87,737 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 |
| TOTAL - PD | 87,737 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 |
| TOTAL | 87,737 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 |
| GRAND TOTAL | \$87,737 | 0.00 | \$300,000 | 0.00 | \$300,000 | 0.00 | \$300,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-------------------------------------|-----------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MILITARY REINVESTMENT GRANTS | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 87,737 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 |
| TOTAL - PD | 87,737 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 | 300,000 | 0.00 |
| GRAND TOTAL | \$87,737 | 0.00 | \$300,000 | 0.00 | \$300,000 | 0.00 | \$300,000 | 0.00 |
| GENERAL REVENUE | \$87,737 | 0.00 | \$300,000 | 0.00 | \$300,000 | 0.00 | \$300,000 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.125

Program Name: Military Community Reinvestment Program

Program is found in the following core budget(s): Military Community Reinvestment Program

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, Regionally Targeted, and One Team

1b. What does this program do?

The purpose of the program is to make matching grants that enable qualifying non-profit organizations and local governments to implement economic development strategies designed to retain and grow investments and jobs at military installations and defense agencies. These strategies are to be implemented in cooperation with the Military Advocate and the Missouri Military Preparedness and Enhancement Commission.

2a. Provide an activity measure(s) for the program.

| | FY2019 Actual | FY2020 Projected | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|---|--------------------------|-----------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Grants awarded to qualifying Missouri non-profit organizations and local governments | N/A | 3 | 5 | 2 | 2 | 2 | 2 |

2b. Provide a measure(s) of the program's quality.

The program was enacted during FY2019 but was funded for the first time in FY2020. Measures of program quality did not exist for FY2019, nor were they contained in a FY2020 request. For FY2022 and subsequent years, DED and the Missouri Military Advocate will develop a survey of eligible non-profit organizations and local governments to determine applicant satisfaction with the grant process and to provide feedback on its administration. Anecdotal feedback indicates a great deal of dissatisfaction with short amount of time available to execute grants once they are made.

2c. Provide a measure(s) of the program's impact.

This program was funded in FY2020, and no impact measures are yet available. Since the grant period ended on June 30, 2021, information is still being collected as to the impact of the awards. DED and the Missouri Military Advocate will develop a process to determine how many of the grantees have success in meeting the capacity building goals contained in their grant proposals, which will be reported in FY2022 and subsequent years.

2d. Provide a measure(s) of the program's efficiency.

This program was funded in FY2020, and no efficiency measures are yet available. For FY2021, DED expended the bulk of the staff time and administrative costs involved in soliciting and evaluating grant applications, issuing grants, and in monitoring the outcomes achieved by each grantee. The Military Advocate, on behalf of the Missouri Military Preparedness and Enhancement Commission (MMPEC) received recommendations from DED, presented them to MMPEC for action, and reported approval/non-approval to DED for execution. For FY2019-FY2022, no additional staff funding was provide to administer the program.

PROGRAM DESCRIPTION

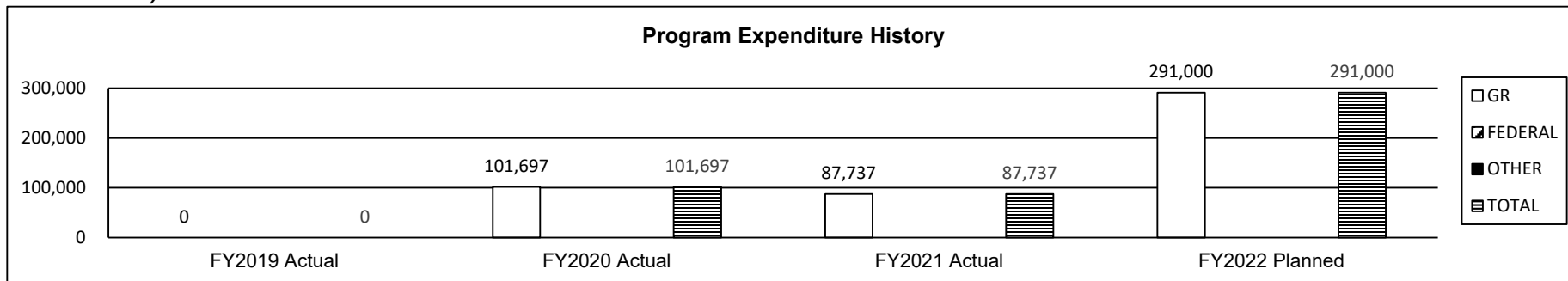
Department: Economic Development

HB Section(s): 7.125

Program Name: Military Community Reinvestment Program

Program is found in the following core budget(s): Military Community Reinvestment Program

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflects 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 41.1010 and 620.3300, RSMo

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42460C</u> |
| Division: Tourism | |
| Core: Tourism Supplemental Revenue Fund Transfer | HB Section <u>7.130</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | FY 2023 Governor's Recommendation | | | | |
|--------------|------------------------|----------|----------|-------------------|-----------------------------------|-------------------|----------|----------|-------------------|
| | GR | Federal | Other | Total | GR | Fed | Other | Total | |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 19,635,414 | 0 | 0 | 19,635,414 | TRF | 19,635,414 | 0 | 0 | 19,635,414 |
| Total | 19,635,414 | 0 | 0 | 19,635,414 | Total | 19,635,414 | 0 | 0 | 19,635,414 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

2. CORE DESCRIPTION

This core decision item is the General Revenue transfer that provides funding to the Tourism Supplemental Revenue Fund, which is the source of funding for the Division of Tourism and the Missouri Film Office. The authority for the Division of Tourism Statewide Tourism Marketing Program is provided for in Sections 620.450 through 620.467, RSMo. The authority for the Missouri Film Office is provided for in Section 620.1200, RSMo.

See the core decision items for the Division of Tourism and the Missouri Film Office for details about these programs.

3. PROGRAM LISTING (list programs included in this core funding)

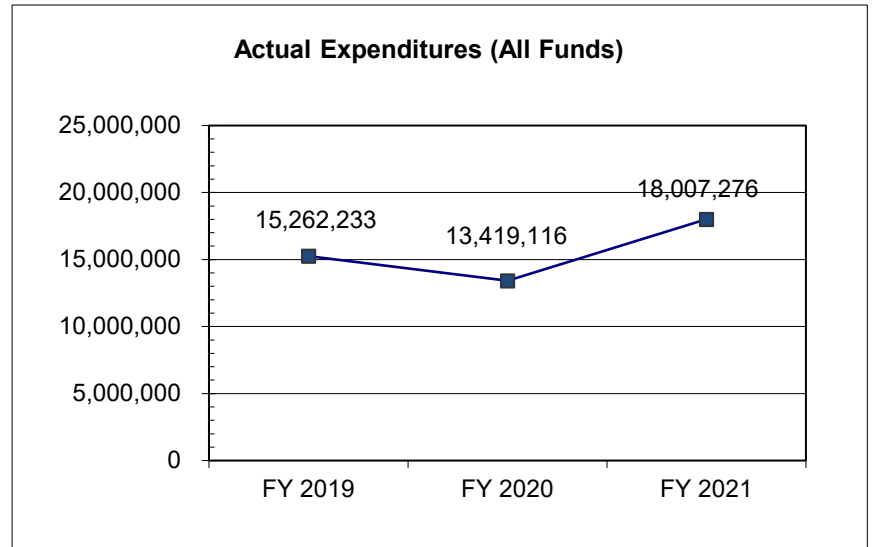
Tourism Supplemental Revenue Fund Transfer

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42460C</u> |
| Division: Tourism | |
| Core: Tourism Supplemental Revenue Fund Transfer | HB Section <u>7.130</u> |

4. FINANCIAL HISTORY

| | <u>FY 2019 Actual</u> | <u>FY 2020 Actual</u> | <u>FY 2021 Actual</u> | <u>FY 2022 Current Yr.</u> |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds) | 15,734,261 | 20,514,326 | 18,564,202 | 20,285,414 |
| Less Reverted (All Funds) | (472,028) | (615,430) | (556,926) | (608,562) |
| Less Restricted (All Funds) | 0 | (6,479,780) | 0 | 0 |
| Budget Authority (All Funds) | 15,262,233 | 13,419,116 | 18,007,276 | 19,676,852 |
| Actual Expenditures (All Funds) | 15,262,233 | 13,419,116 | 18,007,276 | N/A |
| Unexpended (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |



Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
TOURISM-TRANSFER**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-------------------|----------------|--------------|-------------------|-------------------------------------|
| TAFP AFTER VETOES | | | | | | | |
| | TRF | 0.00 | 20,285,414 | 0 | 0 | 20,285,414 | |
| | Total | 0.00 | 20,285,414 | 0 | 0 | 20,285,414 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| 1x Expenditures | 911 T359 TRF | 0.00 | (650,000) | 0 | 0 | (650,000) | Reduction of One-Time Appropriation |
| NET DEPARTMENT CHANGES | | 0.00 | (650,000) | 0 | 0 | (650,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | TRF | 0.00 | 19,635,414 | 0 | 0 | 19,635,414 | |
| | Total | 0.00 | 19,635,414 | 0 | 0 | 19,635,414 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | TRF | 0.00 | 19,635,414 | 0 | 0 | 19,635,414 | |
| | Total | 0.00 | 19,635,414 | 0 | 0 | 19,635,414 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|---------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM-TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 18,007,276 | 0.00 | 20,285,414 | 0.00 | 19,635,414 | 0.00 | 19,635,414 | 0.00 |
| TOTAL - TRF | 18,007,276 | 0.00 | 20,285,414 | 0.00 | 19,635,414 | 0.00 | 19,635,414 | 0.00 |
| TOTAL | 18,007,276 | 0.00 | 20,285,414 | 0.00 | 19,635,414 | 0.00 | 19,635,414 | 0.00 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 21,212 | 0.00 | 21,212 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 21,212 | 0.00 | 21,212 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 21,212 | 0.00 | 21,212 | 0.00 |
| Pay Plan - 0000012 | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 178,614 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 178,614 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 178,614 | 0.00 |
| GRAND TOTAL | \$18,007,276 | 0.00 | \$20,285,414 | 0.00 | \$19,656,626 | 0.00 | \$19,835,240 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-------------------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM-TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| TRANSFERS OUT | 18,007,276 | 0.00 | 20,285,414 | 0.00 | 19,635,414 | 0.00 | 19,635,414 | 0.00 |
| TOTAL - TRF | 18,007,276 | 0.00 | 20,285,414 | 0.00 | 19,635,414 | 0.00 | 19,635,414 | 0.00 |
| GRAND TOTAL | \$18,007,276 | 0.00 | \$20,285,414 | 0.00 | \$19,635,414 | 0.00 | \$19,635,414 | 0.00 |
| GENERAL REVENUE | \$18,007,276 | 0.00 | \$20,285,414 | 0.00 | \$19,635,414 | 0.00 | \$19,635,414 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

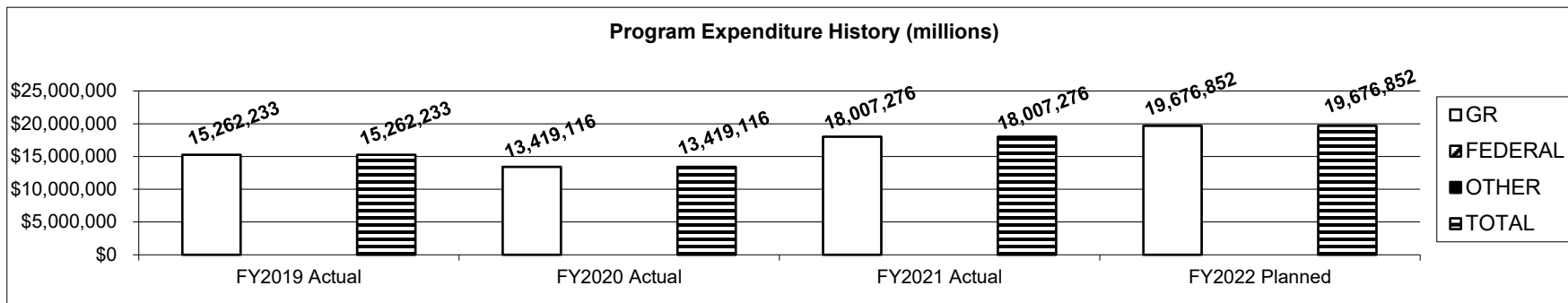
PROGRAM DESCRIPTION

| | |
|---|--------------------------|
| Department: Economic Development | HB Section: 7.130 |
| Program Name: Tourism Supplemental Revenue Fund Transfer | |
| Program is found in the following core budget(s): Tourism | |
| <p>1a. What strategic priority does this program address? Data Driven, Regionally Targeted and Customer Centric</p> <p>1b. What does this program do? This is the General Revenue transfer that provides funding to the Tourism Supplemental Revenue Fund, which is the source of funding for the Division of Tourism and the Missouri Film Office. The authority for the Division of Tourism Statewide Tourism Marketing Program is provided for in Sections 620.450 through 620.467, RSMo. The authority for the Missouri Film Office is provided for in Section 620.1200, RSMo. See the Program Description Forms for the Statewide Tourism Marketing Program and the Missouri Film Office for an explanation of these programs and how they contribute to tourism-related economic development.</p> <p>2a. Provide an activity measure(s) for the program. This is a GR transfer. Please refer to the Program Description for the Statewide Tourism Marketing Program and the Missouri Film Office.</p> <p>2b. Provide a measure(s) of the program's quality. This is a GR transfer. Please refer to the Program Description for the Statewide Tourism Marketing Program and the Missouri Film Office.</p> <p>2c. Provide a measure(s) of the program's impact. This is a GR transfer. Please refer to the Program Description for the Statewide Tourism Marketing Program and the Missouri Film Office.</p> <p>2d. Provide a measure(s) of the program's efficiency. This is a GR transfer. Please refer to the Program Description for the Statewide Tourism Marketing Program and the Missouri Film Office.</p> | |

PROGRAM DESCRIPTION

Department: Economic Development **HB Section:** 7.130
Program Name: Tourism Supplemental Revenue Fund Transfer
Program is found in the following core budget(s): Tourism

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. *(Note: Amounts do not include fringe benefit costs.)*



Note: Planned expenditures for GR reflects the 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 620.450 through 620.467, RSMo, and Section 620.1200, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | | | |
|--------------------|-----------------------------|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 42450C |
| Division: | Tourism | HB Section | 7.135 |
| Core: | Tourism | | |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|------------------------|-------------|-------------------|-------------------|--|-----------------------------------|-------------|-------------------|-------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 1,576,462 | 1,576,462 | PS | 0 | 0 | 1,576,462 | 1,576,462 |
| EE | 0 | 0 | 12,024,401 | 12,024,401 | EE | 0 | 0 | 12,024,401 | 12,024,401 |
| PSD | 0 | 0 | 5,264,999 | 5,264,999 | PSD | 0 | 0 | 5,264,999 | 5,264,999 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 18,865,862 | 18,865,862 | Total | 0 | 0 | 18,865,862 | 18,865,862 |
| FTE | 0.00 | 0.00 | 31.50 | 31.50 | FTE | 0.00 | 0.00 | 30.50 | 30.50 |
| Est. Fringe | 0 | 0 | 994,536 | 994,536 | Est. Fringe | 0 | 0 | 979,739 | 979,739 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |
| Other Funds: Tourism Supplemental Revenue Fund (0274) Tourism Marketing Fund (0650) | | | | | Other Funds: Tourism Supplemental Revenue Fund (0274) Tourism Marketing Fund (0650) | | | | |
| Notes: Requires a GR transfer to Tourism Supplemental Revenue Fund (0274) | | | | | Notes: Requires a GR transfer to Tourism Supplemental Rev Fund (0274) | | | | |

2. CORE DESCRIPTION

This core decision item establishes the spending authority for the Missouri Division of Tourism (MDT) Statewide Tourism Marketing Program as provided for in Sections 620.450 through 620.467, RSMo.

MDT plans and implements varied and broad-reaching marketing, sales, and industry relations programs across the state to maximize the economic impact of travel to Missouri. MDT works with local businesses, destination marketing organizations (DMOs), convention and visitors bureaus, and communities to leverage marketing and public relations efforts to stimulate travel demand and brand the state as a premier tourist destination. The funds from this request will be used to advertise Missouri's tourism destinations and attractions to the traveling public. Such advertising returns dividends back to Missouri, as tourism makes significant contributions to economic output, employment, and tax revenues. Although COVID continued to impact the visitor economy in 2021, Missouri's tourism industry had a \$13.5 billion economic impact and supported 257,057 jobs, while the state welcomed 33 million visitors.

3. PROGRAM LISTING (list programs included in this core funding)

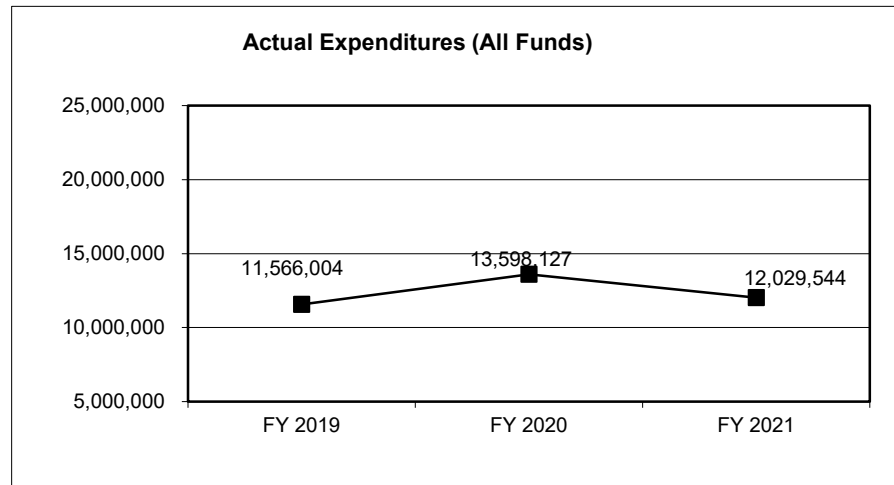
Statewide Tourism Marketing Program

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42450C</u> |
| Division: Tourism | |
| Core: Tourism | HB Section <u>7.135</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 16,363,881 | 20,339,243 | 18,329,821 | 17,616,362 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | | 0 | 0 | 0 |
| Budget Authority (All Funds) | 16,363,881 | 20,339,243 | 18,329,821 | 17,616,362 |
| Actual Expenditures (All Funds) | 11,566,004 | 13,598,127 | 12,029,544 | N/A |
| Unexpended (All Funds) | 4,797,877 | 6,741,116 | 6,300,277 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 4,797,877 | 6,741,116 | 6,300,277 | N/A |
| | (1) | (2) | (3) | |



NOTES: (1) In FY2019, an additional \$1,047,937 of cash was spent from appropriations outside of HB 7, i.e., fringe and IT expenses included in HB 5. Any remaining cash is used for cash flow purposes and to pay May and June cooperative marketing and ad agency invoices in July and August.
(2) In FY2020, the total restriction on the GR transfer was \$6,479,780; however, nothing was restricted from the Tourism Supplemental Revenue Fund spending authority. Any cash at the end of the fiscal year is used for cash flow purposes and to pay May and June cooperative marketing and ad agency invoices in July and August.
(3) In FY2021, \$8,564,202 of restriction was released in January 2021. As a result of increased marketing efforts in Q3 and Q4, cooperative marketing and ad agency invoices arriving in July and August are uncharacteristically large.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
TOURISM**

5. CORE RECONCILIATION DETAIL

| | | | | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|-----|------|--|-------------------------------|--------------|-----------|----------------|--------------------|--------------------|--|
| TAFP AFTER VETOES | | | | | | | | | | |
| | | | | PS | 31.50 | 0 | 0 | 1,576,462 | 1,576,462 | |
| | | | | EE | 0.00 | 0 | 0 | 13,024,399 | 13,024,399 | |
| | | | | PD | 0.00 | 0 | 0 | 5,265,001 | 5,265,001 | |
| | | | | Total | 31.50 | 0 | 0 | 19,865,862 | 19,865,862 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | | | | |
| 1x Expenditures | 912 | 8275 | | PD | 0.00 | 0 | 0 | (100,000) | (100,000) | Reduction of One-Time Appropriation |
| 1x Expenditures | 912 | 7936 | | PD | 0.00 | 0 | 0 | (300,000) | (300,000) | Reduction of One-Time Appropriation |
| 1x Expenditures | 912 | 8276 | | PD | 0.00 | 0 | 0 | (250,000) | (250,000) | Reduction of One-Time Appropriation |
| Core Reduction | 915 | 5243 | | PD | 0.00 | 0 | 0 | (350,000) | (350,000) | Core reduction |
| Core Reallocation | 916 | 7836 | | EE | 0.00 | 0 | 0 | (999,998) | (999,998) | Reallocation to align closer to prior year actuals |
| Core Reallocation | 916 | 7836 | | PD | 0.00 | 0 | 0 | 999,998 | 999,998 | Reallocation to align closer to prior year actuals |
| | | | | NET DEPARTMENT CHANGES | 0.00 | 0 | 0 | (1,000,000) | (1,000,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | | | | |
| | | | | PS | 31.50 | 0 | 0 | 1,576,462 | 1,576,462 | |
| | | | | EE | 0.00 | 0 | 0 | 12,024,401 | 12,024,401 | |
| | | | | PD | 0.00 | 0 | 0 | 5,264,999 | 5,264,999 | |
| | | | | Total | 31.50 | 0 | 0 | 18,865,862 | 18,865,862 | |

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
TOURISM

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|---|--------------|---------------|----------|----------|-------------------|-------------------|--|
| GOVERNOR'S ADDITIONAL CORE ADJUSTMENTS | | | | | | | |
| Core Reduction | 2246 1030 PS | (1.00) | 0 | 0 | 0 | 0 | Core reduction to align actuals with planned spending. |
| NET GOVERNOR CHANGES | | (1.00) | 0 | 0 | 0 | 0 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PS | 30.50 | 0 | 0 | 1,576,462 | 1,576,462 | |
| | EE | 0.00 | 0 | 0 | 12,024,401 | 12,024,401 | |
| | PD | 0.00 | 0 | 0 | 5,264,999 | 5,264,999 | |
| | Total | 30.50 | 0 | 0 | 18,865,862 | 18,865,862 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|---------------------|--------------|---------------------|--------------|---------------------|--------------|---------------------|--------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM | | | | | | | | |
| CORE | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| DIVISION OF TOURISM SUPPL REV | 1,195,332 | 27.45 | 1,576,462 | 31.50 | 1,576,462 | 31.50 | 1,576,462 | 30.50 |
| TOTAL - PS | 1,195,332 | 27.45 | 1,576,462 | 31.50 | 1,576,462 | 31.50 | 1,576,462 | 30.50 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| DIVISION OF TOURISM SUPPL REV | 8,812,038 | 0.00 | 12,999,899 | 0.00 | 11,999,901 | 0.00 | 11,999,901 | 0.00 |
| TOURISM MARKETING FUND | 6,727 | 0.00 | 24,500 | 0.00 | 24,500 | 0.00 | 24,500 | 0.00 |
| TOTAL - EE | 8,818,765 | 0.00 | 13,024,399 | 0.00 | 12,024,401 | 0.00 | 12,024,401 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| DIVISION OF TOURISM SUPPL REV | 2,015,447 | 0.00 | 5,265,001 | 0.00 | 5,264,999 | 0.00 | 5,264,999 | 0.00 |
| TOTAL - PD | 2,015,447 | 0.00 | 5,265,001 | 0.00 | 5,264,999 | 0.00 | 5,264,999 | 0.00 |
| TOTAL | 12,029,544 | 27.45 | 19,865,862 | 31.50 | 18,865,862 | 31.50 | 18,865,862 | 30.50 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| DIVISION OF TOURISM SUPPL REV | 0 | 0.00 | 0 | 0.00 | 15,608 | 0.00 | 15,608 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 15,608 | 0.00 | 15,608 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 15,608 | 0.00 | 15,608 | 0.00 |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| DIVISION OF TOURISM SUPPL REV | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 129,383 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 129,383 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 129,383 | 0.00 |
| GRAND TOTAL | \$12,029,544 | 27.45 | \$19,865,862 | 31.50 | \$18,881,470 | 31.50 | \$19,010,853 | 30.50 |

FLEXIBILITY REQUEST FORM

| | |
|-----------------------------------|---|
| BUDGET UNIT NUMBER: 42450C | DEPARTMENT: Economic Development |
| BUDGET UNIT NAME: Tourism | |
| HOUSE BILL SECTION: 7.135 | DIVISION: Tourism |

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The Missouri Division of Tourism is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations in fund 0274 (Tourism Supplemental Revenue Fund) and fund 0650 (Tourism Marketing Fund). This flexibility ensures that the Division will have the ability to immediately address any identified operational needs.

