Missouri Department of Economic Development

Department Budget Request

Fiscal Year 2026

Programs Book

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DEPARTMENT OF ECONOMIC DEVELOPMENT
FY2026 DEPARTMENT BUDGET REQUEST
--- PROGRAMS BOOK ---
TABLE OF CONTENTS

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 (RE) Division

The Regional Engagement Division spans the entire state to provide a local point of contact for businesses and partners, increasing their access to Missouri's economic development and trade solutions. The division is comprised of six regional teams that promote business growth both statewide and internationally. The division also operates 14 global offices.

Missouri One Start (MOS) Division

Missouri One Start is the state's premier workforce recruitment and training division. It helps eligible businesses of all sizes stay competitive by providing customized recruitment assistance, along with resources to train and upskill new and existing employees. Its recruitment strategies and training programs are tailored to the specific workforce needs of the businesses it serves.

Business and Community Solutions (BCS) Division

The Business and Community Solutions Division deploys funding and safeguards taxpayer dollars through the department's business, community and redevelopment programs. BCS also builds new programming as created by the legislature, packaging programs to create custom solutions for specific project needs.

Division of Tourism (MDT)

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 five official welcome centers and works with community-based affiliate welcome centers.

Strategy and Performance (S&P) Division

The Strategy and Performance Division helps DED programs become more efficient, increase impact and provide better customer service. It also houses the Department's legislative, communications and marketing services, the Office of Missouri's Military Advocate and the Missouri Women's Council.

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 human resources.

Missouri Housing Development Commission (MHDC)

The Missouri Housing Development Commission provides funding to a network for non-profits to prevent and end homelessness, financing for the rehabilitation and construction of affordable housing, and single-family home loans in addition to general affordable housing initiatives.

State Auditor's Reports and Oversight Evaluations

Program or Division Name	Type of Report	Date Issued	Website
DED Statewide Audits Summary Letter	Audit Report (2022-043)	8/25/2022	https://auditor.mo.gov/AuditReport/ViewReport?report=2022057
DED Statewide Audits Summary Letter	Audit Report (2023-045)	9/15/2023	https://auditor.mo.gov/AuditReport/ViewReport?report=2023045

Missouri Sunset Act Report

Program	Statutes Establishing	Sunset Date	Review Status
Amateur Sporting Tax Credit	67.3000, RSMo	8/28/2025	
Amateur Sporting Contribution Tax Credit	67.3005, RSMo	8/28/2025	
Qualified Research Tax Credit Program	620.1039, RSMo	12/31/2028	
Upskill Credential Training Grant Program	620.2500, RSMo	8/28/2029	
Show MO Act	135.750, RSMo	12/31/2029	
Intern and Apprentice Recruitment Act	135.457, RSMo	12/31/2029	
Advanced Industrial Manufacturing Zones Act (AIM Zone)	68.075, RSMo	8/28/2030	
Missouri Rural Access to Capital Act	620.3500, RSMo	8/28/2030	
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	
Entertainment Industry Jobs Act	135.753, RSMo	12/31/2030	

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?**

Business Development

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.**

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Technical Assistance	1,296	1,918	1,918	1,676	1,857	1,532	1,709	1,794	1,884
Projects Opened	123	122	135	124	119	121	122	128	135
Accepted and Enrolled	107	100	118	97	98	92	96	101	106

Note 1: Technical Assistance represents resource and solution connections made to support customers and partners frequently independent of specific project activity or incentives support.

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: All activity measures (Technical Assistance, Projects Opened, and Accepted and Enrolled) projections for FY2025 are based on the actual average of previous three fiscal years; with an additional 5% increase for FY2026 and FY2027.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	96%	88%	97%	89%	97%	96%	97%	97%	97%

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

Note 2: FY2024 results based on survey that included 47 respondents specific to Regional Engagement Division.

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.

Committed Jobs

Note 1: Committed Jobs represents those jobs to be created or retained in growth opportunities facilitated.
Note 2: FY2025 Base is an average of the previous three years Actuals. FY2025 and FY2026 Base is a 2% increase year over year.
Note 3: Stretch goals for FY2025 - FY2027 are set to increase 10% over that particular year base.

Committed Average Wages
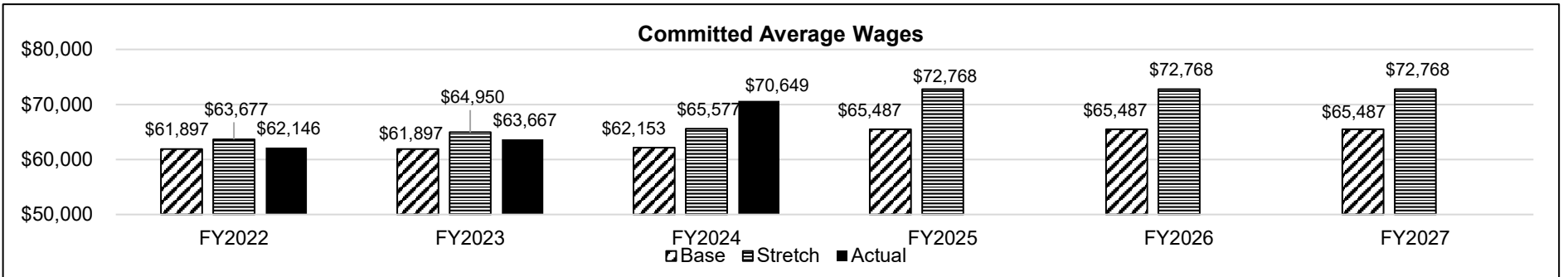
Note 1: Committed Average Wages represents wage thresholds for created or retained jobs at the time of proposal acceptance or program enrollment.
Note 2: FY2025 Base is average of the previous 3 years Actuals. FY2026 and FY2027 remain constant to Base FY2025.
Note 3: Stretch goals for wages assumes a 3% increase each year from FY2024 Actual.

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

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

Committed Private Capital Investment (in Billions)

Fiscal Year	Base	Stretch	Actual
FY2022	$1.52	$2.50	$1.66
FY2023	$1.66	$2.50	$1.40
FY2024	$1.41	$2.25	$2.77
FY2025	$1.94	$2.14	
FY2026	$1.94	$2.14	
FY2027	$1.94	$2.14	

Note 1: Committed Private Capital Investment represents planned expenditures at the time of proposal acceptance or program enrollment.
Note 2: FY2025 Base is the average of previous 3 years (FY2022 - FY2024) actuals and remains constant for FY2026 and FY2027.
Note 3: FY2025-FY2027 Stretch targets include 10% increase over base.

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

Incentives Cost per Job

Fiscal Year	Base	Stretch	Actual
FY2022	$13,629	$12,114	$9,399
FY2023	$9,399	$8,694	$11,807
FY2024	$11,556	$10,626	$18,264
FY2025	$13,157	$11,841	
FY2026	$13,157	$11,841	
FY2027	$13,157	$11,841	
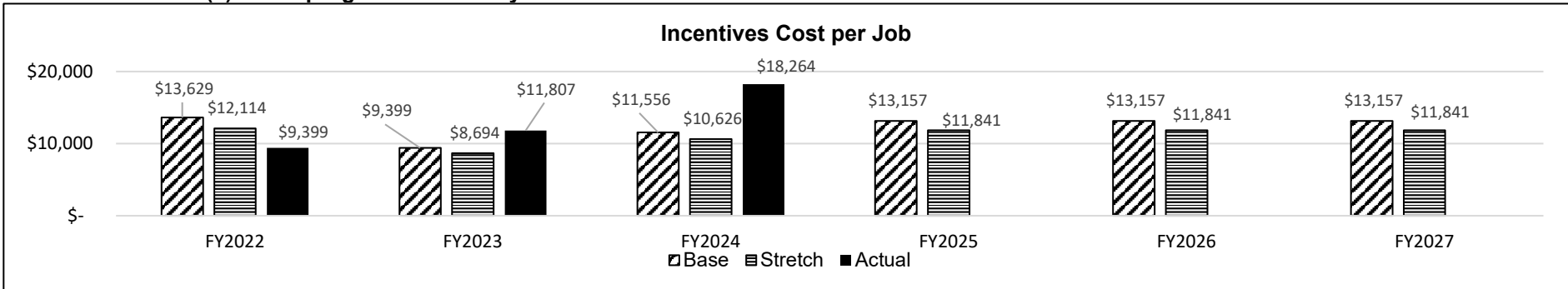
Note 1: This is a shared measure with Business and Community Solutions Finance team. Measure is calculated by dividing proposed economic incentives by the committed number of jobs to be created or retained.
Note 2: FY2025 Base is the average of previous 3 years (FY2022 - FY2024) actuals and remains constant for FY2026 and FY2027.
Note 3: Stretch targets assume a 10% decrease in the state's incentives cost per job over the base.
Note 4: The increase in FY2024 is a result of the competitiveness of projects, accounting for an increased use of discretionary incentives.

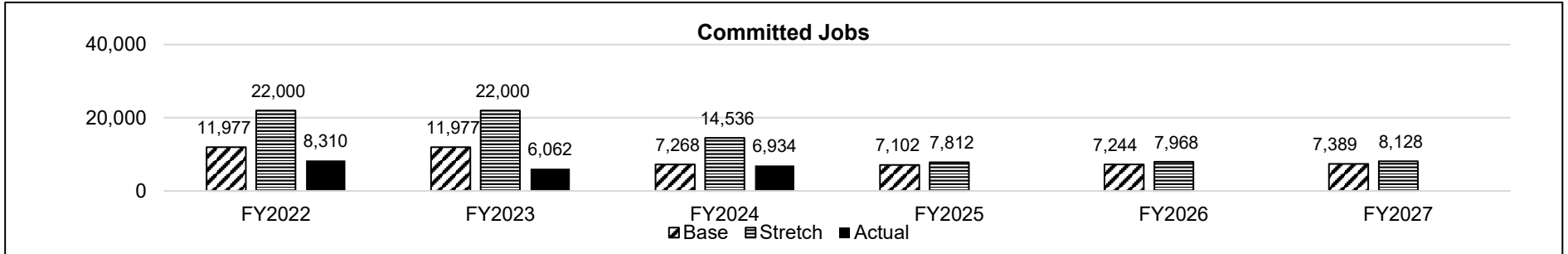**PROGRAM DESCRIPTION**

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.)*

Program Expenditure History

Fiscal Year	GR	FEDERAL	OTHER	TOTAL
FY2022 Actual	1,075,612	290,287	-	1,365,899
FY2023 Actual	1,713,490	302,027	463,270	2,478,787
FY2024 Actual	2,110,183	231,436	474,442	2,816,061
FY2025 Planned	2,441,961	478,046	976,950	3,896,957
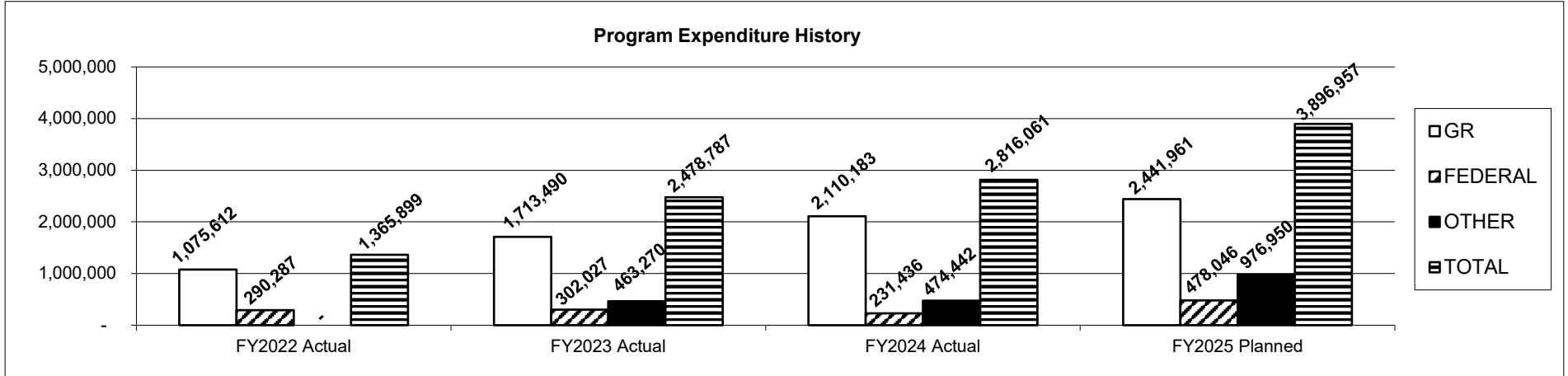
Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

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 administered by DED. WIOA is federally mandated.

PROGRAM DESCRIPTION

Department: Economic Development	**AB 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?

Business Development

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 Australia, Brazil, Canada, Germany, India, Israel, Japan, Malaysia, Mexico, South Korea, United Arab Emirates, United Kingdom, 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.

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Export Work Orders	550	452	461	300	421	370	374	381	389
FDI Leads Generated	35	46	47	46	47	55	56	57	58
FDI Informational Requests	80	97	99	111	113	122	124	127	129

Note 1: Export work orders are specific activities done on behalf of Missouri companies seeking to export.
Note 2: FDI Lead Generated is defined by the following four 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: Projected amounts for FY2025 Export Work Orders are the average of the previous three years (FY2022, FY2023, and FY2024) then increased by 2% for FY2026 and FY2027.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customer Satisfaction	97%	94%	98%	96%	99%	95%	99%	99%	99%

Note: 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.

Department: Economic Development AB 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.

Export Sales Resulting from Work Orders

FY2022: Base $200.0 M, Stretch $250.0 M, Actual $171.4 M
FY2023: Base $210.0 M, Stretch $260.0 M, Actual $62.6 M
FY2024: Base $137.8 M, Stretch $187.8 M, Actual $49.6 M
FY2025: Base $94.5 M, Stretch $144.5 M
FY2026: Base $99.3 M, Stretch $149.3 M
FY2027: Base $104.2 M, Stretch $154.2 M

◨Base ▤Stretch ■Actual
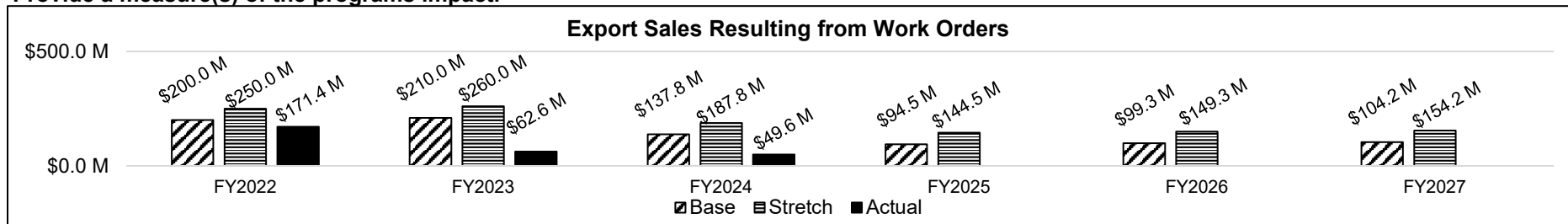
Note 1: Chart depicts client success in achieving export sales as a result of DED work order activities.
Note 2: FY2025 Base is the average of the previous three years Actuals. Base targets increased by 5% for FY2026 and FY2027
Note 3: The lower numbers in FY2023 and FY2024 Export Sales from Work Orders are due to lagging results from the slow rebound since the pandemic and some internal team turnover.

Work Orders Converted to Actual Missouri Exports

FY2022: Base 75%, Stretch 84%, Actual 89%
FY2023: Base 89%, Stretch 92%, Actual 96%
FY2024: Base 89%, Stretch 92%, Actual 96%
FY2025: Base 89%, Stretch 92%
FY2026: Base 89%, Stretch 92%
FY2027: Base 89%, Stretch 92%

◨Base ▤Stretch ■Actual
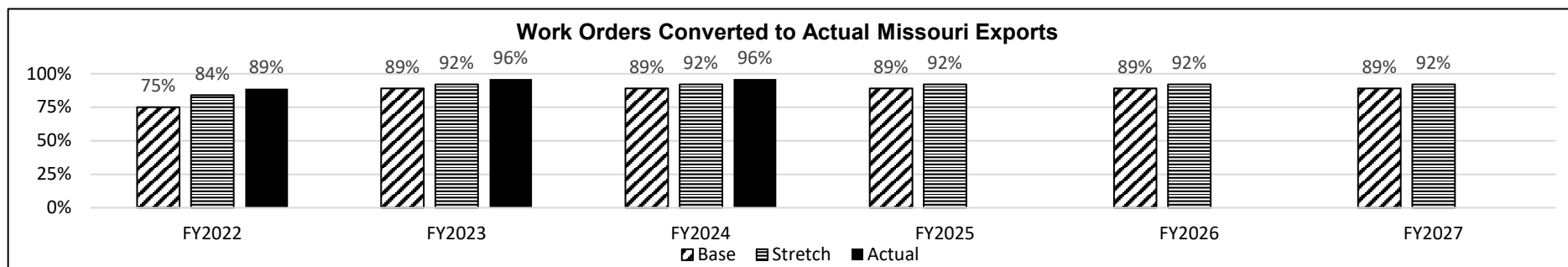
Note 1: Chart depicts the percentage of work orders (i.e., export assistance) that were converted to an actual export sale.
Note 2: Base target for FY2025-FY2027 set to match FY2022 Actual; Stretch target is 3% increase in converted work orders over Base.

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

Cost per Export Dollar

FY2022: Base $0.02, Stretch $0.01, Actual $0.01
FY2023: Base $0.02, Stretch $0.01, Actual $0.05
FY2024: Base $0.02, Stretch $0.01, Actual $0.03
FY2025: Base $0.03, Stretch $0.01
FY2026: Base $0.03, Stretch $0.01
FY2027: Base $0.03, Stretch $0.01

◨Base ▤Stretch ■Actual
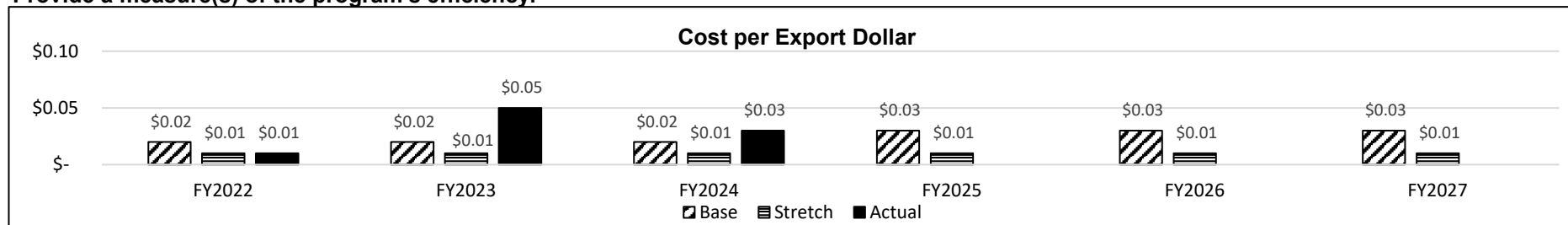
Note 1: Chart depicts the cost of the program to bring back $1 in export transactions to Missouri businesses.
Note 2: The increase in cost per export dollar for FY2023 is due to the lower amount of overall export sales.

PROGRAM DESCRIPTION

Department: Economic Development   **AB 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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	1,492,900 / 1,492,900	1,449,800 / 1,449,800	1,449,800 / 1,449,800	1,500,000 / 1,500,000

Legend: □GR ▨FEDERAL ■OTHER ▣TOTAL

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.

PROGRAM DESCRIPTION

Department: Economic Development	AB 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?**

Business Development

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 Department of Economic Development (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 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.**

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Qualified Leads	300	213	330	199	363	354	150	150	150
Projects Opened	100	134	110	117	121	119	125	125	125
Projects Announced	20	16	22	11	25	11	25	25	25
Capacity Building	25	21	25	26	25	31	40	40	40

Note 1: Projections are provided by the contractor based on 3 year strategic plan (FY25 - FY27).
Note 2: 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.
Note 3: Qualified Leads have parameters to define a lead versus an active project/project opened.

PROGRAM DESCRIPTION

Department: Economic Development   **AB 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.

Success Ratio

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	19%	17%	15%	12%	12%	12%
Stretch	20%	19%	17%	13%	14%	16%
Actual	14%	11%	10%			

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

Note 2: Base targets for FY2025-FY2027 are based on an average of FY2022-FY2024 actuals.

Note 3: Stretch targets for FY2025-FY2027 are based on an average of FY2022-FY2024 Actuals and assumes a 10% increase year over year.

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

Committed Jobs Recruited

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	3,333	3,333	3,334	2,500	2,500	2,500
Stretch	4,042	4,123	4,205	2,550	2,601	2,653
Actual	1,496	3,233	685			

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

Note 2: FY2024 Actual is low due to fiscal year timing as well as timing decisions of large projects.

Note 3: FY2025 Base is a contractor-provided projection representing a three year goal of 7,500. FY2025-FY2027 Stretch targets assume a 2% increase year over year.

PROGRAM DESCRIPTION

Department: Economic Development   AB 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)

Committed Average Wages

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	$53,980	$57,297	$56,463	$56,916	$56,916	$56,916
Stretch	$59,599	$60,725	$61,940	$63,179	$64,442	$65,731
Actual	$57,833	$55,319	$57,596			

Note 1: Average wages represents wages projected at the time of project announcement.
Note 2: FY2025-FY2027 Base are consistent and based on an average of the previous three years.
Note 3: FY2025-FY2027 Stretch goals for payroll assumes a 2% increase year over year from FY2024 Stretch.

Committed Private Capital Investment (In Billions)

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	$0.48 B	$0.61 B	$1.06 B	$1.22 B	$1.22 B	$1.22 B
Stretch	$0.86 B	$0.86 B	$1.16 B	$1.34 B	$1.34 B	$1.34 B
Actual	$0.77 B	$1.63 B	$1.26 B			

Note 1: Private capital investment represents planned expenditures at the time of project announcement.
Note 2: FY2025 Base is an average of FY2025-FY2027 actuals and remains consistent.
Note 3: FY2025-FY2027 Stretch targets reflect a 10% increase over Base.
Note 4: This is representative of the portion of investment coming from businesses outside Missouri.
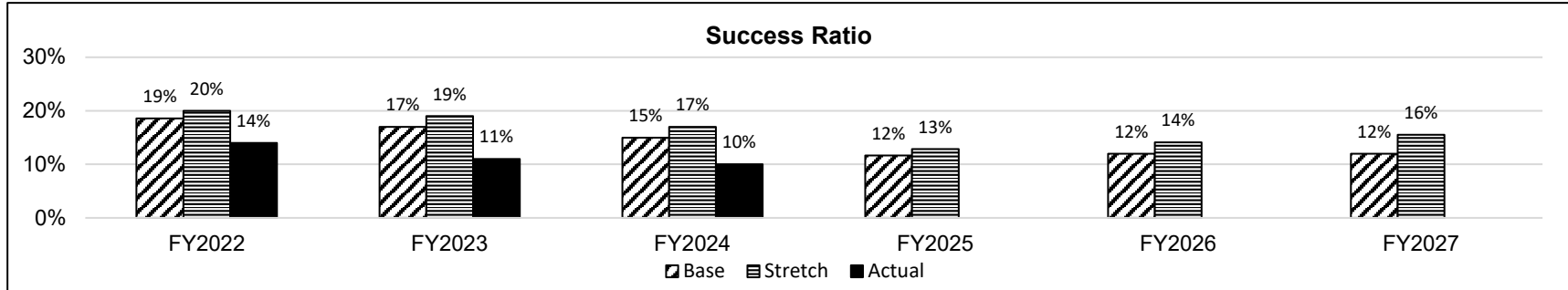
PROGRAM DESCRIPTION

Department: Economic Development	AB Section(s): 7.005

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing
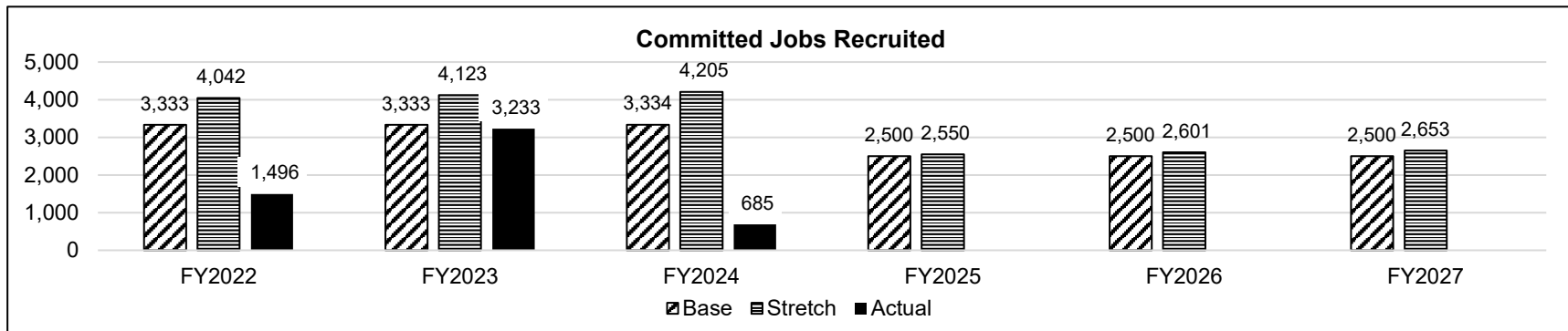
2d. Provide a measure(s) of the program's efficiency.
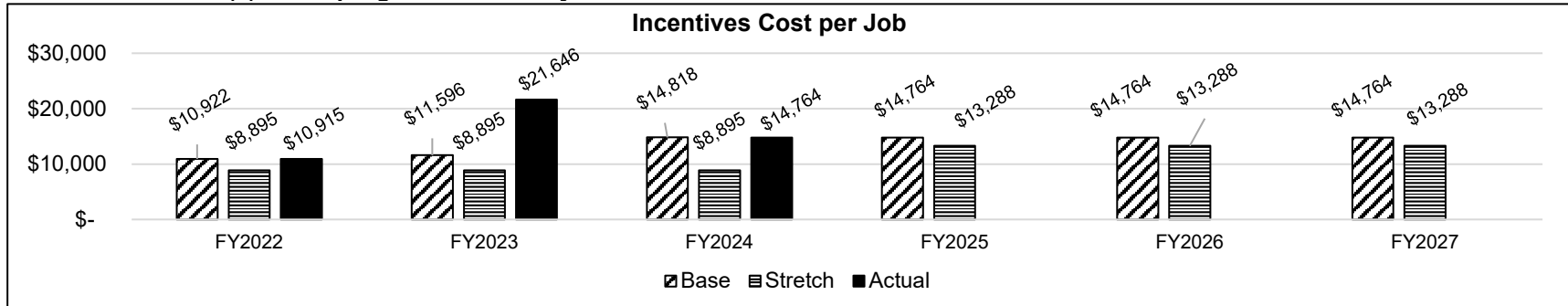
Incentives Cost per Job

Note 1: Measure is calculated by dividing proposed economic incentives by the committed number of jobs committed.
Note 2: Base targets for FY2025-FY2027 are based on FY2024 Actual.
Note 3: Stretch targets adopts a 10% decrease from the FY2025-FY2027 Base and remains constant.