Total PS - \$1,576,462 x 10% = \$157,646
 Total EE - \$17,264,900 x 10% = \$1,726,490

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

| PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED | BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED |
|---|---|---|
| \$0 | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

3. Please explain how flexibility was used in the prior and/or current years.

| PRIOR YEAR EXPLAIN ACTUAL USE | CURRENT YEAR EXPLAIN PLANNED USE |
|----------------------------------|-------------------------------------|
| N/A | N/A |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM | | | | | | | | |
| CORE | | | | | | | | |
| PUBLIC INFORMATION SPEC II | 3,234 | 0.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| PUBLIC INFORMATION COOR | 3,938 | 0.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOURIST ASST | 8,878 | 0.33 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOURIST CENTER SPV | 11,092 | 0.33 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| MANAGEMENT ANALYSIS SPEC I | 1,924 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| COMMUNITY DEV REP II | 1,603 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| FISCAL & ADMINISTRATIVE MGR B1 | 2,210 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| COMMUNITY & ECONOMIC DEV MGRB1 | 12,378 | 0.21 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| DIVISION DIRECTOR | 92,593 | 1.00 | 103,717 | 1.00 | 111,717 | 1.00 | 111,717 | 1.00 |
| DESIGNATED PRINCIPAL ASST DIV | 145,538 | 2.75 | 225,912 | 3.00 | 212,912 | 3.00 | 212,912 | 3.00 |
| MISCELLANEOUS PROFESSIONAL | 4,077 | 0.10 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| PRINCIPAL ASST BOARD/COMMISSON | 42,960 | 1.00 | 46,460 | 1.00 | 45,460 | 1.00 | 45,460 | 1.00 |
| LEAD ADMIN SUPPORT ASSISTANT | 0 | 0.00 | 72,720 | 2.00 | 72,720 | 2.00 | 72,720 | 1.00 |
| ASSOCIATE CUSTOMER SERVICE REP | 134,009 | 5.04 | 149,122 | 5.00 | 149,122 | 5.00 | 149,122 | 5.00 |
| LEAD CUSTOMER SERVICE REP | 195,642 | 5.88 | 186,037 | 5.00 | 186,037 | 5.00 | 186,037 | 5.00 |
| ASSOC RESEARCH/DATA ANALYST | 44,247 | 0.96 | 51,510 | 1.00 | 49,510 | 1.00 | 49,510 | 1.00 |
| PUBLIC RELATIONS SPECIALIST | 63,885 | 1.65 | 148,470 | 3.50 | 163,470 | 3.50 | 163,470 | 3.50 |
| SR PUBLIC RELATIONS SPECIALIST | 84,767 | 1.79 | 158,214 | 3.00 | 155,214 | 3.00 | 155,214 | 3.00 |
| PUBLIC RELATIONS COORDINATOR | 54,500 | 0.96 | 62,620 | 1.00 | 62,620 | 1.00 | 62,620 | 1.00 |
| ECONOMIC DEVLPMNT PROFESSIONAL | 12,472 | 0.36 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ECONOMIC DEVELOPMENT SPEC | 17,827 | 0.46 | 46,460 | 1.00 | 46,460 | 1.00 | 46,460 | 1.00 |
| ECONOMIC DEVELOPMENT SPV | 158,145 | 2.88 | 187,860 | 3.00 | 187,860 | 3.00 | 187,860 | 3.00 |
| ECONOMIC DEVELOPMENT MANAGER | 72,279 | 0.96 | 80,800 | 1.00 | 78,800 | 1.00 | 78,800 | 1.00 |
| INTERMEDIATE ACCOUNTANT | 27,134 | 0.51 | 56,560 | 1.00 | 54,560 | 1.00 | 54,560 | 1.00 |
| TOTAL - PS | 1,195,332 | 27.45 | 1,576,462 | 31.50 | 1,576,462 | 31.50 | 1,576,462 | 30.50 |
| TRAVEL, IN-STATE | 9,765 | 0.00 | 56,388 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 |
| TRAVEL, OUT-OF-STATE | 797 | 0.00 | 46,000 | 0.00 | 50,000 | 0.00 | 50,000 | 0.00 |
| FUEL & UTILITIES | 0 | 0.00 | 500 | 0.00 | 500 | 0.00 | 500 | 0.00 |
| SUPPLIES | 76,571 | 0.00 | 134,500 | 0.00 | 94,500 | 0.00 | 94,500 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 50,830 | 0.00 | 207,000 | 0.00 | 87,000 | 0.00 | 87,000 | 0.00 |
| COMMUNICATION SERV & SUPP | 24,975 | 0.00 | 40,000 | 0.00 | 25,000 | 0.00 | 25,000 | 0.00 |
| PROFESSIONAL SERVICES | 8,617,943 | 0.00 | 12,480,961 | 0.00 | 11,648,351 | 0.00 | 11,648,351 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|---------------------|--------------|---------------------|--------------|---------------------|--------------|---------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| TOURISM | | | | | | | | |
| CORE | | | | | | | | |
| HOUSEKEEPING & JANITORIAL SERV | 275 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 |
| M&R SERVICES | 474 | 0.00 | 3,000 | 0.00 | 20,000 | 0.00 | 20,000 | 0.00 |
| OFFICE EQUIPMENT | 0 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 |
| OTHER EQUIPMENT | 1,085 | 0.00 | 3,500 | 0.00 | 3,500 | 0.00 | 3,500 | 0.00 |
| PROPERTY & IMPROVEMENTS | 0 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 |
| BUILDING LEASE PAYMENTS | 36,050 | 0.00 | 47,000 | 0.00 | 40,000 | 0.00 | 40,000 | 0.00 |
| EQUIPMENT RENTALS & LEASES | 0 | 0.00 | 500 | 0.00 | 500 | 0.00 | 500 | 0.00 |
| MISCELLANEOUS EXPENSES | 0 | 0.00 | 2,000 | 0.00 | 2,000 | 0.00 | 2,000 | 0.00 |
| REBILLABLE EXPENSES | 0 | 0.00 | 50 | 0.00 | 50 | 0.00 | 50 | 0.00 |
| TOTAL - EE | 8,818,765 | 0.00 | 13,024,399 | 0.00 | 12,024,401 | 0.00 | 12,024,401 | 0.00 |
| PROGRAM DISTRIBUTIONS | 2,015,447 | 0.00 | 5,265,001 | 0.00 | 5,264,999 | 0.00 | 5,264,999 | 0.00 |
| TOTAL - PD | 2,015,447 | 0.00 | 5,265,001 | 0.00 | 5,264,999 | 0.00 | 5,264,999 | 0.00 |
| GRAND TOTAL | \$12,029,544 | 27.45 | \$19,865,862 | 31.50 | \$18,865,862 | 31.50 | \$18,865,862 | 30.50 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$12,029,544 | 27.45 | \$19,865,862 | 31.50 | \$18,865,862 | 31.50 | \$18,865,862 | 30.50 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section (s): 7.135

Program Name: Tourism Marketing Program

Program is found in the following core budget(s): Tourism

1a. What strategic priority does this program address?

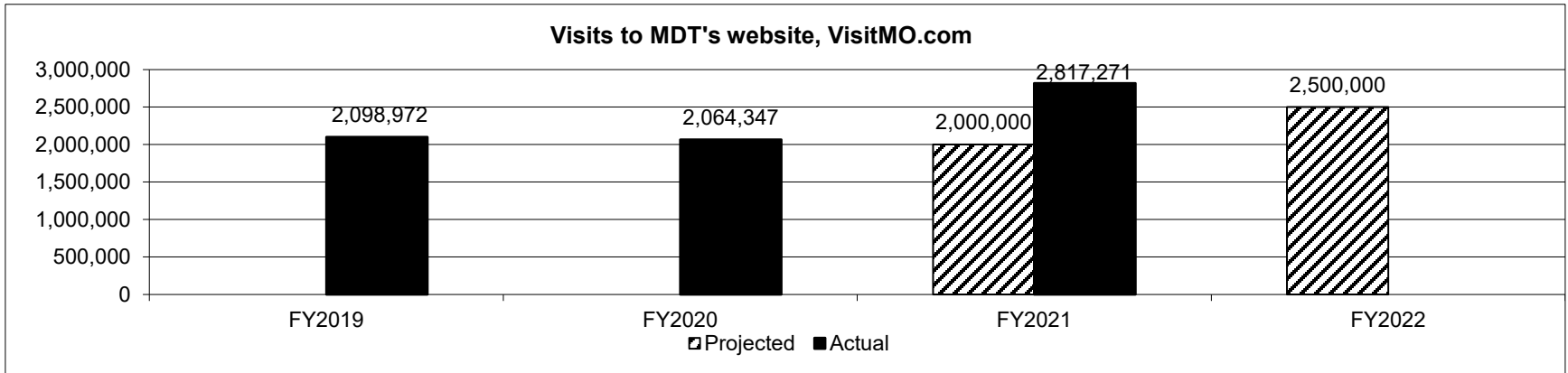
Data Driven, Regionally Targeted, Customer Centric

1b. What does this program do?

- The Missouri Division of Tourism (MDT) promotes Missouri as a premier destination for tourists from throughout the U.S. and around the world in order to generate increased state and local tourism revenues and tourism-industry employment.
- Each year, MDT executes a research-based, diversified, paid advertising campaign in up to 34 media markets in 10 states, while administering a robust cooperative marketing program with more than 40 statewide, regional, and national domestic marketing organizations. Additionally, MDT has a public relations and social media strategy focusing on enhancing Missouri's brand image through positive news coverage and showcasing attractions and destinations across widely used social media platforms.
- MDT utilizes research-based marketing to ensure that optimum benefits are achieved from the MDT advertising expenditures, thereby maximizing state and local tourism revenues and tourism-related employment in the state.

2a. Provide an activity measure(s) for the program.

This measure reflects the interest that perspective travelers have in visiting Missouri. It is an activity that is encouraged by all of MDT's marketing efforts and is affected by the extent of that marketing.



Note 1: . Tourism-marketing funds from the CARES Act had a positive impact on website traffic in FY2021.

Note 2: The projection for FY2022 is slightly lower than FY2021, based primarily on the fluctuation of consumer sentiment relating to travel amid the COVID-19 pandemic. FY2022 visits to the website being affected by the COVID-19 pandemic is illustrated as visits drastically decreased in June/July/August 2021.

PROGRAM DESCRIPTION

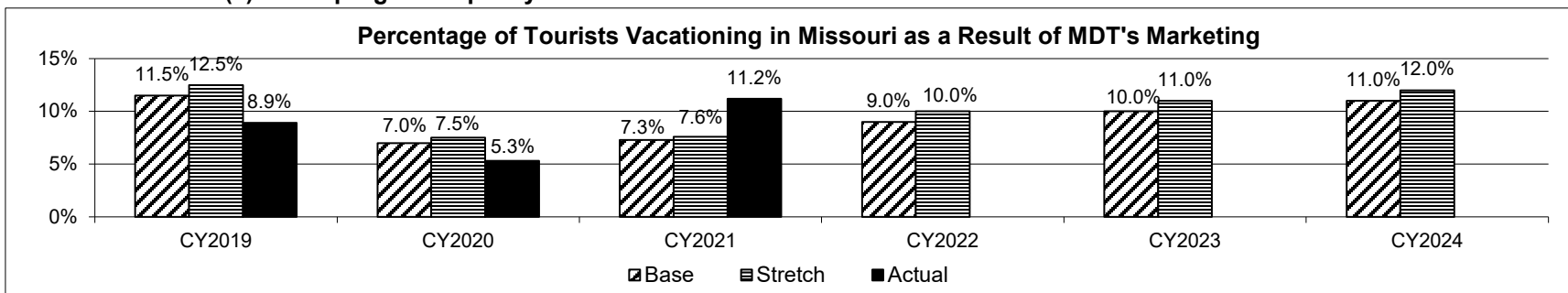
Department: Economic Development

HB Section (s): 7.135

Program Name: Tourism Marketing Program

Program is found in the following core budget(s): Tourism

2b. Provide a measure(s) of the program's quality.

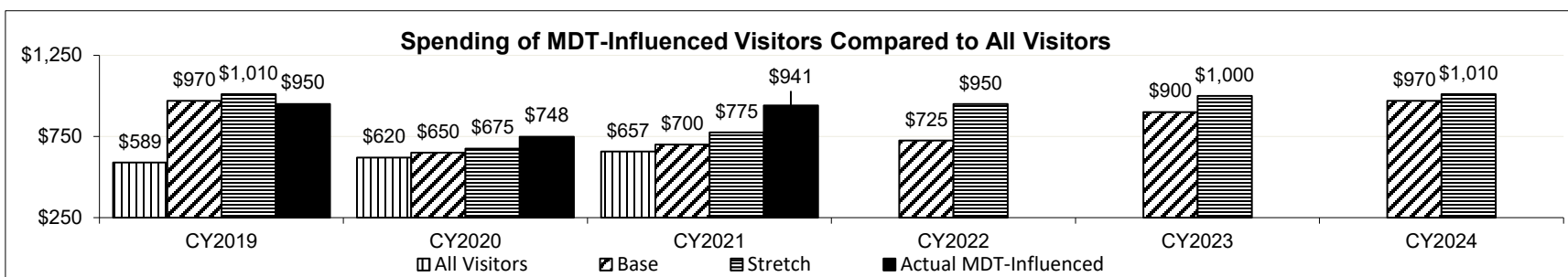


Sources: Marketing Effectiveness Study, Strategic Marketing & Research Insights (SMARI) and Tourism Economics, an Oxford Company

Note 1: Calculated by dividing the number of CY2021 tourists (3.7M) attributable to MDT advertising (see 2C) by the total number of visitors to Missouri (33.0M). The total number of visitors to Missouri is determined by Tourism Economics (2021 numbers).

Note 2: The share of visitors in 2020, as well as the total number of visitors, declined due to COVID-related travel restrictions as well as consumer sentiment related to travel safety. Additionally, some states, such as neighboring Illinois, required residents to self-quarantine after traveling to Missouri, which likely influenced travel decisions.

Note 3: Although the early part of 2021 saw lower visitation than prior years, August through the fall saw increased visitation that resulted in increases for CY2021 over CY2020 but still struggled against the benchmark of total visitation from 2019.



Sources: Marketing Effectiveness Study, Strategic Marketing and Research Insights (SMARI) and Tourism Economics, an Oxford Company

Note 1: This measure compares the average amount spent per trip per party, by visitors attributable to MDT's marketing, to the average amount spent per trip per party for all Missouri visitors.

Note 2: Research shows consumers are spending less per day on their trips and are more budget conscious but are still willing to travel and stay longer in areas where they feel safe. The beginning of calendar year 2022 is seeing travel sentiment soften and be more hesitant. Tourism Economics projects it will be 2024 before tourism-related spending returns to pre-COVID levels.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section (s): 7.135

Program Name: Tourism Marketing Program

Program is found in the following core budget(s): Tourism

2c. Provide a measure(s) of the program's impact.

| | CY2019 | CY2020 | | CY2021 | | CY2022 | CY2023 | CY2024 |
|---|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Number of Visitors Vacationing in Missouri as a Result of MDT's Marketing (millions) | 3.8 | 2.3 | 1.5 | 1.8 | 3.7 | 3.6 | 3.7 | 3.8 |
| Amount of Visitor Spending as a Result of MDT's Marketing (billions) | \$0.98 | \$0.58 | \$0.34 | \$0.60 | \$1.15 | \$1.00 | \$1.10 | \$1.20 |

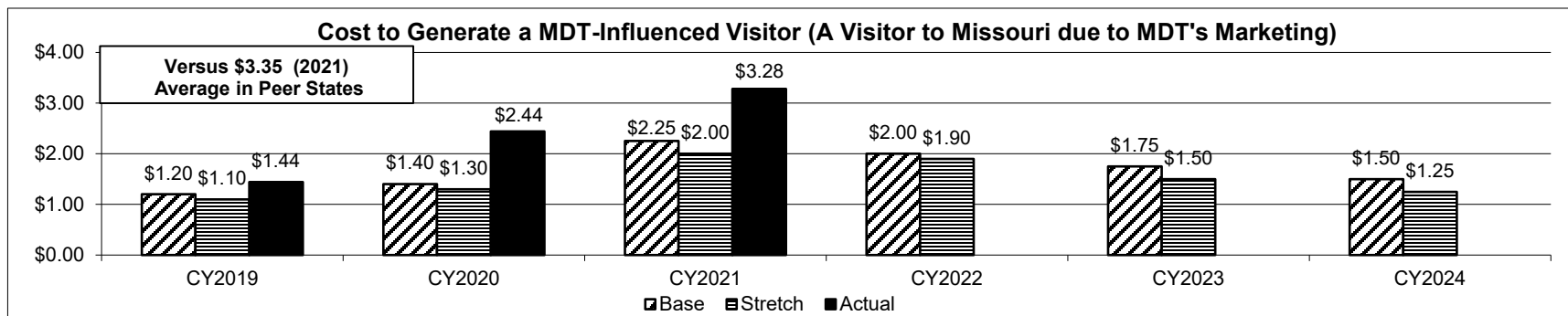
Source: Marketing Effectiveness Study, Strategic Marketing and Research Insights (SMARI).

Note 1: SMARI calculates visitors vacationing in Missouri as a result of MDT's marketing by conducting surveys of potential adult travelers in 34 target markets in ten surrounding states and Missouri (accuracy level +/-1.5%) to determine the number of tourists attributable to MDT advertising (3.7M). (CY2021 numbers)

Note 2: Fewer visitors traveled to Missouri in CY2020 and early 2021 largely due to the COVID-19 pandemic and fears about both travel and personal economics. However, the spring and summer campaign impacted a number of travelers resulting in increases.

Note 3: There is a direct correlation between Tourism's marketing budget and its impact on incremental visitation and spending.

2d.



Source: Strategic Marketing and Research Insights (SMARI).

Note 1: This measure is calculated by dividing MDT's marketing budget by the number of MDT-influenced visitors.

Note 2: In the current advertising and traveler sentiment environment, it takes a higher spend per person to attract and influence a traveler. Getting their attention and make sure they remember Missouri when they get ready to travel is the key to success.

Note 3: Due to Covid, traveler numbers were greatly reduced. Therefore, there were fewer travelers to divide by causing an increase in the cost per influenced traveler.

PROGRAM DESCRIPTION

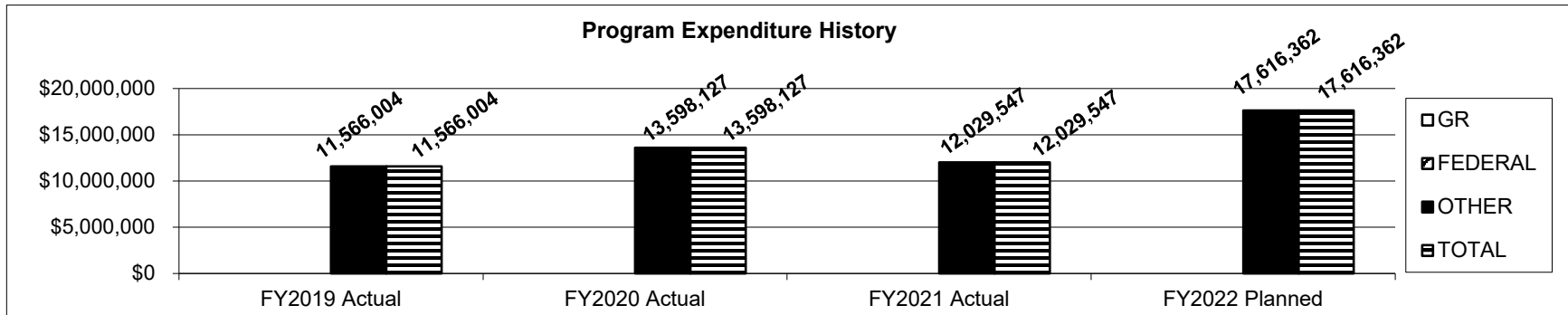
Department: Economic Development

HB Section (s): 7.135

Program Name: Tourism Marketing Program

Program is found in the following core budget(s): Tourism

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Tourism Supplemental Revenue Fund (0274) and Tourism Marketing Fund (0650)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 620.450 through 620.467, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | | | |
|--------------------|-----------------------------|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 42465C |
| Division: | Tourism | | |
| Core: | Missouri Film Office | HB Section | 7.135 |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|-------------|----------------|----------------|--------------|-----------------------------------|-------------|----------------|----------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 200,115 | 200,115 | EE | 0 | 0 | 200,115 | 200,115 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 200,115 | 200,115 | Total | 0 | 0 | 200,115 | 200,115 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Tourism Supplemental Revenue Fund (0274)
 Note: Requires a GR transfer to Tourism Supplemental Rev Fund (0274)

Other Funds: Tourism Supplemental Revenue Fund (0274)
 Note: Requires a GR trf to Tourism Supplemental Rev Fund (0274)

2. CORE DESCRIPTION

The Missouri Film Office was established in 1983 to attract film, television, video and cable production to Missouri and to promote growth of the film and video production industry in Missouri. The Film Office serves as the official central point of contact for all statewide inquiries concerning film, TV shows/segments, commercials, web content, and scripted motion media. The production and distribution of films and television programs is one of the nation's most valuable cultural and economic resources, and in Missouri more than 13,000 workers are employed in the industry - many with salaries above the national average. The Film Office maintains and markets a large photo database of locations across the state and keeps current a statewide database of skilled workers, special equipment operators and support service companies. Many small businesses provide support to the film industry in Missouri. These include transportation, food service, hospitality, retail, accounting, information management, equipment rental, heavy machine leasing, specialized design services, fine arts schools, lawyers, and managers for public figures and independent artists. The Film Office efforts serve to maximize the economic impact as well as national and international exposure of Missouri-filmed production for the state.

The Missouri Film Commission was created in 1996 per §620.1200, RSMo, as part of the Missouri Department of Economic Development (DED). The purpose of the five-member Commission is to advise the director of the DED on the promotion of development of film production and facilities in Missouri.

3. PROGRAM LISTING (list programs included in this core funding)

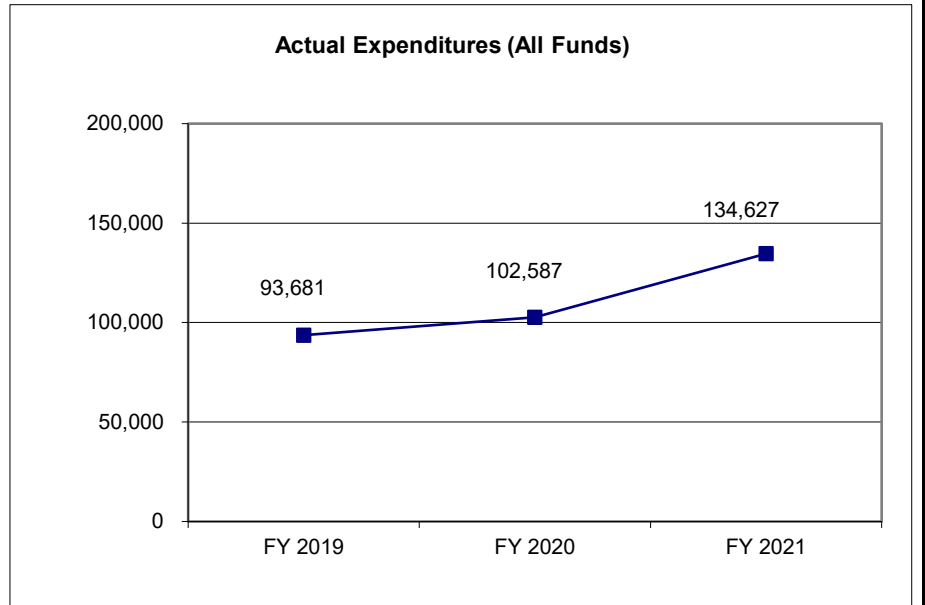
Missouri Film Office

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42465C</u> |
| Division: Tourism | |
| Core: Missouri Film Office | HB Section <u>7.135</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 100,115 | 200,115 | 200,115 | 200,115 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 100,115 | 200,115 | 200,115 | 200,115 |
| Actual Expenditures (All Funds) | 93,681 | 102,587 | 134,627 | N/A |
| Unexpended (All Funds) | 6,434 | 97,528 | 65,488 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 6,434 | 97,528 (1) | 65,488 (2) | N/A |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

- NOTES:**
- (1) In FY2020, the total restriction on the GR transfer was \$6,479,780; however, nothing was restricted from the Tourism Supplemental Fund spending authority. The Film Office did not spend its entire appropriation because the GR Transfer was restricted.
 - (2) In FY2021, the Film Office had around \$15,000 in FY2021 invoices paid in July and August. In addition, there were three large, out-of-state marketing events cancelled due to concerns related to COVID-19.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
FILM OFFICE**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|----------------|----------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | EE | 0.00 | 0 | 0 | 200,115 | 200,115 | |
| | Total | 0.00 | 0 | 0 | 200,115 | 200,115 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | EE | 0.00 | 0 | 0 | 200,115 | 200,115 | |
| | Total | 0.00 | 0 | 0 | 200,115 | 200,115 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | EE | 0.00 | 0 | 0 | 200,115 | 200,115 | |
| | Total | 0.00 | 0 | 0 | 200,115 | 200,115 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|-------------------------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| FILM OFFICE | | | | | | | | |
| CORE | | | | | | | | |
| EXPENSE & EQUIPMENT | | | | | | | | |
| DIVISION OF TOURISM SUPPL REV | 134,627 | 0.00 | 200,115 | 0.00 | 200,115 | 0.00 | 200,115 | 0.00 |
| TOTAL - EE | 134,627 | 0.00 | 200,115 | 0.00 | 200,115 | 0.00 | 200,115 | 0.00 |
| TOTAL | 134,627 | 0.00 | 200,115 | 0.00 | 200,115 | 0.00 | 200,115 | 0.00 |
| GRAND TOTAL | \$134,627 | 0.00 | \$200,115 | 0.00 | \$200,115 | 0.00 | \$200,115 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|----------------------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| FILM OFFICE | | | | | | | | |
| CORE | | | | | | | | |
| TRAVEL, IN-STATE | 249 | 0.00 | 12,341 | 0.00 | 12,341 | 0.00 | 12,341 | 0.00 |
| TRAVEL, OUT-OF-STATE | 0 | 0.00 | 22,102 | 0.00 | 22,102 | 0.00 | 22,102 | 0.00 |
| SUPPLIES | 16,117 | 0.00 | 30,476 | 0.00 | 30,476 | 0.00 | 30,476 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 89,929 | 0.00 | 67,386 | 0.00 | 87,386 | 0.00 | 87,386 | 0.00 |
| COMMUNICATION SERV & SUPP | 191 | 0.00 | 1,591 | 0.00 | 1,591 | 0.00 | 1,591 | 0.00 |
| PROFESSIONAL SERVICES | 26,928 | 0.00 | 52,114 | 0.00 | 32,114 | 0.00 | 32,114 | 0.00 |
| OTHER EQUIPMENT | 0 | 0.00 | 2,000 | 0.00 | 2,000 | 0.00 | 2,000 | 0.00 |
| BUILDING LEASE PAYMENTS | 1,213 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 |
| EQUIPMENT RENTALS & LEASES | 0 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 | 1,000 | 0.00 |
| MISCELLANEOUS EXPENSES | 0 | 0.00 | 10,105 | 0.00 | 10,105 | 0.00 | 10,105 | 0.00 |
| TOTAL - EE | 134,627 | 0.00 | 200,115 | 0.00 | 200,115 | 0.00 | 200,115 | 0.00 |
| GRAND TOTAL | \$134,627 | 0.00 | \$200,115 | 0.00 | \$200,115 | 0.00 | \$200,115 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$134,627 | 0.00 | \$200,115 | 0.00 | \$200,115 | 0.00 | \$200,115 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development _____

HB Section(s): 7.135 _____

Program Name: Missouri Film Office _____

Program is found in the following core budget(s): Missouri Film Office

1a. What strategic priority does this program address?

Laser Focused and Customer Centric

1b. What does this program do?

- The Missouri Film Office works to bring film, television, commercial and web production to Missouri and to promote the growth of the film and video production industry in Missouri. It works toward this goal by marketing Missouri to filmmakers through in-person meetings, distributing marketing materials; utilizing social media; responding to inquiries about possible Missouri projects; providing filmmakers information about available city and state resources; setting up location scouting trips; and providing logistical support during filming. Since 2014, the Film Office has coordinated the Missouri Stories Scriptwriting Fellowship Program, an initiative to increase the number of film and TV scripts set in Missouri.
- The one-person office partners with the Kansas City Film Office as well as film liaisons in convention and visitors bureaus across the state to leverage available resources.

2a. Provide an activity measure(s) for the program.

| | FY2019 | | FY2020 | | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|--------------------------------------|-----------|--------|-----------|--------|-----------|--------|---------------------|---------------------|---------------------|
| | Projected | Actual | Projected | Actual | Projected | Actual | | | |
| Film Projects Assisted | 190 | 184 | 190 | 133 | 130 | 106 | 130 | 150 | 170 |
| Film Office Web Site Visits | 11,220 | 11,813 | 11,900 | 11,934 | 12,000 | 17,035 | 17,500 | 18,000 | 18,500 |
| Mo Stories Script Submissions | 55 | 45 | 50 | 79 | 80 | 92 | 95 | 100 | 110 |

Note 1: Film projects assisted include feature films, short films, TV series and episodes, web content, music videos, film festivals, and film events.

2b. Provide a measure(s) of the program's quality.

Satisfaction with Assistance Provide by the Missouri Film Office

| | FY2019 | | FY2020 | | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|------------------------------------|-----------|--------|-----------|--------|-----------|--------|---------------------|---------------------|---------------------|
| | Projected | Actual | Projected | Actual | Projected | Actual | | | |
| Extremely or Very Satisfied | 93.0% | 86.7% | 93.0% | 94.3% | 95.0% | 81.8% | 85.0% | 87.0% | 90.0% |

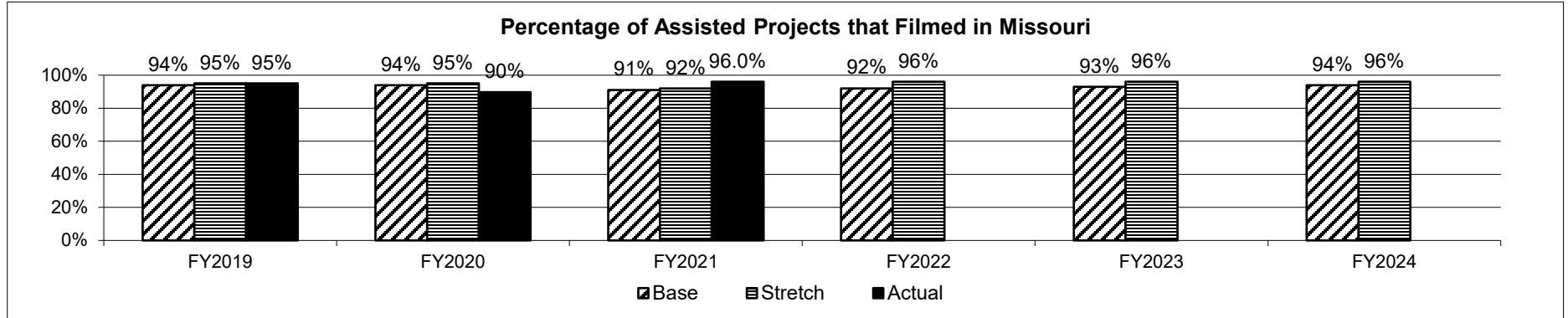
Note: The Missouri Film Office developed an annual survey to determine the satisfaction of production staff it assists. Satisfaction was measured on a 5-point scale: not at all satisfied, somewhat dissatisfied, moderately satisfied, very satisfied, or extremely satisfied. For FY2021, the survey was sent to 354 people who had contacted the Film Office for assistance and/or attended a Film Office education session. 105 people responded to the survey.

PROGRAM DESCRIPTION

Department: Economic Development
Program Name: Missouri Film Office
Program is found in the following core budget(s): Missouri Film Office

HB Section(s): 7.135

2c. Provide a measure(s) of the program's impact.



Note 1: Measure calculated by dividing the number of projects filming in Missouri by the total number assisted by the Film Office. Base/Stretch goals indicate continued strength in conversions.

Note 2: Due to Covid-19 shut downs and high case numbers there was a steep drop in both projects assisted and projects filmed.

Share of Film Projects that Filmed in Missouri as a Direct Result of a Missouri Film Office Effort

| | FY2019 | | FY2020 | | FY2021 | | FY2022 | FY2023 | FY2024 |
|---|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Absolutely or Very Much Influenced | 24.0% | 55.5% | 26.0% | 35.3% | 35.0% | 32.5% | 35.0% | 35.0% | 35.0% |
| Moderately or Slightly Influenced | 17.0% | 22.3% | 19.0% | 29.4% | 25.0% | 30.0% | 30.0% | 30.0% | 35.0% |
| Not at all Influenced | 59.0% | 22.2% | 55.0% | 35.3% | 30.0% | 37.5% | 35.0% | 35.0% | 30.0% |

Note: The Missouri Film Office developed an annual survey to determine what share of film and television productions it assisted chose to film in Missouri as a direct result of that assistance. The performance measure compares the percentage of productions indicating that Missouri Film Office assistance was very influential in their decision to locate in Missouri to all productions assisted.

PROGRAM DESCRIPTION

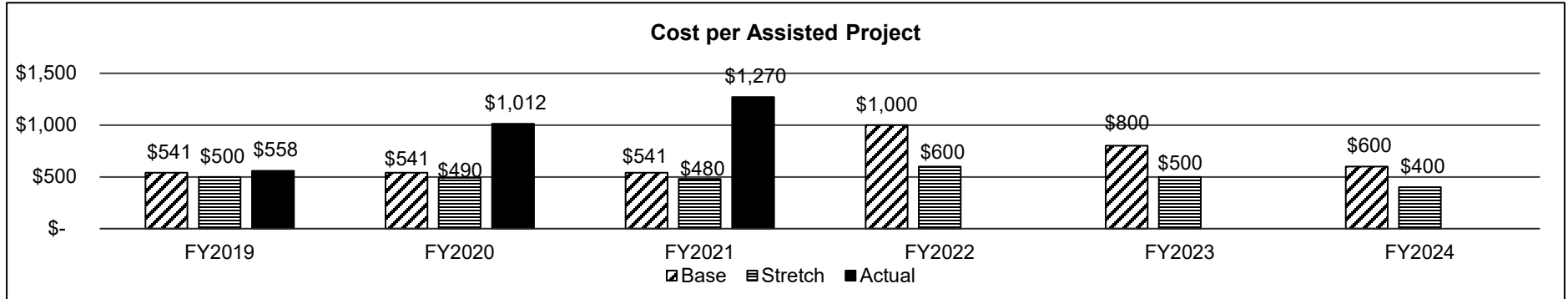
Department: Economic Development

HB Section(s): 7.135

Program Name: Missouri Film Office

Program is found in the following core budget(s): Missouri Film Office

2d. Provide a measure(s) of the program's efficiency.



Note 1: Measure calculated by dividing the cost of the Film Office Operations by the number of film projects assisted. Base target assumes consistent costs and film project activity.

Note 2: Due to Covid-19 shut downs and high case numbers there was a steep drop in both projects assisted and projects filmed, while costs remained level.

PROGRAM DESCRIPTION

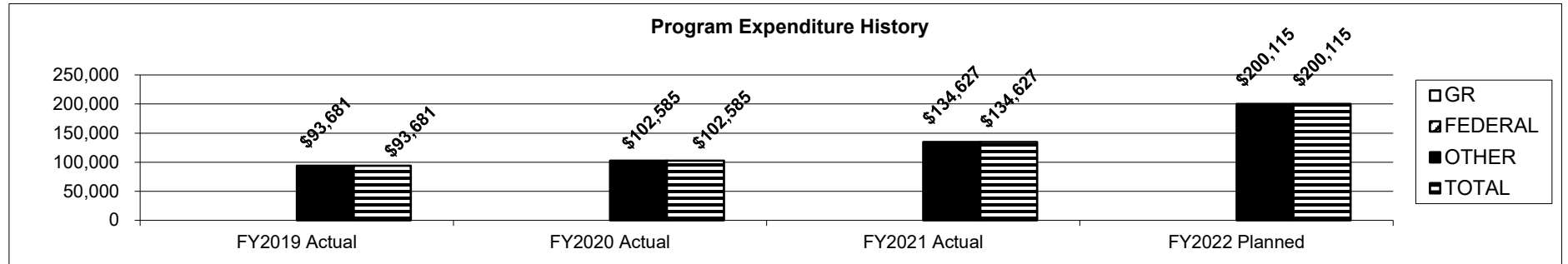
Department: Economic Development _____

HB Section(s): 7.135 _____

Program Name: Missouri Film Office _____

Program is found in the following core budget(s): Missouri Film Office _____

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



In FY2020, the total restriction on the GR transfer was \$6,479,780; however, nothing was restricted from the Tourism Supplemental Fund spending authority. The Film Office did not spend its entire appropriation due to the shortage of cash.

In FY2021, the Film Office had around \$15,000 in FY2021 invoices paid in July and August. In addition, there were three large, out-of-state marketing events cancelled due to concerns related to COVID-19.

4. What are the sources of the "Other " funds?

Tourism Supplemental Revenue Fund (0274)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1200, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42461C</u> |
| Division: Tourism | |
| Core: Meet in Missouri Transfer | HB Section <u>7.136</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|------------------------|----------|----------|----------|--|-----------------------------------|----------|----------|----------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | Total | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |
| Est. Fringe | 0 | 0 | 0 | 0 | Est. Fringe | 0 | 0 | 0 | 0 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |

Other Funds:

Other Funds:

2. CORE DESCRIPTION

This core decision item is the General Revenue transfer that provides funding to the Major Economic Convention Event in Missouri Fund more commonly referred to as the Meet in Missouri Act. The authority for this program is provided for in Section 620.1620, RSMo. It was noted during the FY2022 budget process this was a one-time General Revenue appropriation.

See the core decision item for the Meet in Missouri for details about this program.

3. PROGRAM LISTING (list programs included in this core funding)

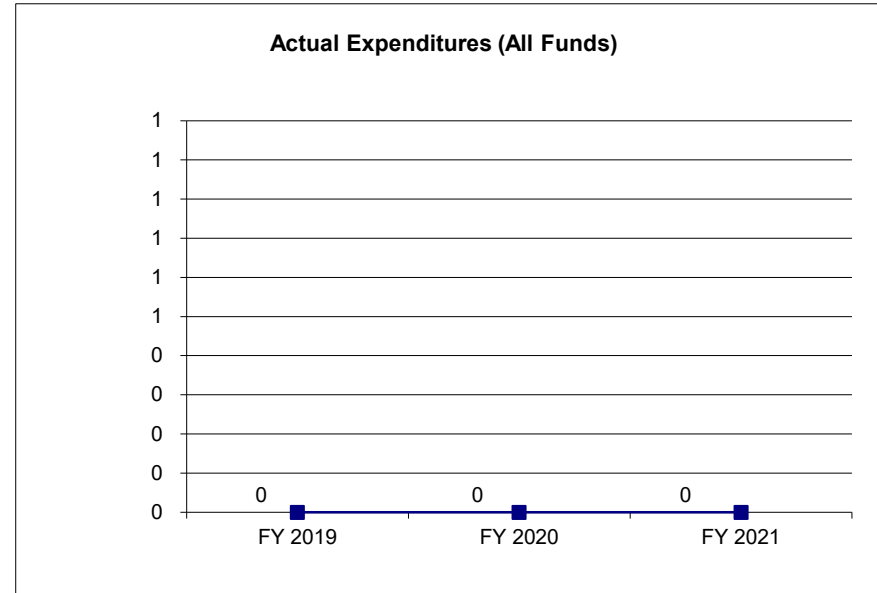
Major Economic Convention Event in Missouri (Meet in Missouri) Fund Transfer

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42461C</u> |
| Division: Tourism | |
| Core: Meet in Missouri Transfer | HB Section <u>7.136</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 0 | 500,000 | 0 | 500,000 |
| Less Reverted (All Funds) | 0 | (15,000) | 0 | (15,000) |
| Less Restricted (All Funds)* | 0 | (485,000) | 0 | 0 |
| Budget Authority (All Funds) | 0 | 0 | 0 | 485,000 |
| Actual Expenditures (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |
| | | (1) | | |



*Current Year restricted amount is as of _____.

Reverted includes the statutory three percent reserve amount (when applicable).

Restricted includes any Governor's expenditure restrictions which remained at the end of the fiscal year (when applicable).

NOTES: (1) In FY2020, all \$500,000 of the GR transfer into the Meet in Missouri Fund was reverted (\$15,000) or restricted (\$485,000); therefore, no funds were expended in FY2020 from this Fund.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
MEET IN MO TRANSFER

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|-------------------------------|-------------|------------------|----------|----------|------------------|-------------------------------------|
| TAFP AFTER VETOES | | | | | | | |
| | TRF | 0.00 | 500,000 | 0 | 0 | 500,000 | |
| | Total | 0.00 | 500,000 | 0 | 0 | 500,000 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| 1x Expenditures | 913 T125 TRF | 0.00 | (500,000) | 0 | 0 | (500,000) | Reduction of One-Time Appropriation |
| | NET DEPARTMENT CHANGES | 0.00 | (500,000) | 0 | 0 | (500,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | TRF | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | TRF | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|------------|-------------|------------------|-------------|------------------|-------------|------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MEET IN MO TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Meet in MO GR Transfer - 1419020 | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$500,000 | 0.00 | \$500,000 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|----------------------------|------------|-------------|------------------|-------------|------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MEET IN MO TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$500,000 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$500,000 | 0.00 | \$0 | 0.00 | | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.136

Program Name: Meet in Missouri Transfer

Program is found in the following core budget(s): Meet in Missouri Transfer

1a. What strategic priority does this program address?

Customer Centric

1b. What does this program do?

This is the General Revenue transfer that provides funding to the Major Economic Convention Event in Missouri Fund more commonly referred to as the Meet in Missouri Act. The authority for this program is provided for in Section 620.1620, RSMo. This General Revenue transfer took place for the first time in FY2020. See the Program Description Form for the Meet in Missouri Program for an explanation of this program and how it contributes to tourism-related economic development.

2a. Provide an activity measure(s) for the program.

This is a GR transfer. Please refer to the Program Description for the **Meet in Missouri Program**.

2b. Provide a measure(s) of the program's quality.

This is a GR transfer. Please refer to the Program Description for the **Meet in Missouri Program**.

2c. Provide a measure(s) of the program's impact.

This is a GR transfer. Please refer to the Program Description for the **Meet in Missouri Program**.

2d. Provide a measure(s) of the program's efficiency.

This is a GR transfer. Please refer to the Program Description for the **Meet in Missouri Program**.

PROGRAM DESCRIPTION

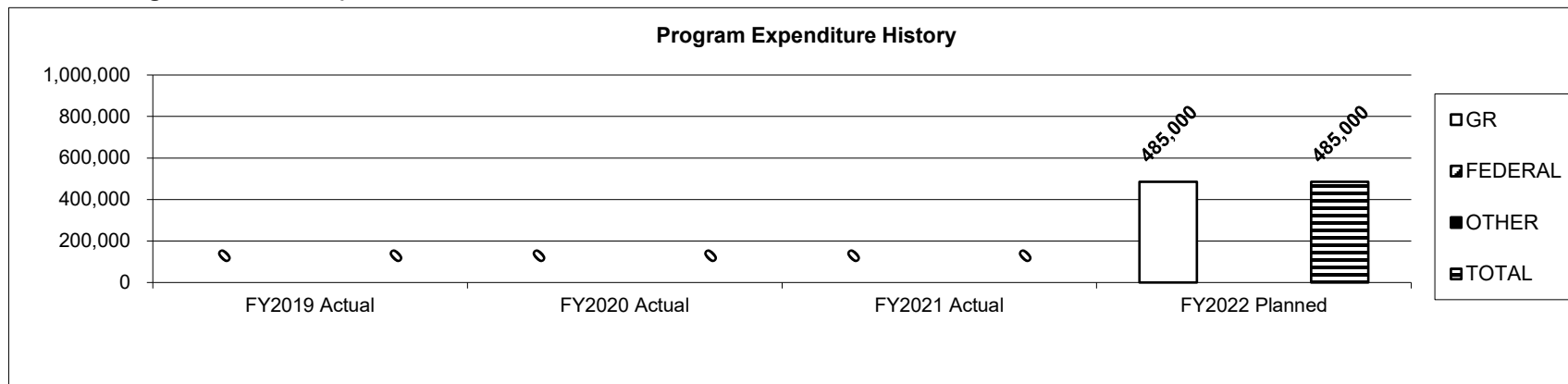
Department: Economic Development

HB Section(s): 7.136

Program Name: Meet in Missouri Transfer

Program is found in the following core budget(s): Meet in Missouri Transfer

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: FY2022 Planned reflects planned spending less 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1620, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 24 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>42461C</u> |
| Division: Tourism | |
| DI Name: Meet in Missouri Act GR Transfer DI# 1419020 | HB Section <u>7.137</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------|----------|----------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 500,000 | 0 | 0 | 500,000 |
| Total | <u>500,000</u> | <u>0</u> | <u>0</u> | <u>500,000</u> |

FTE **0.00** **0.00** **0.00** **0.00**

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts:

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------|----------|----------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> |

FTE **0.00** **0.00** **0.00** **0.00**

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|--|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input type="checkbox"/> Program Expansion | <input checked="" type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This request includes the corresponding General Revenue Fund Transfer for the Meet in Missouri program New Decision Item. It was included in the FY2022 budget as a one-time item.

The Major Economic Convention Event in Missouri Fund was established in 2016 (HB 1698), as provided for in §620.1620, RSMo. and became effective August 2016. This program, more commonly referred to as the Meet in Missouri Act, provides an incentive for Destination Marketing Organizations (DMOs) to attract major out-of-state conventions to the State of Missouri. After the DMO submits the written major convention plan, the Department of Economic Development is responsible for reviewing, approving/denying the application, dispersing funds, receiving and reviewing the final summary report, and determining if any refund is required. The awarded funds may be used by the DMO for any operational costs of the venue; however, administrative costs cannot be covered. With these awarded funds, the Meet in Missouri Act hopes to assist DMOs in attracting out-of-state visitors to conventions.

NEW DECISION ITEM

RANK: 24 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>42461C</u> |
| Division: Tourism | |
| DI Name: Meet in Missouri Act GR Transfer DI# <u>1419020</u> | HB Section <u>7.137</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The level of funding is consistent with previous fiscal year appropriations. This item was included in the FY2022 budget as a one-time appropriation; therefore, DED is requesting funding to continue the program in FY2023.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|-------------------------------|---------------------------|-----------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---------------------------------|
| | | | | | | | 0 | 0.0 | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | 500,000 | | | | | | 500,000 | | |
| Total TRF | <u>500,000</u> | | <u>0</u> | | <u>0</u> | | <u>500,000</u> | | <u>0</u> |
| Grand Total | <u>500,000</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>500,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 24 OF 26

| Department: Economic Development | | Budget Unit | | 42461C | | | | | | | |
|---|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|--|--|
| Division: Tourism | | HB Section | | 7.137 | | | | | | | |
| DI Name: Meet in Missouri Act GR Transfer | | DI# 1419020 | | | | | | | | | |
| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS | | |
| | | | | | | | 0 | | | | |
| | | | | | | | 0 | 0.0 | | | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | | |
| | | | | | | | 0 | | | | |
| | | | | | | | 0 | | | | |
| | | | | | | | 0 | | | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | |
| Program Distributions | | | | | | | 0 | | | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | |
| Transfers | | | | | | | 0 | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | | |

NEW DECISION ITEM

RANK: 24 OF 26

| | |
|---|---------------------------|
| Department: Economic Development | Budget Unit <u>42461C</u> |
| Division: Tourism | |
| DI Name: Meet in Missouri Act GR Transfer | DI# <u>1419020</u> |
| | HB Section <u>7.137</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.
Please refer to the activity measure in the Meet in Missouri Core Program Description.

6b. Provide a measure(s) of the program's quality.
Please refer to the quality measure in the Meet in Missouri Core Program Description.

6c. Provide a measure(s) of the program's impact.
Please refer to the impact measure in the Meet in Missouri Core Program Description.

6d. Provide a measure(s) of the program's efficiency.
Please refer to the efficiency measure in the Meet in Missouri Core Program Description.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Please refer to the Meet in Missouri Core Program Description for strategies to achieve the performance measures.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|------------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MEET IN MO TRANSFER | | | | | | | | |
| Meet in MO GR Transfer - 1419020 | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$500,000 | 0.00 | \$0 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$500,000 | 0.00 | | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42462C</u> |
| Division: Tourism | |
| Core: Meet in Missouri | HB Section <u>7.137</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|----------|--------------|-----------------------------------|----------|----------|----------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | Total | 0 | 0 | 0 | 0 |

FTE 0.00 0.00 0.00 0.00

FTE 0.00 0.00 0.00 0.00

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

2. CORE DESCRIPTION

The Major Economic Convention Event in Missouri Fund was established in 2016 (HB 1698), as provided for in §620.1620, RSMo. and became effective August 2016. This program, more commonly referred to as the Meet in Missouri Act, provides an incentive for Destination Marketing Organizations (DMOs) to attract major out-of-state conventions to the State of Missouri. After the DMO submits the written major convention plan, the Department of Economic Development is responsible for reviewing, approving/denying the application, dispersing funds, receiving and reviewing the final summary report, and determining if any refund is required. The awarded funds may be used by the DMO for any operational costs of the venue; however, administrative costs cannot be covered. With these awarded funds, the Meet in Missouri Act hopes to assist DMOs in attracting out-of-state visitors to conventions.

It was noted during the FY2022 budget process that this was a one-time appropriation; therefore, a New Decision Item is being requested.

3. PROGRAM LISTING (list programs included in this core funding)

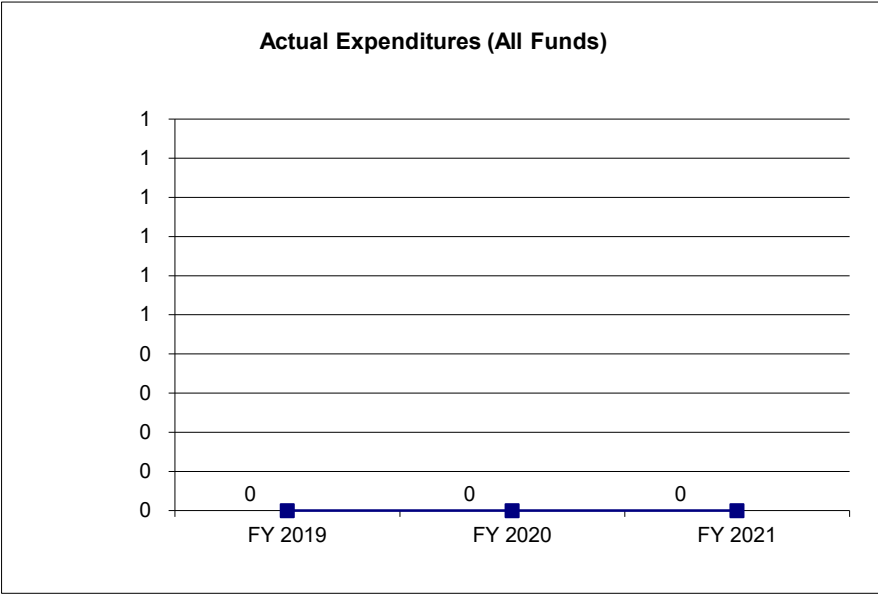
Meet in Missouri Act

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42462C</u> |
| Division: Tourism | |
| Core: Meet in Missouri | HB Section <u>7.137</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 0 | 500,000 | 500,000 | 500,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 0 | 500,000 | 500,000 | 500,000 |
| Actual Expenditures (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended (All Funds) | 0 | 500,000 | 500,000 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 500,000 | 500,000 | N/A |
| | | (1) | (2) | |



*Current Year restricted amount is as of _____.

Reverted includes the statutory three percent reserve amount (when applicable).

Restricted includes any Governor's expenditure restrictions which remained at the end of the fiscal year (when applicable).