Operational Cost per Job
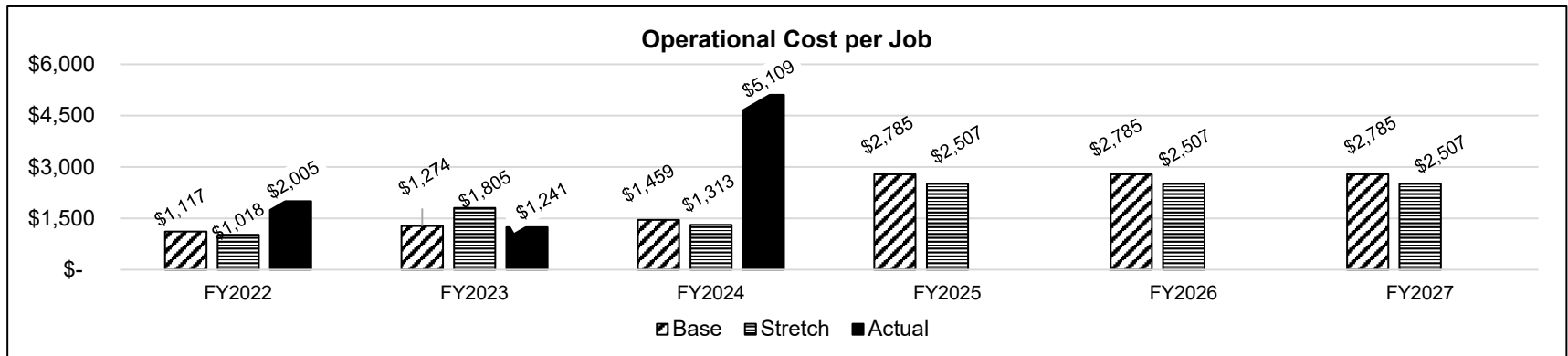
Note 1: Measure is calculated by dividing Business Recruitment and Marketing Program budget by the committed number of jobs created and retained.
Note 2: Base targets for FY2025-FY2027 are based on the average of the three previous FY Actuals.
Note 3: Stretch targets assume a 10% decrease over Base.
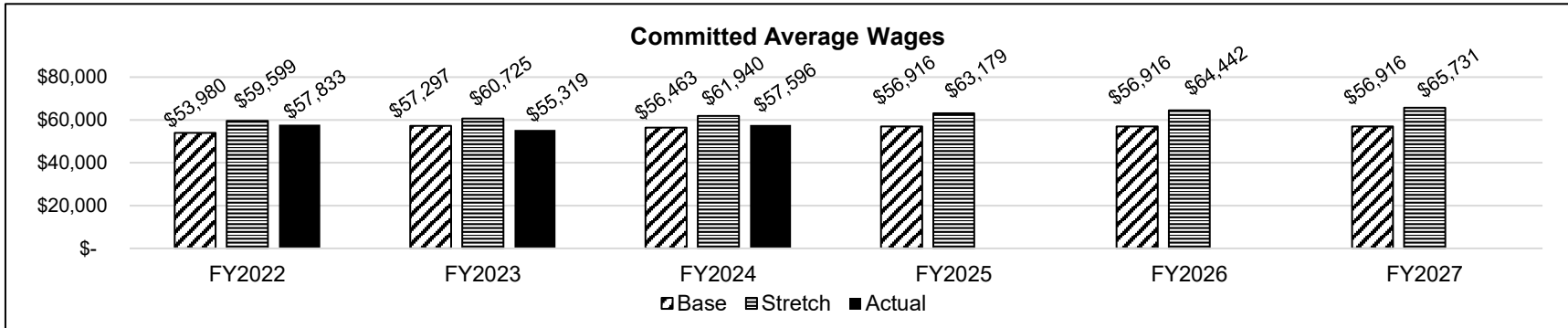
PROGRAM DESCRIPTION

Department: Economic Development AB Section(s): **7.005**

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing
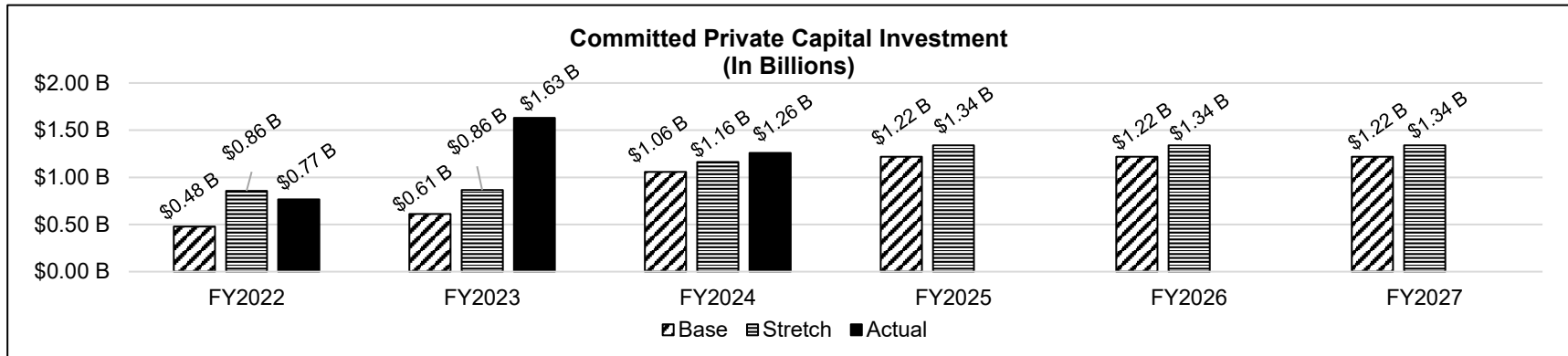
3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. *(Note: Amounts do not include fringe benefit costs.)*

Program Expenditure History
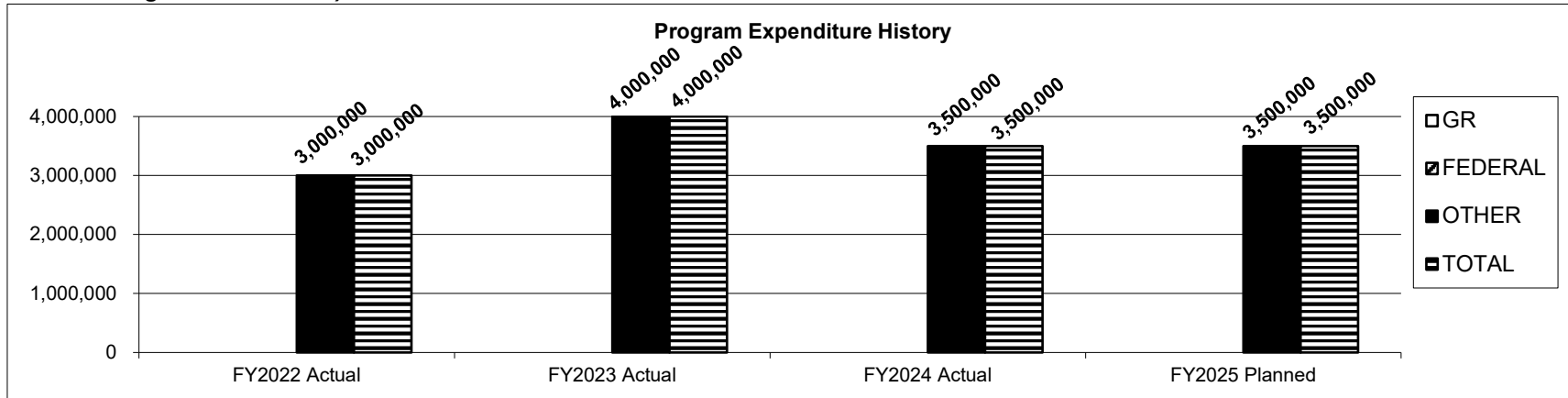
4. **What are the sources of the "Other " funds?**

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

PROGRAM DESCRIPTION

Department Economic Development

AB 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?**
Community Development

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 that includes Alabama, Arkansas, Illinois, Kentucky, Louisiana, Mississippi, Missouri (includes 29 counties), 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.**

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Total Missouri Projects Funded	10	10	7	9	22	10	10	10
Total DRA Dollars Allocated in Missouri	$1.81M	$2M	$1.9M	$2.2M	$6.4M	$2.2M	$2.2M	$2.2M

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Funds from other sources invested into projects	$4.75M	$5M	$2.69M	$5M	$6.4M	$5M	$6M	$6.5M

PROGRAM DESCRIPTION

Department Economic Development

AB Section(s): ___7.010___

Program Name Delta Regional Authority Dues

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

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Total Dollars invested for DRA projects including all sources	$6.2M	$6.5M	$6.41M	$6.5M	$12.8M	$6.5M	$7M	$7.5M
Jobs Created	63	65	21	65	235	65	65	70
Jobs Retained	71	75	36	75	246	75	75	80

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Return on Invesment (ROI)	1206%	1206%	1094%	1206%	4262%	1206%	1263%	1275%

Note: ROI equals DRA dollars allocated divided by DRA annual dues multiplied by 100.

PROGRAM DESCRIPTION

Department Economic Development

AB 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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
OTHER	150,644	150,644	173,998	168,945
TOTAL	150,644	150,644	173,998	168,945

Legend: GR, FEDERAL, OTHER, TOTAL
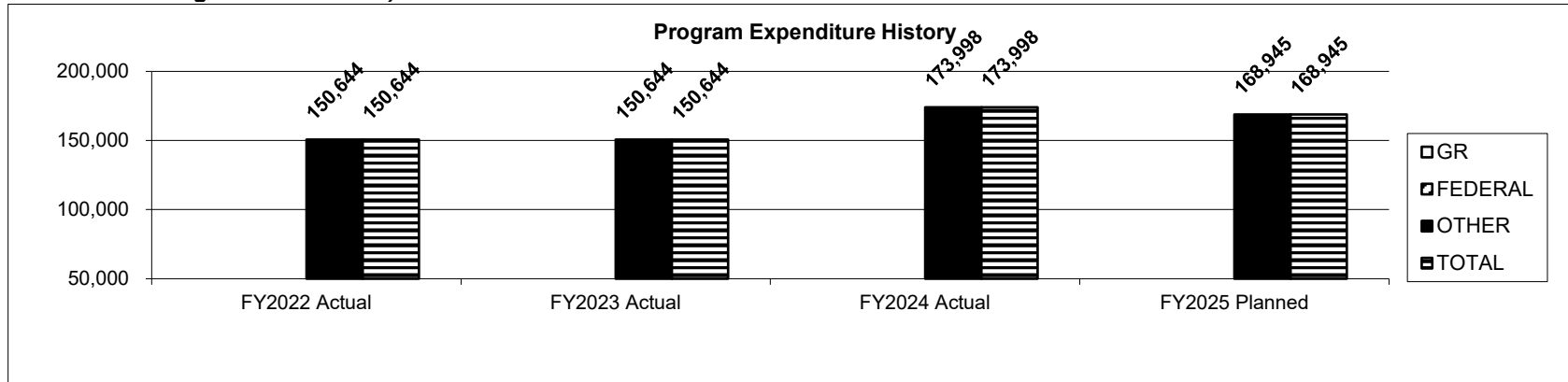
4. **What are the sources of the "Other " funds?**
Economic Development Advancement Fund (0783)

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

PROGRAM DESCRIPTION

Department: Economic Development	**AB 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?

Business and Community Development

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 donations. Eligible uses of program benefits include workforce training, youth development, neighborhood 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 (CDBG)
    - Missouri Technology Corporation (MTC)
    - Missouri Community Service Commission (MCSC)

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

Community Development Projects

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Number of Projects Authorized	117	103	89	103	166	166	166	166
Amount of Incentives Authorized	$19.8M	$23.7M	$27.3M	$27.3 M	$25.9M	$25.9M	$25.9M	$25.9M
Number of Tax Credit Certificates Issued	2,365	2,956	2,956	2,956	2,846	2,901	2,901	2,901
Amount of Incentives Issued	$15.8M	$16.7M	$16.7M	$16.7M	$17.1M	$17.1M	$17.1M	$17.1M

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

Note 2: Community Development projections are based on the greater of the previous fiscal year actual or the average of the previous three year actuals.

Department: Economic Development	AB 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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Number of Projects Authorized	295	322	314	322	334	334	334	334
Amount of Incentives Authorized	$135.9M	$151.8M	$151.8M	$151.8M	$148.0M	$151.8M	$151.8M	$151.8M
Number of Tax Credit Certificates Issued*	273	273	222	273	366	366	366	366
Amount of Incentives Issued	$125.1M	$122.0M	$110.7M	$122.0M	$124.2M	$125.1M	$125.1M	$125.1M

Business Development Projects

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Number of Projects Authorized	83	150	87	150	83	83	83	83
Amount of Incentives Authorized	$82.9M	$189M	$61.4M	$189M	$109.6M	$123.0M	$136.3M	$149.7M
Number of Tax Credit Certificates Issued*	63	183	82	183	68	71	73	76
Amount of Incentives Issued	$144.2M	$220M	$171.9M	$220M	$121.7M	$121.7M	$121.7M	$121.7M

Note 1: Redevelopment Projects represent 3 programs: Historic Preservation Tax Credit, Neighborhood Preservation, and Brownfield.
Note 2: Business Development projects represent 5 programs, the largest of which is Missouri Works.
Note 3: Redevelopment projections are based on average change using the prior year actuals or the greater of the previous fiscal year actual.
Note 4: FY2022-FY2024 actuals were utilized for projections. 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.
*Note 5: 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.

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Customer Service Experience	82%	95%	88%	95%	91%	95%	95%	95%

Note 1: Percentage of customers who rated their experience as "very" or "somewhat" positive.
Note 2: FY2024 results based on May 2024 survey that included 75 respondents.

PROGRAM DESCRIPTION

Department: Economic Development	**AB 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.

Community Development Projects - Leveraged Private Contributions per $1 of Issued Benefit

FY2022: Base $1.84, Stretch $2.02, Actual $1.83
FY2023: Base $1.82, Stretch $2.00, Actual $1.81
FY2024: Base $1.82, Stretch $2.00, Actual $1.61
FY2025: Base $1.83, Stretch $2.00
FY2026: Base $1.83, Stretch $2.00
FY2027: Base $1.83, Stretch $2.00

☑Base ☰Stretch ■Actual

Note 1: Amount of Actual Private Investment compared to $1 of benefits issued for Community Development projects.
Note 2: The Base projections are based on the greater of the previous fiscal year actual or the average of the previous three year actuals.
Note 3: The Stretch target is calculated as 10% increase of the Base target.

Redevelopment Projects - Leveraged Private Investment per $1 of Issued Benefit

FY2022: Base $8.56, Stretch $10.28, Actual $4.35
FY2023: Base $6.48, Stretch $7.13, Actual $4.07
FY2024: Base $5.78, Stretch $6.36, Actual $5.21
FY2025: Base $5.21, Stretch $6.31
FY2026: Base $5.64, Stretch $6.74
FY2027: Base $6.07, Stretch $7.17

☑Base ☰Stretch ■Actual

Note 1: Amount of Actual Private Investment compared to $1 of benefits issued for all Redevelopment projects.
Note 2: The Base projections are based on average change using the prior year actuals or the greater of the previous fiscal year actual.
Note 3: The Stretch target is calculated as 10% increase of the Base target.

	PROGRAM DESCRIPTION	
Department: Economic Development	**AB 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)

Average Wage of New Jobs as Percent of Statewide Average

FY2022: Base 124%, Stretch 126%, Actual 119%
FY2023: Base 126%, Stretch 128%, Actual 123%
FY2024: Base 130%, Stretch 132%, Actual 115%
FY2025: Base 119%, Stretch 125%
FY2026: Base 119%, Stretch 125%
FY2027: Base 119%, Stretch 125%

☑Base ▤Stretch ■Actual

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 projections are based on average change using the prior year actuals or the greater of the previous fiscal year actual.
Note 3: The Stretch target is calculated as base plus 5%.
Note 4: Statewide Average Wage for FY2022 = $54,746, FY2023 = $57,329, FY2024 = $60,159

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

Incentives Cost per Job

FY2022: Base $13,629, Stretch $12,114, Actual $9,399
FY2023: Base $11,769, Stretch $10,903, Actual $11,807
FY2024: Base $11,556, Stretch $10,626, Actual $18,264
FY2025: Base $13,832, Stretch $12,448
FY2026: Base $9,399, Stretch $8,459
FY2027: Base $4,967, Stretch $4,470

☑Base ▤Stretch ■Actual
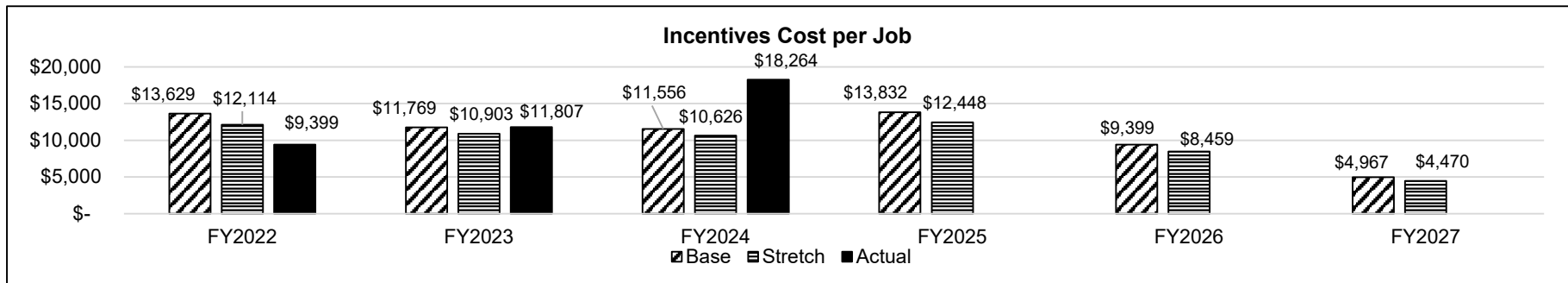
Note 1: This is a shared measure with Regional Engagement team. Measure is calculated by dividing proposed economic incentives by the committed number of jobs to be created or retained.
Note 2: The Base projections are the lesser of the average change using the prior fiscal years actuals or the previous fiscal year actual.
Note 3: The Stretch targets assume a 10% decrease in the state's incentives cost per job over the base.
Note 4: The increase in FY2024 is a result of the competitiveness of projects, accounting for an increased use of discretionary incentives.
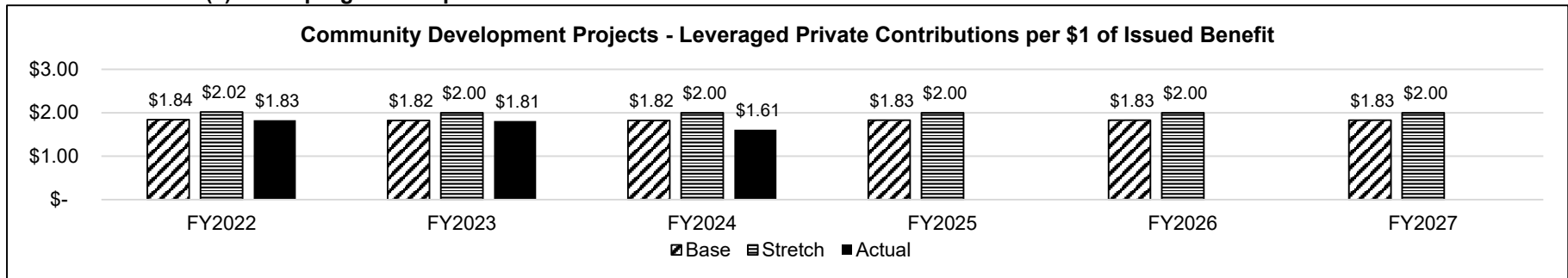
PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s):   7.015

Program Name: Business and Community Solutions

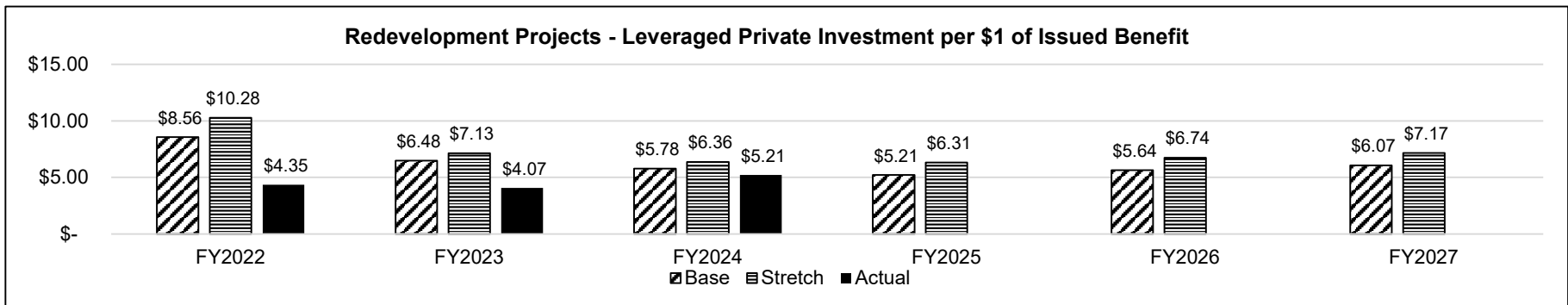**Program is found in the following core budget(s): Business and Community Solutions**

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

Administrative Expenditures as a Percentage of Total Program Incentives Issued

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	0.39%	0.29%	0.33%	0.26%	0.26%	0.26%
Stretch	0.35%	0.26%	0.30%	0.16%	0.16%	0.16%
Actual	0.30%	0.43%	0.26%			
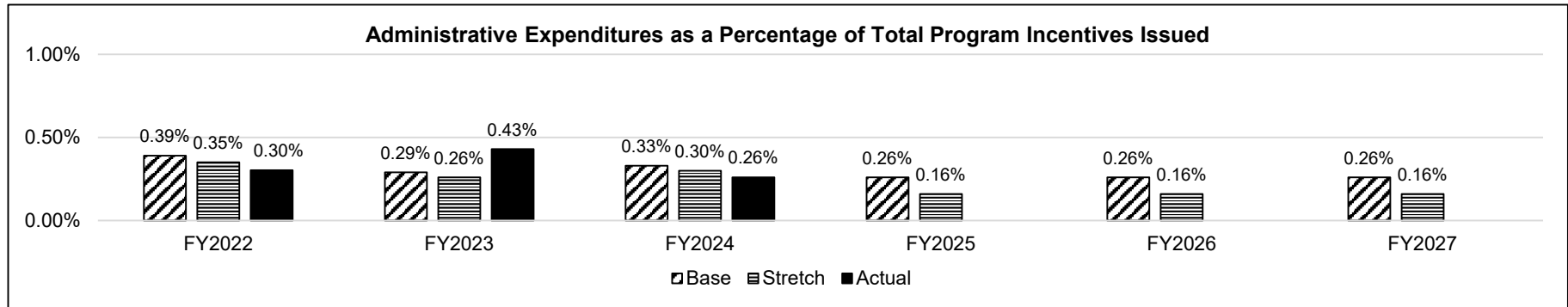
Note 1: Administrative costs as compared to Total Incentives Issued in Finance Programs. This number does not include any costs for services provided by other DED divisions that contribute resources to the team.

Note 2: The Base projections are based on average of prior year Actuals or the lesser of the previous fiscal year Actual.

Note 3: The Stretch goal was decreased by 10%.
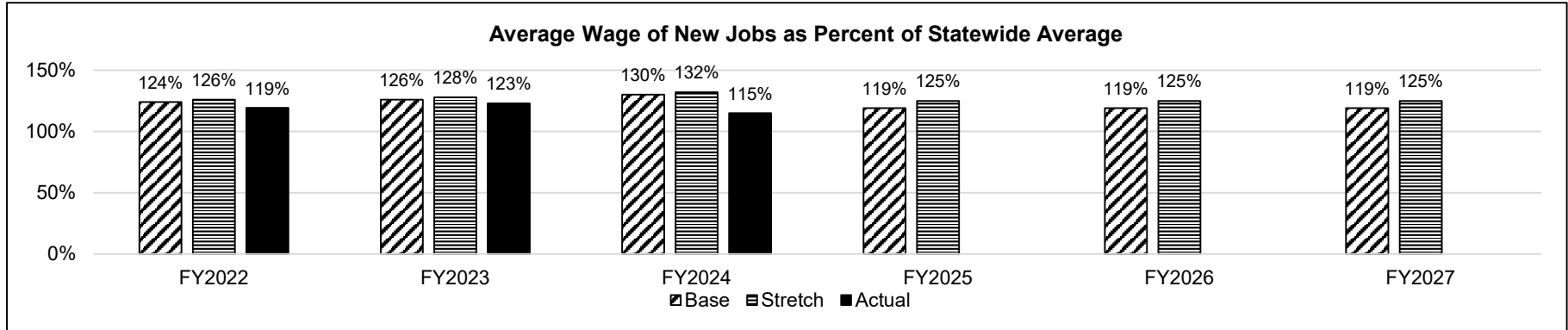
PROGRAM DESCRIPTION

Department: Economic Development   **AB 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.)*

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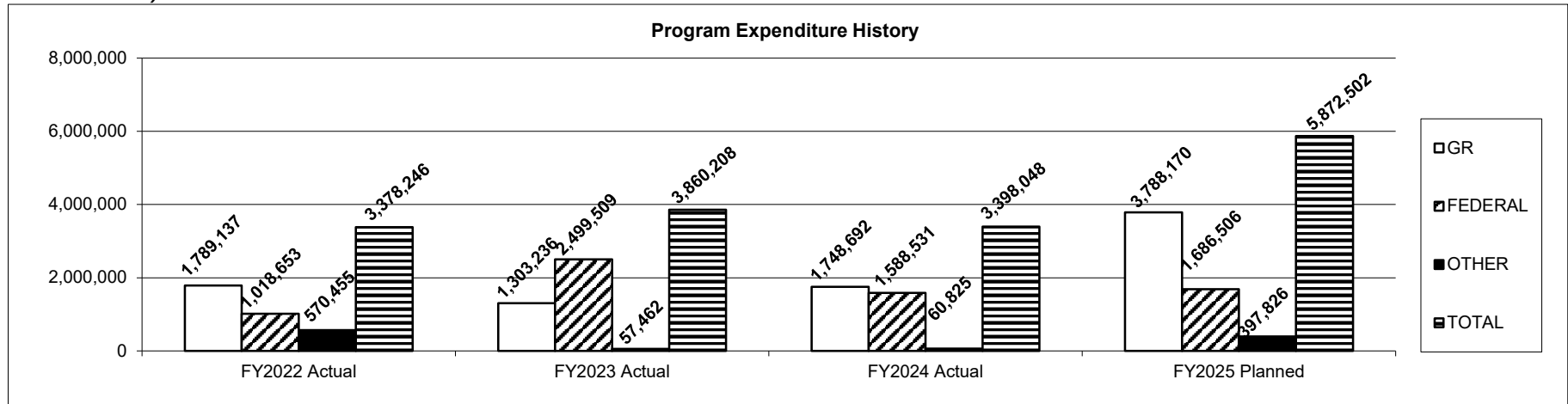
Planned expenditures for GR reflects 3% Governor's Reserve.

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

PROGRAM DESCRIPTION

Department: Economic Development   **AB 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?
Business and Community Development

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 Preservation Tax Credits. Recipients pay these fees before 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   **AB 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.)*

Program Expenditure History

Chart legend: GR, FEDERAL, OTHER, TOTAL

Values shown: FY2022 Actual: 0, 0; FY2023 Actual: 1,000, 1,000; FY2024 Actual: 34, 34; FY2025 Planned: 0, 0
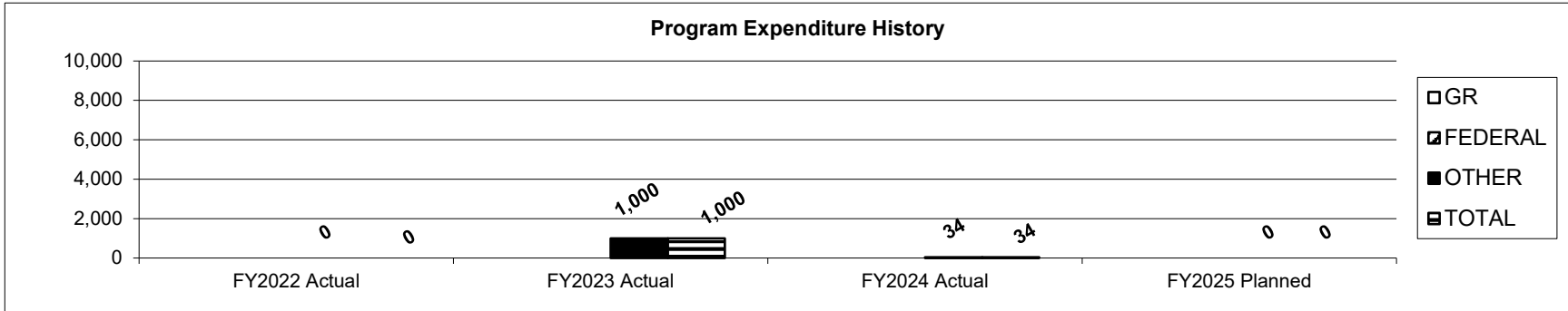
4. **What are the sources of the "Other " funds?**
    Economic Development Advancement Fund (0783)

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.

	PROGRAM DESCRIPTION

Department: Economic Development	**AB 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?**

Tourism

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 per the terms of the Tourism Infrastructure Facilities Financing Agreement.

Additionally, this core funds Missouri Valley Youth Services program. This program supports a non-profit that is organized exclusively for charitable, religious, educational, and scientific purposes.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	**Actual**	**Projected**	**Actual**	**Projected**	**Actual**	**Projected**	**Projected**	**Projected**
Number of Active Projects	1	1	1	1	1	1	1	1	1

2b. **Provide a measure(s) of the program's quality.**
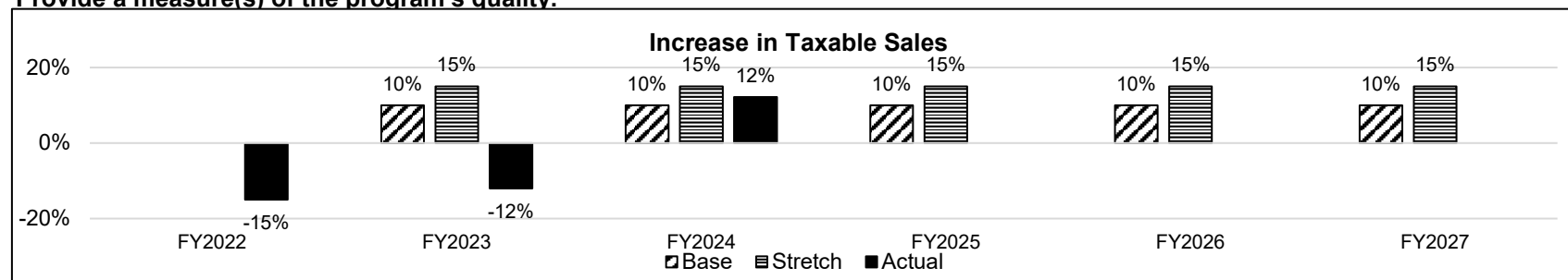
Increase in Taxable Sales

Note 1: Construction period for the approved project orginally projected for FY2021-FY2023.

Note 2: Reflects the yearly % increase in taxable sales for active project(s) after the project's construction period. Base target is set at 10% and the Stretch target is 15%.

Note 3: Sales activity reported in FY2022 reflects the project's construction period, as well as reduced tourism due to COVID-19 pandemic impacts resulting in a decrease in sales from baseline.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):** ___7.020___

Program Name: Tourism Infrastructure

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

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

Taxable Sales Compared Baseline

	Baseline	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base			$172M	$172M	$172M	$172M	$172M
Stretch			$184M	$184M	$184M	$184M	$197M
Actual	$156M	$133M	$138M	$159M			

☑Base ▤Stretch ■Actual

Note 1: Construction period for the approved project orginally projected for FY2021-FY2023.

Note 2: Reflects the change in taxable sales relative to the project baseline for active project(s).

Note 3: Sales activity reported in FY2022 reflects the project's construction period, as well as reduced tourism due to COVID-19 pandemic impacts resulting in a decrease in sales from baseline.

Event Attendees Compared Baseline

	Baseline	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base			1.37M	1.37M	1.37M	1.37M	1.37M
Stretch			1.43M	1.43M	1.43M	1.43M	1.51M
Actual	1.24M	0.81M	1.23M	1.09M			

☑Base ▤Stretch ■Actual

Note 1: Construction period for the approved project orginally projected for FY2021-FY2023.

Note 2: Reflects the change in event attendees relative to the project baseline for active project(s).

Note 3: Event and attendee activity reported in FY2022 reflects the project's construction period, as well as reduced tourism events due to COVID-19 pandemic impacts, resulting in a decrease in attendees.

PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   **7.020**

Program Name: Tourism Infrastructure

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

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

Cost per Dollar of Taxable Sales

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base		$0.014	$0.014	$0.014	$0.014	$0.014
Stretch		$0.013	$0.013	$0.012	$0.016	$0.018
Actual	$0.014	$0.0143	$0.0152			

☑Base ☰Stretch ■Actual
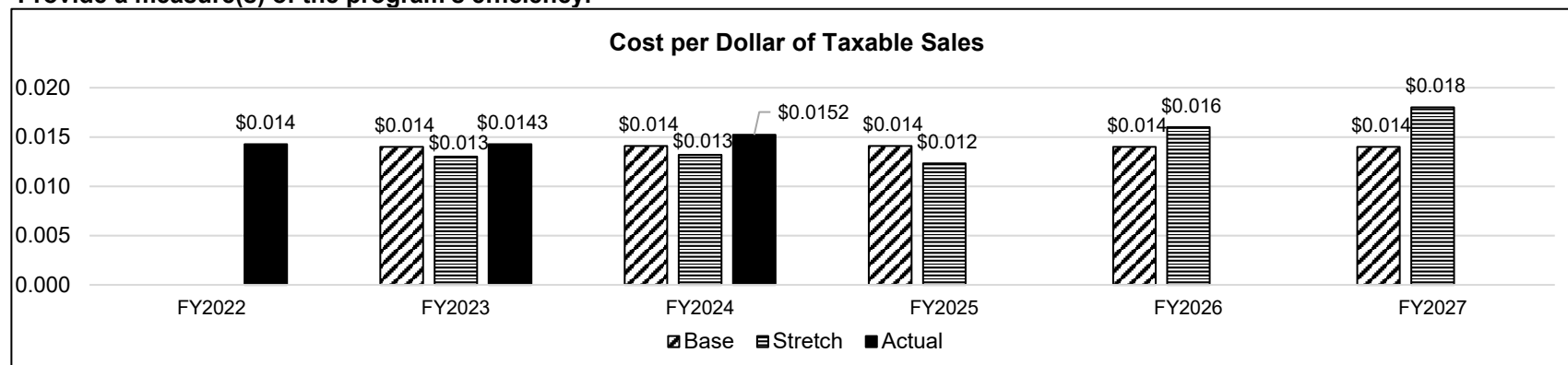
Note 1: Reflects the total annual authorization per dollar of taxable sales generated by active project(s).

Note 2: Sales activity reported in FY2022 reflects the project's construction period, as well as reduced tourism events due to COVID-19 pandemic impacts, resulting in a decrease in taxable sales.

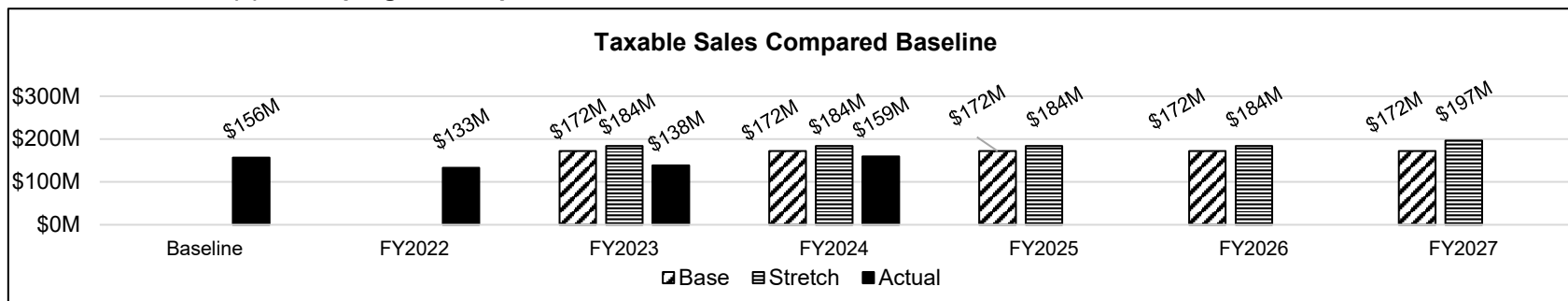**PROGRAM DESCRIPTION**

Department: Economic Development   AB Section(s):   7.020
Program Name: Tourism Infrastructure
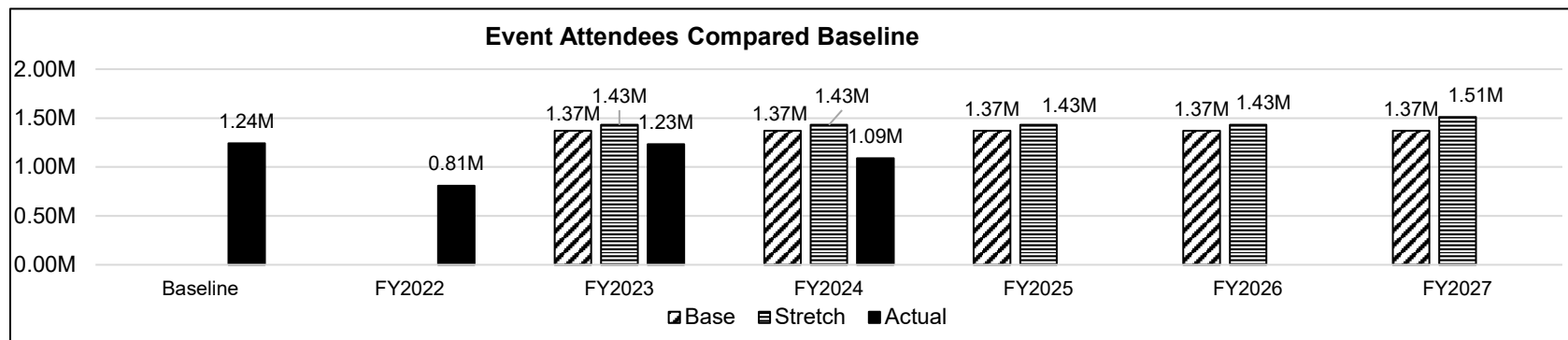Program is found in the following core budget(s): Tourism Infrastructure

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.)*

Program Expenditure History
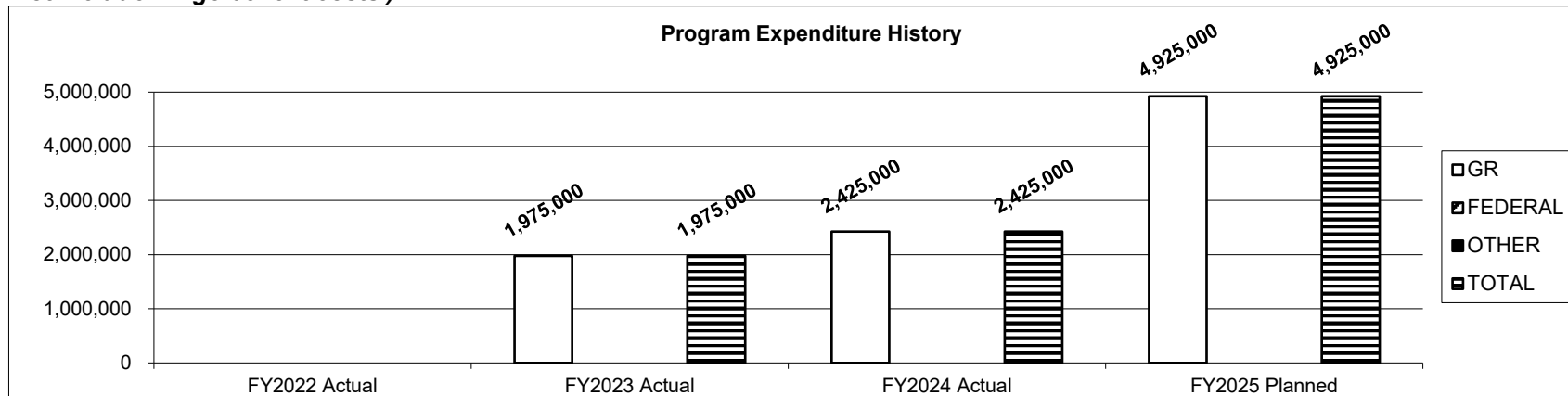
Note: Planned expenditure includes 3% Governor's reserve.
FY2025 Expenditures include spending for MO Valley Youth Services.

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.

PROGRAM DESCRIPTION

Department: Economic Development **AB Section(s):** **7.021**
Program Name: KC Current Soccer Campus Parking Improvements AND KC Riverfront Improvements
Program is found in the following core budget(s): KC Improvements

1a.   What strategic priority does this program address?
Community Development

1b.   What does this program do?
Funding will be provided to two 501(c)3 nonprofit corporations focused on greater downtown community development, located in a county established by a membership organization representing business organizations and other investors. One nonprofit will utilize funds for Kansas City riverfront streambank improvements and the other on Kansas City Soccer Campus parking infrastructure.

2a.   Provide an activity measure(s) for the program.
This is a one-time appropriation.

2b.   Provide a measure(s) of the program's quality.
This is a one-time appropriation.

2c.   Provide a measure(s) of the program impact.
This is a one-time appropriation.

2d.   Provide a measure(s) of the program's efficiency.
This is a one-time appropriation.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):** _____ **7.021** _____
Program Name: KC Current Soccer Campus Parking Improvements AND KC Riverfront Improvements
Program is found in the following core budget(s): KC Improvements

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.)*

Program Expenditure History

Legend: GR, FEDERAL, OTHER, TOTAL

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
		3,000,000 / 3,000,000	7,500,000 / 7,500,000	

Note: Governor's 3% Reserve does not apply due to being construction projects.

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.)*
   N/A

6. Are there federal matching requirements? If yes, please explain.
   No.

7. Is this a federally mandated program? If yes, please explain.
   No.

PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   7.023

Program Name: M&R Springfield Ballpark (Hammons Field)

Program is found in the following core budget(s):   M&R Springfield Ballpark (Hammons Field)

1a. **What strategic priority does this program address?**
Community Development

1b. **What does this program do?**
Funds will be utilized for the maintenance and improvements of a sports complex. No local match required.

2a. **Provide an activity measure(s) for the program.**
This is a one-time appropriation.

2b. **Provide a measure(s) of the program's quality.**
This is a one-time appropriation.

2c. **Provide a measure(s) of the program impact.**
This is a one-time appropriation.

2d. **Provide a measure(s) of the program's efficiency.**
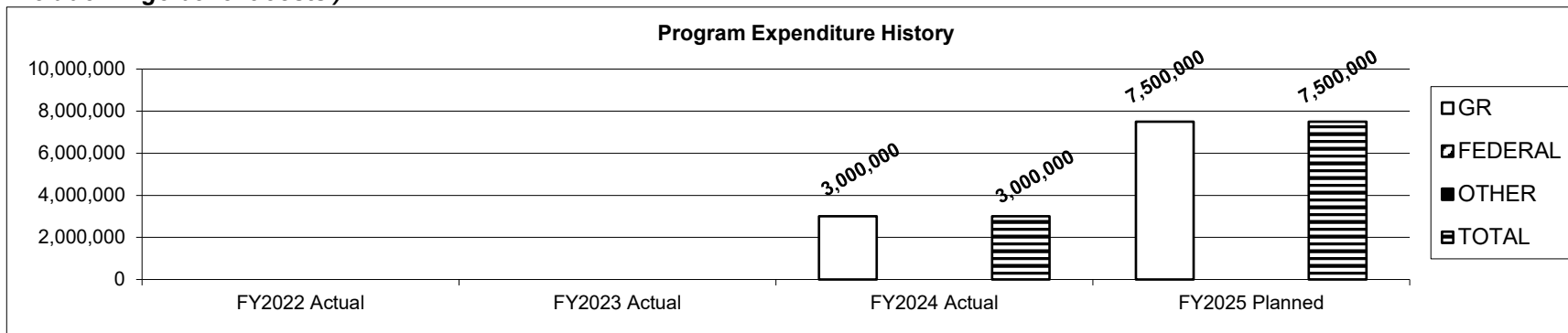This is a one-time appropriation.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.023**

Program Name: M&R Springfield Ballpark (Hammons Field)

Program is found in the following core budget(s):   **M&R Springfield Ballpark (Hammons Field)**

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned	
5,000,000			4,000,000	4,000,000	3,500,000	3,500,000

Legend: GR, FEDERAL, OTHER, TOTAL
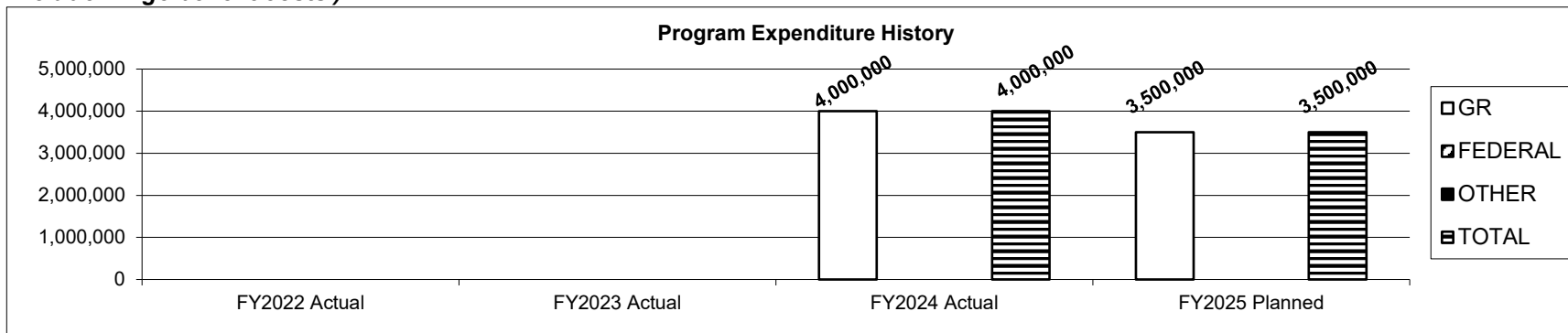
Note: Governor's 3% Reserve does not apply due to being a construction project.

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.)*
      N/A

6.   **Are there federal matching requirements? If yes, please explain.**
      No.

7.   **Is this a federally mandated program? If yes, please explain.**
      No.

PROGRAM DESCRIPTION

Department: Economic Development	AB 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?

Innovation and Entrepreneurship

1b.   What does this program do?

Funds transferred to the Missouri Technology Investment Fund are used to support the Missouri Technology Corporation (MTC) and Missouri Enterprise, the state's Manufacturing Extension Partnership (MEP) program.

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 provides state and federal funding to support high-growth technology and innovation-focused entrepreneurs in the state, in an effort to generate outsized economic development as these early-stage companies grow. MTC achieves its mission through two main programmatic activities – Ecosystem Building and a State Sponsored Venture Capital Program.