- NOTES:**
- (1) In FY2020, all \$500,000 of the GR transfer into the Meet in Missouri Fund was reverted (\$15,000) or restricted (\$485,000); therefore, no funds were expended in FY2020 from this Fund.
 - (2) In FY2021, the GR transfer was removed; however, the spending appropriation authority remained.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MEET IN MO**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|------------------|------------------|-------------------------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 0 | 500,000 | 500,000 | |
| | Total | 0.00 | 0 | 0 | 500,000 | 500,000 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| 1x Expenditures | 914 5053 PD | 0.00 | 0 | 0 | (500,000) | (500,000) | Reduction of One-Time Appropriation |
| NET DEPARTMENT CHANGES | | 0.00 | 0 | 0 | (500,000) | (500,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|----------------|----------------|------------------|----------------|------------------|-----------------|----------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MEET IN MO | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MAJOR ECONOMIC CONVENTION FUND | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Meet in MO Spend Authority - 1419019 | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MAJOR ECONOMIC CONVENTION FUND | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$500,000 | 0.00 | \$500,000 | 0.00 | \$0 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-----------------------|------------|-------------|------------------|-------------|------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MEET IN MO | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$500,000 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$500,000 | 0.00 | \$0 | 0.00 | | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development _____

HB Section(s): _____

Program Name: Meet in Missouri _____

Program is found in the following core budget(s):

1a. What strategic priority does this program address?

Customer Centric

1b. What does this program do?

The Missouri Division of Tourism oversees the Meet in Missouri program to help Destination Marketing Organizations (DMO) by assisting in attracting large conventions that may not otherwise be held within Missouri. Large conventions issue RFPs (Request for Proposals) allowing multiple cities/DMOs to bid on the event. The city/DMO that provides the best offer for the convention will win the RFP and hold the conference, bringing in out-of-state visitors. The Meet in Missouri funds are awarded to the DMO (such as convention and visitor bureaus) to pay for operational expenses of the conference. With the additional funds, the DMO improves the chance of being awarded the RFP for the conference. It was noted during the FY2022 budget process this was a one-time appropriation.

2a. Provide an activity measure(s) for the program.

The number of grant applications received by the Missouri Division of Tourism determines the level of interest in the program. As of January 1, 2022, \$482,175 in program funds have been distributed for FY2022.

| Application | FY2019 Actual | FY2020 Actual | FY2021 Actual | FY2022 Planned |
|--------------------|--------------------------|--------------------------|--------------------------|---------------------------|
| Approved | 0 | 9 | 12 | 6 |
| Denied | 3 | 1 | 1 | 0 |
| Received | 3 | 10 | 13 | 6 |

2b. Provide a measure(s) of the program's quality.

The satisfaction with the Meet in Missouri program will be rated by participating DMOs. After the grant process has been completed, a survey will be sent to participants to rate the quality and efficiency of the Meet in Missouri program.

PROGRAM DESCRIPTION

Department: Economic Development _____

HB Section(s): _____

Program Name: Meet in Missouri _____

Program is found in the following core budget(s):

2c. Provide a measure(s) of the program's impact.

The average number of sleeping room nights per conference based on the approved applications received is 6,896, ranging from 2,500 up to 15,000. The average value of a room night, also based on the approved applications received, is \$194; which translates into \$8.20 per room in Missouri Sales Tax.

Base Target - 10,000 sleeping rooms
- room night value of \$1,650,000
- \$69,700 in Missouri State Tax

Stretch Target - 25,000 sleeping rooms
- room night value of \$4,125,000
- \$174,200 in Missouri State Tax

2d. Provide a measure(s) of the program's efficiency.

The cost to the state of Missouri to bring in one hotel room night based on the approved applications received is \$5.60.

Base Target - \$5.00
Stretch Target - \$4.00

PROGRAM DESCRIPTION

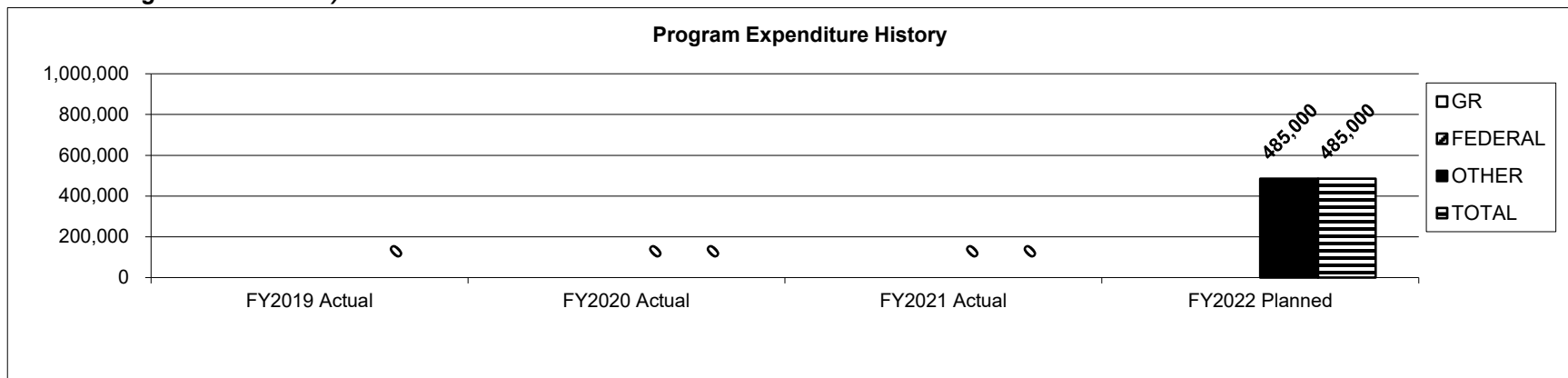
Department: Economic Development

HB Section(s): _____

Program Name: Meet in Missouri

Program is found in the following core budget(s): _____

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: FY2022 Planned reflects spending less 3% Governor's Reserve from the GR Transfer.

4. What are the sources of the "Other" funds?

A General Revenue Fund transfer was made into the Major Economic Convention Event in Missouri Fund for the Meet in Missouri Program. The one-time GR transfer was made in FY2020; however, before any funds were distributed, the funds were withheld.

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1620, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 23 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42462C</u> |
| Division: Tourism | |
| DI Name: Meet in Missouri Act | DI# 1419019 |
| | HB Section <u>7.137</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------|----------------|----------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 500,000 | 500,000 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 500,000 | 500,000 |

FTE 0.00 0.00 0.00 0.00

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts: Major Economic Convention Event in MO Fund (0593)

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------|----------|----------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 |

FTE 0.00 0.00 0.00 0.00

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|--|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input type="checkbox"/> Program Expansion | <input checked="" type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This funding is being requested in order to continue funding for the Meet in Missouri program as it was included in the FY2022 budget as a one-time item. The Major Economic Convention Event in Missouri Fund was established in 2016 (HB 1698), as provided for in §620.1620, RSMo. and became effective August 2016. This program, more commonly referred to as the Meet in Missouri Act, provides an incentive for Destination Marketing Organizations (DMOs) to attract major out-of-state conventions to the State of Missouri. After the DMO submits the written major convention plan, the Department of Economic Development is responsible for reviewing, approving/denying the application, dispersing funds, receiving and reviewing the final summary report, and determining if any refund is required. The awarded funds may be used by the DMO for any operational costs of the venue; however, administrative costs cannot be covered. With these awarded funds, the Meet in Missouri Act hopes to assist DMOs in attracting out-of-state visitors to conventions.

NEW DECISION ITEM

RANK: 23 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42462C</u> |
| Division: Tourism | |
| DI Name: Meet in Missouri Act | DI# <u>1419019</u> |
| | HB Section <u>7.137</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The level of funding is consistent with previous fiscal year appropriations. This item was included in the FY2022 budget as a one-time appropriation; therefore, DED is requesting funding to continue the program in FY2023.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | 0.0 | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | 500,000 | | 500,000 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>500,000</u> | | <u>500,000</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>500,000</u> | <u>0.0</u> | <u>500,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 23 OF 26

| | | | | | | | | | |
|---|-----------------------------------|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|
| Department: Economic Development | | Budget Unit | | 42462C | | | | | |
| Division: Tourism | | | | | | | | | |
| DI Name: Meet in Missouri Act | | DI# 1419019 | | HB Section | | 7.137 | | | |
| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | | | 0 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 23 OF 26

| | |
|----------------------------------|---------------------------|
| Department: Economic Development | Budget Unit <u>42462C</u> |
| Division: Tourism | |
| DI Name: Meet in Missouri Act | DI# <u>1419019</u> |
| | HB Section <u>7.137</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Please refer to the activity measure in the Meet in Missouri Core Program Description.

6b. Provide a measure(s) of the program's quality.

Please refer to the quality measure in the Meet in Missouri Core Program Description.

6c. Provide a measure(s) of the program's impact.

Please refer to the impact measure in the Meet in Missouri Core Program Description.

6d. Provide a measure(s) of the program's efficiency.

Please refer to the efficiency measure in the Meet in Missouri Core Program Description.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Please refer to the Meet in Missouri Core Program Description for strategies to achieve the performance measures.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|------------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MEET IN MO | | | | | | | | |
| Meet in MO Spend Authority - 1419019 | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 500,000 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$500,000 | 0.00 | \$0 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$500,000 | 0.00 | | 0.00 |

CORE DECISION ITEM

| | | | |
|--------------------|--|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 42470C |
| Division: | Missouri Housing Development Commission | | |
| Core: | Missouri Housing Development Commission - Missouri Housing Trust Fund | HB Section | 7.140 |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|------------------------------------|----------|------------------|------------------|--|------------------------------------|----------|------------------|------------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 4,450,000 | 4,450,000 | PSD | 0 | 0 | 4,450,000 | 4,450,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 4,450,000 | 4,450,000 | Total | 0 | 0 | 4,450,000 | 4,450,000 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |
| Est. Fringe | 0 | 0 | 0 | 0 | Est. Fringe | 0 | 0 | 0 | 0 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |
| Other Funds: | Missouri Housing Trust Fund (0254) | | | | Other Funds: | Missouri Housing Trust Fund (0254) | | | |

2. CORE DESCRIPTION

Pursuant to Missouri statutory law (59.319, RSMo), upon the recording of certain instruments, \$3 dollars shall be charged and collected by every recorder of deeds office and forwarded monthly to the Director of Revenue for deposit in the state treasury and credited to the Missouri Housing Trust Fund ("MHTF"). At the conclusion of each statutory year, pursuant to Missouri statutory law (215.034.1, RSMo), the State Treasurer allocates all moneys in the MHTF to the Missouri Housing Development Commission. By statute (215.036, RSMo), the Missouri Housing Trust Fund ("MHTF") exists to financially assist the development of housing stock and to provide housing assistance to low-income persons and families.

3. PROGRAM LISTING (list programs included in this core funding)

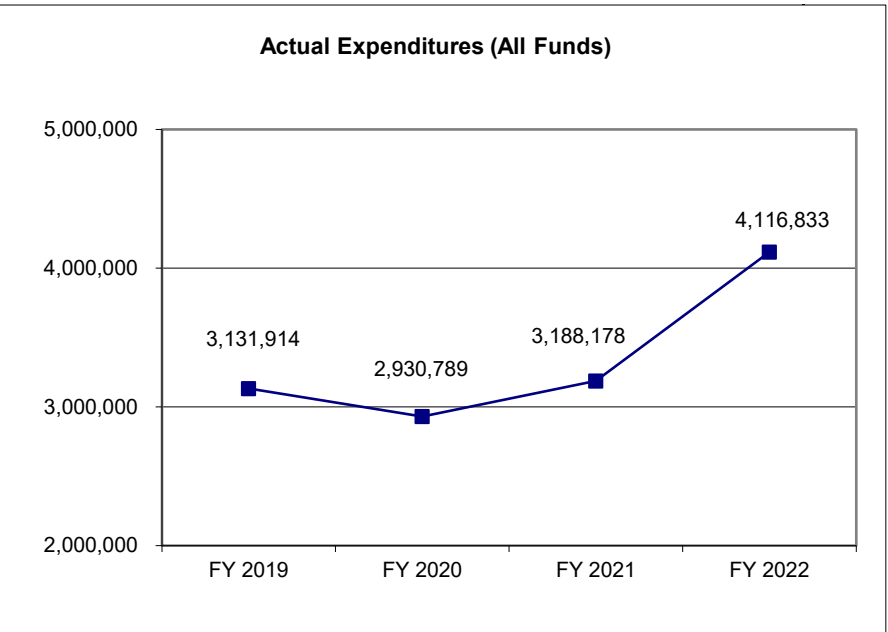
Missouri Housing Development Commission

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>42470C</u> |
| Division: Missouri Housing Development Commission | |
| Core: Missouri Housing Development Commission - Missouri Housing Trust Fund | HB Section <u>7.140</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 4,450,000 | 4,450,000 | 4,450,000 | 4,450,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 4,450,000 | 4,450,000 | 4,450,000 | 4,450,000 |
| Actual Expenditures (All Funds) | 3,131,914 | 2,930,789 | 3,188,178 | 4,116,833 |
| Unexpended (All Funds) | 1,318,086 | 1,519,211 | 1,261,822 | 333,167 |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | | | |
| Federal | 0 | | | |
| Other | 1,318,086 | 1,519,211 | 1,261,822 | 333,167 |
| | (1) | (1) | (1) | (2) |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Unexpended reflects the difference between the appropriation and actual fees collected.
 (2) FY2022 data reflects the amount transferred in July 2021 for the FY2022 funding cycle. Unexpended reflects the difference between the appropriation and actual fees collected.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
MISSOURI HOUSING TRUST

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|----------|----------|------------------|------------------|-------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 0 | 4,450,000 | 4,450,000 | |
| | Total | 0.00 | 0 | 0 | 4,450,000 | 4,450,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 4,450,000 | 4,450,000 | |
| | Total | 0.00 | 0 | 0 | 4,450,000 | 4,450,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 4,450,000 | 4,450,000 | |
| | Total | 0.00 | 0 | 0 | 4,450,000 | 4,450,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI HOUSING TRUST | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MO HOUSING TRUST | 3,188,178 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 |
| TOTAL - PD | 3,188,178 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 |
| TOTAL | 3,188,178 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 |
| MHDC Spend Auth Increase - 1419017 | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| MO HOUSING TRUST | 0 | 0.00 | 0 | 0.00 | 2,050,000 | 0.00 | 2,050,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 2,050,000 | 0.00 | 2,050,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 2,050,000 | 0.00 | 2,050,000 | 0.00 |
| GRAND TOTAL | \$3,188,178 | 0.00 | \$4,450,000 | 0.00 | \$6,500,000 | 0.00 | \$6,500,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-------------------------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI HOUSING TRUST | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 3,188,178 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 |
| TOTAL - PD | 3,188,178 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 | 4,450,000 | 0.00 |
| GRAND TOTAL | \$3,188,178 | 0.00 | \$4,450,000 | 0.00 | \$4,450,000 | 0.00 | \$4,450,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$3,188,178 | 0.00 | \$4,450,000 | 0.00 | \$4,450,000 | 0.00 | \$4,450,000 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.140

Program Name: Missouri Housing Trust Fund

Program is found in the following core budget(s): Missouri Housing Development Commission

1a. What strategic priority does this program address?

Data Driven, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

- The Missouri Housing Trust Fund (MHTF) works in collaboration with other programs to reduce, eliminate and prevent homelessness.
- The MHTF was created to financially assist the development of housing stock and to provide housing assistance to low-income persons and families.
- As the statutorily designated administrator of the MHTF, the Missouri Housing Development Commission (MHDC) utilizes a competitive application process to grant funds to agencies, typically non-profits, that provide direct assistance to low-income persons and families; including rent and utility assistance, and home repairs/modifications.

2a. Provide an activity measure(s) for the program.

Number of Households Served

| MHDC Programs | FY2019 | | FY2020 | | FY2021* | | FY2022 | FY2023 | FY2024 |
|---------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Emergency Assistance | 981 | 752 | 760 | 804 | 767 | | 775 | 783 | 837 |
| Rental Assistance | 529 | 503 | 508 | 444 | 513 | | 518 | 523 | 462 |
| Home Repair/Modification | 100 | 43 | 43 | 46 | 44 | | 44 | 45 | 48 |
| Grand Total | 1,610 | 1,298 | 1,311 | 1,294 | 1,324 | | 1,337 | 1,351 | 1,347 |
| Amount of Funds Leveraged | \$54.9M | \$75M | \$55.8M | \$101M | \$56.4M | | \$56.9M | \$57.5M | \$58M |

Note 1: Table depicts the number of households prevented from becoming or remaining homeless as a result of assistance received from the MHTF.

Note 2: *MHTF's program year runs from April 1-March 31. "Actual" data is taken from closeout reports submitted by MHTF grantees. FY2021 "Actual" data will be available in Spring 2022.

Note 3: Program projections for FY2021, FY2022, FY2023, and FY2024 are based on FY2020 actual data with an assumption of moderate annual growth. "Funds leveraged" projections based on average of FY2019 and FY2020 actual data.

PROGRAM DESCRIPTION

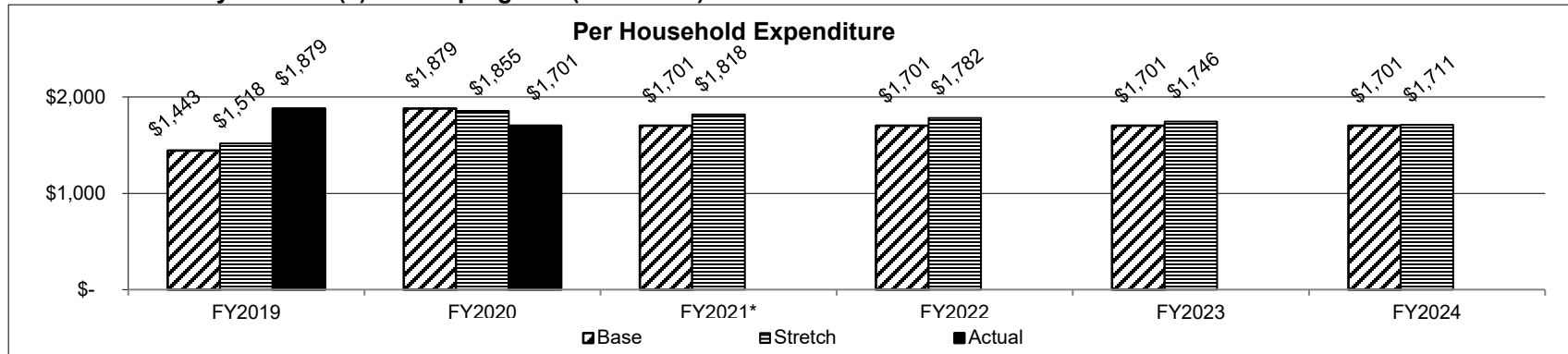
Department: Economic Development

HB Section(s): 7.140

Program Name: Missouri Housing Trust Fund

Program is found in the following core budget(s): Missouri Housing Development Commission

2a. Provide an activity measure(s) for the program. (continued)

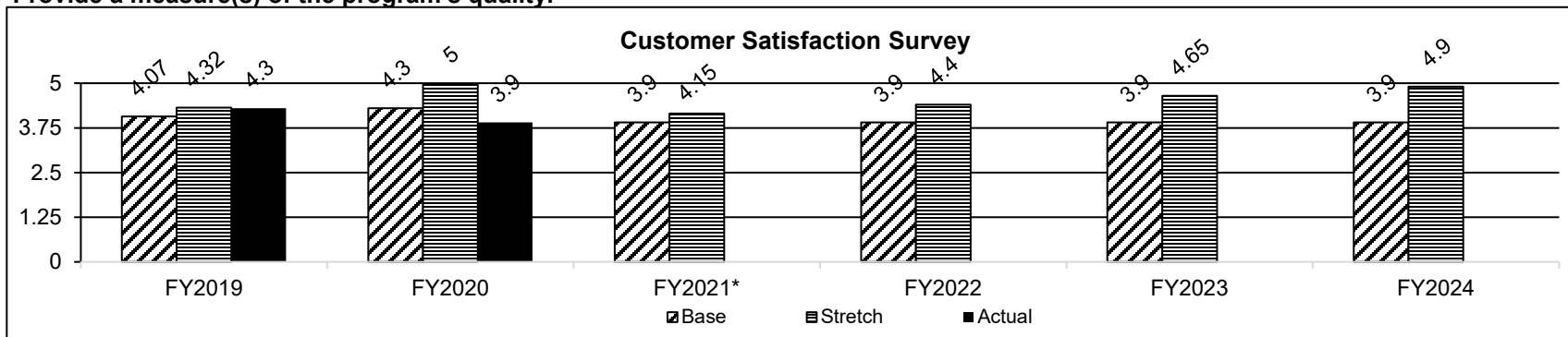


Note 1: "Per Household Expenditure" refers to the amount of MHTF funds utilized each time a household received Rental Assistance, Emergency Assistance and/or Home Repair Assistance through the MHTF program.

Note 2: Base target is calculated by using FY2020 actual per household expenditures (Rental Assistance, Emergency Assistance and Home Repair Assistance) divided by the number of households served. Stretch is calculated based on a 2 percent decrease in household expenditure.

Note 3: *FY2021 actual data available Spring 2022.

2b. Provide a measure(s) of the program's quality.



Note 1: "Customer" refers to organizations (grantees) which received MHTF monies for the current FY2020 grant year.

Note 2: The MHTF Annual Survey consists of a set of five satisfaction questions on a five-point weighted scale. The survey is sent to FY2020 grantees.

Note 3: Base target set as FY2020 actual data. Stretch target set as a .25 point increase up to the maximum possible five points.

Note 4: *FY2021 actual data available Spring 2022.

PROGRAM DESCRIPTION

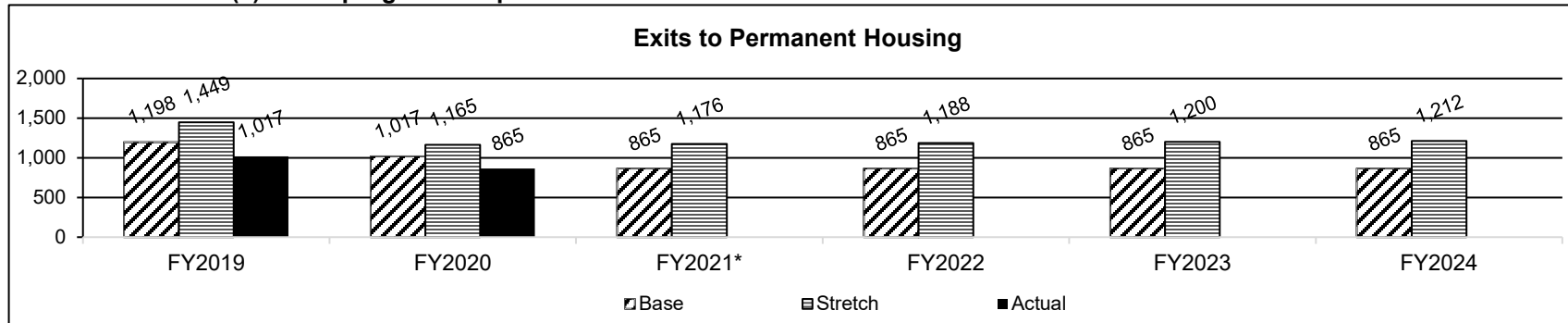
Department: Economic Development

HB Section(s): 7.140

Program Name: Missouri Housing Trust Fund

Program is found in the following core budget(s): Missouri Housing Development Commission

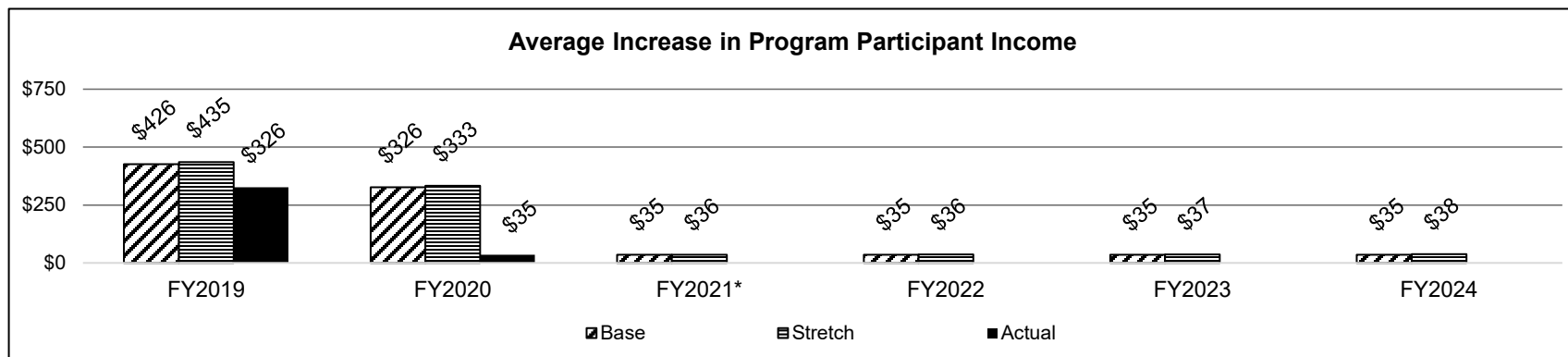
2c. Provide a measure(s) of the program's impact.



Note 1: "Exits to Permanent Housing" refers to the number of households that obtained or maintained permanent housing after exiting the MHTF program.

Note 2: Base target is set at the FY2020 actual data. Stretch target is calculated at 90 percent of the projected households assisted detailed in 2a.

Note 3: *FY2021 actual data available Spring 2022.