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

AB 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.)*

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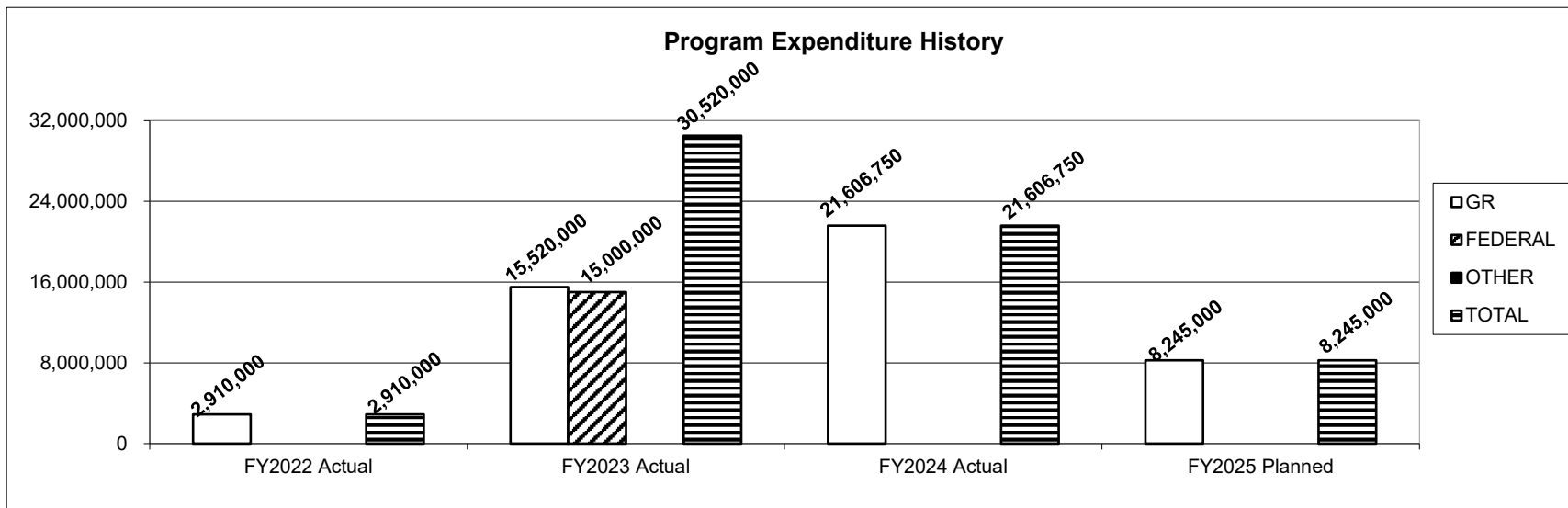
Note: Planned Expenditures for GR reflects 3% Governor's Reserve.

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 Manufacturing Extension Partnership program.

7. **Is this a federally mandated program? If yes, please explain.**
    No.

Department: Economic Development

AB 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?

Innovation and Entrepreneurship

1b. What does this program do?

MTC supports early-stage businesses in raising the private capital needed to commercialize new technologies and grow their businesses. This is achieved through equity-based investments in early-stage high-growth potential startups via the IDEA Fund Co-Investment Program and enhancing the state's entrepreneurial capacity by offering grant-based financial assistance to non-profit entrepreneurial support organizations, higher education institutions, and other entities that aid entrepreneurs in raising capital and developing promising technologies. MTC also serves as the state match for Missouri Enterprise, the federal Manufacturing Extension Partnership (MEP) program. This partnership helps small and medium-sized manufacturers adopt new technologies and innovative practices to enhance their competitiveness in the global marketplace.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
IDEA Fund Co-Investments Approved	10	8	20	23	30	37	40	35	30
IDEA Fund Co-Investments Allocated	$2,000,000	$1,500,000	$6,500,000	$7,025,000	$8,000,000	$11,275,000	$11,000,000	$10,500,000	$10,000,000
Number of Grants Approved	8	7	10	19	25	31	25	20	20
Amount of Grant Funds Allocated	$1,800,000	$1,113,334	$2,000,000	$17,967,105	$6,000,000	$11,861,785	$6,000,000	$5,000,000	$5,000,000

Note 1: The Board of Directors at MTC approves grants and IDEA Fund co-investment allocations for each fiscal year based on the annual budget. It is important to note that the disbursement of funds may occur over multiple fiscal years. The approved allocations for each program are shown per fiscal year.

Note 2. For FY2023 and beyond, the increase in IDEA Fund investments and grants awarded is a result of higher appropriations for FY2023 & FY2024, the introduction of new grant programs, and the program funding from the federally funded State Small Business Credit Initiative (SSBCI) which will fund the majority of the IDEA Fund investments.

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

	FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	N/A	75	60	70	60	60	60

Note: The Net Promoter Score (NPS) ranges from -100 to 100 and measures how likely customers are to recommend a company's products or services. It reflects customer satisfaction and loyalty, with scores above 0 being good, above 20 being favorable, above 50 being excellent, and above 80 being world-class. MTC started using NPS to measure customer satisfaction in FY2023.

PROGRAM DESCRIPTION

Department: Economic Development   **AB 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.**

Leveraged Investments Across All MTC Programs (In Millions)
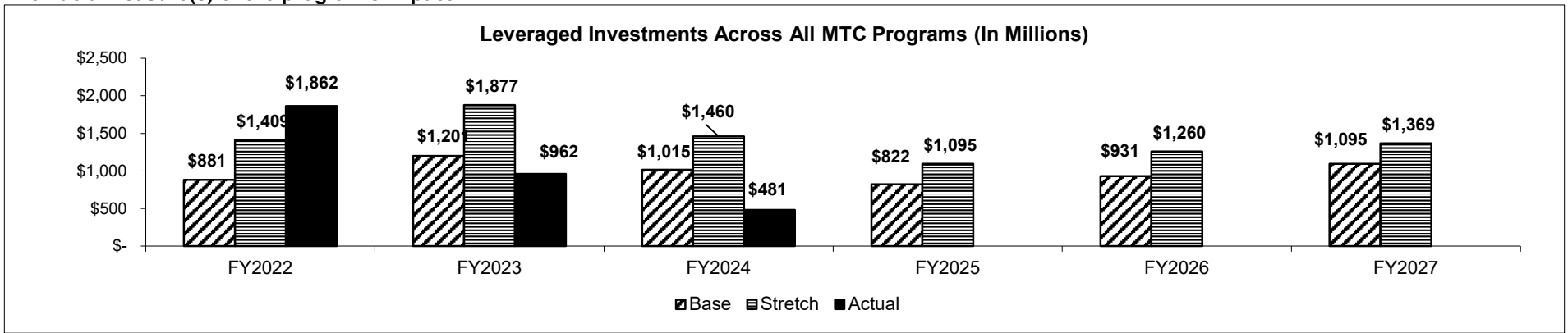
Note 1: Leveraged Investment for the IDEA Fund program represents the total amount of new funding raised from private investors and grant funding awarded to portfolio companies over the fiscal year. Leveraged Investment for the grant programs, Innovation Centers, and the Missouri Enterprise (MEP program) represents capital raised from private investors and grant funding awarded to the clients served.

Note 2: Base and stretch goals are determined based on the 3-year actual average with base goals escalating from 75% to 100% of the average and stretch goals escalating from 100% to 125%.

Note 3: In FY2024, national venture capital activity experienced its lowest level in nearly five years, with a decrease in both funds invested and the number of investments made. Venture capital investments play a crucial role in the Leveraged Investment calculation for portfolio companies and clients served. Subsequently, the decline in MTC's Leveraged Investment over the past two fiscal years aligns with national trends.

Clients Served and Full-Time Equivalent (FTE) Jobs Created Across All MTC Programs

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Clients Served	7,693	7,128	7,578	7,474	9,132	7,611	8,562	9,514
FTE Jobs Created	2,801	2,664	2,363	2,584	1,580	1,934	2,146	2,318

Note 1: Clients served represents the number of clients served by grant recipients, Innovation Centers, and Missouri Enterprise (MEP program).

Note 2: Full-Time Equivalent (FTE) jobs created represent the number of FTE jobs created by clients served by grant recipients, Innovation Centers, and Missouri Enterprise (MEP program) as well as the jobs created by the IDEA Fund portfolio companies. FTE is calculated using the following formula: full-time 1; part-time .5 and contractor .75.

Note 3: Projections are determined based on the 3-year actual average with FY2024 through FY2026 projections escalating from 100% to 125% of the average.

Note 4: Innovation Centers did not receive direct funding from MTC for FY23 and beyond (funding was transitioned to a competitive grant program). Subsequently, the clients the Innovation Centers historically served and the jobs created by those clients are not reported for FY23 and beyond. This in combination with a national trend of decreased jobs created by venture-backed high-growth potential companies is responsible for the decrease in FTE jobs created over the past two years.

PROGRAM DESCRIPTION

Department: Economic Development

AB 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)**

As part of MTC's statewide strategic initiative, MTC engaged TEConomy Partners, a consultant firm that is a global leader in research, analysis, and strategy for innovation-driven economic development, to estimate the economic development impact of the organization's programs.

TEConomy determined that from FY2014 to FY2021, the investments of MTC had an important impact on the state. Capacity for innovation and entrepreneurship was enhanced by the state's 11 innovation centers and 42 organizations receiving MOBEC awards and other sponsored grants. MTC's direct investments in 139 companies also made an important impact.

Specifically, the total cumulative economic impacts of MTC's programs and investments between FY2014 to FY2021 generated and supported:

More than $6.4 billion of economic output
More than 34,500 job years with wages and benefits totaling more than $2 billion
More than $15.4 million in state and local tax revenue for the State of Missouri.

This analysis utilized a State of Missouri-specific input-output model from IMPLAN. Input-output multipliers are calculated based on the flow of goods and services between industries, consumers, and institutions within a regional economy. The underlying principle of this analysis is that every dollar spent in the economy is reinvested in the purchase of additional goods or services, thereby generating additional economic activity and impact. The IMPLAN model is the most commonly used economic impact model in the country, drawing on national accounts data from the U.S. Bureau of Economic Analysis and state-level employment data from the U.S. Bureau of Labor Statistics.

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

Leveraged Investments per $1 of Program Expenses by MTC

	Base	Stretch	Actual
FY2021	$145	$185	$622
FY2022	$218	$349	$310
FY2023	$128	$191	$170
FY2024	$112	$168	$47
FY2025	$56	$75	
FY2026	$112	$140	
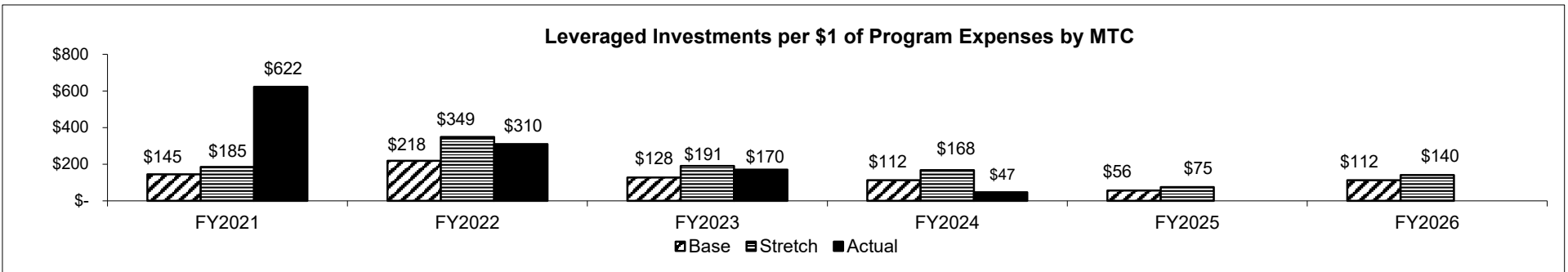
Note 1: The data in this chart shows the leveraged investments (2c.) per dollar in program expenses within a fiscal year. It should be interpreted as for every dollar MTC spent on a program expense in FY2023, $170 worth of leveraged investments were generated.

Note 2: The base and stretch goals from 2c. are used as the leveraged investment for the calculation of base and stretch goals in the chart.

Note 3: In FY2024, national venture capital activity experienced its lowest level in nearly five years, with a decrease in both funds invested and the number of investments made. Venture capital investments play a crucial role in the Leveraged Investment calculation for portfolio companies and clients served. Subsequently, the decline in MTC's Leveraged Investment over the past two fiscal years aligns with national trends. Consequently, a significant reduction in Leveraged Investment will ultimately impact the organization's efficiency, as it is a key output being measured.

PROGRAM DESCRIPTION

Department: **Economic Development**   AB Section(s):   **7.030**

Program Name: **Missouri Technology Corporation (MTC)**

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

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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.)*

Program Expenditure History

Legend: GR, FEDERAL, OTHER, TOTAL

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
Values	$2,910,000 / $2,910,000	$23,245,000 / $23,245,000	$25,129,299 / $25,129,299	$9,554,500 / $9,554,500
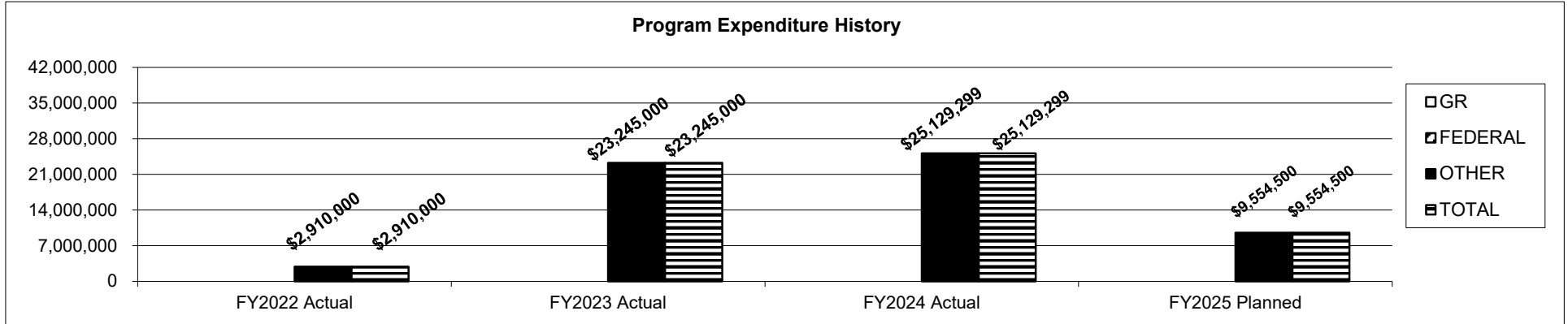
Note: Planned Expenditures reflects 3% Governor's Reserve on GR Transfer.

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.

PROGRAM DESCRIPTION

Department of Economic Development   **AB Section(s):** **7.035**

Program Name: CHIPS Semiconductor

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

1a. What strategic priority does this program address?

Business Development

1b. What does this program do?

The program will create incentives (for corporations participating in the federal program) to enhance the semiconductor ecosystem, with the goal of attracting semiconductor manufacturers to Missouri.

The measures below only correspond to the $10 million General Revenue match.

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

Measure	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2025 Actual	FY2026 Projected	FY2026 Actual	FY2027 Projected	FY2027 Actual
Percent of Funds Unobligated	50%	66.7%	0%	-	N/A	-	N/A	-
Percent of Funds Obligated	50%	33.3%	100%	-	N/A	-	N/A	-
Percent of Funds Expended	N/A	N/A	50%	-	100%	-	N/A	-

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

Measure	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2025 Actual	FY2026 Projected	FY2026 Actual	FY2027 Projected	FY2027 Actual
Customer Service Experience	75%	88%	85%	-	85%	-	N/A	-

Note: Percentage reflects average customer experience across all ARPA programs. The same team manages this program.

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

Measure	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2025 Actual	FY2026 Projected	FY2026 Actual	FY2027 Projected	FY2027 Actual
Jobs Created	N/A	N/A	N/A		500		N/A	-
Private investment	N/A	N/A	N/A		$300,000,000		N/A	-

Note: Reflects expected job creation within 3-5 years of project completion. Investment reflects entity's cumulative investment in the project at FYE.

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

Measure	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2025 Actual	FY2026 Projected	FY2026 Actual	FY2027 Projected	FY2027 Actual
Cost per job	N/A	N/A	N/A	-	$20,000		N/A	-

Note: Cost per job based on expected number of jobs to be created within 3 - 5 years of project completion.

PROGRAM DESCRIPTION

Department of Economic Development   **AB Section(s):** ___7.035___
Program Name: CHIPS Semiconductor
Program is found in the following core budget(s): CHIPS Semiconductor

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.)*

Program Expenditure History
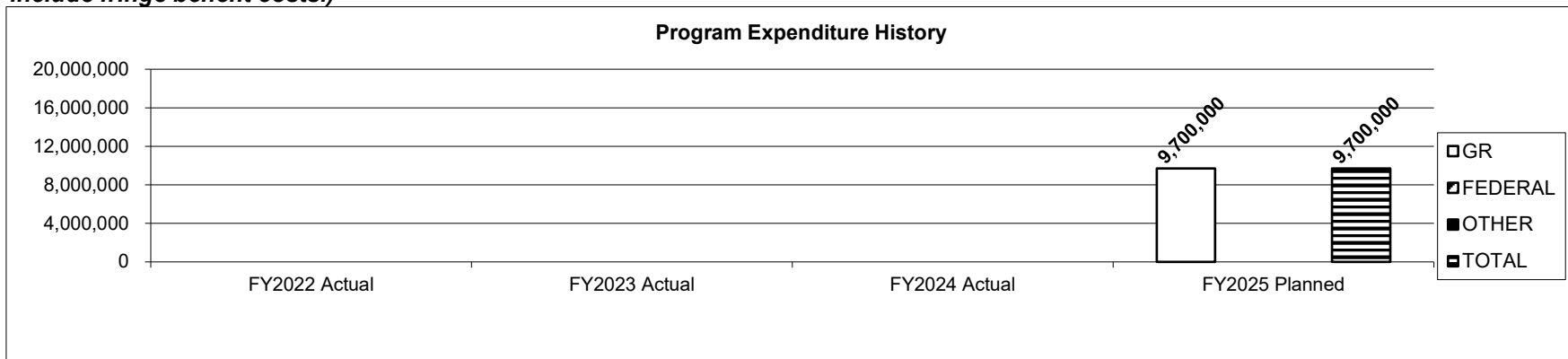
Note: Planned expenditures include 3% Governor's Reserve on GR appropriations.

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.)**
   The General Revenue is the state match for the Creating Helpful Incentives to Produce Semiconductors and Science Act of 2022 (CHIPS Act), signed into law on August 9, 2022.

6. **Are there federal matching requirements? If yes, please explain.**
   No.

7. **Is this a federally mandated program? If yes, please explain.**
   No.

PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   7.036

Program Name: Active Pharmaceutical Ingredient (API) Reshoring

Program is found in the following core budget(s): Active Pharmaceutical Ingredient (API) Reshoring

1a.   What strategic priority does this program address?
Business Development

1b.   What does this program do?
The purpose of the program is to provide appropriation authority to a public university. The appropriation will fund a grant to a nonprofit organization that has received a similar state funded grant funds for establishing Missouri in re-shoring active pharmaceutical ingredient (API) manufacturing.

2a.   Provide an activity measure(s) for the program.
This is a new program. Performance measures are under development.

2b.   Provide a measure(s) of the program's quality.
This is a new program. Performance measures are under development.

2c.   Provide a measure(s) of the program impact.
This is a new program. Performance measures are under development.

2d.   Provide a measure(s) of the program's efficiency.
This is a new program. Performance measures are under development.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.036**

Program Name: Active Pharmaceutical Ingredient (API) Reshoring

Program is found in the following core budget(s): Active Pharmaceutical Ingredient (API) Reshoring

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
				9,312,000 (GR)
				9,312,000 (TOTAL)

Legend: □GR ☑FEDERAL ■OTHER ⊟TOTAL

Vertical axis: 0 to 10,000,000

Note: Planned Expenditure includes 3% Governor's Reserve on GR appropriation.

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.)*
    N/A

6. **Are there federal matching requirements? If yes, please explain.**
    No.

7. **Is this a federally mandated program? If yes, please explain.**
    No.

PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s): ___7.037___
Program Name: Semiconductor Reshoring
Program is found in the following core budget(s): Semiconductor Reshoring

1a.   What strategic priority does this program address?
Business Development

1b.   What does this program do?
The purpose of the program is to provide funding to a public university that conducts technology research and development and manufacturing of semiconductors, and has previously received a similar state-funded grant.

2a.   Provide an activity measure(s) for the program.
This is a new program. Performance measures are under development.

2b.   Provide a measure(s) of the program's quality.
This is a new program. Performance measures are under development.

2c.   Provide a measure(s) of the program impact.
This is a new program. Performance measures are under development.

2d.   Provide a measure(s) of the program's efficiency.
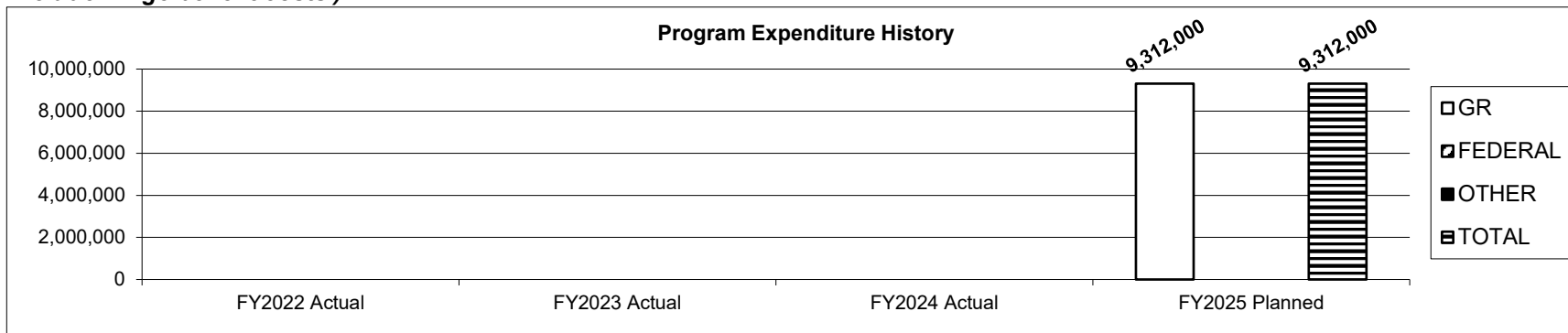This is a new program. Performance measures are under development.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):   7.037**

Program Name: Semiconductor Reshoring

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

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	0	0	0	5,238,000 / 5,238,000

Legend: GR, FEDERAL, OTHER, TOTAL

Note: Planned expenditure includes 3% Governor's Reserve on GR appropriation.

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.)*
      N/A

6.   **Are there federal matching requirements? If yes, please explain.**
      No.

7.   **Is this a federally mandated program? If yes, please explain.**
      No.

PROGRAM DESCRIPTION

Department: Economic Development	AB Section(s): 7.040

Program Name: MTC SSBCI American Rescue Plan Act

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

1a. **What strategic priority does this program address?**

Innovation and Entrepreneurship

1b. **What does this program do?**

State Small Business Credit Initiative (SSBCI) funds will be administered through Missouri Technology Corporation's (MTC) IDEA Fund Co-Investment program, a state-sponsored venture capital program that makes equity-based investments that are matched by other private capital investments. The program is designed to accelerate private investment in Missouri-based early-stage companies, increase the overall investment impact of third-party investments, and promote the formation and growth of businesses that engage in the transfer of science and technology into job creation. The purpose of the federally funded SSBCI program is to expand access to capital for small businesses, build ecosystems of opportunity and entrepreneurship, and create high-quality jobs.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
IDEA Fund Co-Investments Awarded	N/A	N/A	20	23	30	36	30	30	30
IDEA Fund Co-Investments Awarded	N/A	N/A	$6,500,000	$7,025,000	$8,000,000	$10,775,000	$10,000,000	$10,000,000	$10,000,000
IDEA Fund Co-Investments	N/A	N/A	3	2	15	13	15	20	20
IDEA Fund Co-Investments	N/A	N/A	$750,000	$674,999	$4,000,000	$3,324,995	$5,000,000	$6,000,000	$6,000,000

Note 1: MTC did not receive the federal SSBCI funding until January of FY2023; therefore, no program data is available for FY2022.

Note 2: MTC's Board of Directors approves IDEA Fund co-investment allocations (awarded) within a fiscal however, the investment may occur in a future fiscal year depending on when the company can close the required matching funds.

Note 3: The federally funded SSBCI IDEA Fund Co-Investments represent a subset of MTC's activities and, subsequently, are included in MTC's Program Description budget form as well.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Net Promoter Score (NPS)	N/A	N/A	N/A	75	50	70	50	50	50

Note: The Net Promoter Score ranges from -100 to 100 and measures how likely customers are to recommend a company's products or services. It reflects customer satisfaction and loyalty, with scores above 0 being good, above 20 being favorable, above 50 being excellent, and above 80 being world-class. MTC started using NPS to measure customer satisfaction in FY2023, subsequently, NPS scores are not available for FY2022.
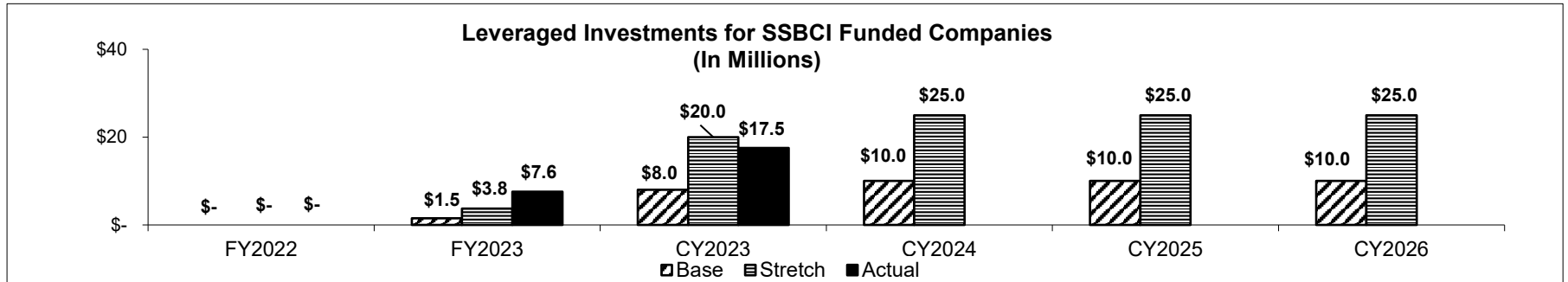
PROGRAM DESCRIPTION

Department: Economic Development | AB Section(s): | 7.040

Program Name: MTC SSBCI American Rescue Plan Act

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

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

Leveraged Investments for SSBCI Funded Companies (In Millions)

	FY2022	FY2023	CY2023	CY2024	CY2025	CY2026
Base	$-	$1.5	$8.0	$10.0	$10.0	$10.0
Stretch	$-	$3.8	$20.0	$25.0	$25.0	$25.0
Actual	$-	$7.6	$17.5			

Note 1: Leveraged Investment represents the total amount of new funding raised from private investors and grant funding awarded to the SSBCI portfolio companies.

Note 2: The federally funded SSBCI IDEA Fund Co-Investments represent a subset of MTC's activities and, subsequently, are included in MTC's Program Description budget form as well.

Note 3: The annual reporting format for the IDEA Fund program has changed from fiscal year data to calendar year data, starting with the year 2023, to align with the federal reporting requirements for the SSBCI program.

Total Missouri Jobs and Missouri Jobs Created by SSBCI-Funded Companies

	FY2022 Actual	FY2023 Projected	FY2023 Actual	CY2023 Projected	CY2023 Actual	CY2024 Projected	CY2025 Projected	CY2026 Projected
Total Missouri Based Jobs	N/A	20	34	60	72	120	200	300
Missouri Based Jobs Created	N/A	8	26	15	13	30	50	75

Note 1: Actual data represents an FTE calculation where jobs are valued as follows: full-time 1; part-time .5 and contractor .75.

Note 2: The annual reporting format for the IDEA Fund program has changed from fiscal year data to calendar year data, starting with the year 2023, to align with the federal reporting requirements for the SSBCI program.

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

Percent of Total Expenses for Program Administration	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Administrative Costs	N/A	17%	14%	9%	10%	7%	6%	6%

Note 1: The federally funded SSBCI program allows for up to 5% of program funding to be used for program administration expenses, anything over 5% is covered by MTC either through its general reserves or out of its annual GR appropriation.

Note 2: Administrative expenses as a percentage of program expenses were high in FY2023 but will level out as the program expenses (investments closed) increase over the next few fiscal years.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.040**

Program Name: MTC SSBCI American Rescue Plan Act

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

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
FEDERAL	0	26,869,323		67,986,480
TOTAL	0	26,869,323		67,986,480

Legend: GR, FEDERAL, OTHER, TOTAL
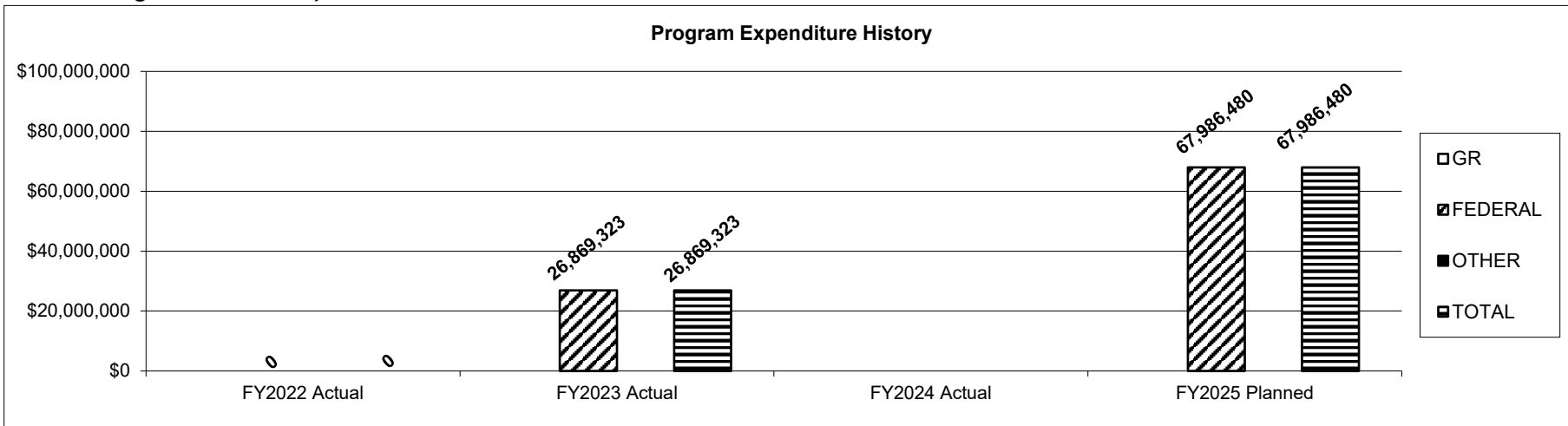
4. **What are the sources of the "Other " funds?**
   N/A

5. **What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**
   12 U.S.C. § 5703(b)(l)

6. **Are there federal matching requirements? If yes, please explain.**
   No.

7. **Is this a federally mandated program? If yes, please explain.**
   No.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Sections: 7.045**

Program Name: Community Development Block Grant Program - Annual Allocation

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

1a.   What strategic priority does this program address?
Community Development

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.

The State administers multiple CDBG grants, many of which are reserved for specific purposes identified by federal register. The grant related to this program description includes:

   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).

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Projects Awarded	78	139	78	50	78	11	100	54	38
CDBG Funds Obligated	$24.3 M	$23.5 M	$23.5 M	$23.5 M	$23.5 M	$23.5 M	$21.1 M	$23.7 M	$23.7 M
CDBG Funds Expended	$20.4 M	$21.3 M	$19.0 M	$21.1 M	$19.0 M	$27.5 M	$23.3 M	$24.0 M	$24.9 M

Note 1: The CDBG program can only directly control the obligation of funds by awarding projects. Subrecipients are responsible for carrying out program activities and expending funds related to their project.

Note 2: Funds Expended figures are based on funds drawn in the fiscal year on projects across multiple fiscal years. The 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 across multiple fiscal years.

Note 3: 2023 and 2024 allotments will be awarded at the same time so there will be double the usual Annual projects granted in FY2025.

PROGRAM DESCRIPTION

Department: Economic Development

AB Sections: 7.045

Program Name: Community Development Block Grant Program - Annual Allocation

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

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Actual	Projected	Projected
Customer Service Experience	95%	85%	95%	77%	95%	80%	95%	95%	95%

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

Note 2: FY2024 results based on May 2024 survey that included 40 respondents.

Note 3: Customer Service Experience includes feedback related to all CDBG programs.

2c.   Provide a measure(s) of the program's impact.
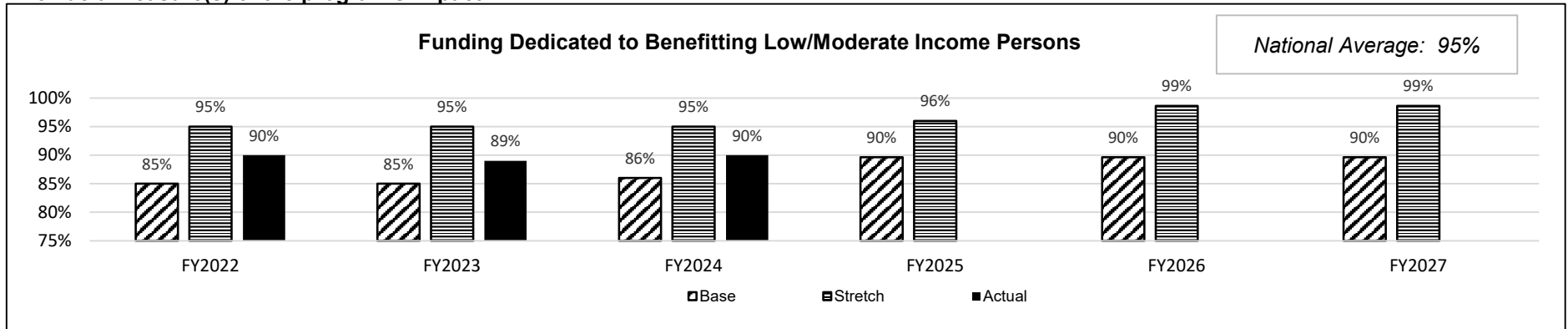
Funding Dedicated to Benefitting Low/Moderate Income Persons

National Average: 95%

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.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Sections:** _____ **7.045** _____

Program Name: Community Development Block Grant Program - Annual Allocation

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

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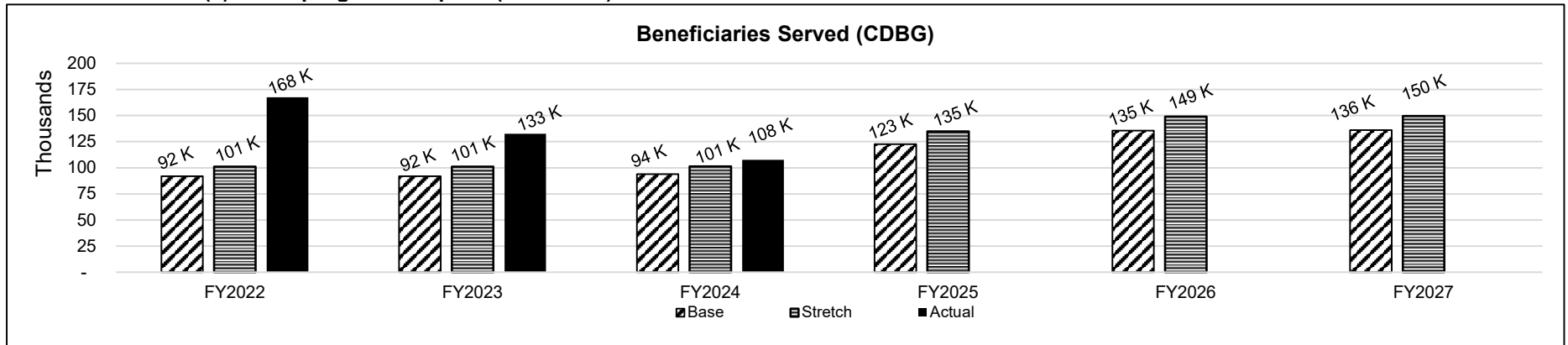
Beneficiaries Served (CDBG)

Note 1: Beneficiaries Served are reported based on projects that are <u>completed and closed</u> within a fiscal year. FY2022 saw a significant increase in beneficiaries served as the program worked to close out several historic grants.

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: The FY2022 Actual includes CDBG-Federal Stimulus projects, as they were not separated into a separate budget unit until FY2024.
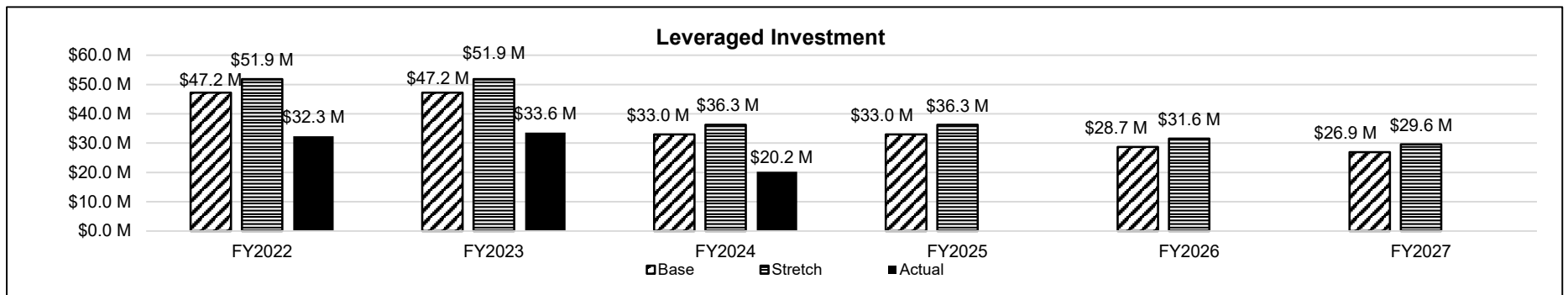
Leveraged Investment

Note 1: CDBG does not require matching from subrecipients, as it acts as a gap financing tool. Leveraged funds vary by project based on the financial resources available to the subrecipient at the time of application, which is highly variable.

Note 2: Leveraged investment are non-CDBG funds (local, state, or federal) that are committed in conjunction with CDBG funds to aid in financing a particular project.

Note 3: Leveraged investment calculation based on amounts included in subrecipients' project applications from all CDBG projects, except economic development which have high variations by project and year.

Note 4: Future projected Base is calculated using the average of previous years while the Stretch calculation utilizes this number and increases projection by 10%.

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Community Development Block Grant Program - Annual Allocation

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

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

MO FY2024 Ranking: 4 out of 50

Expended, Obligated, and Unobligated Funds

	PY 2017	PY 2018	PY 2019	PY 2020	PY 2021	PY 2022	PY 2023
Top	$20.3 M	$22.5 M	$22.6 M	$23.3 M	$24.3 M	$23.5 M	$23.7 M
Expended	$17.5 M	$20.8 M	$16.4 M	$14.3 M	$17.2 M	$2.7 M	$. M

■ Expended   ▨ Obligated   ▤ Unobligated

Note 1: Funds shown by each Program Year ("PY") of CDBG's regular annual allocation; Program Years operate from April 1 - March 31.

Note 2: Data is accurate as of June 30, 2024.

Note 3: The ranking at the top right of chart measures the unexpended funds from open grants. HUD divides unexpended funds by the most recent grant amount provided and gives each state its ranking; As of June 30, 2024, Missouri ranked 4 out of 50 states in timely expenditures of funds. This ranking is based on all CDBG funds including Annual, DR, MIT and CV. The actual unexpended for 2024 is $77.3 million. The target unexpended for PY 2025 is $53.2 million and would rank Missouri at 3 out of 50 states.

PROGRAM DESCRIPTION

Department: **Economic Development**   AB Sections: **7.045**

Program Name: **Community Development Block Grant Program - Annual Allocation**

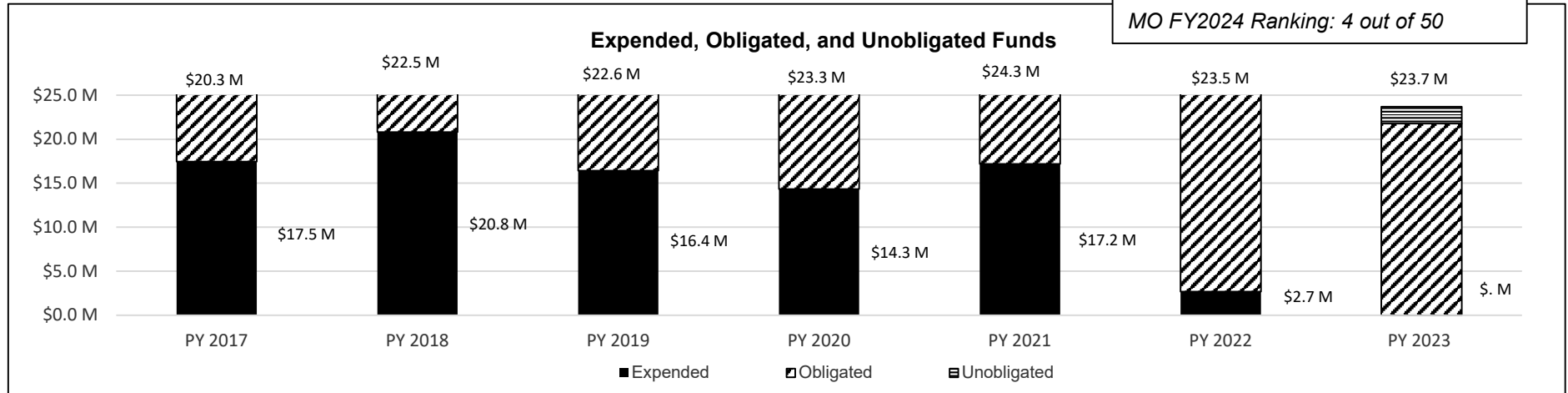Program is found in the following core budget(s): **CDBG Program**

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.)*

Program Expenditure History
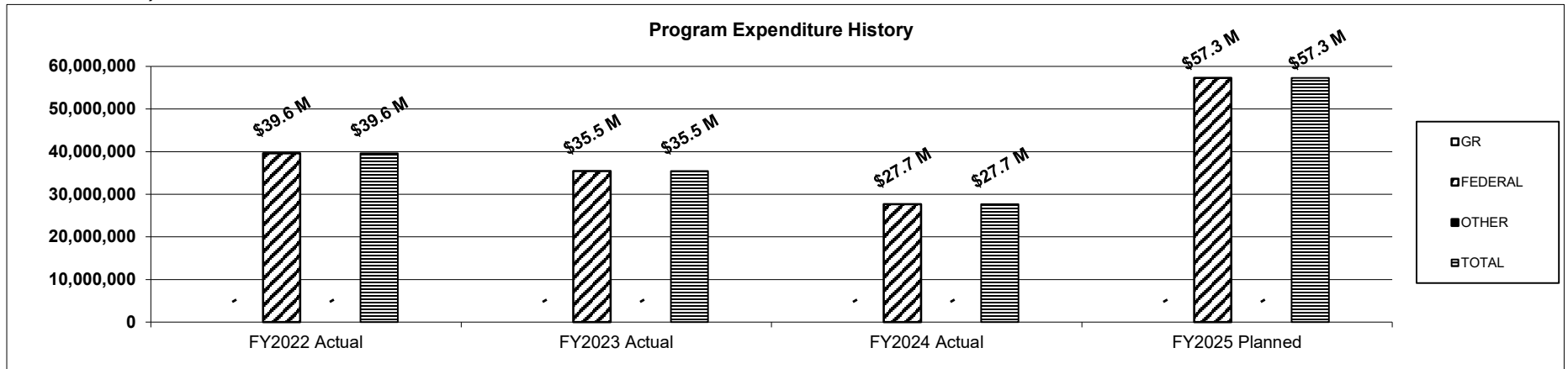
FY2022 and FY2023 Program Expenditure History includes CDBG Disaster Recovery and CDBG Federal Stimulus. The CDBG programs were separated in FY2024 for better transparency.

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 the State's administrative funds, after the first $100,000. The applicable administrative funds equal 4% of the total appropriation. Soft costs included in the Department's Cost Allocation Plan are used to satisfy the State's match requirements.

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.

PROGRAM DESCRIPTION

Department: Economic Development	AB Sections: 7.045

Program Name: Community Development Block Grant Program-Disaster Recovery

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

1a.   What strategic priority does this program address?

Community Development

1b.   What does this program do?

The Community Development Block Grant - Disaster Recovery (CDBG-DR) 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 typically 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, but Federal Registers governing the use of CDBG-DR and CDBG-Mitigation (CDBG-MIT) 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) CDBG-DR 4317 - $58,535,000 - primarily to address unmet housing needs resulting from 2017 flooding events in five zip codes (Neosho, Branson, West Plains, Van Buren, and Doniphan areas) identified by the U.S. Department of Housing and Urban Development (HUD);
(2) CDBG-DR 4317 Infrastructure - $9,847,018 - additional funding allocated in December 2019 to further address seriously damaged infrastructure from the 2017 flooding events;
(3) CDBG-DR 4451 - $30,776,000 - primarily to address unmet housing needs resulting from 2019 disaster events in three counties (Cole, St. Charles, and Holt counties) identified by HUD; and
(4) CDBG-MIT - $41,592,000 - funding to mitigate disaster risks and reduce future losses, with primary focus on five zip codes identified by HUD.

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PROGRAM DESCRIPTION

</div>

Department: Economic Development   AB Sections: 7.045

Program Name: Community Development Block Grant Program-Disaster Recovery

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

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
CDBG-DR 4317 Projects Awarded	20	14	20	45	24	47	47	47
CDBG-DR 4317 Funds Obligated	$35.0 M	$21.0 M	$35.0 M	$68.4 M	$44.3 M	$44.3 M	$44.3 M	$44.3 M
CDBG-DR 4317 Funds Expended	$15.8 M	$1.0 M	$5.2 M	$14.9 M	$31.2 M	$16.0 M	$10.0 M	$10.0 M
CDBG-DR 4451 Projects Awarded	N/A	3	3	3	3	3	3	3
CDBG-DR 4451 Funds Obligated	N/A	$31.0 M	$30.8 M	$31.0 M	$30.5 M	$30.8 M	$30.8 M	$30.8 M
CDBG-DR 4451 Funds Expended	N/A	$3.0 M	$2.8 M	$12.9 M	$11.6 M	$12.9 M	$12.3 M	$2.8 M
CDBG-MIT Projects Awarded	44	29	44	60	42	84	84	84
CDBG-MIT Funds Obligated	$19.1 M	$19.3 M	$19.3 M	$25. M	$24.5 M	$38.3 M	$38.3 M	$38.3 M
CDBG-MIT Funds Expended	$2.6 M	$0.0 M	$7.6 M	$10.5 M	$10.6 M	$12.0 M	$5.2 M	$5.2 M

Note 1: Projects Awarded and Funds Obligated show the cumulative amounts for that project type; Funds Expended are specific to each fiscal year.
Note 2: The CDBG program can only directly control the obligation of funds by awarding projects. Subrecipients are responsible for carrying out program activities and expending funds related to their project which typically occurs over a 3-year period.
Note 3: Numbers are based on funds drawn on projects per fiscal year. Average period of performance for a CDBG-DR and CDBG-Mitigation project is 3 years; therefore, the annual expenditure and actual amount take into account each project spending a percentage of total allocation.
Note 4: The CDBG-DR and CDBG-Mitigation Programs have since opened and completed application cycles for these programs, and some projects are coming to a close. A new cycle has been opened to obligate and expend remaining funds, though expenditures are typically slow during the first year of a project and are expected to increase during FY2025.

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

	FY2022 Projected	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Customer Service Experience	95%	85%	95%	77%	95%	80%	95%	95%	95%

Note 1: Percentage of customers who rated their experience as "very" or "somewhat" positive.
Note 2: FY2024 results based on May 2024 survey that included 40 respondents.
Note 3: Customer Service Experience includes feedback related to all CDBG programs.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Sections: 7.045**

Program Name: Community Development Block Grant Program-Disaster Recovery

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

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

Beneficiaries Served (CDBG Disaster Recovery 4317)

FY	Direct	Indirect
FY2022	17 K	41 K
FY2023	14 K	6 K
FY2024	30 K	62 K
FY2025 (Projected)	40 K	83 K
FY2026 (Projected)	48 K	97 K
FY2027 (Projected)	54 K	114 K

Beneficiaries Served (CDBG Disaster Recovery 4451)

FY	Direct	Indirect
FY2022	0 K	-
FY2023	5 K	-
FY2024	0 K	-
FY2025 (Projected)	61 K	
FY2026 (Projected)	97 K	
FY2027 (Projected)	121 K	

Beneficiaries Served (CDBG Disaster Recovery MIT)

FY	Direct	Indirect
FY2022	75	183
FY2023	101	106
FY2024	180	343
FY2025 (Projected)	239	457
FY2026 (Projected)	294	549
FY2027 (Projected)	333	635

Note 1: Current and past Beneficiaries Served are reported cumulatively based on projects that are <u>completed and closed</u> within a fiscal year.

Note 2: Beneficiaries Served is measured on Quarterly Progress Reports so the numbers could fluctuate quarter to quarter.

Note 3: Beneficiaries Served is limited by the population characteristics of the applicant, including % of residents qualifying as Low- to Moderate-Income and HUD-identified disaster impact level.

Note 4: 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.