Note 1: "Increase in Program Participant Income" refers to an increase in either earned income or connection to other mainstream resources (i.e., SSI, SSDI, etc.) as a result of participating in the MHTF program.

Note 2: Base target is set at the FY2020 actual data benchmark. Stretch target is calculated with a modest 2 percent increase.

Note 3: *FY2021 actual data available Spring 2022.

PROGRAM DESCRIPTION

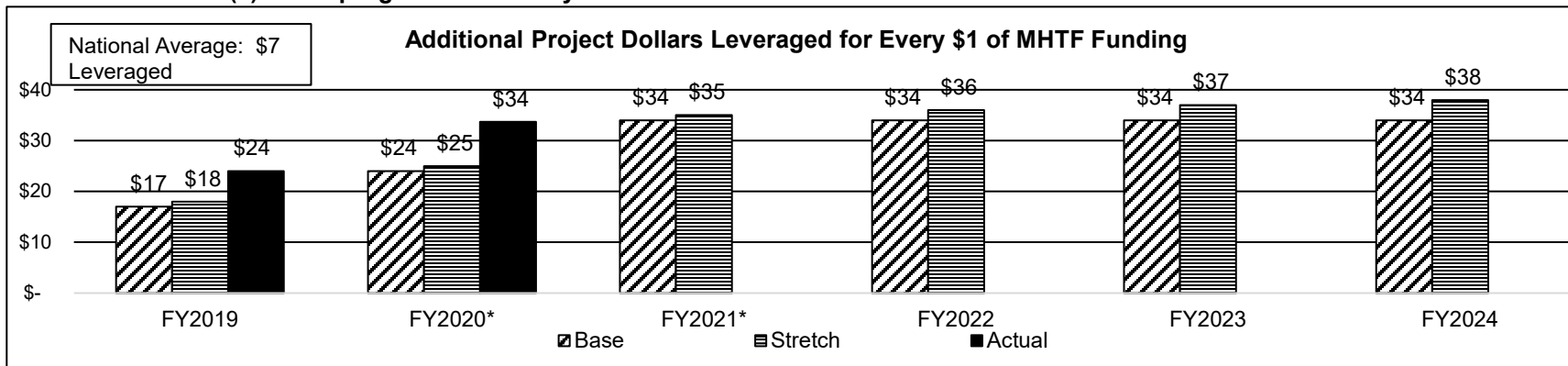
Department: Economic Development

HB Section(s): 7.140

Program Name: Missouri Housing Trust Fund

Program is found in the following core budget(s): Missouri Housing Development Commission

2d. Provide a measure(s) of the program's efficiency.

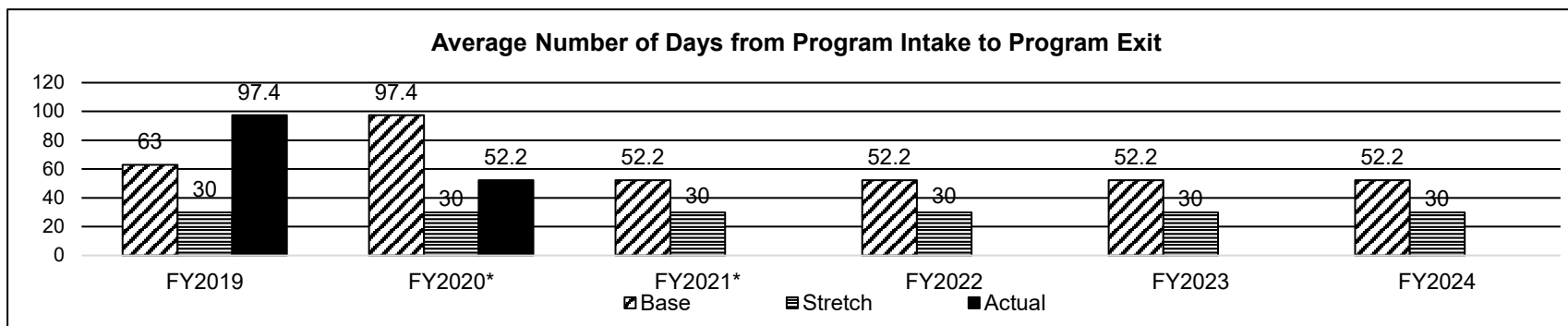


Note 1: MHDC is able to assist a larger number of individuals than would otherwise be possible by successfully leveraging the state dollars with other funds.

Note 2: *Actual data for FY2021 will be available Spring 2022.

Note 3: National average as reported in the 2016 Housing Trust Fund Survey Report published by the Center for Community Change.

Note 4: Base is set at the FY2020 actual data with a stretch target of a \$1 increase.



Note 1: "Program Exit" refers to the date the program participant is no longer receiving MHTF assistance.

Note 2: Base target set at FY2020 actual data as a benchmark. Stretch target set at the federal performance measure benchmark of 30 days.

Note 3: *FY2021 actual data available Spring 2022.

PROGRAM DESCRIPTION

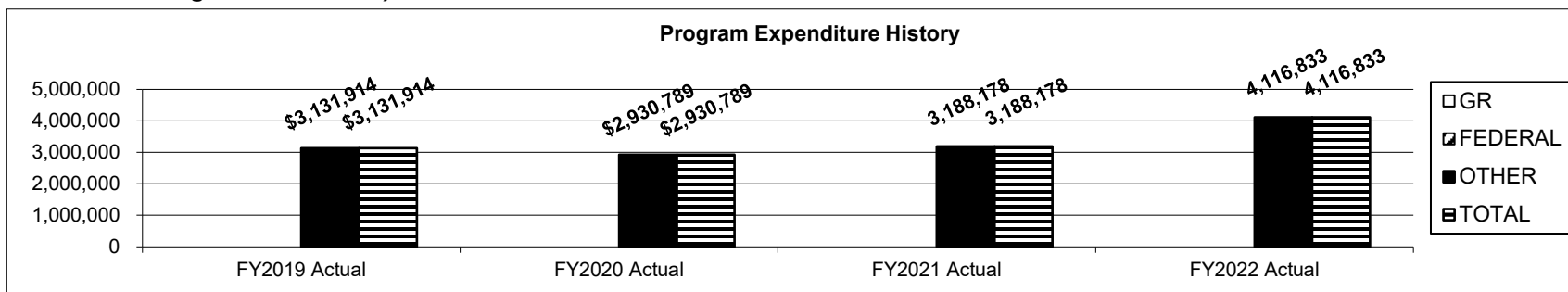
Department: Economic Development

HB Section(s): 7.140

Program Name: Missouri Housing Trust Fund

Program is found in the following core budget(s): Missouri Housing Development Commission

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: FY2022 Actual reflects the actual amount transferred from the State Treasurer's office in July 2021 for the FY2022 funding cycle.

4. What are the sources of the "Other " funds?

Missouri Housing Trust Fund (0254) is funded with \$3 dollars charged and collected by every recorder of deeds office pursuant to 59.319 RSMo.

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 59.319, RSMo and Sections 215.034 - 215.039, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

NEW DECISION ITEM

RANK: 21 OF 26

| | |
|--|-----------------------------------|
| Department: Economic Development | Budget Unit: <u>42470C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Increase to Housing Trust Fund DI# 1419017 | HB Section: <u>7.140</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------|------------------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 2,050,000 | 2,050,000 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 2,050,000 | 2,050,000 |
| | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------|------------------|------------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 2,050,000 | 2,050,000 |
| TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 2,050,000 | 2,050,000 |
| | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Missouri Housing Trust Fund (0240)
Non-Counts:

Other Funds: Missouri Housing Trust Fund (0240)
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This funding is needed to increase the spending authority to the current Missouri Housing Trust Fund (MHTF). §59.319, RSMo authorizes \$3 be charged and collected by every recorder of deeds office, on certain documents, for deposit in the state treasury and credited to the MHTF. At the conclusion of each statutory year, pursuant to §215.034.1, RSMo, the State Treasurer allocates all moneys in the MHTF to the Missouri Housing Development Commission (MHDC). Data from the Treasurer's office show an increase in collected fees of 40% for July, 2021, compared to July, 2020. MHDC assumes the same increase for the entire 12 months of FY2022.

NEW DECISION ITEM

RANK: 21 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42470C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Increase to Housing Trust Fund DI# 1419017 | HB Section <u>7.140</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

As described in Section 3 above, the core MHTF appropriation of \$4,450,000 will not allow full utilization of all MHTF expected to be collected in FY2022. MHDC is requesting an additional \$2,050,000 in MHTF appropriation authority to reflect the projected increase in total fees collected.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One-Time DOLLARS |
|--------------------------------------|------------------------------------|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|--|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | 2,050,000 | | 2,050,000 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>2,050,000</u> | | <u>2,050,000</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>2,050,000</u> | <u>0.0</u> | <u>2,050,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 21 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>42470C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Increase to Housing Trust Fund DI# 1419017 | HB Section <u>7.140</u> |

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|-------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | | | 2,050,000 | | 2,050,000 | | |
| Total PSD | <u>0</u> | | <u>0</u> | | <u>2,050,000</u> | | <u>2,050,000</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>2,050,000</u> | <u>0.0</u> | <u>2,050,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 21 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42470C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Increase to Housing Trust Fund DI# 1419017 | HB Section <u>7.140</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.
Please refer to the MHDC-MHTF Core Decision Item and Program Description.

6b. Provide a measure(s) of the program's quality.
Please refer to the MHDC-MHTF Core Decision Item and Program Description.

6c. Provide a measure(s) of the program's impact.
Please refer to the MHDC-MHTF Core Decision Item and Program Description.

6d. Provide a measure(s) of the program's efficiency.
Please refer to the MHDC-MHTF Core Decision Item and Program Description.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Please refer to the MHDC-MHTF core for the strategies to achieve their performance measures.

The MHDC-MHTF program is designed and executed in a data-driven and customer-centric manner. Findings from prior fiscal year's data inform decisions for the upcoming program year. Feedback from grantees is also taken into consideration to determine how MHDC can better streamline processes, collect data, and limit barriers with the ultimate goal of obtaining and/or maintaining housing efficiently for low-income Missourians.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MISSOURI HOUSING TRUST | | | | | | | | |
| MHDC Spend Auth Increase - 1419017 | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 2,050,000 | 0.00 | 2,050,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 2,050,000 | 0.00 | 2,050,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$2,050,000 | 0.00 | \$2,050,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$2,050,000 | 0.00 | \$2,050,000 | 0.00 |

CORE DECISION ITEM

| | | | |
|--------------------|--|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 42472C |
| Division: | Missouri Housing Development Commission | HB Section | 7.140 |
| Core: | Emergency Solutions Grant Program | | |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|------------------|-------------|------------------|--------------|-----------------------------------|------------------|-------------|------------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 4,130,000 | 0 | 4,130,000 | PSD | 0 | 4,130,000 | 0 | 4,130,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 4,130,000 | 0 | 4,130,000 | Total | 0 | 4,130,000 | 0 | 4,130,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Federal Funds: Emergency Solutions Grant (0111)

Federal Funds: Emergency Solutions Grant (0111)

2. CORE DESCRIPTION

This is the core appropriation authority for the Emergency Solutions Grant (ESG) Program. This authority is being transferred in from Section 11.185 under the Department of Social Services to Section 7.140 under the Department of Economic Development in FY2023. The Missouri Housing Development Commission (MHDC) is the current administrator of these pass-through federal funds from the Department of Housing and Urban Development (HUD). ESG provides funding to (1) engage homeless individuals and families living on the street through street outreach activities; (2) improve the number and quality of emergency shelters for homeless individuals and families; (3) help operate these shelters; (4) provide essential services to shelter residents; (5) rapidly rehouse homeless individuals and families; and (6) prevent individuals and families from becoming homeless.

3. PROGRAM LISTING (list programs included in this core funding)

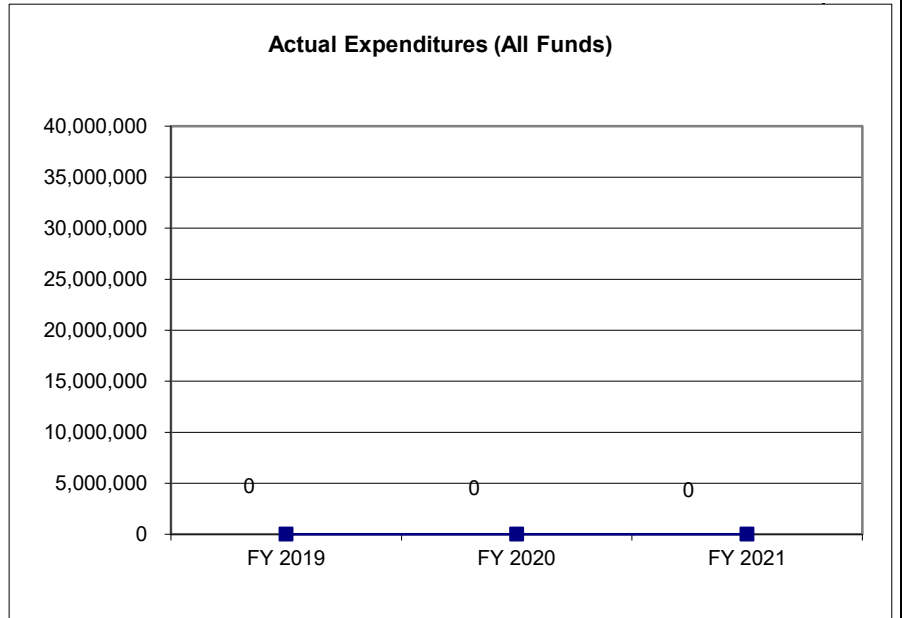
Missouri Housing Development Commission

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: <u>Economic Development</u> | Budget Unit <u>42472C</u> |
| Division: <u>Missouri Housing Development Commission</u> | |
| Core: <u>Emergency Solutions Grant Program</u> | HB Section <u>7.140</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 0 | 0 | 0 | 0 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 0 | 0 | 0 | 0 |
| Actual Expenditures (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | | | N/A |
| Federal | 0 | | | N/A |
| Other | 0 | 0 | 0 | N/A |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: FY2019 through FY2022 financial history is reflected in DSS budget request (HB 11.185).

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
EMERGENCY SOLUTIONS PROGRAM**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|----------|------------------|----------|------------------|---|
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| Transfer In | 1823 8903 PD | 0.00 | 0 | 4,130,000 | 0 | 4,130,000 | Transfer in of Emergency Solutions Grant appropriation from DSS |
| NET DEPARTMENT CHANGES | | 0.00 | 0 | 4,130,000 | 0 | 4,130,000 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 4,130,000 | 0 | 4,130,000 | |
| | Total | 0.00 | 0 | 4,130,000 | 0 | 4,130,000 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 4,130,000 | 0 | 4,130,000 | |
| | Total | 0.00 | 0 | 4,130,000 | 0 | 4,130,000 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|------------------------------------|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| EMERGENCY SOLUTIONS PROGRAM | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| EMERGENCY SOLUTIONS GRANT | 0 | 0.00 | 0 | 0.00 | 4,130,000 | 0.00 | 4,130,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 4,130,000 | 0.00 | 4,130,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 4,130,000 | 0.00 | 4,130,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$4,130,000 | 0.00 | \$4,130,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|------------------------------------|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| EMERGENCY SOLUTIONS PROGRAM | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 4,130,000 | 0.00 | 4,130,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 4,130,000 | 0.00 | 4,130,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$4,130,000 | 0.00 | \$4,130,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$4,130,000 | 0.00 | \$4,130,000 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.140

Program Name: Emergency Solutions Grant

Program is found in the following core budget(s): Missouri Housing Development Commission

1a. What strategic priority does this program address?

Data Driven, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

- The Missouri Housing Development Commission (MHDC) assists individuals and families who are homeless or at risk of homelessness obtain and remain in permanent housing by administering the Emergency Solutions Grant (ESG) Program through approximately 70 sub-grants to non-profit agencies operating emergency shelter, street outreach, rapid re-housing, and homeless prevention programs.
- The Ming Homeless Shelter is a program of the House on the Hill Foundation. Located in Warrensburg, the Ming shelter provides shelter and supportive services for homeless persons in the Johnson County area.

2a. Provide an activity measure(s) for the program.

FY2019 through FY2022 activity measure is reflected in DSS budget request (HB 11.185). An activity measure to show total clients using ESG funding for the aid of homeless individuals and families will be developed.

2b. Provide a measure(s) of the program's quality.

Due to the nature of the assistance provided by the ESG Program can be difficult to collect customer satisfaction data. MHDC holds an annual Focus Group for funded ESG agencies at the end of each grant cycle. Due to COVID-19, the most recent Focus Group was conducted through electronic survey in the month of June 2021 and followed by a live webinar in July 2021. During this time, funded agencies are offered an opportunity to provide feedback and suggestions based on their experiences for the future grant year. The feedback has historically been very positive. This year the survey resulted in over 75% of respondents stating that MHDC did not need to do anything to improve the ESG program administration. In conjunction with the ESG Focus Group, MHDC is working to create and implement more effective ways of evaluating customer satisfaction measures and data reporting processes.

2c. Provide a measure(s) of the program's impact.

FY2019 through FY2022 impact measure is reflected in DSS budget request (HB 11.185). An impact measure to show the number of exits to permanent housing will be developed.

2d. Provide a measure(s) of the program's efficiency.

FY2019 through FY2022 efficiency measure is reflected in DSS budget request (HB 11.185). An efficiency measure to show the cost of assistance per client served will be developed.

PROGRAM DESCRIPTION

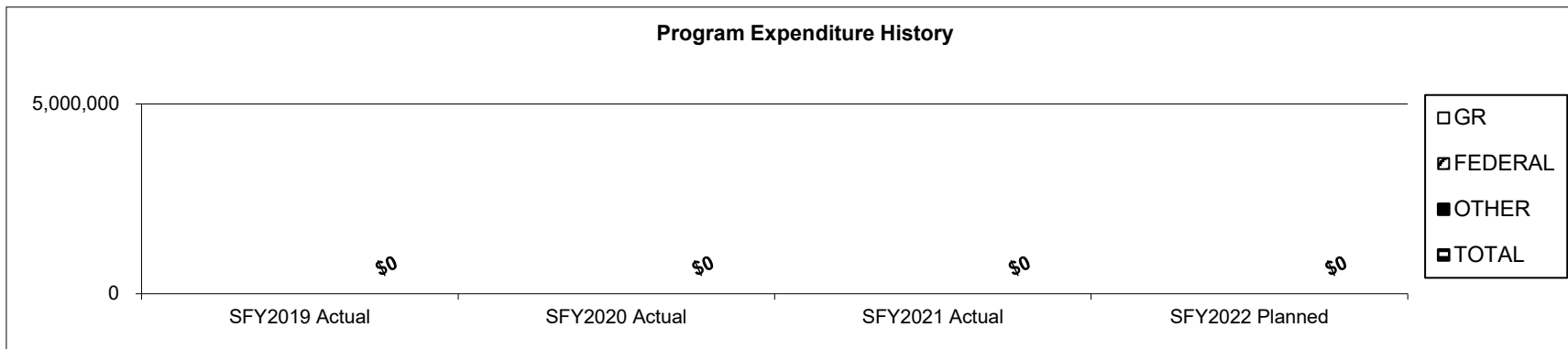
Department: Economic Development

HB Section(s): 7.140

Program Name: Emergency Solutions Grant

Program is found in the following core budget(s): Missouri Housing Development Commission

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Program expenditure history is reflected in DSS budget request (HB 11.185).

4. What are the sources of the "Other " funds?

NA

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Federal Law: Stewart B. McKinney Homeless Assistance Act, as amended 42 USC 11371

Federal Law: P.L. 111-22, Division B, Homeless Emergency Assistance and Rapid Transition to Housing Act of 2009 (HEARTH Act)

6. Are there federal matching requirements? If yes, please explain.

Yes, matching funds are required of sub-recipients (non-profits) on a dollar-for-dollar basis (100%).

As stated in HUD ESG regulation, the state can waive up to the first \$100,000 of required match. The state does not provide any matching funds for this program other than a small portion to match administrative funds used for oversight and monitoring.

7. Is this a federally mandated program? If yes, please explain.

No. However, ESG is a component of Missouri's Five-Year Consolidated Plan which includes all formula funded programs from the Department of Housing and Urban Development.

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42470C</u> |
| Division: Missouri Housing Development Commission | |
| Core: Housing Assistance Federal Stimulus 2021-Emergency Rental Assistance | HB Section <u>7.140</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|------------------------|----------|----------|----------|--|-----------------------------------|----------|----------|----------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | Total | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |
| Est. Fringe | 0 | 0 | 0 | 0 | Est. Fringe | 0 | 0 | 0 | 0 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |
| Federal Funds: Housing Assistance Federal Stim 2021-Rental Assist | | | | | Federal Funds: Housing Assistance Federal Stim 2021-Rental Assist | | | | |

2. CORE DESCRIPTION

This is the core appropriation authority for federal stimulus funds from the U.S. Department of Treasury for the Emergency Rental Assistance Fund (ERA). ERA 1.0 was authorized under the Consolidated Appropriations Act, 2021 (Public Law 117-2, H.R. 1319). ERA 2.0 was authorized by section 3201 of the American Rescue Plan Act of 2021.

This authority was a one-time appropriation for FY2022. A New Decision Item for FY2023 is being requested.

ERA makes funding available to assist households that are unable to pay rent, utilities, home energy costs, and other expenses related to housing as a result of the COVID-19 pandemic. The Missouri Housing Development Commission (MHDC) administers this program on behalf of the State of Missouri.

3. PROGRAM LISTING (list programs included in this core funding)

Missouri Housing Development Commission

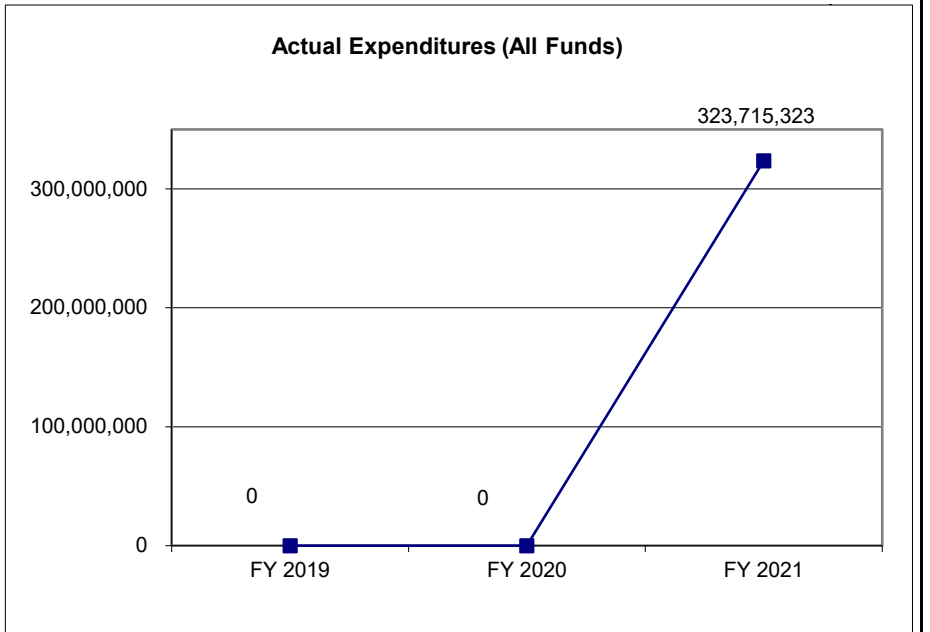
CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42470C</u> |
| Division: Missouri Housing Development Commission | |
| Core: Housing Assistance Federal Stimulus 2021-Emergency Rental Assistance | HB Section <u>7.140</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 0 | 0 | 324,694,749 | 324,694,749 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 0 | 0 | 324,694,749 | 324,694,749 |
| Actual Expenditures (All Funds) | 0 | 0 | 323,715,323 | 0 |
| Unexpended (All Funds) | 0 | 0 | 979,426 | 324,694,749 |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | | | |
| Federal | 0 | | | |
| Other | 0 | 0 | 979,426 | 324,694,749 |

(1)



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) 100% of awarded ERA 1.0 from the Consolidated Appropriations Act, 2021, H.R. 133, Public Law 116-260.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
RENTAL ASST

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|----------|----------------------|---------------|----------------------|---|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 324,694,749 | 0 | 324,694,749 | |
| | Total | 0.00 | 0 | 324,694,749 | 0 | 324,694,749 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| 1x Expenditures | 908 7434 | PD | 0.00 | 0 | (324,694,749) | 0 | (324,694,749) Reduction of One-Time Appropriation |
| NET DEPARTMENT CHANGES | | 0.00 | 0 | (324,694,749) | 0 | (324,694,749) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--|----------------------|-------------|----------------------|-------------|----------------------|-------------|----------------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| RENTAL ASST | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| HOUSING ASSISTANCE STIMULUS | 323,715,323 | 0.00 | 324,694,749 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 323,715,323 | 0.00 | 324,694,749 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL | 323,715,323 | 0.00 | 324,694,749 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Emergency Rental Assistance - 1419014 | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| HOUSING ASSIST FED STIM 2021 | 0 | 0.00 | 0 | 0.00 | 216,000,000 | 0.00 | 216,000,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 216,000,000 | 0.00 | 216,000,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 216,000,000 | 0.00 | 216,000,000 | 0.00 |
| GRAND TOTAL | \$323,715,323 | 0.00 | \$324,694,749 | 0.00 | \$216,000,000 | 0.00 | \$216,000,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-----------------------|----------------------|-------------|----------------------|-------------|------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| RENTAL ASST | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 323,715,323 | 0.00 | 324,694,749 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 323,715,323 | 0.00 | 324,694,749 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$323,715,323 | 0.00 | \$324,694,749 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| FEDERAL FUNDS | \$323,715,323 | 0.00 | \$324,694,749 | 0.00 | \$0 | 0.00 | | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.140

Program Name: Emergency Rental Assistance

Program is found in the following core budget(s): Missouri Housing Development Commission

1a. What strategic priority does this program address?