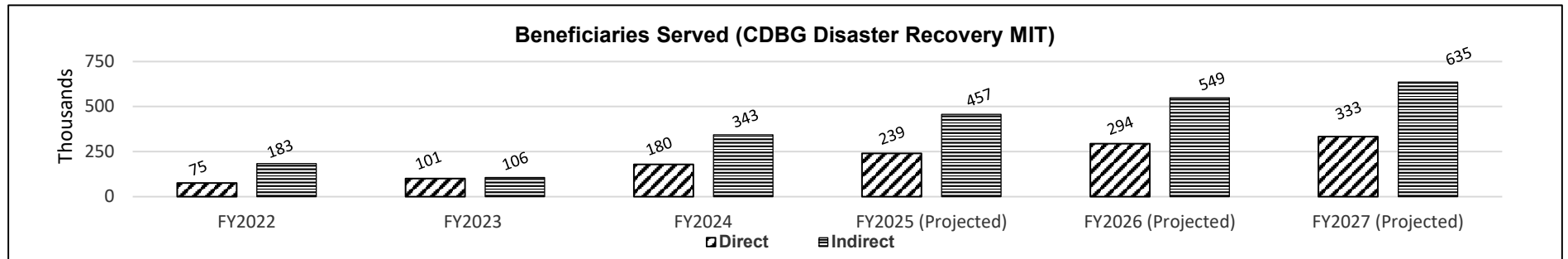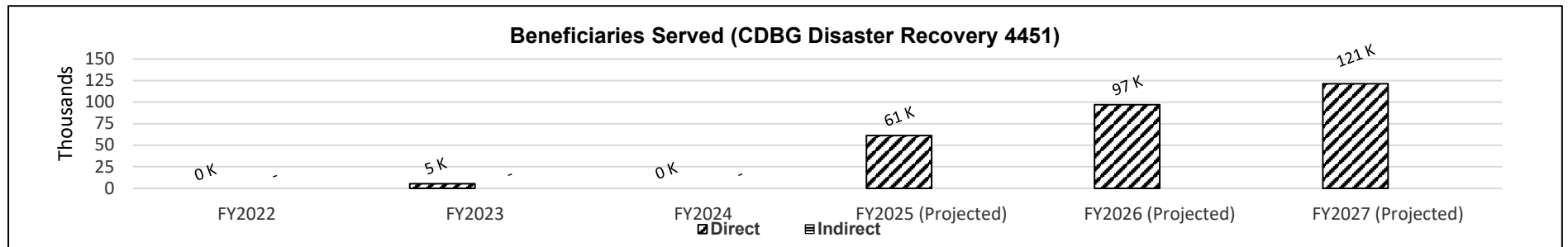**Department: Economic Development**   **AB Sections:**   **7.045**

Program Name: Community Development Block Grant Program-Disaster Recovery

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

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

Leveraged Investment 4317

	FY2022	FY2023	FY2024	FY2025 (Projected)	FY2026 (Projected)	FY2027 (Projected)
Base	$6.1 M	$6.7 M	$7.3 M	$6.3 M	$6.3 M	$8.1 M
Stretch	$6.7 M	$7.3 M	$8.1 M	$6.9 M	$6.9 M	$9.0 M
Actual	$0.8 M	$7.1 M	$11.0 M			

☐Base   ⊟Stretch   ■Actual

Leveraged Investment 4451

	FY2022	FY2023	FY2024	FY2025 (Projected)	FY2026 (Projected)	FY2027 (Projected)
Base		$0.2 M	$0.9 M	$2.2 M	$2.2 M	$2.2 M
Stretch		$0.2 M	$1.0 M	$2.4 M	$2.4 M	$2.4 M
Actual		$2.2 M	$2.2 M			

☐Base   ⊟Stretch   ■Actual

Leveraged Investment MIT

	FY2022	FY2023	FY2024	FY2025 (Projected)	FY2026 (Projected)	FY2027 (Projected)
Base	$70,180	$77,198	$84,918	$33,073	$33,073	$44,098
Stretch	$77,198	$84,918	$93,410	$36,381	$36,381	$48,508
Actual	$0	$0	$99,220			

☐Base   ⊟Stretch   ■Actual

Note 1: CDBG does not require matching from subrecipients, as it acts as a gap financing tool. Leveraged funds vary by project based on the financial resources available to the subrecipient at the time of application, which is highly variable.

Note 2: Leveraged investment are non-CDBG-DR and CDBG-Mitigation funds (private, local, state, or federal) that are used in conjunction with CDBG-DR and CDBG-Mitigation funds to aid in financing a particular project.

Note 3: Leveraged investment calculation based on all CDBG-DR and CDBG-Mitigation proejcts, which have high variations by project and year.

Note 4: Future projected Base is calculated using the average of previous years while the Stretch calculation utilizes this number and increases projection by 10%.
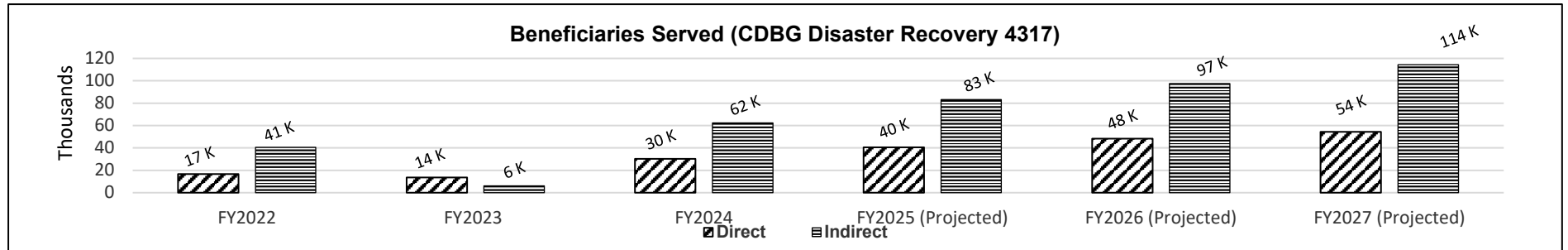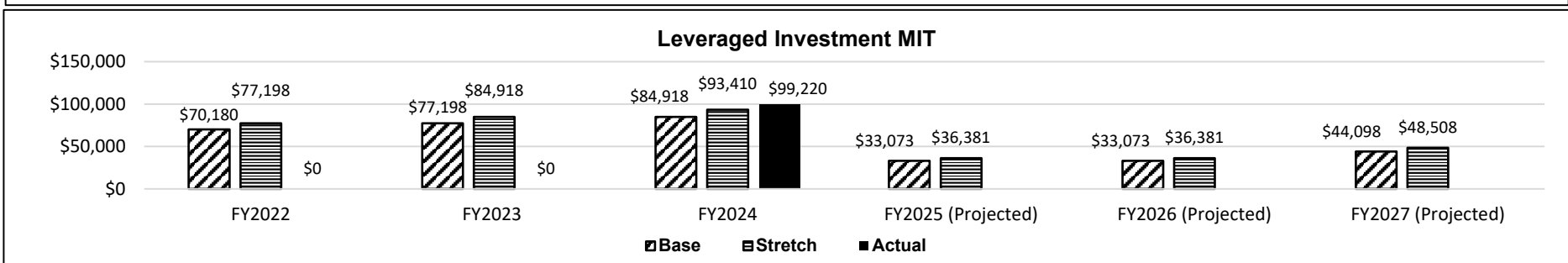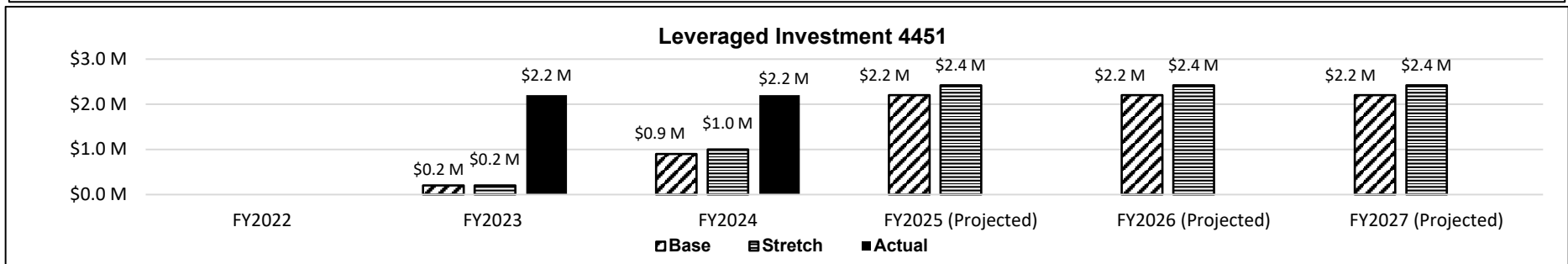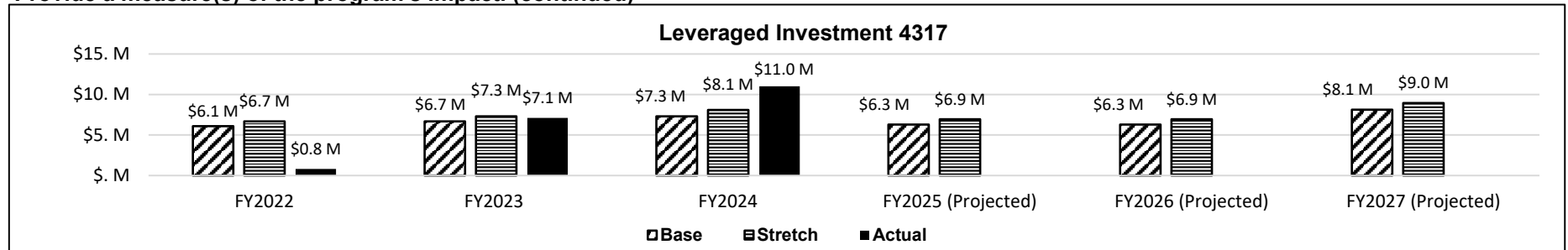
PROGRAM DESCRIPTION

Department: Economic Development

AB Sections: **7.045**

Program Name: Community Development Block Grant Program-Disaster Recovery

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

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

4317 Disaster Grant

	FY2022	FY2023	FY2024 (Actual)	FY2025 (Projected)	FY2026 (Projected)	FY2027 (Projected)
Total	$68.4 M	$68.4 M	$68.4 M	$68.4 M	$68.4 M	$68.4 M

■Expended ▨Obligated ▤Unobligated

DR- 4451 Disaster Grant

	FY2022	FY2023	FY2024 (Actual)	FY2025 (Projected)	FY2026 (Projected)	FY2027 (Projected)
Total	$30.8 M	$30.8 M	$30.8 M	$30.8 M	$30.8 M	$30.8 M

■Expended ▨Obligated ▤Unobligated

DR Mitigation Grant

	FY2022	FY2023	FY2024 (Actual)	FY2025 (Projected)	FY2026 (Projected)	FY2027 (Projected)
Total	$41.6 M	$41.6 M	$41.6 M	$41.6 M	$41.6 M	$41.6 M

■Expended ▨Obligated ▤Unobligated

Note 1: "Unobligated" refers to grant funds available under the federal award, but have not yet been awarded to local projects.

Note 2: Decrease in obligated funding between FY2022 and FY2023 for DR-4317 is related to deobligation of funds by some subrecipients due to lack of interest from local residents.

Note 3: CDBG Mitigation has a federal expenditure deadline of 2033, so it is expected that there will be a slower rate of expenditures under this program.

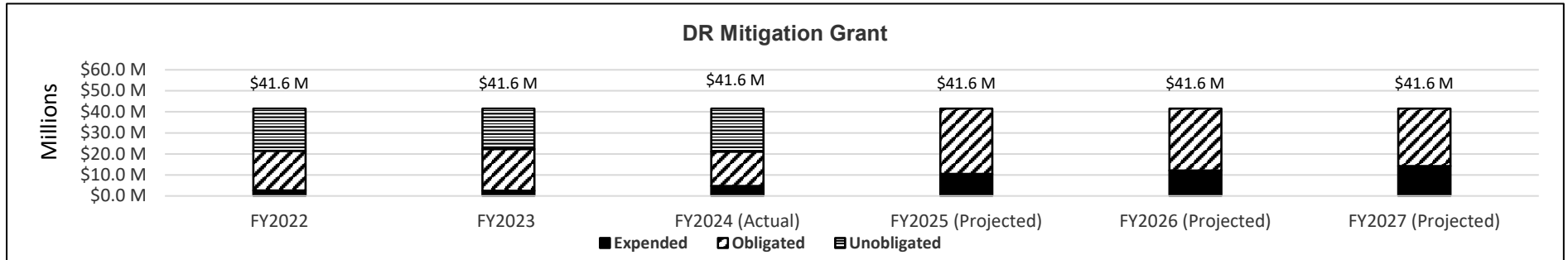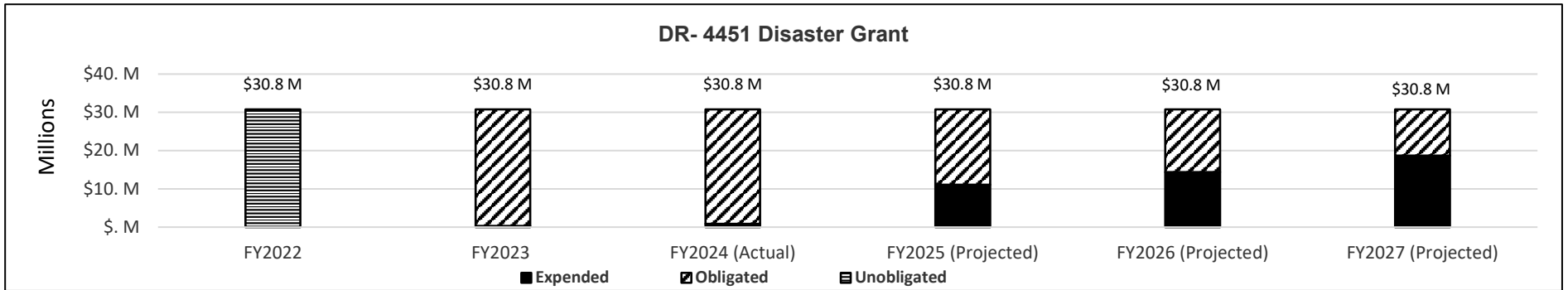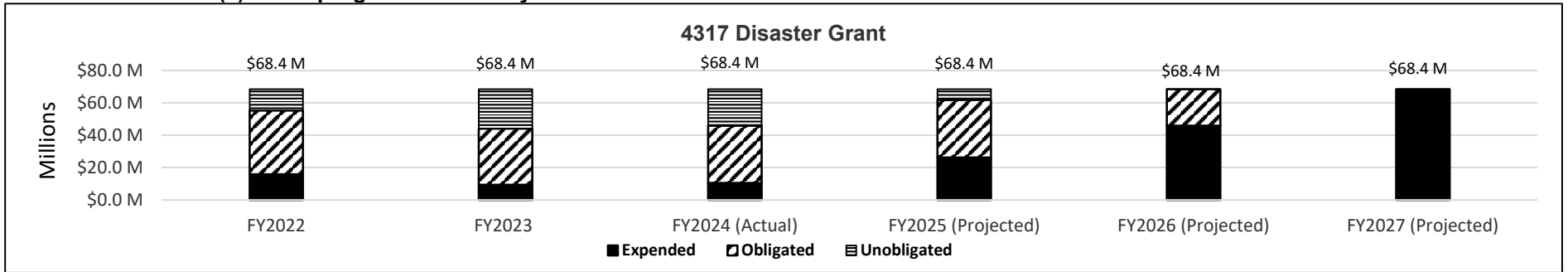| PROGRAM DESCRIPTION |
|---|

Department: Economic Development   **AB Sections:**   **7.045**

Program Name: Community Development Block Grant Program-Disaster Recovery

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

Program Expenditure History

Program Expenditure History prior to FY2024 can be found in the regular CDBG Program Description Form.

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.**
    No, the $1 for $1 match required for the State's administrative funds, after the first $100,000 was waived by federal register for DR and MIT programs.

7. **Is this a federally mandated program? If yes, please explain.**
    The program is a formula block grant provided to the State of Missouri, established by a federal register notice from Congress and implemented by HUD after a presidentially-declared disaster.
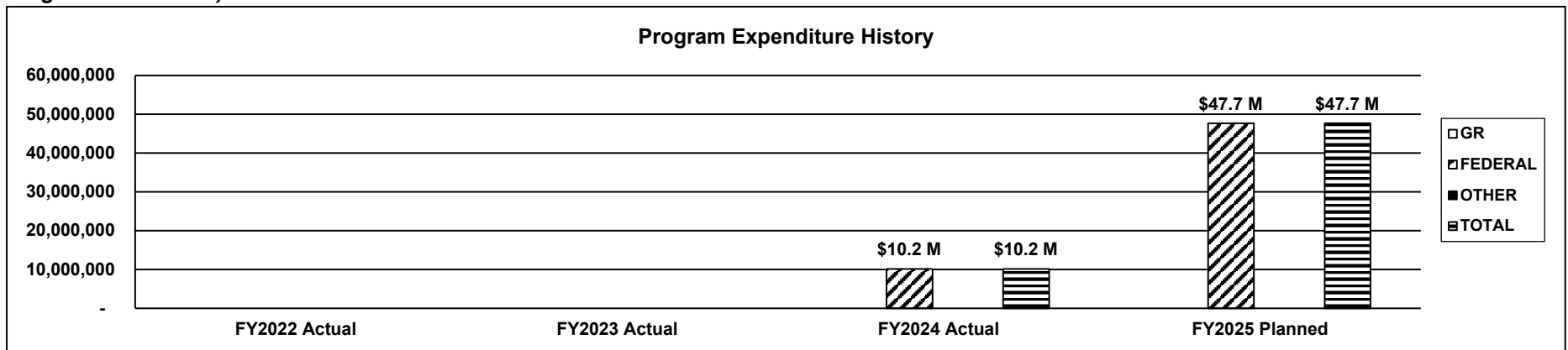
Department: Economic Development   AB Sections: 7.045
Program Name: Community Development Block Grant Program Federal Stimulus
Program is found in the following core budget(s): CDBG Program (Federal Stimulus)

1a. What strategic priority does this program address?

Community Development

1b. What does this program do?

The Community Development Block Grant- COVID (CDBG-CV) 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 preventing, preparing for, or recovering from COVID-19 impacts, but Federal Registers governing the use of CDBG special allocations 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. This CDI is exclusively for the 2020 CDBG-COVID (CDBG-CV) - $43,033,423 - to help communities prevent, prepare for, and respond to COVID-19 in a variety of ways.

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
CDBG-CV Funds Obligated	$42.7 M	$41.7 M	$42.7 M	$43.0 M	$25.8 M	$43.0 M	$43.0 M	$43.0 M
CDBG-CV Funds Expended	$ .36M	$10.8 M	$4.2 M	$6.5 M	$17.2 M	$20.0 M	$35.0 M	$43.0 M
Projects Closed	N/A	11	44	44	44	36	42	41

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. A majority of project expenditures are anticipated to occur in FY2024.
Note 2: CARES Act CDBG-CV Funds are projected to expend from FY2022 to FY2027.
Note 3: DED did not receive an executed grant agreement from HUD until June 2021 and delays were experienced in obligating funds. DED has since obligated nearly all non-administrative funds to local projects and anticipates no issue in meeting obligation or expenditures timeliness requirements from HUD.
Note 4: CDBG-CV is a one-time allocation. This number is not expected to change, so Projects Closed will demonstrate activity under the program over time.

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

	FY2022 Projected	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Customer Service Experience	95%	85%	95%	77%	95%	80%	95%	95%	95%

Note 1: Percentage of customers who rated their experience as "very" or "somewhat" positive.
Note 2: FY2024 results based on May 2024 survey that included 40 respondents.
Note 3: Customer Service Experience includes feedback related to all CDBG programs.
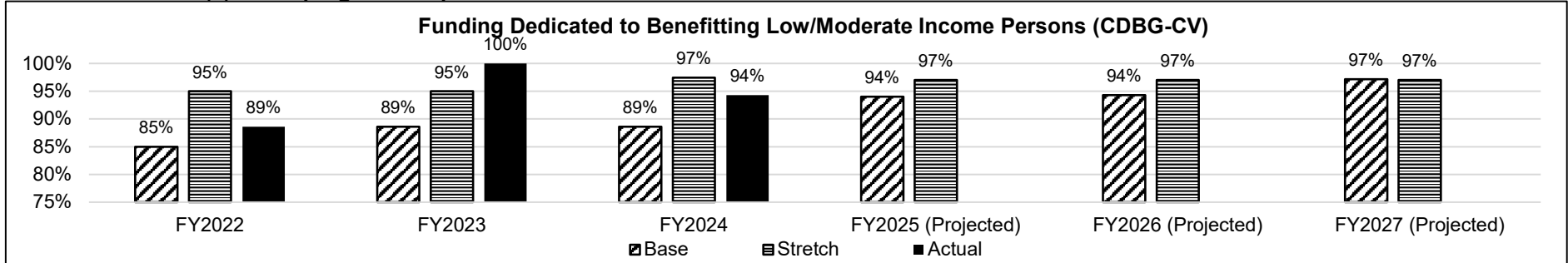
PROGRAM DESCRIPTION

Department: Economic Development

AB Sections: ___7.045___

Program Name: Community Development Block Grant Program Federal Stimulus

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

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

Funding Dedicated to Benefitting Low/Moderate Income Persons (CDBG-CV)

	Base	Stretch	Actual
FY2022	85%	95%	89%
FY2023	89%	95%	100%
FY2024	89%	97%	94%
FY2025 (Projected)	94%	97%	
FY2026 (Projected)	94%	97%	
FY2027 (Projected)	97%	97%	

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.

Beneficiaries Served (CDBG-CV)

	Base	Stretch	Actual
FY2022	2 K	2 K	2 K
FY2023	53 K	59 K	2 K
FY2024	107 K	117 K	17 K
FY2025 (Projected)	7 K	8 K	
FY2026 (Projected)	10 K	12 K	
FY2027 (Projected)	3 K	3 K	

(Thousands)

Note 1: Beneficiaries Served are individuals directly or indirectly served by the project being performed. Current and past Beneficiaries Served are reported based on projects that are <u>completed and closed</u> within a fiscal year. Projected Beneficiaries Served are based on estimates included in proposals and applications.

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-CV) has multiple variables since funds may be used for: (1) both entitlement (more densely populated) and non-entitlement (less densely populated) communities; and (2) infrastructure projects which indirectly affects a bigger population.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Sections:**   **7.045**

Program Name: Community Development Block Grant Program Federal Stimulus

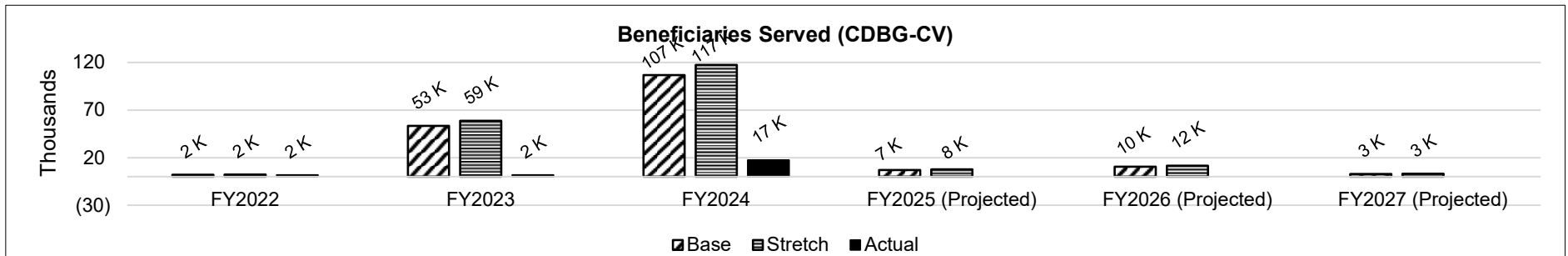**Program is found in the following core budget(s): CDBG Program (Federal Stimulus)**

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

Leveraged Investment (CDBG-CV)
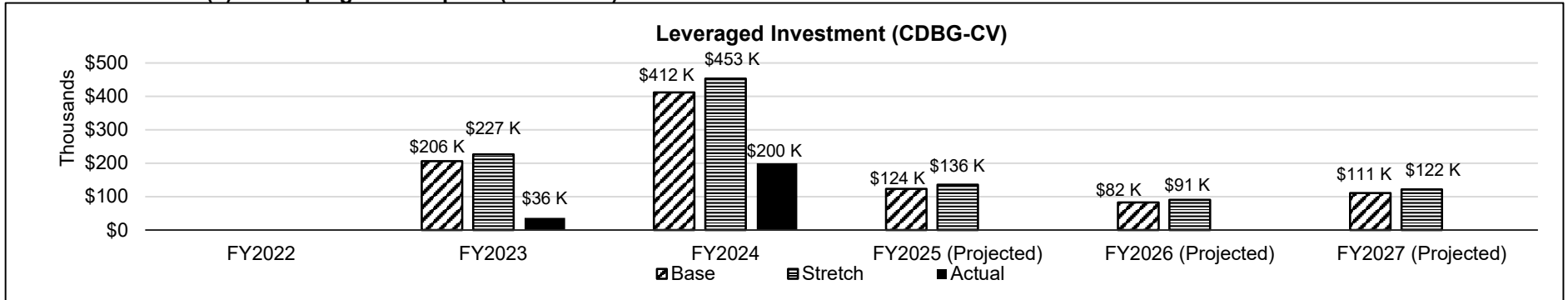
Note 1: CDBG does not require matching from subrecipients, as it acts as a gap financing tool. Leveraged funds vary by project based on the financial resources available to the subrecipient at the time of application, which is highly variable.