Data Driven, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

ERA makes funding available to assist households that are unable to pay rent, utilities, home energy costs, and other expenses related to housing as a result of the COVID-19 pandemic. The Missouri Housing Development Commission (MHDC) administers this program on behalf of the State of Missouri.

2a. Provide an activity measure(s) for the program.

This is a new program; therefore, an activity measure is under development.

2b. Provide a measure(s) of the program's quality.

This is a new program; therefore, a quality measure is under development.

2c. Provide a measure(s) of the program's impact.

This is a new program; therefore, an impact measure is under development.

2d. Provide a measure(s) of the program's efficiency.

This is a new program; therefore, an efficiency measure is under development.

PROGRAM DESCRIPTION

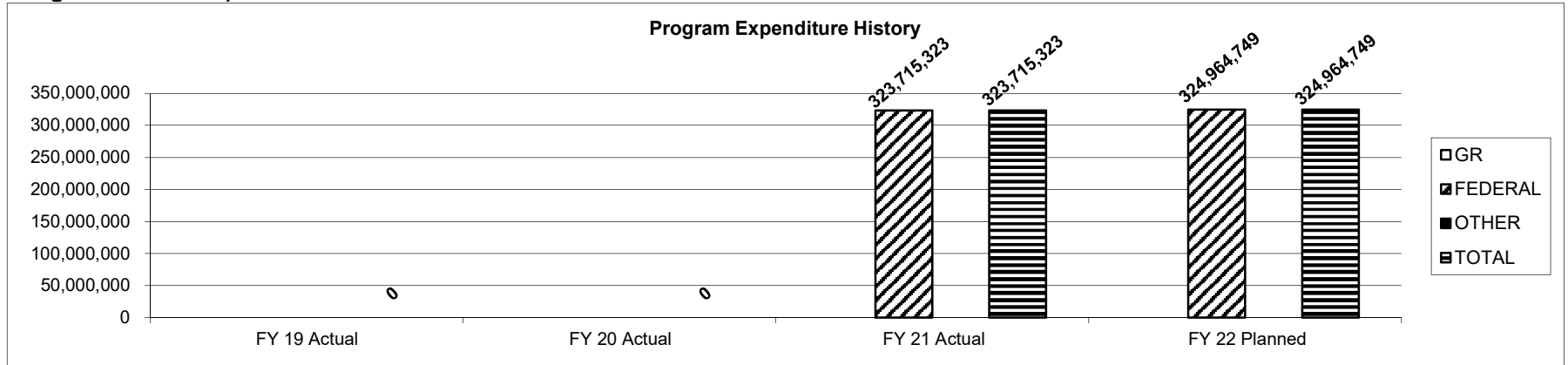
Department: Economic Development

HB Section(s): 7.140

Program Name: Emergency Rental Assistance

Program is found in the following core budget(s): Missouri Housing Development Commission

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

NA

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

ERA 1.0 was authorized under the Consolidated Appropriations Act, 2021 (Public Law 117-2, H.R. 1319). ERA 2.0 was authorized by section 3201 of the American Rescue Plan Act of 2021.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM

RANK: 18 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42475C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Emergency Rental Assistance DI# 1419014 | HB Section <u>7.140</u> |

1. AMOUNT OF REQUEST

| FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | | |
|--|-------------|--------------------|-------------|--------------------|--|-------------|--------------------|-------------|--------------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 216,000,000 | 0 | 216,000,000 | PSD | 0 | 216,000,000 | 0 | 216,000,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 216,000,000 | 0 | 216,000,000 | Total | 0 | 216,000,000 | 0 | 216,000,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |
| Est. Fringe | 0 | 0 | 0 | 0 | Est. Fringe | 0 | 0 | 0 | 0 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |

Federal Funds: Housing Assistance Federal Stimulus Fund (2450)
Non-Counts:

Federal Funds: Housing Assistance Federal Stimulus Fund (2450)
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|--|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input type="checkbox"/> Program Expansion | <input checked="" type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This appropriation was entered as a one-time item in the FY2022 budget; therefore, a new decision item is being requested in order to accept additional federal stimulus funds from the U.S. Department of Treasury. The Emergency Rental Assistance 2.0 (ERA 2.0) program was authorized by section 3201 of the American Rescue Plan Act and Consolidated Appropriations Act, 2021 (Public Law 117-2, H.R. 1319). ERA makes funding available to assist households that are unable to pay rent, utilities, home energy costs, and other expenses related to housing as a result of the COVID-19 pandemic. The Missouri Housing Development Commission (MHDC) administers this program on behalf of the State of Missouri.

DED received and transferred \$323,694,749.30 to MHDC from the original tranche of ERA funding in February 2021. This funding was authorized by Section 501(a) of Division N of the Consolidated Appropriations Act, 2021 (Public Law 116-260 in December 2020).

NEW DECISION ITEM

RANK: 18 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>42475C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Emergency Rental Assistance DI# 1419014 | HB Section <u>7.140</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The maximum amount of ERA 2.0 funds available for the state of Missouri totals \$322,771,299.80. A portion of the funds totaling \$107,860,094.96 was paid to the Department of Economic Development (DED) and transferred to MHDC on August 5, 2021. Additional funds will be paid to DED as the original funds are spent down. Therefore, DED and MHDC request appropriation authority for the remaining funds available.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req GR DOLLARS | Dept Req GR FTE | Dept Req FED DOLLARS | Dept Req FED FTE | Dept Req OTHER DOLLARS | Dept Req OTHER FTE | Dept Req TOTAL DOLLARS | Dept Req TOTAL FTE | Dept Req One- Time DOLLAR S |
|-------------------------------|---------------------------|-----------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---|
| | | | | | | | 0 | | |
| Total PS | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Total EE | 0 | | 0 | | 0 | | 0 | | 0 |
| Program Distributions | | | 216,000,000 | | | | 216,000,000 | | |
| Total PSD | 0 | | 216,000,000 | | 0 | | 216,000,000 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 216,000,000 | 0.0 | 0 | 0.0 | 216,000,000 | 0.0 | 0 |

NEW DECISION ITEM

RANK: 18 OF 26

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>42475C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Emergency Rental Assistance DI# 1419014 | HB Section <u>7.140</u> |

| | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec |
|-------------------------------|----------|------------|--------------------|------------|----------|------------|--------------------|------------|----------|----------|
| Budget Object Class/Job Class | GR | GR | FED | FED | OTHER | OTHER | TOTAL | TOTAL | | Gov Rec |
| | DOLLARS | FTE | DOLLARS | FTE | DOLLARS | FTE | DOLLARS | FTE | | One-Time |
| | | | | | | | | | | DOLLAR |
| | | | | | | | | | | S |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0</u> |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | <u>0</u> |
| Program Distributions | | | <u>216,000,000</u> | | | | <u>216,000,000</u> | | | |
| Total PSD | <u>0</u> | | <u>216,000,000</u> | | <u>0</u> | | <u>216,000,000</u> | | | <u>0</u> |
| Transfers | | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>216,000,000</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>216,000,000</u> | <u>0.0</u> | | <u>0</u> |

NEW DECISION ITEM

RANK: 18 OF 26

| | |
|--|---------------------------|
| Department: <u>Economic Development</u> | Budget Unit <u>42475C</u> |
| Division: <u>Missouri Housing Development Commission</u> | |
| DI Name: <u>Emergency Rental Assistance</u> DI# <u>1419014</u> | HB Section <u>7.140</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

An activity measure for the program is under development.

6b. Provide a measure(s) of the program's quality.

A quality measure for the program is under development.

6c. Provide a measure(s) of the program's impact.

An impact measure for the program is under development.

6d. Provide a measure(s) of the program's efficiency.

An efficiency measure for the program is under development.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Strategy is under development along with performance measures.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--|------------|-------------|------------|-------------|----------------------|-------------|----------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| RENTAL ASST | | | | | | | | |
| Emergency Rental Assistance - 1419014 | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 216,000,000 | 0.00 | 216,000,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 216,000,000 | 0.00 | 216,000,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$216,000,000 | 0.00 | \$216,000,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$216,000,000 | 0.00 | \$216,000,000 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | | | |
|--------------------|--|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 42476C |
| Division: | Missouri Housing Development Commission | | |
| Core: | MHDC Housing Assistance Federal Stimulus-Homeowners | HB Section | 7.145 |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|----------|--------------|-----------------------------------|----------|----------|----------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | Total | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Federal Funds: Housing Assistance Federal Stim 2021 Fund (2450)

Other Funds:

2. CORE DESCRIPTION

This is the core appropriation authority for federal stimulus funds from the U.S. Department of Treasury for the Homeowner Assistance Fund (HAF). HAF was authorized under section 3206 of the American Rescue Plan Act and Consolidated Appropriations Act, 2021 (Public Law 117-2, H.R. 1319).

This authority was a one-time appropriation for FY2022. A New Decision Item for FY2023 is being requested.

HAF makes funding available to alleviate homeowner mortgage delinquencies, homeowner mortgage defaults, and homeowner mortgage foreclosures as a result of the COVID-19 pandemic. The Missouri Housing Development Commission (MHDC) administers this program on behalf of the State of Missouri.

3. PROGRAM LISTING (list programs included in this core funding)

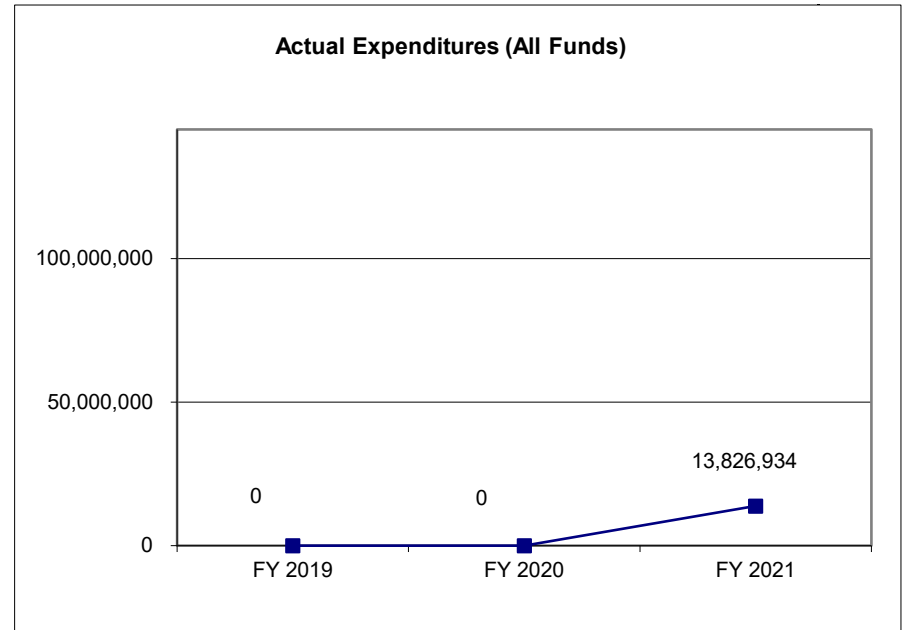
MHDC Housing Assistance Federal Stimulus 2021 (Homeowners)

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>42476C</u> |
| Division: Missouri Housing Development Commission | |
| Core: MHDC Housing Assistance Federal Stimulus-Homeowners | HB Section <u>7.145</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 0 | 0 | 142,000,000 | 142,000,000 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 0 | 0 | 142,000,000 | 142,000,000 |
| Actual Expenditures (All Funds) | 0 | 0 | 13,826,934 | |
| Unexpended (All Funds) | 0 | 0 | 128,173,066 | 142,000,000 |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | | | |
| Federal | 0 | | | |
| Other | 0 | 0 | 128,173,066 | 142,000,000 |
| | | | (1) | |



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) 10% of Homeowner Assistance funds from the American Rescue Plan Act were released by the U.S. Treasury in FY2021. The balance will be distributed by U.S. Treasury at a later date.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MORTGAGE ASSISTANCE**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|-------------------------------|-------------|-----------|----------------------|--------------|----------------------|-------------------------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PD | 0.00 | 0 | 142,000,000 | 0 | 142,000,000 | |
| | Total | 0.00 | 0 | 142,000,000 | 0 | 142,000,000 | |
| DEPARTMENT CORE ADJUSTMENTS | | | | | | | |
| 1x Expenditures | 910 8177 PD | 0.00 | 0 | (142,000,000) | 0 | (142,000,000) | Reduction of One-Time Appropriation |
| | NET DEPARTMENT CHANGES | 0.00 | 0 | (142,000,000) | 0 | (142,000,000) | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PD | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PD | 0.00 | 0 | 0 | 0 | 0 | |
| | Total | 0.00 | 0 | 0 | 0 | 0 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|---|---------------------|----------------|----------------------|----------------|----------------------|-----------------|----------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MORTGAGE ASSISTANCE | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| HOUSING ASSIST FED STIM 2021 | 13,826,934 | 0.00 | 142,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 13,826,934 | 0.00 | 142,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL | 13,826,934 | 0.00 | 142,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Housing Assistance NDI - 1419016 | | | | | | | | |
| PROGRAM-SPECIFIC | | | | | | | | |
| HOUSING ASSIST FED STIM 2021 | 0 | 0.00 | 0 | 0.00 | 126,000,000 | 0.00 | 126,000,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 126,000,000 | 0.00 | 126,000,000 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 126,000,000 | 0.00 | 126,000,000 | 0.00 |
| GRAND TOTAL | \$13,826,934 | 0.00 | \$142,000,000 | 0.00 | \$126,000,000 | 0.00 | \$126,000,000 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|----------------------------|---------------------|-------------|----------------------|-------------|------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MORTGAGE ASSISTANCE | | | | | | | | |
| CORE | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 13,826,934 | 0.00 | 142,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| TOTAL - PD | 13,826,934 | 0.00 | 142,000,000 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GRAND TOTAL | \$13,826,934 | 0.00 | \$142,000,000 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |
| FEDERAL FUNDS | \$13,826,934 | 0.00 | \$142,000,000 | 0.00 | \$0 | 0.00 | | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.145

Program Name: MHDC Housing Assistance Federal Stimulus-Homeowners

Program is found in the following core budget(s): Missouri Housing Development Commission

1a. What strategic priority does this program address?

1b. What does this program do?

Housing Assistance Fund (HAF) makes funding available to alleviate homeowner mortgage delinquencies, homeowner mortgage defaults, and homeowner mortgage foreclosures as a result of the COVID-19 pandemic. The Missouri Housing Development Commission (MHDC) administers this program on behalf of the State of Missouri.

2a. Provide an activity measure(s) for the program.

This is a new program; therefore, an activity measure is under development.

2b. Provide a measure(s) of the program's quality.

This is a new program; therefore, a quality measure is under development.

2c. Provide a measure(s) of the program's impact.

This is a new program; therefore, an impact measure is under development.

2d. Provide a measure(s) of the program's efficiency.

This is a new program; therefore, an efficiency measure is under development.

PROGRAM DESCRIPTION

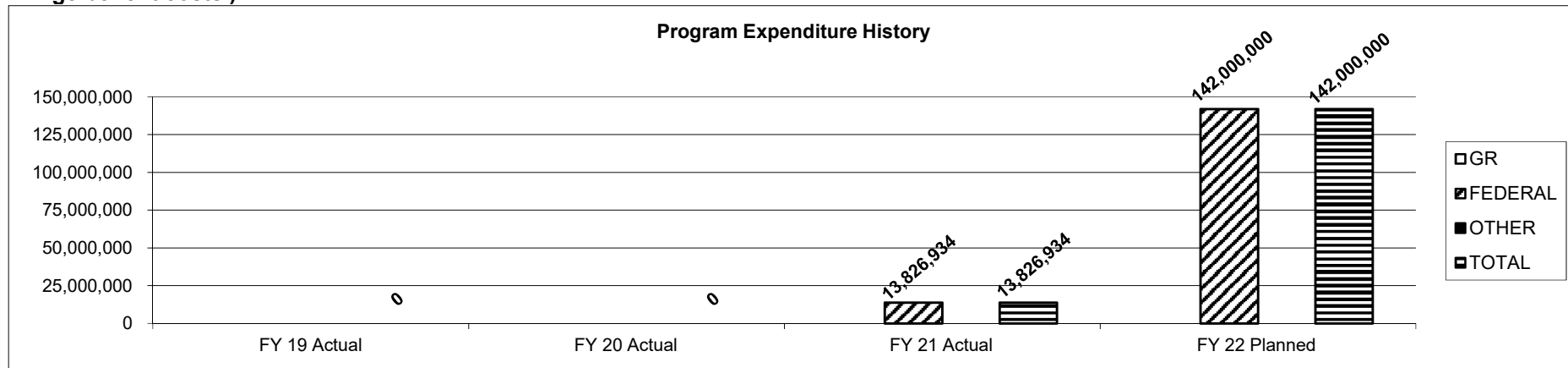
Department: Economic Development

HB Section(s): 7.145

Program Name: MHDC Housing Assistance Federal Stimulus-Homeowners

Program is found in the following core budget(s): Missouri Housing Development Commission

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?
NA

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)
Section 3206 of the American Rescue Plan Act and Consolidated Appropriations Act, 2021 (Public Law 117-2, H.R. 1319)

6. Are there federal matching requirements? If yes, please explain.
No

7. Is this a federally mandated program? If yes, please explain.
No

NEW DECISION ITEM

RANK: 20 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42476C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Homeowner Housing Assistance DI# 1419016 | HB Section <u>7.145</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--|------------------------|--------------------|-------------|--------------------|--|-----------------------------------|--------------------|-------------|--------------------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 126,000,000 | 0 | 126,000,000 | PSD | 0 | 126,000,000 | 0 | 126,000,000 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 0 | 126,000,000 | 0 | 126,000,000 | Total | 0 | 126,000,000 | 0 | 126,000,000 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |
| Est. Fringe | 0 | 0 | 0 | 0 | Est. Fringe | 0 | 0 | 0 | 0 |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> | | | | |

Federal Funds: Housing Assistance Federal Stimulus Fund (2450)
Non-Counts:

Federal Funds: Housing Assistance Federal Stimulus Fund (2450)
Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|--|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input type="checkbox"/> Program Expansion | <input checked="" type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This appropriation authority was entered as a one-time budget item in FY2022; therefore, a new decision item for FY2023 is being requested in order to accept additional federal stimulus funds from the U.S. Department of Treasury. The Homeowner Assistance Fund (HAF) was authorized under section 3206 of the American Rescue Plan Act and Consolidated Appropriations Act, 2021 (Public Law 117-2, H.R. 1319).

HAF makes funding available to alleviate homeowner mortgage delinquencies, homeowner mortgage defaults, and homeowner mortgage foreclosures as a result of the COVID-19 pandemic. The Missouri Housing Development Commission (MHDC) administers this program on behalf of the State of Missouri.

NEW DECISION ITEM

RANK: 20 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42476C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Homeowner Housing Assistance DI# 1419016 | HB Section <u>7.145</u> |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The maximum amount of HAF funds available for the state of Missouri totals \$138,269,336. A portion of the funds totaling \$13,826,933 was paid to the Department of Economic Development (DED) and transferred to MHDC in June, 2021. Additional funds will be paid to DED as the original funds are spent down. Therefore, DED and MHDC request appropriation authority for the remaining funds available.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| | Dept Req | Dept Req | Dept Req | Dept Req | Dept Req | Dept Req | Dept Req | Dept Req | Dept Req |
|--------------------------------------|-------------------|---------------|--------------------|----------------|----------------------|------------------|----------------------|------------------|-------------------------|
| Budget Object Class/Job Class | GR DOLLARS | GR FTE | FED DOLLARS | FED FTE | OTHER DOLLARS | OTHER FTE | TOTAL DOLLARS | TOTAL FTE | One-Time DOLLARS |
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | 0 | | 0 | | 0 | | 0 | | 0 |
| Program Distributions | | | 126,000,000 | | | | 126,000,000 | | |
| Total PSD | 0 | | 126,000,000 | | 0 | | 126,000,000 | | 0 |
| Transfers | | | | | | | | | |
| Total TRF | 0 | | 0 | | 0 | | 0 | | 0 |
| Grand Total | 0 | 0.0 | 126,000,000 | 0.0 | 0 | 0.0 | 126,000,000 | 0.0 | 0 |

NEW DECISION ITEM

RANK: 20 OF 26

| Department: Economic Development | | Budget Unit | | 42476C | | | | | |
|---|------------|-------------|--------------------|------------|---------------|------------|--------------------|------------|------------------|
| Division: Missouri Housing Development Commission | | HB Section | | 7.145 | | | | | |
| DI Name: Homeowner Housing Assistance | | DI# 1419016 | | | | | | | |
| | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec | Gov Rec |
| Budget Object Class/Job Class | GR DOLLARS | GR FTE | FED DOLLARS | FED FTE | OTHER DOLLARS | OTHER FTE | TOTAL DOLLARS | TOTAL FTE | One-Time DOLLARS |
| | | | | | | | 0 | | |
| | | | | | | | 0 | 0.0 | |
| Total PS | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>0</u> |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| | | | | | | | 0 | | |
| Total EE | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Program Distributions | | | 126,000,000 | | | | 126,000,000 | | |
| Total PSD | <u>0</u> | | <u>126,000,000</u> | | <u>0</u> | | <u>126,000,000</u> | | <u>0</u> |
| Transfers | | | | | | | | | |
| Total TRF | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> | | <u>0</u> |
| Grand Total | <u>0</u> | <u>0.0</u> | <u>126,000,000</u> | <u>0.0</u> | <u>0</u> | <u>0.0</u> | <u>126,000,000</u> | <u>0.0</u> | <u>0</u> |

NEW DECISION ITEM

RANK: 20 OF 26

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>42476C</u> |
| Division: Missouri Housing Development Commission | |
| DI Name: Homeowner Housing Assistance DI# 1419016 | HB Section <u>7.145</u> |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.
An activity measure for the program is under development.

6b. Provide a measure(s) of the program's quality.
A quality measure for the program is under development.

6c. Provide a measure(s) of the program's impact.
An impact measure for the program is under development.

6d. Provide a measure(s) of the program's efficiency.
An efficiency measure for the program is under development.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Strategy for performance measures is under development along with performance measures.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|---|------------|-------------|------------|-------------|----------------------|-------------|----------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| MORTGAGE ASSISTANCE | | | | | | | | |
| Housing Assistance NDI - 1419016 | | | | | | | | |
| PROGRAM DISTRIBUTIONS | 0 | 0.00 | 0 | 0.00 | 126,000,000 | 0.00 | 126,000,000 | 0.00 |
| TOTAL - PD | 0 | 0.00 | 0 | 0.00 | 126,000,000 | 0.00 | 126,000,000 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$126,000,000 | 0.00 | \$126,000,000 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$126,000,000 | 0.00 | \$126,000,000 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |

CORE DECISION ITEM

| | | | |
|--------------------|-----------------------------|--------------------|---------------|
| Department: | Economic Development | Budget Unit | 41910C |
| Division: | Administration | | |
| Core: | Administration | HB Section | 7.150 |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|---------------|----------------|------------------|--------------|-----------------------------------|---------------|----------------|------------------|
| | GR | Federal | Other | Total | | GR | Fed | Other | Total |
| PS | 846,299 | 51,639 | 309,809 | 1,207,747 | PS | 846,299 | 51,639 | 309,809 | 1,207,747 |
| EE | 85,719 | 1,777 | 190,721 | 278,217 | EE | 85,719 | 1,777 | 190,721 | 278,217 |
| PSD | 12,000 | 0 | 12,001 | 24,001 | PSD | 12,000 | 0 | 12,001 | 24,001 |
| TRF | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 |
| Total | 944,018 | 53,416 | 512,531 | 1,509,965 | Total | 944,018 | 53,416 | 512,531 | 1,509,965 |
| FTE | 11.55 | 1.00 | 3.99 | 16.54 | FTE | 11.55 | 1.00 | 3.99 | 16.54 |

| | | | | |
|--------------------|---------|--------|---------|---------|
| Est. Fringe | 454,585 | 32,106 | 162,888 | 613,439 |
|--------------------|---------|--------|---------|---------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---------|--------|---------|---------|
| Est. Fringe | 454,585 | 32,106 | 162,888 | 613,439 |
|--------------------|---------|--------|---------|---------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Administrative Revolving Fund (0547)
 Federal Funds: Community Development Block Grant (0123)

Other Funds: Administrative Revolving Fund (0547)
 Federal Funds: Community Development Block Grant (0123)

2. CORE DESCRIPTION

The Administration Division provides overarching direction and ensures adequate resources are allocated to support efforts within each division. The division houses the director's office, general counsel, financial systems, budget, and human resources.

Other funds represents the DED Administrative Revolving Fund (0547). This fund was established by RSMo 620.015 and consists of any monies transferred or paid to the Department of Economic Development in return for goods and services provided by the department.