Note 2: Leveraged investment are non-CDBG-CV funds (local, state, or federal) that are used in conjunction with CDBG-CV funds to aid in financing a particular project.

Note 3: Leveraged investment calculation based on all CDBG projects except economic development which have high variations by project and year.

Note 4: 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.

Obligated and Expended Funds
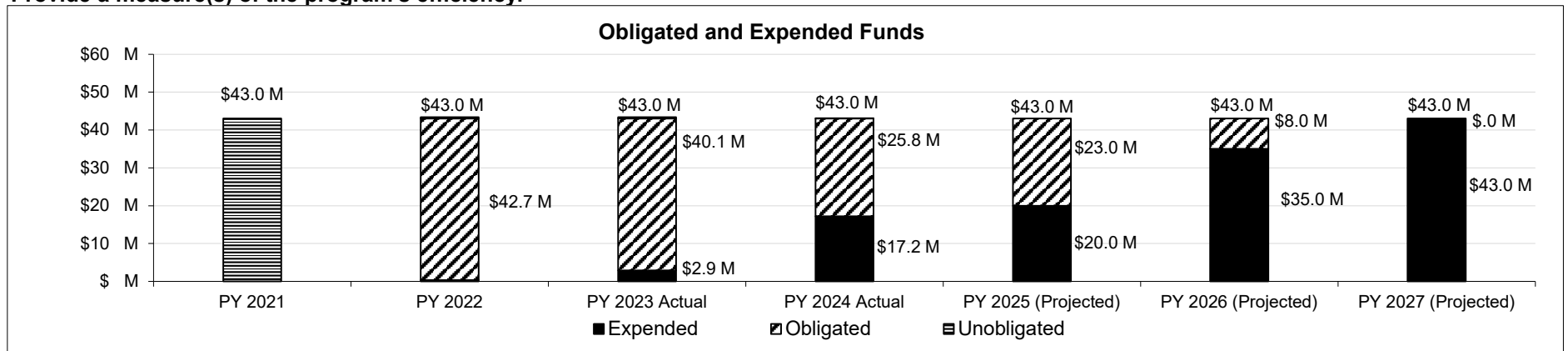
Note 1: Missouri's CDBG - CV Grant Award was ~$43.0 M.

Note 2: "PY" = Program Year April 1 - March 31.

Note 3: HUD requires all CDBG - CV funds to be expended by August 2027.

PROGRAM DESCRIPTION

Department: Economic Development   AB Sections: 7.045

Program Name: Community Development Block Grant Program Federal Stimulus

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

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.)*

Program Expenditure History

Program Expenditure History prior to FY2024 can be found in the regular CDBG Program Description Form.

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.**
     No, the $1 for $1 match required for the State's administrative funds, after the first $100,000 was waived by federal register for the CV program.

7.   **Is this a federally mandated program? If yes, please explain.**
     The program is a formula block grant provided to the State of Missouri, established by a federal register notice from Congress and implemented by HUD for the prevention, preparation, or recovery from COVID-19.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   7.049

Program Name: NE MO Regional Planning Commission

Program is found in the following core budget(s): NE MO Regional Planning Commission

1a.   What strategic priority does this program address?

Business and Community Development

1b.   What does this program do?

The program provides funding for a not-for-profit organization that addresses a broad cross-section of issues, including comprehensive planning, economic development, marketing, industrial park development, operation of revolving loan funds, and coordination with industrial prospects and various agencies and organizations involved in economic development. Matching funds required on a 75/25 state/local basis.

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

This is a new appropriation. Performance measures are under development.

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

This is a new appropriation. Performance measures are under development.

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

This is a new appropriation. Performance measures are under development.

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

This is a new appropriation. Performance measures are under development.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.049**

Program Name: NE MO Regional Planning Commission

Program is found in the following core budget(s): NE MO Regional Planning 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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	0	0	0	970,000 / 970,000

Legend: GR, FEDERAL, OTHER, TOTAL

Note: Governor's 3% Reserve is accounted for in the planned expenditure.

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.)*

N/A

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

No.

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

No.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   7.050

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

1a.   What strategic priority does this program address?
Community Development

1b.   What does this program do?
This transfer provides general revenue funding for the Main Street program. The Main Street Program provides 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.

2a.   Provide an activity measure(s) for the program.
This is a transfer; refer to the Main Street Core for measures.

2b.   Provide a measure(s) of the program's quality.
This is a transfer; refer to the Main Street Core for measures.

2c.   Provide a measure(s) of the program's impact.
This is a transfer; refer to the Main Street Core for measures.

2d.   Provide a measure(s) of the program's efficiency.
This is a transfer; refer to the Main Street Core for measures.

PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   7.050

Program Name: Main Street Program GR Transfer

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

Program Expenditure History

Note: Planned expenditures for GR reflects 3% Governor's Reserve. This GR transfer was established in FY2025.

4.   **What are the sources of the "Other " funds?**
      Requires a GR transfer into the Missouri Main Street Program Fund (0596)

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.

PROGRAM DESCRIPTION
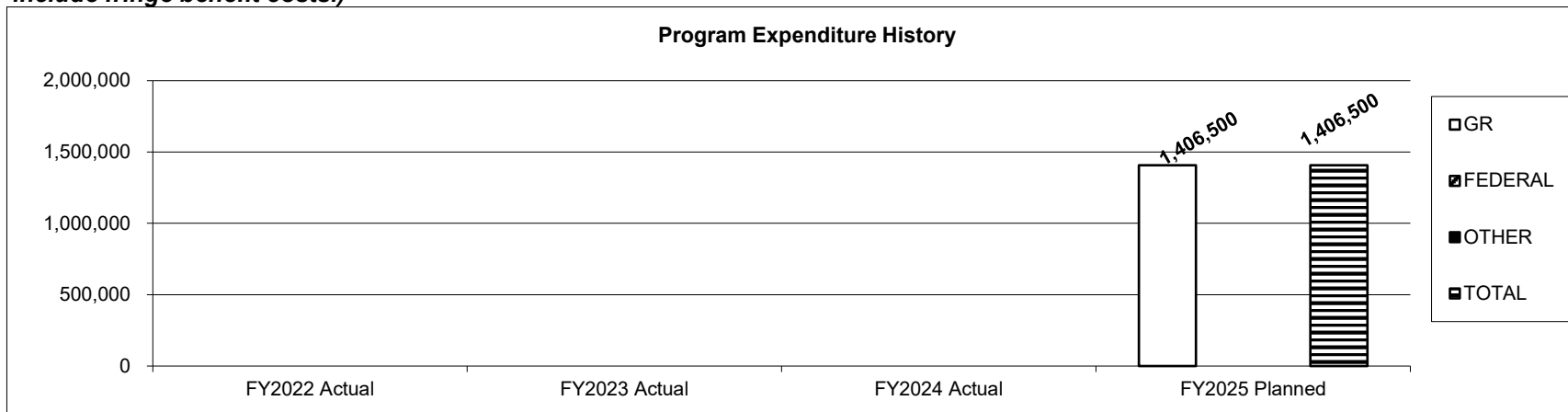
Department: Economic Development

AB Section(s): 7.055

Program Name: Main Street

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

1a. **What strategic priority does this program address?**

Community Development

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.**

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Individuals Trained	3,100	3,284	3,300	3,403	3,350	3,399	3,400	3,440	3,482
Assessed Communities	55	59	60	64	65	74	67	70	74
Accredited Communities	52	54	60	62	62	63	65	69	74

Note: Actual and Projected numbers are provided by Missouri Main Street Connection.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customers Satisfied with Knowledge of MMSC Staff	95%	95%	95%	96%	96%	97%	96%	96%	96%
Customers Satisfied with Information/ Presentations Received from MMSC	95%	95%	95%	92%	95%	97%	95%	95%	95%
Customers Satisfied with Overall Experience with MMSC	95%	93%	95%	94%	95%	97%	95%	95%	95%

Note 1: In FY2024, 302 customers responded to the satisfaction survey.
Note 2: Results of customer survey depicts percentage of respondents that were somewhat or very satisfied with service.

	PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):** ___7.055___
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.

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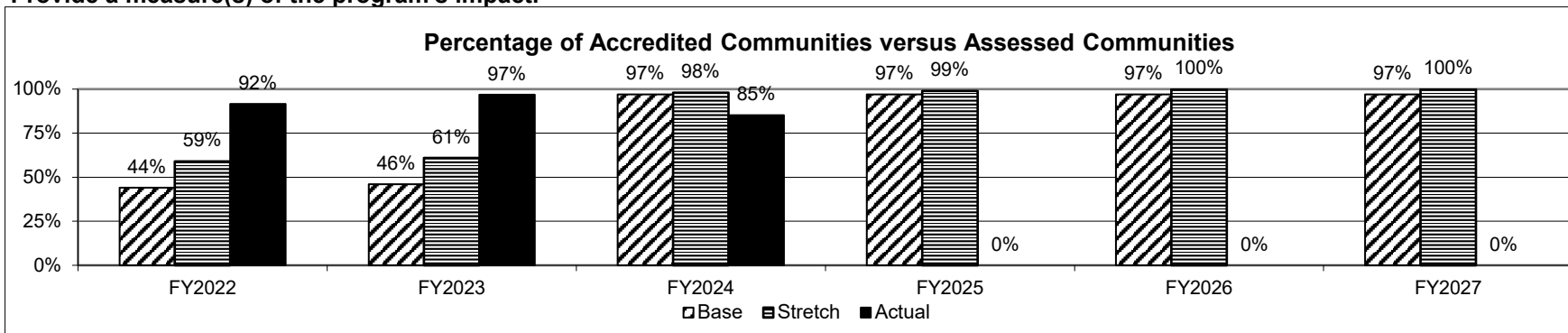
Note: Depicts ratio of Communities Receiving National Accreditation versus Assessed Communities.

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

Cost Per Assessed Community
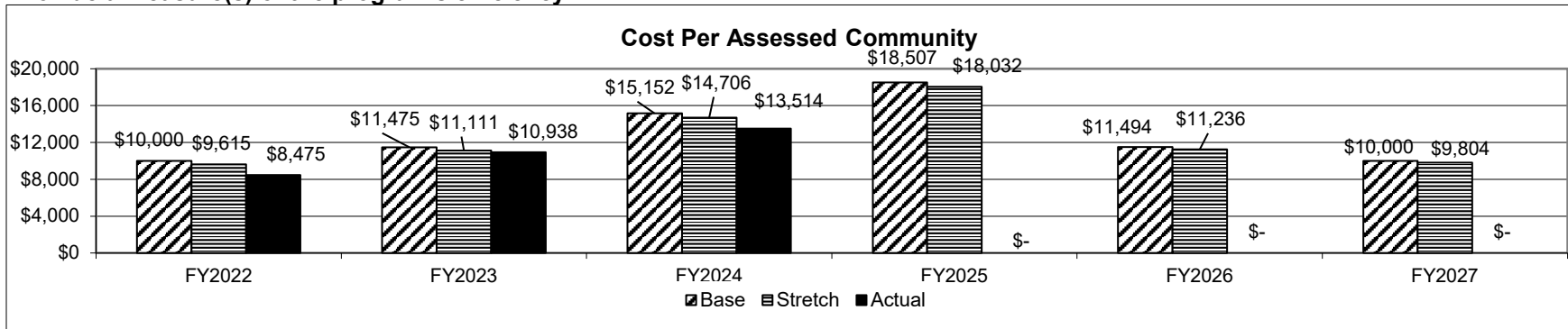
Note 1: Depicts Program Dollars spent per Assessed Community.
Note 2: Base target is an increase of an additional two assessed communities from prior year and Stretch is an increase of an additional four assessed communities from prior year.
Note 3: The appropriation for MMSC increased to $500,000 in FY2022, $700,000 in FY2023, $1,000,000 in FY2024, and $1,450,000 in FY2025.
Note 4: FY2026 and FY2027 projections based on assumption that FY2026 NDI is approved.

PROGRAM DESCRIPTION

Department: **Economic Development**   AB Section(s):   **7.055**

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
OTHER	500,000	700,000	1,000,000	1,406,500
TOTAL	500,000	700,000	1,000,000	1,406,500

Legend: GR, FEDERAL, OTHER, TOTAL
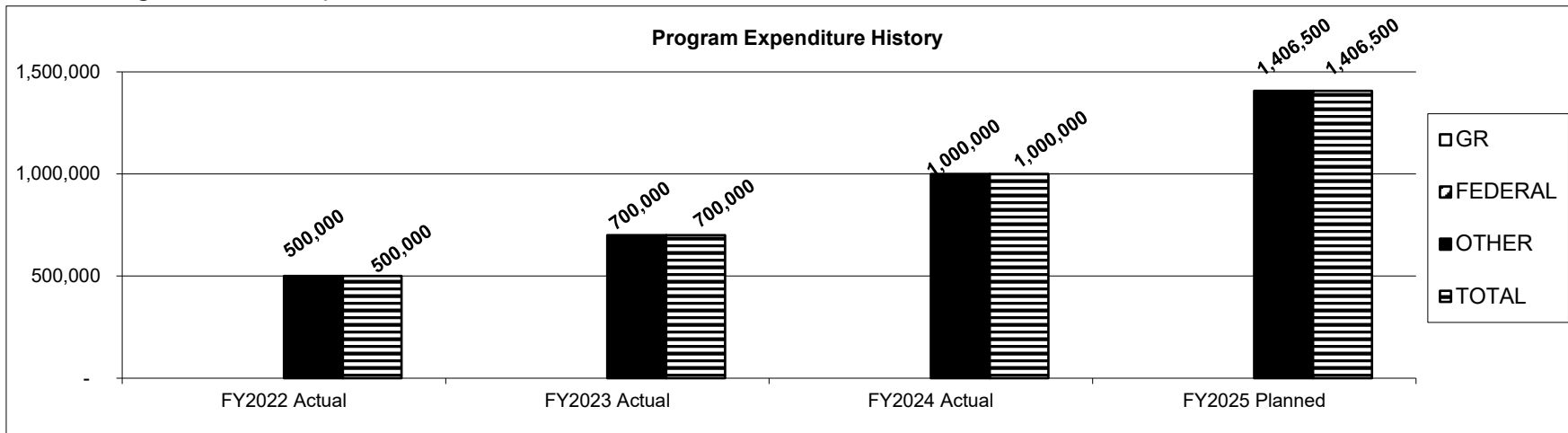
Note: FY2025 Plannned Expenditures reflects 3% Governor's Reserve on GR transfer.

4.   **What are the sources of the "Other " funds?**
Prior to FY2025: Economic Development Advancement Fund (0783)
Beginning FY2025: Missouri Main Street Program Fund (0596)

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

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):   7.060**

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?

Business and Community Development

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   AB Section(s):   7.060

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.)*

Program Expenditure History

	GR	FEDERAL	OTHER	TOTAL
FY2022 Actual	28,887,712		28,887,712	
FY2023 Actual	28,596,341		28,596,341	
FY2024 Actual	29,021,095		29,021,095	
FY2025 Planned	35,750,917		35,750,917	

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

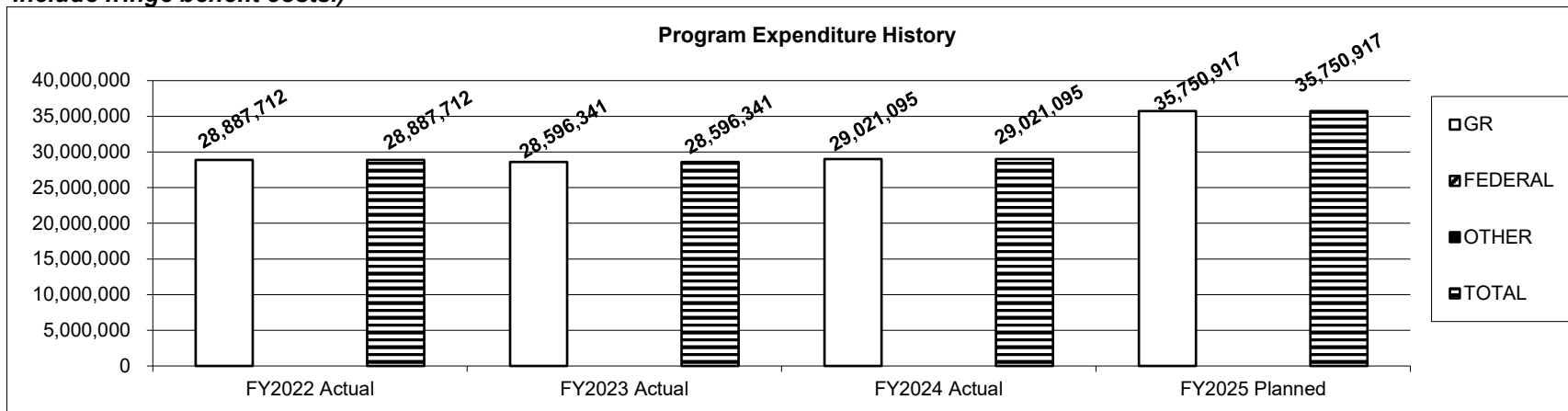|	PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   7.065

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?

Business and Community Development

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/programs/community/state-supplemental-tax-increment-financing-tif.

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

	CY2021		CY2022		CY2023		CY2024	CY2025	CY2026
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active TIF Projects	16	16	16	16	14	16	12	12	12

PROGRAM DESCRIPTION		

Department: Economic Development	**AB Section(s):**	**7.065**
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.

Wages Increase in Reporting Businesses

MO Total Wages 5 YR Compound Average Growth: 5.3%
Source: US Bureau of Labor Statistics

Note 1: Reflects the yearly % increase in total wages for active withholdings based projects.
Note 2: The large increase in wages for CY2021 is due to inflation and the ramp up of the Bannister and I-435 project.
Note 3: The Base target is set at moderate growth of 3% over prior year and the Stretch target is an increase of 3% over the Base.

Sales Increase in Reporting Businesses

FY24 Mean US Retail Sales Growth: 2.0%
Source: US Census Bureau and US DOC

Note 1: Reflects the yearly % increase in net new sales for active sales based projects.
Note 2: The Base target is set at 4% and the Stretch target is an increase of 2% over the Base.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):   7.065**

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.

Total People Employed Above Baseline
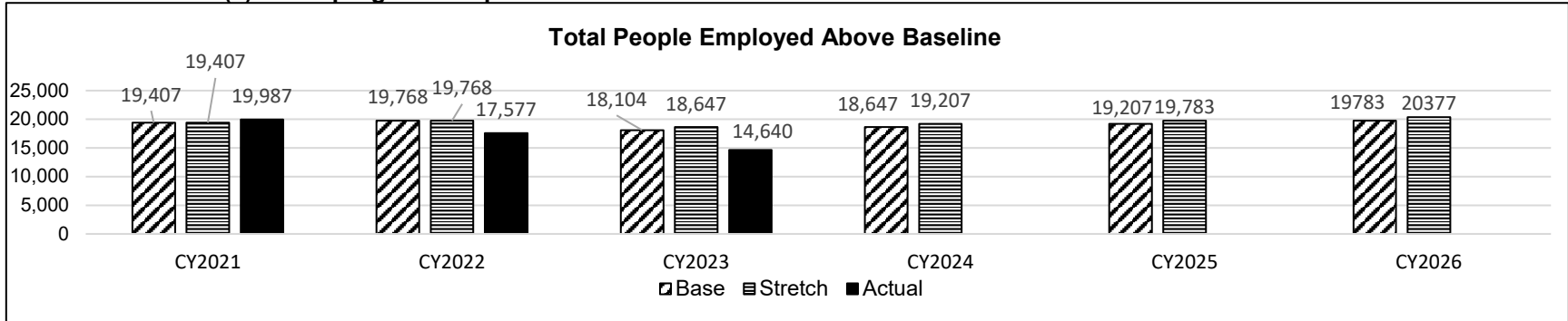
Note 1: Reflects calendar year employees over the baseline amount for active projects. For all projects, the baseline is determined to be a cumulative total of 5,611 jobs.

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: The Base target is set at moderate growth of 3% over prior year and the Stretch target is an increase of 3% over the Base.

Sales Above Baseline (in Millions)
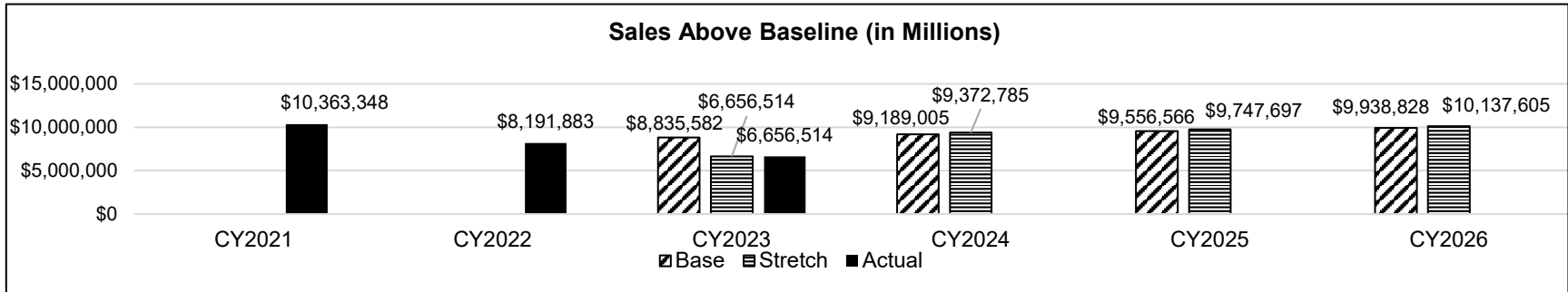
Note 1: Reflects calendar year gross taxable sales reported above the baseline for active projects. The baseline sales are the existing gross taxable sales reported by each business before approval of the redevelopment projects.