3. PROGRAM LISTING (list programs included in this core funding)

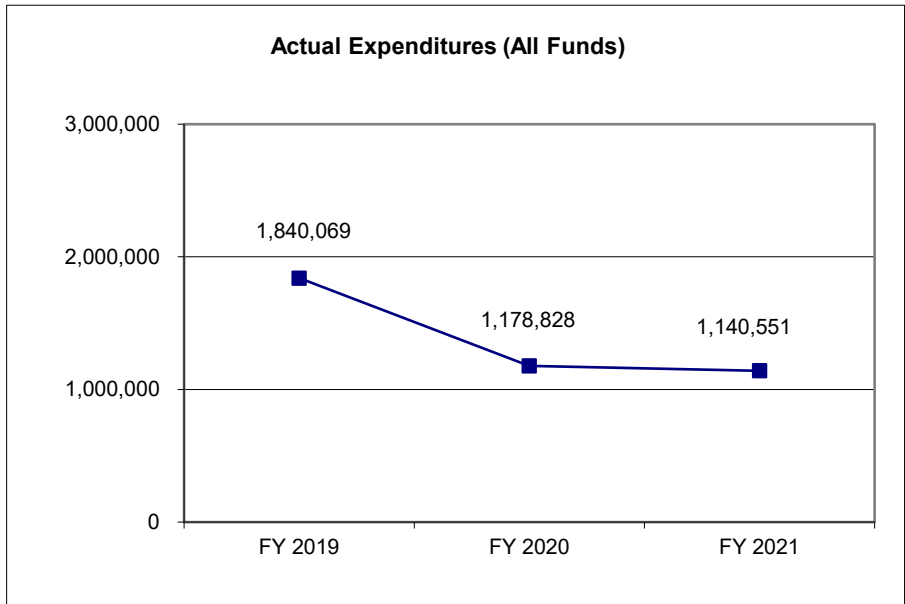
Administration Services and Support

CORE DECISION ITEM

| | |
|---|----------------------------------|
| Department: Economic Development | Budget Unit <u>41910C</u> |
| Division: Administration | |
| Core: Administration | HB Section <u>7.150</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 3,153,835 | 1,462,078 | 1,480,950 | 1,509,965 |
| Less Reverted (All Funds) | (13,764) | (27,750) | (28,117) | (28,321) |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 3,140,071 | 1,434,328 | 1,452,833 | 1,481,644 |
| Actual Expenditures (All Funds) | 1,840,069 | 1,178,828 | 1,140,551 | N/A |
| Unexpended (All Funds) | 1,300,002 | 255,500 | 312,282 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 29,825 | 39,212 | 48,181 | N/A |
| Federal | 679,630 | 14,562 | 10,345 | N/A |
| Other | 590,547 | 201,726 | 253,756 | N/A |
| | (1)(2) | (1) | (1) | |



Restricted amount is as of:

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restrictions (when applicable).

- NOTES:**
- (1) The lapse in General Revenue is the result of various vacancies that occurred throughout the year. The lapse in Other Funds includes \$12,000 refund appropriation.
 - (2) Federal funds from the Division of Workforce Development were transferred to the Department of Higher Education and Workforce Development.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ADMINISTRATIVE SERVICES**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|--------------|----------------|----------------|----------------|------------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | PS | 16.54 | 846,299 | 51,639 | 309,809 | 1,207,747 | |
| | EE | 0.00 | 85,719 | 1,777 | 190,721 | 278,217 | |
| | PD | 0.00 | 12,000 | 0 | 12,001 | 24,001 | |
| | Total | 16.54 | 944,018 | 53,416 | 512,531 | 1,509,965 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | PS | 16.54 | 846,299 | 51,639 | 309,809 | 1,207,747 | |
| | EE | 0.00 | 85,719 | 1,777 | 190,721 | 278,217 | |
| | PD | 0.00 | 12,000 | 0 | 12,001 | 24,001 | |
| | Total | 16.54 | 944,018 | 53,416 | 512,531 | 1,509,965 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | PS | 16.54 | 846,299 | 51,639 | 309,809 | 1,207,747 | |
| | EE | 0.00 | 85,719 | 1,777 | 190,721 | 278,217 | |
| | PD | 0.00 | 12,000 | 0 | 12,001 | 24,001 | |
| | Total | 16.54 | 944,018 | 53,416 | 512,531 | 1,509,965 | |

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit

| Decision Item Budget Object Summary Fund | FY 2021 ACTUAL DOLLAR | FY 2021 ACTUAL FTE | FY 2022 BUDGET DOLLAR | FY 2022 BUDGET FTE | FY 2023 DEPT REQ DOLLAR | FY 2023 DEPT REQ FTE | FY 2023 GOV REC DOLLAR | FY 2023 GOV REC FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| ADMINISTRATIVE SERVICES | | | | | | | | |
| CORE | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 810,400 | 12.37 | 846,299 | 11.55 | 846,299 | 11.55 | 846,299 | 11.55 |
| DED-ED PRO-CDBG-ADMINISTRATION | 42,408 | 0.78 | 51,639 | 1.00 | 51,639 | 1.00 | 51,639 | 1.00 |
| DED ADMINISTRATIVE | 203,441 | 2.97 | 309,809 | 3.99 | 309,809 | 3.99 | 309,809 | 3.99 |
| TOTAL - PS | 1,056,249 | 16.12 | 1,207,747 | 16.54 | 1,207,747 | 16.54 | 1,207,747 | 16.54 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| GENERAL REVENUE | 50,514 | 0.00 | 85,719 | 0.00 | 85,719 | 0.00 | 85,719 | 0.00 |
| DED-ED PRO-CDBG-ADMINISTRATION | 152 | 0.00 | 1,777 | 0.00 | 1,777 | 0.00 | 1,777 | 0.00 |
| DED ADMINISTRATIVE | 32,756 | 0.00 | 190,721 | 0.00 | 190,721 | 0.00 | 190,721 | 0.00 |
| TOTAL - EE | 83,422 | 0.00 | 278,217 | 0.00 | 278,217 | 0.00 | 278,217 | 0.00 |
| PROGRAM-SPECIFIC | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 12,000 | 0.00 | 12,000 | 0.00 | 12,000 | 0.00 |
| DED ADMINISTRATIVE | 880 | 0.00 | 12,001 | 0.00 | 12,001 | 0.00 | 12,001 | 0.00 |
| TOTAL - PD | 880 | 0.00 | 24,001 | 0.00 | 24,001 | 0.00 | 24,001 | 0.00 |
| TOTAL | 1,140,551 | 16.12 | 1,509,965 | 16.54 | 1,509,965 | 16.54 | 1,509,965 | 16.54 |
| Pay Plan FY22-Cost to Continue - 0000013 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 8,379 | 0.00 | 8,379 | 0.00 |
| DED-ED PRO-CDBG-ADMINISTRATION | 0 | 0.00 | 0 | 0.00 | 511 | 0.00 | 511 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 3,067 | 0.00 | 3,067 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 11,957 | 0.00 | 11,957 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 11,957 | 0.00 | 11,957 | 0.00 |
| Pay Plan - 0000012 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 49,052 | 0.00 |
| DED-ED PRO-CDBG-ADMINISTRATION | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,868 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 18,573 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 70,493 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 70,493 | 0.00 |

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Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|------------------------------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ADMINISTRATIVE SERVICES | | | | | | | | |
| Op Ex Coordinator - 0000017 | | | | | | | | |
| PERSONAL SERVICES | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 37,200 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 24,800 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 62,000 | 0.00 |
| EXPENSE & EQUIPMENT | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 7,132 | 0.00 |
| DED ADMINISTRATIVE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,754 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 11,886 | 0.00 |
| TOTAL | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 73,886 | 0.00 |
| GRAND TOTAL | \$1,140,551 | 16.12 | \$1,509,965 | 16.54 | \$1,521,922 | 16.54 | \$1,666,301 | 16.54 |

FLEXIBILITY REQUEST FORM

| | |
|---|---|
| BUDGET UNIT NUMBER: 41910C | DEPARTMENT: Economic Development |
| BUDGET UNIT NAME: Administration | |
| HOUSE BILL SECTION: 7.150 | DIVISION: Administration |

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.

- Admin Services PS (0101) - \$846,299 x 10% = \$84,630 and Admin Services EE (0101) - \$97,719 x 10% = \$9,772
- Admin Services PS (0123) - \$51,639 x 10% = \$5,164 and Admin Services EE (0123) - \$1,777 x 10% = \$178
- Admin Services PS (0547) - \$309,809 x 10% = \$30,981 and Admin Services EE (0547) - \$202,722 x 10% = \$20,272

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

| PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED | BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED |
|---|---|---|
| \$0 | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

3. Please explain how flexibility was used in the prior and/or current years.

| PRIOR YEAR EXPLAIN ACTUAL USE | CURRENT YEAR EXPLAIN PLANNED USE |
|----------------------------------|---|
| N/A | In FY 2021, Administrative Services was appropriated 10% flexibility between PS and E&E appropriations. This will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ADMINISTRATIVE SERVICES | | | | | | | | |
| CORE | | | | | | | | |
| SR OFFICE SUPPORT ASSISTANT | 1,504 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ACCOUNTANT II | 2,046 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| BUDGET ANAL III | 2,148 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ACCOUNTING GENERALIST I | 1,410 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| PERSONNEL OFFICER | 2,085 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| PERSONNEL ANAL I | 1,674 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| EXECUTIVE I | 1,866 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| FISCAL & ADMINISTRATIVE MGR B1 | 5,874 | 0.09 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| HUMAN RESOURCES MGR B1 | 3,316 | 0.04 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| STATE DEPARTMENT DIRECTOR | 133,412 | 1.00 | 140,193 | 1.05 | 140,193 | 1.05 | 140,193 | 1.05 |
| DEPUTY STATE DEPT DIRECTOR | 111,245 | 1.00 | 92,678 | 0.79 | 92,678 | 0.79 | 92,678 | 0.79 |
| DESIGNATED PRINCIPAL ASST DEPT | 51,845 | 1.01 | 76,195 | 1.04 | 76,195 | 1.04 | 76,195 | 1.04 |
| LEGAL COUNSEL | 50,016 | 1.00 | 10,743 | 1.00 | 10,743 | 1.00 | 10,743 | 1.00 |
| CHIEF COUNSEL | 113,066 | 1.00 | 122,361 | 1.04 | 122,361 | 1.04 | 122,361 | 1.04 |
| DEPUTY GENERAL COUNSEL | 34,376 | 0.45 | 90,409 | 1.12 | 90,409 | 1.12 | 90,409 | 1.12 |
| SPECIAL ASST PROFESSIONAL | 28,039 | 0.51 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ADMIN SUPPORT ASSISTANT | 34,587 | 0.96 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| ADMIN SUPPORT PROFESSIONAL | 42,919 | 0.96 | 73,441 | 1.62 | 73,441 | 1.62 | 73,441 | 1.62 |
| AGENCY BUDGET SENIOR ANALYST | 49,394 | 0.96 | 67,976 | 0.80 | 67,976 | 0.80 | 67,976 | 0.80 |
| SENIOR ACCOUNTS ASSISTANT | 32,424 | 0.96 | 46,850 | 1.11 | 46,850 | 1.11 | 46,850 | 1.11 |
| ACCOUNTANT | 47,076 | 0.96 | 83,660 | 1.21 | 83,660 | 1.21 | 83,660 | 1.21 |
| INTERMEDIATE ACCOUNTANT | 58,829 | 0.96 | 82,820 | 1.10 | 82,820 | 1.10 | 82,820 | 1.10 |
| ACCOUNTANT MANAGER | 76,267 | 0.96 | 98,179 | 1.35 | 98,179 | 1.35 | 98,179 | 1.35 |
| HUMAN RESOURCES GENERALIST | 38,496 | 0.96 | 48,573 | 1.20 | 48,573 | 1.20 | 48,573 | 1.20 |
| HUMAN RESOURCES SPECIALIST | 48,144 | 0.96 | 60,706 | 1.24 | 60,706 | 1.24 | 60,706 | 1.24 |
| HUMAN RESOURCES MANAGER | 84,191 | 1.10 | 112,963 | 0.87 | 112,963 | 0.87 | 112,963 | 0.87 |
| TOTAL - PS | 1,056,249 | 16.12 | 1,207,747 | 16.54 | 1,207,747 | 16.54 | 1,207,747 | 16.54 |
| TRAVEL, IN-STATE | 864 | 0.00 | 16,906 | 0.00 | 16,906 | 0.00 | 16,906 | 0.00 |
| TRAVEL, OUT-OF-STATE | 263 | 0.00 | 12,790 | 0.00 | 12,790 | 0.00 | 12,790 | 0.00 |
| FUEL & UTILITIES | 0 | 0.00 | 2,505 | 0.00 | 2,505 | 0.00 | 2,505 | 0.00 |
| SUPPLIES | 25,458 | 0.00 | 28,118 | 0.00 | 28,118 | 0.00 | 28,118 | 0.00 |
| PROFESSIONAL DEVELOPMENT | 5,563 | 0.00 | 52,071 | 0.00 | 52,071 | 0.00 | 52,071 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ADMINISTRATIVE SERVICES | | | | | | | | |
| CORE | | | | | | | | |
| COMMUNICATION SERV & SUPP | 21,732 | 0.00 | 43,327 | 0.00 | 43,327 | 0.00 | 43,327 | 0.00 |
| PROFESSIONAL SERVICES | 9,532 | 0.00 | 69,454 | 0.00 | 69,454 | 0.00 | 69,454 | 0.00 |
| HOUSEKEEPING & JANITORIAL SERV | 117 | 0.00 | 658 | 0.00 | 658 | 0.00 | 658 | 0.00 |
| M&R SERVICES | 1,882 | 0.00 | 6,693 | 0.00 | 6,693 | 0.00 | 6,693 | 0.00 |
| MOTORIZED EQUIPMENT | 0 | 0.00 | 761 | 0.00 | 761 | 0.00 | 761 | 0.00 |
| OFFICE EQUIPMENT | 14,233 | 0.00 | 9,700 | 0.00 | 9,700 | 0.00 | 9,700 | 0.00 |
| OTHER EQUIPMENT | 3,647 | 0.00 | 11,758 | 0.00 | 11,758 | 0.00 | 11,758 | 0.00 |
| PROPERTY & IMPROVEMENTS | 0 | 0.00 | 328 | 0.00 | 328 | 0.00 | 328 | 0.00 |
| BUILDING LEASE PAYMENTS | 0 | 0.00 | 720 | 0.00 | 720 | 0.00 | 720 | 0.00 |
| EQUIPMENT RENTALS & LEASES | 0 | 0.00 | 15,265 | 0.00 | 15,265 | 0.00 | 15,265 | 0.00 |
| MISCELLANEOUS EXPENSES | 131 | 0.00 | 3,238 | 0.00 | 3,238 | 0.00 | 3,238 | 0.00 |
| REBILLABLE EXPENSES | 0 | 0.00 | 3,925 | 0.00 | 3,925 | 0.00 | 3,925 | 0.00 |
| TOTAL - EE | 83,422 | 0.00 | 278,217 | 0.00 | 278,217 | 0.00 | 278,217 | 0.00 |
| PROGRAM DISTRIBUTIONS | 880 | 0.00 | 12,001 | 0.00 | 12,001 | 0.00 | 12,001 | 0.00 |
| REFUNDS | 0 | 0.00 | 12,000 | 0.00 | 12,000 | 0.00 | 12,000 | 0.00 |
| TOTAL - PD | 880 | 0.00 | 24,001 | 0.00 | 24,001 | 0.00 | 24,001 | 0.00 |
| GRAND TOTAL | \$1,140,551 | 16.12 | \$1,509,965 | 16.54 | \$1,509,965 | 16.54 | \$1,509,965 | 16.54 |
| GENERAL REVENUE | \$860,914 | 12.37 | \$944,018 | 11.55 | \$944,018 | 11.55 | \$944,018 | 11.55 |
| FEDERAL FUNDS | \$42,560 | 0.78 | \$53,416 | 1.00 | \$53,416 | 1.00 | \$53,416 | 1.00 |
| OTHER FUNDS | \$237,077 | 2.97 | \$512,531 | 3.99 | \$512,531 | 3.99 | \$512,531 | 3.99 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.150

Program Name: Administration

Program is found in the following core budget(s): Administration

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

The Administration Division provides overarching direction and ensures adequate resources are allocated to support efforts within each division. The division houses the director's office, general counsel, human resources, and financial systems and budget.

- The Director is appointed by the Governor and charged with overall leadership and strategic direction of the department. The Director is assisted by a Deputy Director and Executive Assistant.
- The Department General Counsel advises and consults with executive staff concerning policy, personnel, contracts, legislation, and ensures Sunshine Law compliance and program compliance.
- Human Resources supports all divisions with position recruitment, advising on personnel issues, on-boarding new staff, providing continuous improvement training to managers, and payroll services.
- Budget and Finance supports all divisions with accounting, procurement services, and budget management.

2a. Provide an activity measure(s) for the program.

| | FY2019 Actual | FY2020 Actual | FY2021* | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|--|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Number of Financial Transactions Processed | 1,862 | 2,194 | 4,000 | 3,285 | 2,150 | 2,150 | 2,150 |
| Number of Corrections on Financial Transactions | 61 | 47 | 30 | 27 | 30 | 30 | 30 |
| Number of Fiscal Notes Processed | 423 | 308 | 300 | 345 | 300 | 300 | 358 |

Note 1: Chart depicts financial transactions and Fiscal Notes processed by the DED Administration/Financial Systems unit only.

*Note 2: Increased FY2021 Transaction Projections due to anticipated increase in CARES Act payment documents.

Note 3: FY2024 Projected for Fiscal Note Processing based on average of actual for 3 preceding years.

2b. Provide a measure(s) of the program's quality.

| | FY2019 Actual | FY2020 Actual | FY2021 | | FY2022 Projected | FY2023 Projected | FY2024 Projected |
|------------------------------------|--------------------------|--------------------------|------------------|---------------|-----------------------------|-----------------------------|-----------------------------|
| | | | Projected | Actual | | | |
| Customer Service Experience | 82% | 82% | 86% | 79% | 90% | 90% | 90% |

Note 1: Percentage of respondents who rated their experience as "very" or "somewhat" positive.

Note 2: FY2021 survey sent out August 2021. Results based on 90 survey respondents.

PROGRAM DESCRIPTION

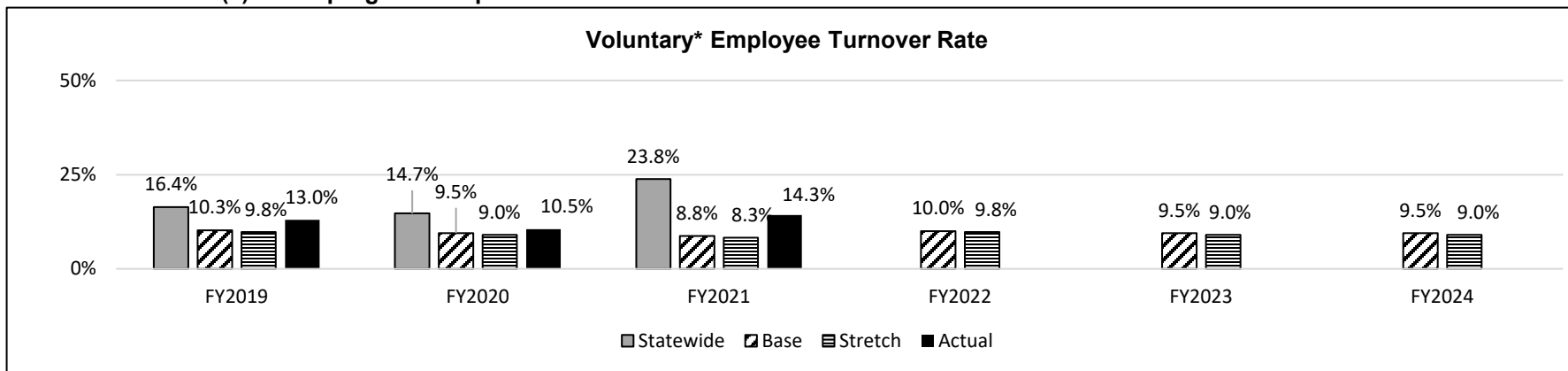
Department: Economic Development

HB Section(s): 7.150

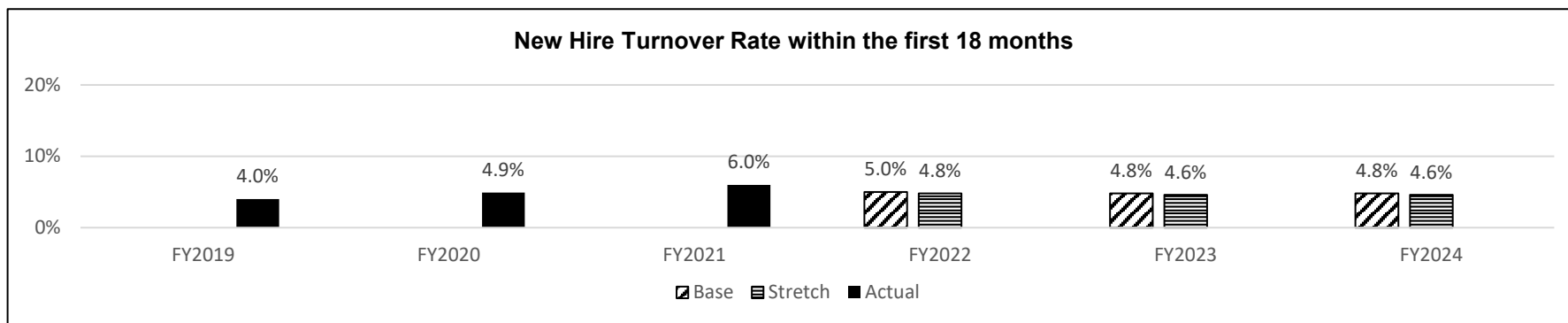
Program Name: Administration

Program is found in the following core budget(s): Administration

2c. Provide a measure(s) of the program's impact.



**Depicts employees who resigned from the state or agency voluntarily. Does not include retirements, dismissals, ends of appointment or layoffs.*
 Note: Demonstrates the Ability to Retain Quality Employees.



Note: New Hire Turnover Rate Base and Stretch targets established following 18 months of statistics following department reorganization.

PROGRAM DESCRIPTION

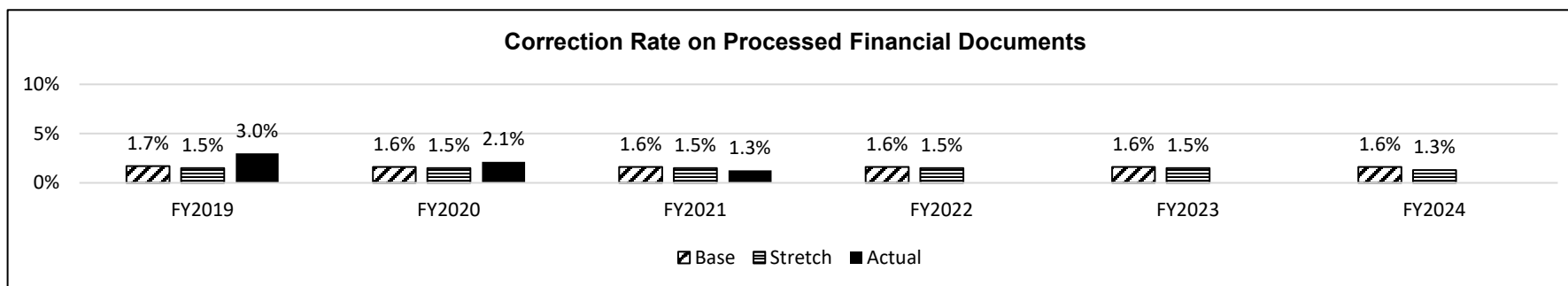
Department: Economic Development

HB Section(s): 7.150

Program Name: Administration

Program is found in the following core budget(s): Administration

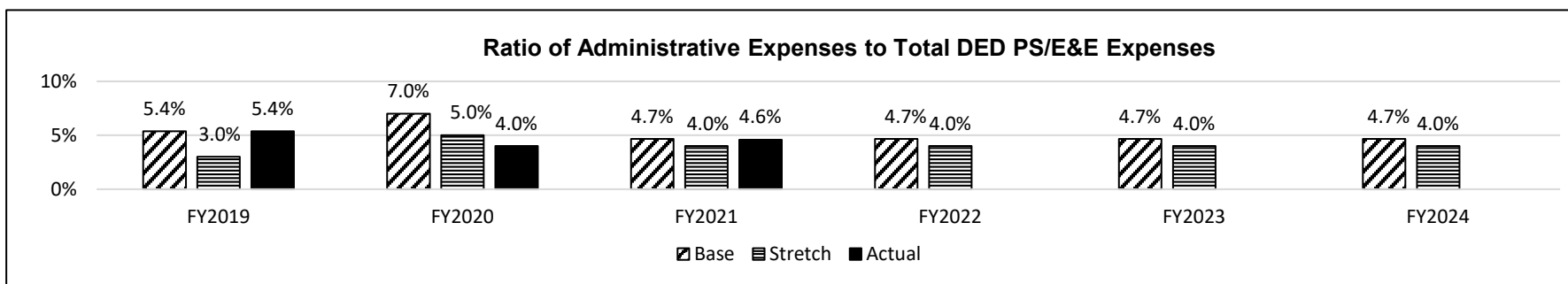
2c. Provide a measure(s) of the program's impact. (continued)



Note 1: Chart depicts correction rate on processed financial documents by the DED Administration/Financial Systems unit only (see 2a), which shows effectiveness in entering SAMII documents and processing vendor payments.

Note 2: Base reflects average of previous two years. Stretch reflects lowest percent of previous three years.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Results for FY2019 reflect results prior to the Department's reorganization.

Note 2: Base targets for FY2020-FY2022 reflect the revised PS and E&E budgets for the DED reorganization from ~ \$58M to \$21M.

PROGRAM DESCRIPTION

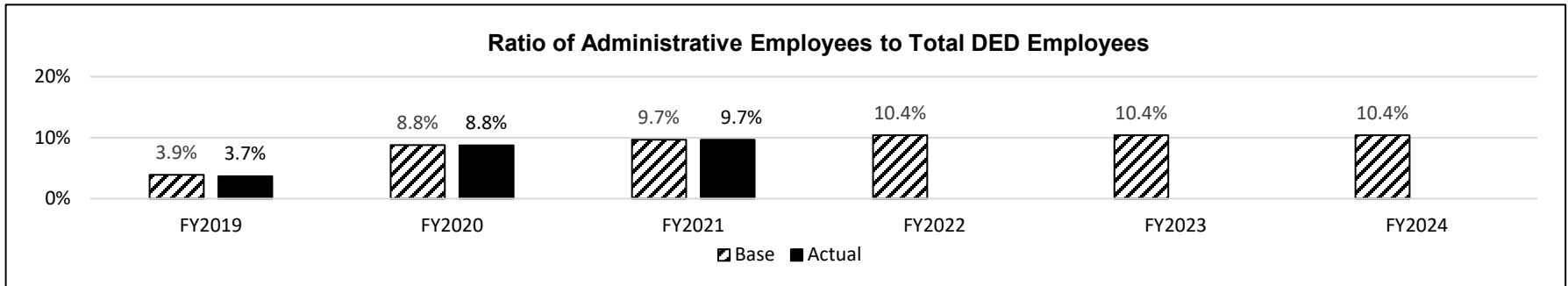
Department: Economic Development

HB Section(s): 7.150

Program Name: Administration

Program is found in the following core budget(s): Administration

2d. Provide a measure(s) of the program's efficiency. (continued)



Note 1: Results for FY2019 reflect results prior to the Department's reorganization.

Note 2: Base target for FY2020 reflects the revised FTE numbers for the DED reorganization from 862.71 to 177.6. Administration Division FTE totals 15.5.

Note 3: Department FTE reduced in FY2021 budget to 161 with total Administration Division FTE at 15.5.

Note 4: Department FTE reduced in FY2022 budget to 159 with total Administration Division FTE at 16.5.

PROGRAM DESCRIPTION

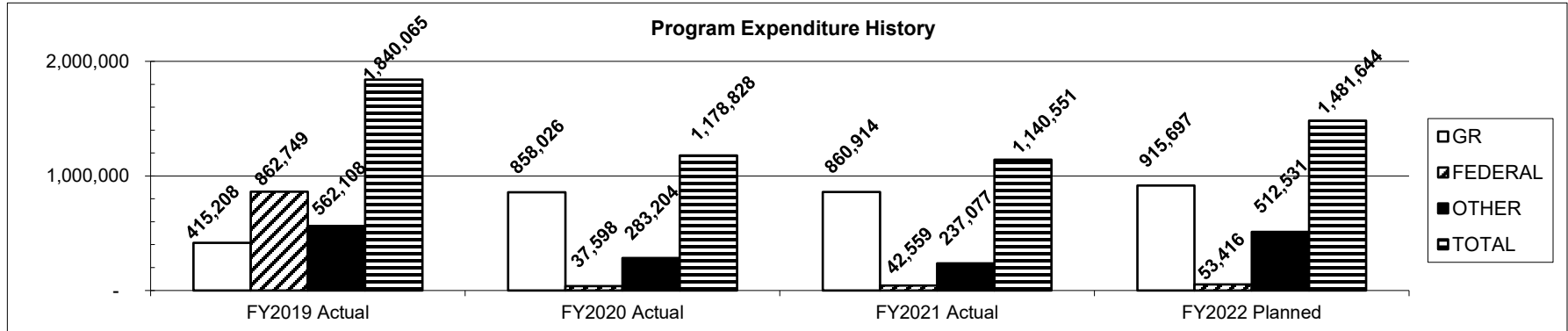
Department: Economic Development

HB Section(s): 7.150

Program Name: Administration

Program is found in the following core budget(s): Administration

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned expenditures for GR reflects 3% Governor's Reserve.

4. What are the sources of the "Other" funds?

Administrative Services Revolving Fund (0547)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo, establishes the Department of Economic Development and its divisions. Section 620.015, RSMo (DED Administrative Revolving Fund). Federal CDBG funds authorized under 42 USC Section 5301 et. Seq., 24 CFR Part 570, and the MO Consolidated Plan submitted to the U.S. Department of Housing and Urban Development.

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

NEW DECISION ITEM
RANK: _____ OF _____

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>41910C</u> |
| Division: Administrative Services | |
| Operational Excellence Coordinator <u>DI# 0000017</u> | HB Section <u>7.150</u> |

1. AMOUNT OF REQUEST

| | FY 2023 Budget Request | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|-------------|-------------|-------------|-----------------------------------|-------------|---------------|---------------|
| | GR | Federal | Other | Total | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | 37,200 | 0 | 24,800 | 62,000 |
| EE | 0 | 0 | 0 | 0 | 7,132 | 0 | 4,754 | 11,886 |
| PSD | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | 44,332 | 0 | 29,554 | 73,886 |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|----------|----------|----------|----------|
| Est. Fringe | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> |
|--------------------|----------|----------|----------|----------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---------------|----------|--------------|---------------|
| Est. Fringe | <u>12,469</u> | <u>0</u> | <u>8,313</u> | <u>20,782</u> |
|--------------------|---------------|----------|--------------|---------------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
 Non-Counts:

Other Funds: DED Administrative Fund (0547)
 Non-Counts:

2. THIS REQUEST CAN BE CATEGORIZED AS:

| | | |
|--|---|--|
| <input type="checkbox"/> New Legislation | <input type="checkbox"/> New Program | <input type="checkbox"/> Fund Switch |
| <input type="checkbox"/> Federal Mandate | <input checked="" type="checkbox"/> Program Expansion | <input type="checkbox"/> Cost to Continue |
| <input type="checkbox"/> GR Pick-Up | <input type="checkbox"/> Space Request | <input type="checkbox"/> Equipment Replacement |
| <input type="checkbox"/> Pay Plan | <input type="checkbox"/> Other: _____ | |

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

The Department is requesting funds for an Operational Excellence Coordinator and associated E&E to improve operational excellence. The coordinator position will work across all divisions and programs to identify and capture data and will serve as the Department's Tableau administrator. Better data analytics will improve fact-based decision making and efficiencies.

Cabinet members have identified Operational Excellence and data analytics as the most effective and useful addition to state government. The Operational Excellence initiative was introduced to State of Missouri agencies in 2017. Since that time, all Operational Excellence duties within the department have been absorbed by existing team members; however, an additional dedicated team member is necessary to continue improvements.

NEW DECISION ITEM

RANK: _____ OF _____

| | | |
|---|--------------------|-------------------------|
| Department: Economic Development | Budget Unit | 41910C |
| Division: Administrative Services | | |
| Operational Excellence Coordinator | DI# 0000017 | HB Section 7.150 |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The requested PS for the Operational Excellence Coordinator position salary was based on comparable coordinator positions across state government. The FTE for this position will come from the current department core.

The requested E&E includes associated office and communications supplies, computer equipment and software. A Tableau subscription will be allotted to designated individuals within each Division who will work in conjunction with the Operational Excellence Coordinator to provide real-time data and efficiency measures.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Gov Rec GR DOLLARS | Gov Rec GR FTE | Gov Rec FED DOLLARS | Gov Rec FED FTE | Gov Rec OTHER DOLLARS | Gov Rec OTHER FTE | Gov Rec TOTAL DOLLARS | Gov Rec TOTAL FTE | Gov Rec One-Time DOLLARS |
|---------------------------------------|-----------------------------------|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|
| | | | | | | | 0 | | |
| 02RD40-Senior Research/Data Analyst | 37,200 | | | | 24,800 | | 62,000 | 0.0 | |
| Total PS | 37,200 | 0.0 | 0 | 0.0 | 24,800 | 0.0 | 62,000 | 0.0 | 0 |
| 190-Supplies | 1,020 | | | | 680 | | 1,700 | | |
| 340-Communication Services & Supplies | 412 | | | | 274 | | 686 | | |
| 480-Computer Equipment | 5,700 | | | | 3,800 | | 9,500 | | |
| Total EE | 7,132 | | 0 | | 4,754 | | 11,886 | | 0 |
| Grand Total | 44,332 | 0.0 | 0 | 0.0 | 29,554 | 0.0 | 73,886 | 0.0 | 0 |

NEW DECISION ITEM

RANK: _____ OF _____

| | | | |
|------------------------------------|-------------|------------|-------|
| Department: Economic Development | Budget Unit | 41910C | |
| Division: Administrative Services | | | |
| Operational Excellence Coordinator | DI# 0000017 | HB Section | 7.150 |

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

- Number of strategic initiatives and improvement projects coordinated
- Number of Tableau dashboard pages with regular updates

6b. Provide a measure(s) of the program's quality.

- Customer Satisfaction (internal customers)

6c. Provide a measure(s) of the program's impact.

- Dashboard usage rate

6d. Provide a measure(s) of the program's efficiency.

Efficiency measures will be replicated from the Strategy and Performance Division's program efficiency measures.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The position will assess current collected data and identify the additional data needs of each division and program. All placemat initiatives and regular monthly dashboard sections will be moved to Tableau. The Coordinator will also train staff on Operational Excellence initiatives and techniques to improve efficiencies within the department, as well as trainings on Tableau functionality. Improved data analytics will allow Department leadership to better understand how program teams work and will result in better accountability measures to meet statutory obligations and better serve Missourians.

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|------------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ADMINISTRATIVE SERVICES | | | | | | | | |
| Op Ex Coordinator - 0000017 | | | | | | | | |
| SENIOR RESEARCH/DATA ANALYST | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 62,000 | 0.00 |
| TOTAL - PS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 62,000 | 0.00 |
| SUPPLIES | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,700 | 0.00 |
| COMMUNICATION SERV & SUPP | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 686 | 0.00 |
| COMPUTER EQUIPMENT | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,500 | 0.00 |
| TOTAL - EE | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 11,886 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$73,886 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$44,332 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$29,554 | 0.00 |

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>41930C</u> |
| Division: Administration | |
| Core: Transfers to Administrative Services Revolving Fund | HB Section <u>7.155</u> |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | |
|--------------|------------------------|----------|----------------|----------------|
| | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 304,565 | 304,565 |
| Total | 0 | 0 | 304,565 | 304,565 |

FTE **0.00** **0.00** **0.00** **0.00**

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Tourism Supplemental Revenue Fund (0274)
 Missouri One Start Job Development Fund (0600)
 Economic Development Advancement Fund (0783)

| | FY 2023 Governor's Recommendation | | | |
|--------------|-----------------------------------|----------|----------------|----------------|
| | GR | Fed | Other | Total |
| PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 |
| TRF | 0 | 0 | 304,565 | 304,565 |
| Total | 0 | 0 | 304,565 | 304,565 |

FTE **0.00** **0.00** **0.00** **0.00**

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Tourism Supplemental Revenue Fund (0274)
 Missouri One Start Job Development Fund (0600)
 Economic Development Advancement Fund (0783)

2. CORE DESCRIPTION

These transfers allow for reimbursement to the Administration Division for providing resources and support to the divisions as part of the cost allocation plan. Administration is comprised of numerous units and support sections including the director's office, general counsel, financial systems, budget, and human resources.

3. PROGRAM LISTING (list programs included in this core funding)

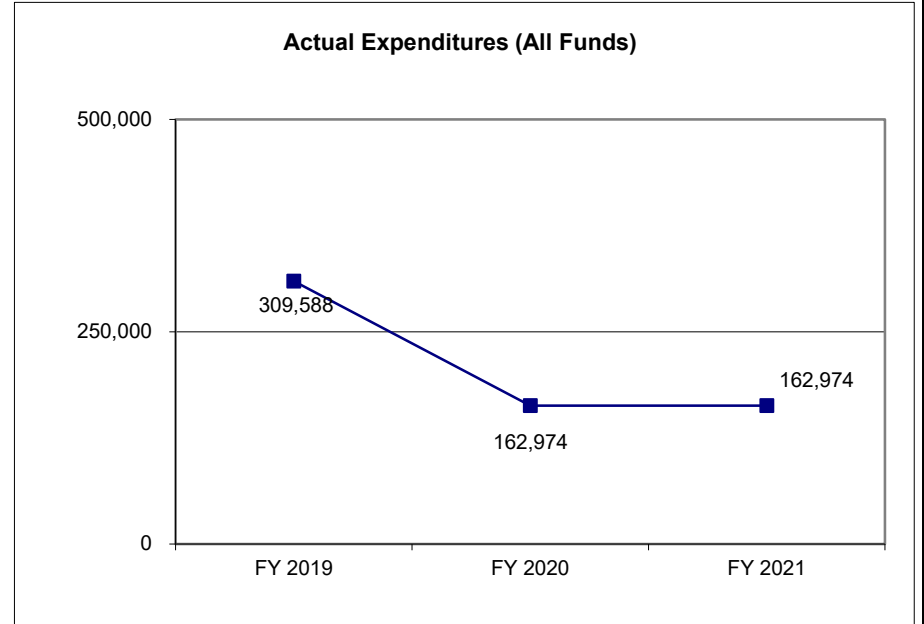
Transfers to Administrative Services

CORE DECISION ITEM

| | |
|--|----------------------------------|
| Department: Economic Development | Budget Unit <u>41930C</u> |
| Division: Administration | |
| Core: Transfers to Administrative Services Revolving Fund | HB Section <u>7.155</u> |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 1,684,366 | 162,974 | 162,974 | 304,565 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds) | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 1,684,366 | 162,974 | 162,974 | 304,565 |
| Actual Expenditures (All Funds) | 309,588 | 162,974 | 162,974 | N/A |
| Unexpended (All Funds) | 1,374,778 | 0 | 0 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 0 | 0 | 0 | N/A |
| Federal | 1,008,576 | 0 | 0 | N/A |
| Other | 366,202 | 0 | 0 | N/A |
| | (1) | | | |



Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES: (1) Includes several transfers for divisions that moved to new departments as result of DED's reorganization in FY2020 budget.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ADMIN SERVICES-TRANSFER**

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|---------------------|-------------|-----------|----------------|----------------|----------------|--------------------|
| TAFP AFTER VETOES | | | | | | | |
| | TRF | 0.00 | 0 | 0 | 304,565 | 304,565 | |
| | Total | 0.00 | 0 | 0 | 304,565 | 304,565 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | TRF | 0.00 | 0 | 0 | 304,565 | 304,565 | |
| | Total | 0.00 | 0 | 0 | 304,565 | 304,565 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | TRF | 0.00 | 0 | 0 | 304,565 | 304,565 | |
| | Total | 0.00 | 0 | 0 | 304,565 | 304,565 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|--------------------------------|------------------|----------------|------------------|----------------|------------------|-----------------|------------------|----------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ADMIN SERVICES-TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| DIVISION OF TOURISM SUPPL REV | 162,974 | 0.00 | 162,974 | 0.00 | 162,974 | 0.00 | 162,974 | 0.00 |
| MO ONE START JOB DEVELOPMENT | 0 | 0.00 | 23,896 | 0.00 | 23,896 | 0.00 | 23,896 | 0.00 |
| ECON DEVELOP ADVANCEMENT FUND | 0 | 0.00 | 117,695 | 0.00 | 117,695 | 0.00 | 117,695 | 0.00 |
| TOTAL - TRF | 162,974 | 0.00 | 304,565 | 0.00 | 304,565 | 0.00 | 304,565 | 0.00 |
| TOTAL | 162,974 | 0.00 | 304,565 | 0.00 | 304,565 | 0.00 | 304,565 | 0.00 |
| GRAND TOTAL | \$162,974 | 0.00 | \$304,565 | 0.00 | \$304,565 | 0.00 | \$304,565 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|--------------------------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| ADMIN SERVICES-TRANSFER | | | | | | | | |
| CORE | | | | | | | | |
| TRANSFERS OUT | 162,974 | 0.00 | 304,565 | 0.00 | 304,565 | 0.00 | 304,565 | 0.00 |
| TOTAL - TRF | 162,974 | 0.00 | 304,565 | 0.00 | 304,565 | 0.00 | 304,565 | 0.00 |
| GRAND TOTAL | \$162,974 | 0.00 | \$304,565 | 0.00 | \$304,565 | 0.00 | \$304,565 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$162,974 | 0.00 | \$304,565 | 0.00 | \$304,565 | 0.00 | \$304,565 | 0.00 |

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.155

Program Name: Transfers to Administrative Services Revolving Fund

Program is found in the following core budget(s): Transfers to Administrative Services Revolving Fund

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

These transfers allow for reimbursement to the Administration Division for providing resources and support to the divisions as part of the cost allocation plan. Administration is comprised of numerous units and support sections including the director's office, general counsel, financial systems, budget, and human resources.

No performance measures are included for this program as it is Transfer Out and performance measures can be found in the DED Administration Core.

2a. Provide an activity measure(s) for the program.

N/A

2b. Provide a measure(s) of the program's quality.

N/A

2c. Provide a measure(s) of the program's impact.

N/A

2d. Provide a measure(s) of the program's efficiency.

N/A

PROGRAM DESCRIPTION

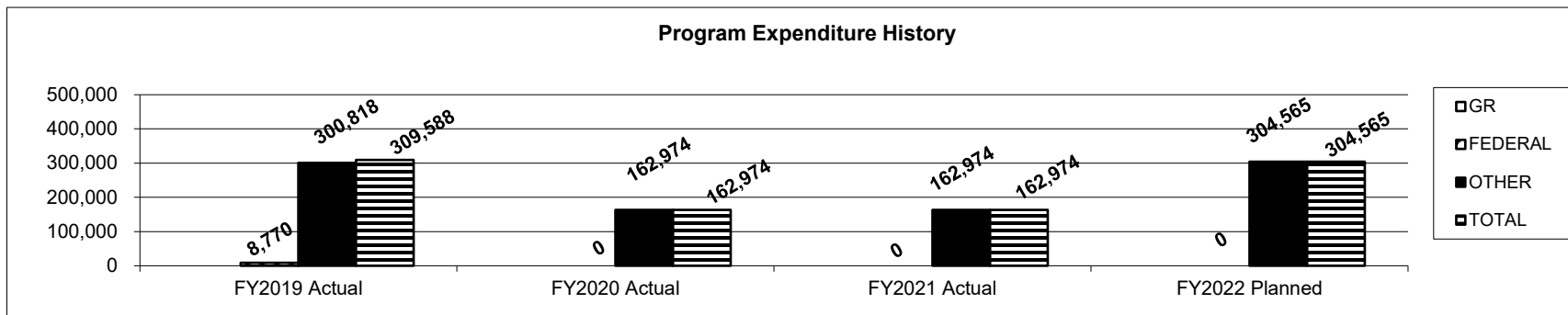
Department: Economic Development

HB Section(s): 7.155

Program Name: Transfers to Administrative Services Revolving Fund

Program is found in the following core budget(s): Transfers to Administrative Services Revolving Fund

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

FY2019: Transfer from various funds-Tourism Supplemental Revenue (0274), Manufactured Housing (0582), Public Service Commission (0607), MO Arts Council Trust Fund (0262), and Energy Set-aside Program (0667).

FY2020-FY2021: Tourism Supplemental Revenue (0274)

FY2022: Tourism Supplemental Revenue (0274), Missouri One Start Job Development Fund (0600), and Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

620.015, RSMo for DED Administrative Revolving Fund.

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

CORE DECISION ITEM

| | |
|--|---------------------------|
| Department Economic Development | Budget Unit 42636C |
| Division: | |
| Core: Legal Expense Fund Transfer | HB Section 7.160 |

1. CORE FINANCIAL SUMMARY

| | FY 2023 Budget Request | | | | | FY 2023 Governor's Recommendation | | | |
|--------------|------------------------|----------|----------|----------|--------------|-----------------------------------|----------|----------|----------|
| | GR | Federal | Other | Total | | GR | Federal | Other | Total |
| PS | 0 | 0 | 0 | 0 | PS | 0 | 0 | 0 | 0 |
| EE | 0 | 0 | 0 | 0 | EE | 0 | 0 | 0 | 0 |
| PSD | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 |
| TRF | 1 | 0 | 0 | 1 | TRF | 1 | 0 | 0 | 1 |
| Total | 1 | 0 | 0 | 1 | Total | 1 | 0 | 0 | 1 |
| | | | | | | | | | |
| FTE | 0.00 | 0.00 | 0.00 | 0.00 | FTE | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| | | | | |
|--------------------|---|---|---|---|
| Est. Fringe | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

2. CORE DESCRIPTION

In FY2021, the General Assembly appropriated \$1 for transfer from the department's core budget to the State Legal Expense Fund for the payment of claims, premiums, and expenses provided by Section 105.711 through Section 105.726, RSMo. In order to fund such expenses, the General Assembly also authorized three percent flexibility from the department's operating budget into the \$1 transfer appropriation.

3. PROGRAM LISTING (list programs included in this core funding)

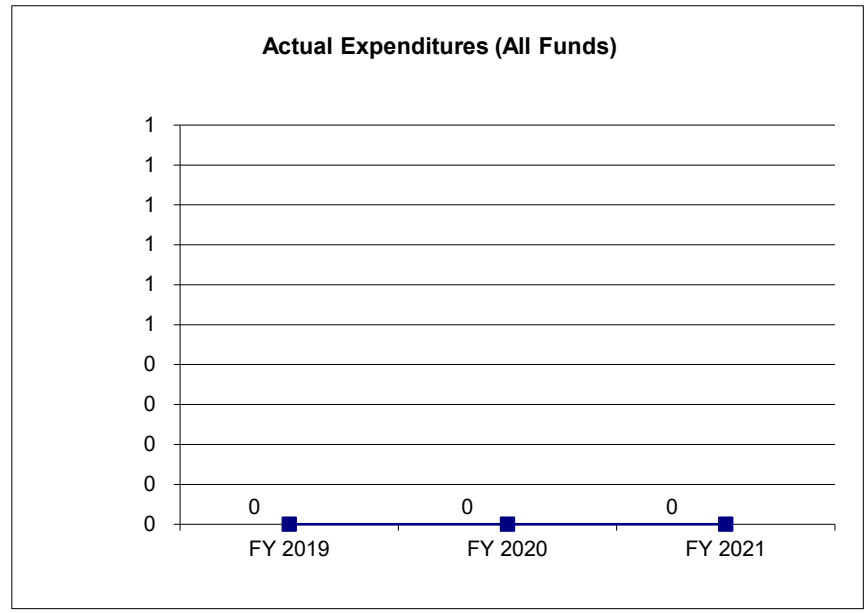
N/A

CORE DECISION ITEM

| | |
|--|---------------------------|
| Department Economic Development | Budget Unit 42636C |
| Division: | |
| Core: Legal Expense Fund Transfer | HB Section 7.160 |

4. FINANCIAL HISTORY

| | FY 2019 Actual | FY 2020 Actual | FY 2021 Actual | FY 2022 Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds) | 1 | 1 | 1 | 1 |
| Less Reverted (All Funds) | 0 | 0 | 0 | 0 |
| Less Restricted (All Funds)* | 0 | 0 | 0 | 0 |
| Budget Authority (All Funds) | 1 | 1 | 1 | 1 |
| Actual Expenditures (All Funds) | 0 | 0 | 0 | N/A |
| Unexpended (All Funds) | 1 | 1 | 1 | N/A |
| Unexpended, by Fund: | | | | |
| General Revenue | 1 | 1 | 1 | N/A |
| Federal | 0 | 0 | 0 | N/A |
| Other | 0 | 0 | 0 | N/A |



*Current Year restricted amount is as of _____.

Reverted includes the statutory three percent reserve amount (when applicable).

Restricted includes any Governor's expenditure restrictions which remained at the end of the fiscal year (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
DED LEGAL EXPENSE FUND TRF

5. CORE RECONCILIATION DETAIL

| | Budget Class | FTE | GR | Federal | Other | Total | Explanation |
|------------------------------------|--------------|-------------|----------|----------|----------|----------|-------------|
| TAFP AFTER VETOES | | | | | | | |
| | TRF | 0.00 | 1 | 0 | 0 | 1 | |
| | Total | 0.00 | 1 | 0 | 0 | 1 | |
| DEPARTMENT CORE REQUEST | | | | | | | |
| | TRF | 0.00 | 1 | 0 | 0 | 1 | |
| | Total | 0.00 | 1 | 0 | 0 | 1 | |
| GOVERNOR'S RECOMMENDED CORE | | | | | | | |
| | TRF | 0.00 | 1 | 0 | 0 | 1 | |
| | Total | 0.00 | 1 | 0 | 0 | 1 | |

Department of Economic Development

DECISION ITEM SUMMARY

| Budget Unit | | | | | | | | |
|-----------------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|
| Decision Item | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
| Budget Object Summary | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Fund | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| DED LEGAL EXPENSE FUND TRF | | | | | | | | |
| CORE | | | | | | | | |
| FUND TRANSFERS | | | | | | | | |
| GENERAL REVENUE | 0 | 0.00 | 1 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 1 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| TOTAL | 0 | 0.00 | 1 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$1 | 0.00 | \$1 | 0.00 | \$1 | 0.00 |

Department of Economic Development

DECISION ITEM DETAIL

| Budget Unit | FY 2021 | FY 2021 | FY 2022 | FY 2022 | FY 2023 | FY 2023 | FY 2023 | FY 2023 |
|-----------------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|
| Decision Item | ACTUAL | ACTUAL | BUDGET | BUDGET | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE | DOLLAR | FTE |
| DED LEGAL EXPENSE FUND TRF | | | | | | | | |
| CORE | | | | | | | | |
| TRANSFERS OUT | 0 | 0.00 | 1 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| TOTAL - TRF | 0 | 0.00 | 1 | 0.00 | 1 | 0.00 | 1 | 0.00 |
| GRAND TOTAL | \$0 | 0.00 | \$1 | 0.00 | \$1 | 0.00 | \$1 | 0.00 |
| GENERAL REVENUE | \$0 | 0.00 | \$1 | 0.00 | \$1 | 0.00 | \$1 | 0.00 |
| FEDERAL FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |
| OTHER FUNDS | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 | \$0 | 0.00 |