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: The Base Target is set at 4% growth over prior year and the Stretch target is an increase of 2% over the Base.
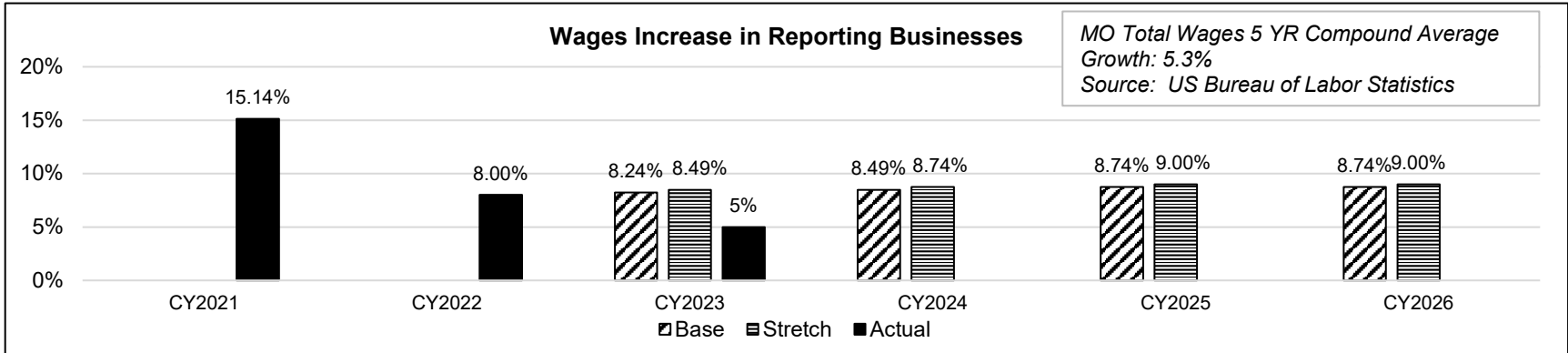
PROGRAM DESCRIPTION

Department: Economic Development | **AB Section(s):** 7.065
Program Name: State Tax Increment Financing (TIF) Program
Program is found in the following core budget(s): Tax Increment Financing
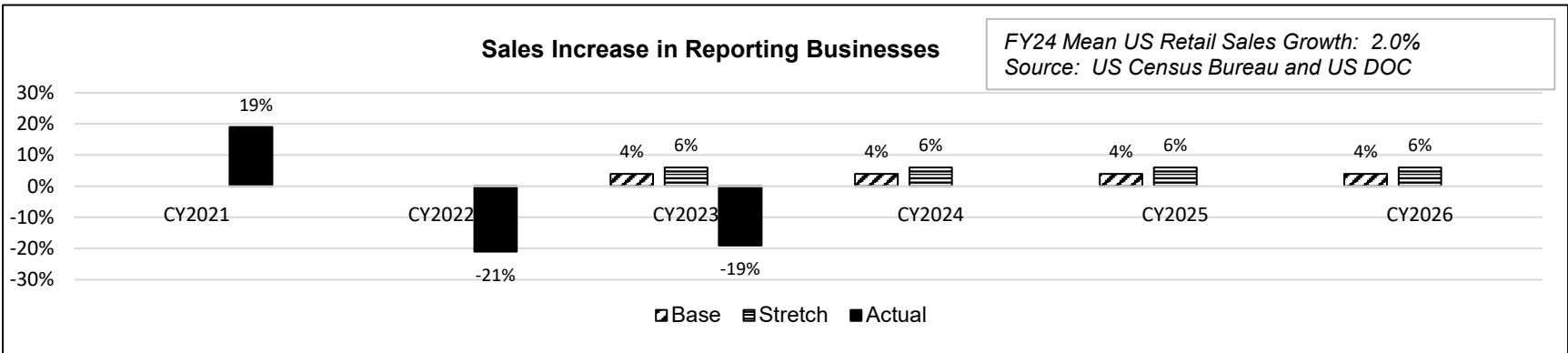
2d. Provide a measure(s) of the program's efficiency.
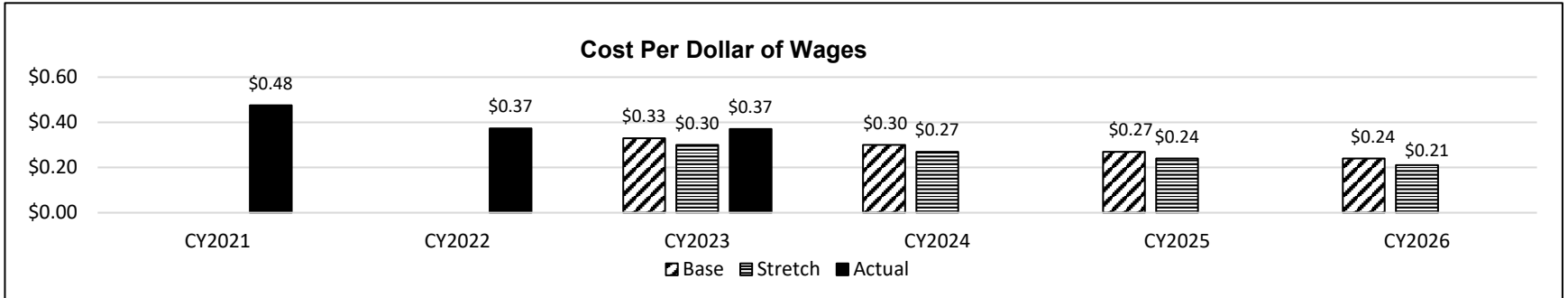
Cost Per Dollar of Wages

	CY2021	CY2022	CY2023	CY2024	CY2025	CY2026
Base			$0.33	$0.30	$0.27	$0.24
Stretch			$0.30	$0.27	$0.24	$0.21
Actual	$0.48	$0.37	$0.37			

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 assuming a $.03 decline from the prior year and the Stretch target is an additional $.03 decline from the Base.

PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   7.065

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	28,887,713 / 28,887,713	28,596,341 / 28,596,341	29,021,095 / 29,021,095	35,750,917 / 35,750,917

Legend: GR, FEDERAL, OTHER, TOTAL
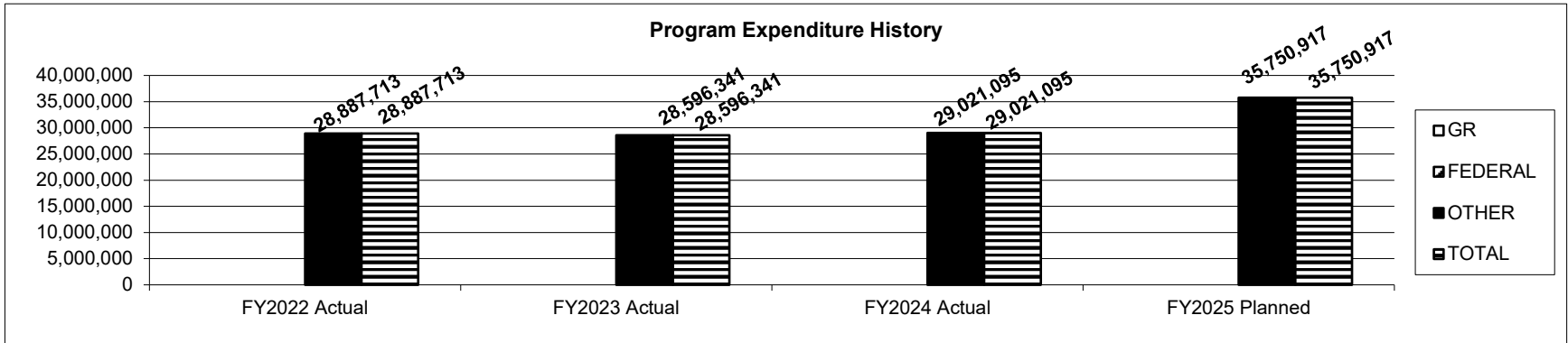
Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

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

PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   7.070

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?

Business and Community Development

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

Program Name: State Supp Downtown Development Trf (MODESA)

AB Section(s):   7.070

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.)*

Program Expenditure History

- GR: 1,214,317 (FY2022), 1,604,084 (FY2023), 1,617,113 (FY2024), 3,785,538 (FY2025)
- TOTAL: 1,214,317 (FY2022), 1,604,084 (FY2023), 1,617,113 (FY2024), 3,785,538 (FY2025)

Legend: GR, FEDERAL, OTHER, TOTAL

Categories: FY2022 Actual, FY2023 Actual, FY2024 Actual, FY2025 Planned

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.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s): **7.075**

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?

Business and Community Development

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 (i.e local sales tax), (2) payments in lieu of taxes i.e (property tax), and (3) withholding and local employment activity 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.

| | CY2021 | | CY2022 | | CY2023 | | CY2024 | CY2025 | CY2026 |
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active MODESA Projects	2	2	2	2	2	2	2	2	2

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

Sales Increase in Reporting Businesses

2024 Current Mean US Retail Sales Growth: 2%
Source: US Census Bureau and US DOC

	CY2021	CY2022	CY2023	CY2024	CY2025	CY2026
Base	4%	4%	4%	4%	4%	4%
Stretch	6%	6%	6%	6%	6%	6%
Actual	36%	82%	-1%			

☒Base ☐Stretch ■Actual
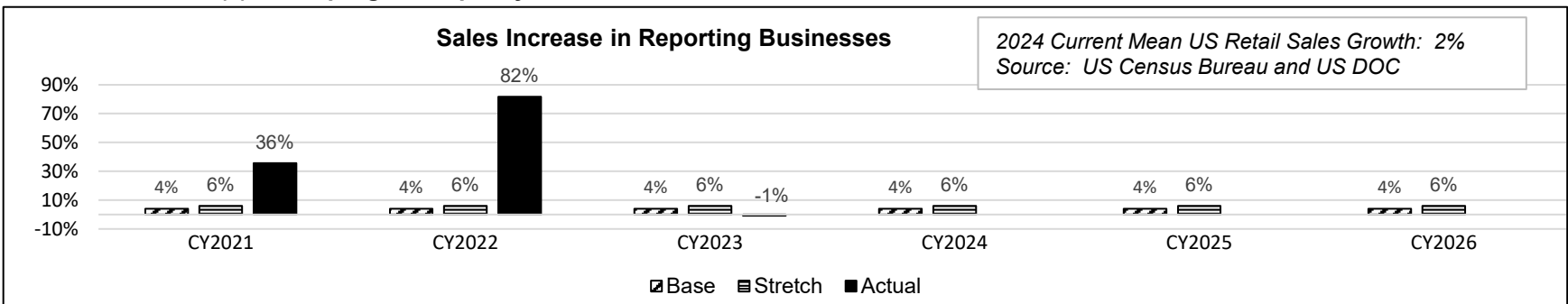
Note 1: Reflects the yearly increase in net new sales for active projects.

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 Base target is set at moderate growth at 4% and the Stretch target is an increase of 2% over the Base.

PROGRAM DESCRIPTION

Department: Economic Development	**AB Section(s): 7.075**

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.

Total People Employed Above Baseline

	CY2021	CY2022	CY2023	CY2024	CY2025	CY2026
Base	393	854	880	906	942	942
Stretch	405	879	932	988	1,047	1,047
Actual	829	843	759			

☐Base ☐Stretch ■Actual

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: Only reporting businesses are included in this metric.

Sales Above Baseline

	CY2021	CY2022	CY2023	CY2024	CY2025	CY2026
Base			$2,185,263	$2,272,674	$2,363,581	$2,458,124
Stretch			$2,227,287	$2,360,924	$2,502,579	$2,652,734
Actual	$1,156,294	$2,101,214	$2,082,804			

☐Base ☐Stretch ■Actual

Note 1: Baseline sales is equal to the number of gross taxable sales tax 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.

Note 3: 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	AB Section(s): ___7.075___

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.
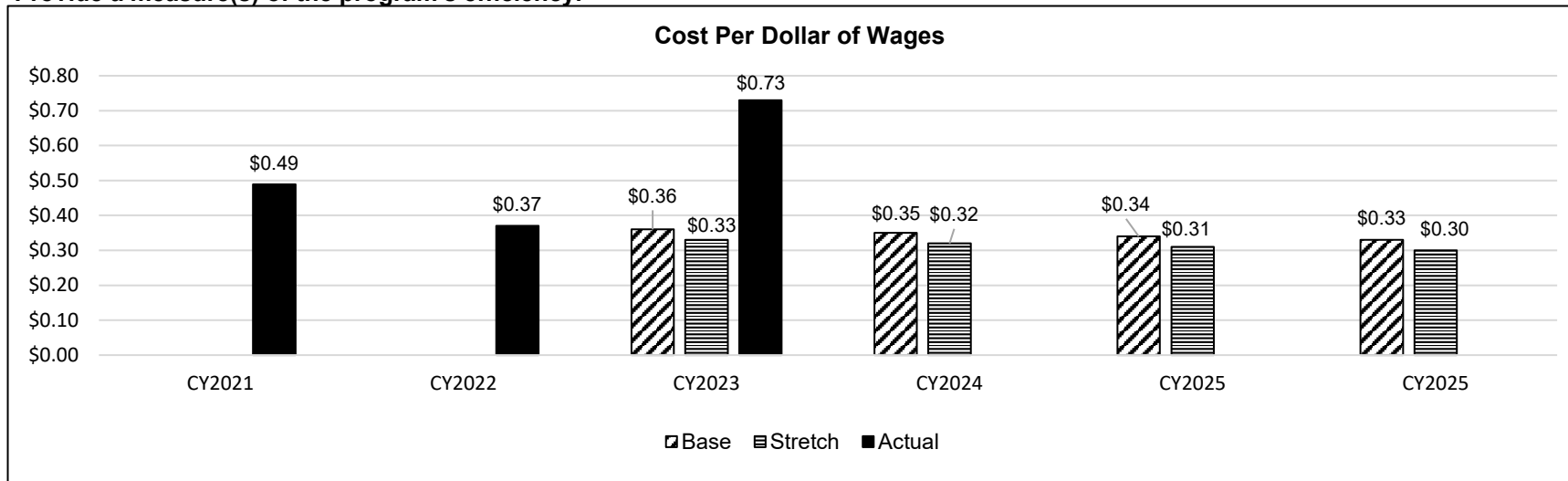
Cost Per Dollar of Wages

CY	Base	Stretch	Actual
CY2021			$0.49
CY2022			$0.37
CY2023	$0.36	$0.33	$0.73
CY2024	$0.35	$0.32	
CY2025	$0.34	$0.31	
CY2025	$0.33	$0.30	

☐Base ☐Stretch ■Actual

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 assuming a $.01 decline from the prior year and the Stretch target is an additional $.03 decline from the Base.

PROGRAM DESCRIPTION
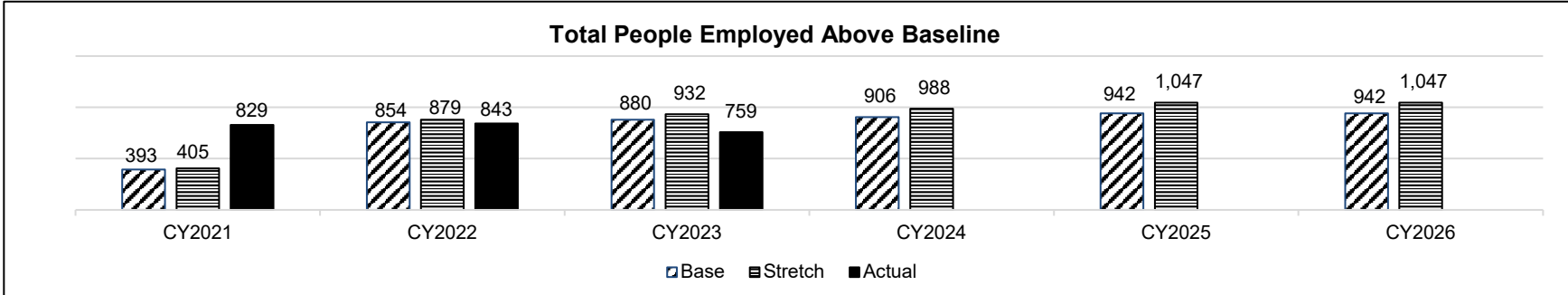
Department: Economic Development   **AB Section(s): 7.075**

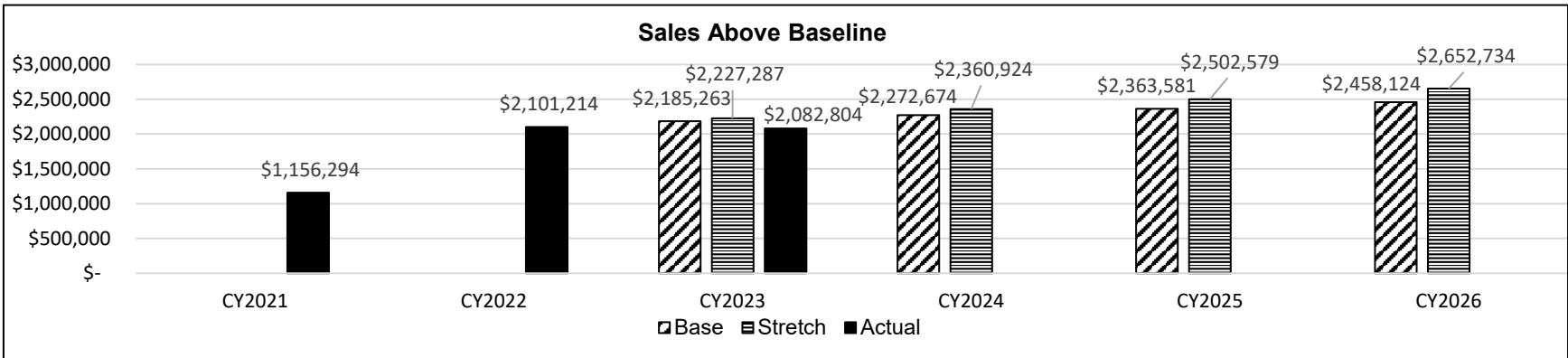**Program Name: Missouri Downtown Economic Stimulus Act (MODESA)**

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.)*

Program Expenditure History

	GR	FEDERAL	OTHER	TOTAL
FY2022 Actual			1,188,536	1,188,536
FY2023 Actual			1,566,438	1,566,438
FY2024 Actual			1,599,582	1,599,582
FY2025 Planned			3,785,538	3,785,538

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.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   7.080

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?**

Business and Community Development

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   **AB Section(s):** ___7.080___
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.)*

Program Expenditure History

| | GR | FEDERAL | OTHER | TOTAL |

FY2022 Actual: 209,345 / 209,345
FY2023 Actual: 242,500 / 242,500
FY2024 Actual: 242,500 / 242,500
FY2025 Planned: 349,685 / 349,685
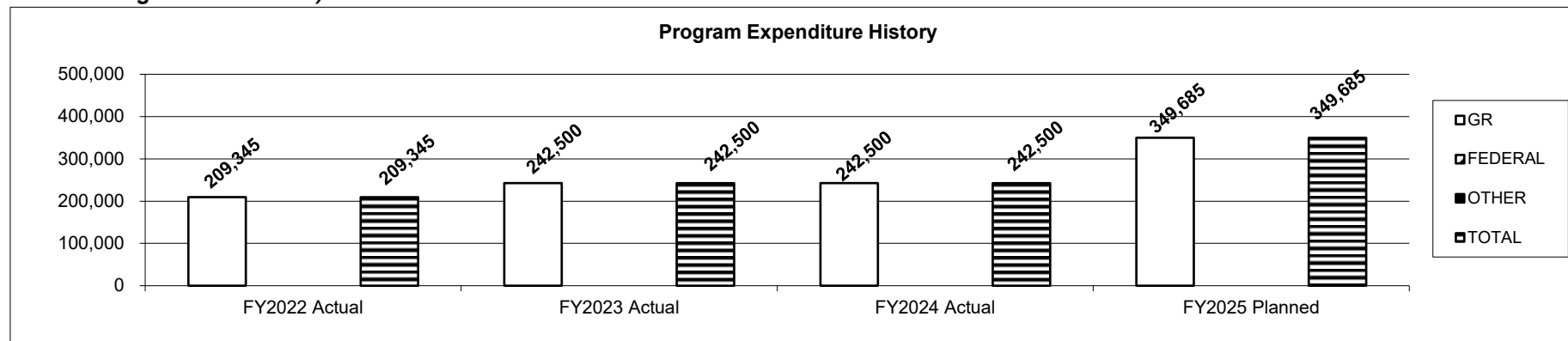
Note: Planned expenditures for GR reflect 3% Governor's Reserve.

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

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   7.085

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?

Business and Community Development

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.

	CY2021		CY2022		CY2023		CY2024	CY2025	CY2026
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active DRPP Projects	2	2	2	2	2	1	1	1	1

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

Sales Increase in Reporting Businesses

2022 Current Mean US Retail Sales Growth: 4.84%
Source: US Census Bureau and US DOC

Chart values by year — Base / Stretch / Actual:
- CY2021: 4%, 6%, 0%
- CY2022: 4%, 6%, 92%
- CY2023: 4%, 6%, 14%
- CY2024: 4%, 6%
- CY2025: 4%, 6%
- CY2026: 4%, 6%

Legend: ▨ Base ▤ Stretch ■ Actual
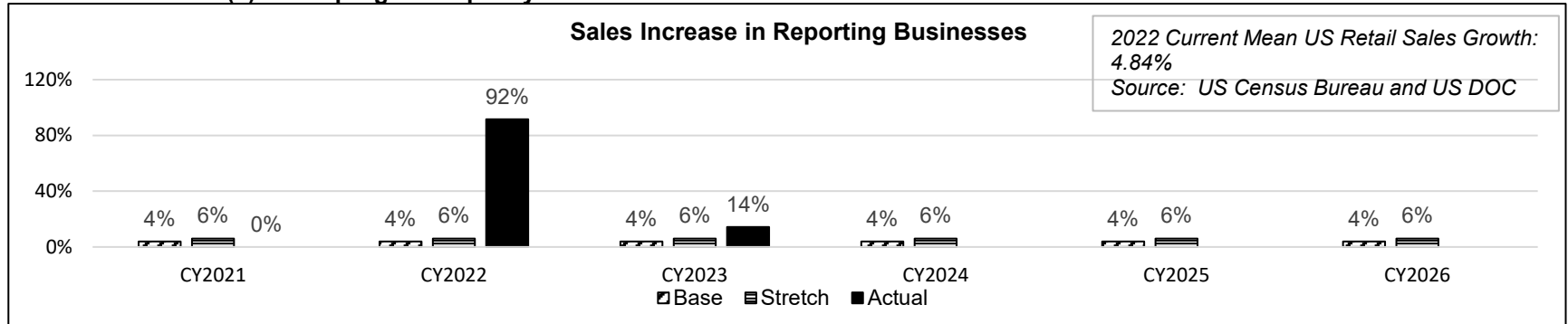
Note 1: Reflects yearly increase in net new sales tax for active projects.
Note 2: Base target is projected to be 4% and Stretch target is set at 2% above the Base.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.085**

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.**

Sales Above Baseline

CY2021: $418,691 (Actual)
CY2022: $801,918 (Actual)
CY2023: $833,995 (Base), $850,033 (Stretch), $916,562 (Actual)
CY2024: $867,355 (Base), $901,035 (Stretch)
CY2025: $902,049 (Base), $955,097 (Stretch)
CY2026: $937,811 (Base), $956,447 (Stretch)

☑Base ☰Stretch ■Actual

Note 1: Reflects calendar year gross sales tax reported above the baseline for active projects.
Note 2: 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.**

Cost Per Dollar of Sales

CY2021: $0.00 (Actual)
CY2022: $0.0035 (Actual)
CY2023: $0.0034 (Base), $0.0032 (Stretch), $0.0048 (Actual)
CY2024: $0.0047 (Base), $0.0045 (Stretch), $0.0046 (Actual)
CY2025: $0.0045 (Base), $0.0043 (Stretch)
CY2026: $0.0043 (Base), $0.0041 (Stretch)

☑Base ☰Stretch ■Actual

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 assuming a $.0001 decline from the prior year and the Stretch target is an additional $.0002 decline from the Base.

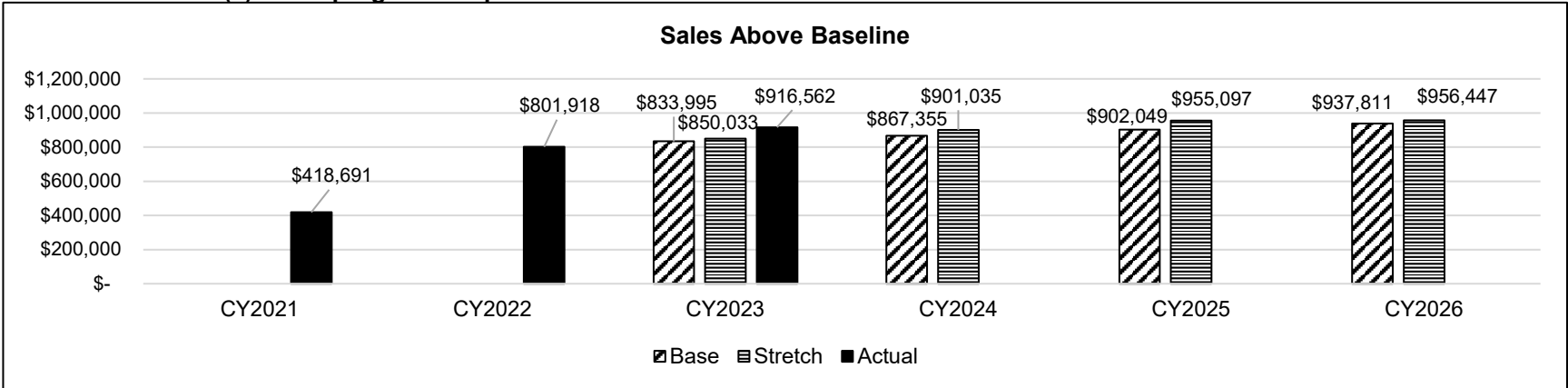| PROGRAM DESCRIPTION |
|---|

Department: Economic Development   **AB Section(s):   7.085**

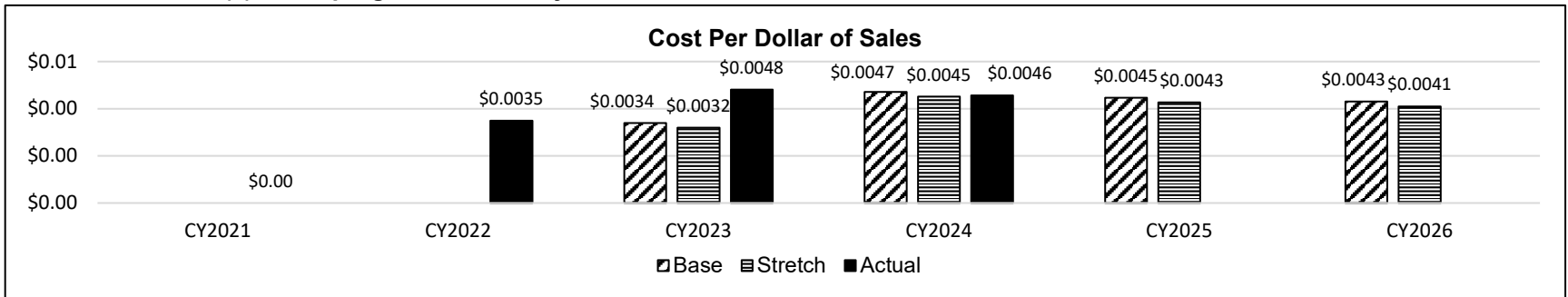**Program Name: Downtown Revitalization Preservation Program**

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.)*

Program Expenditure History
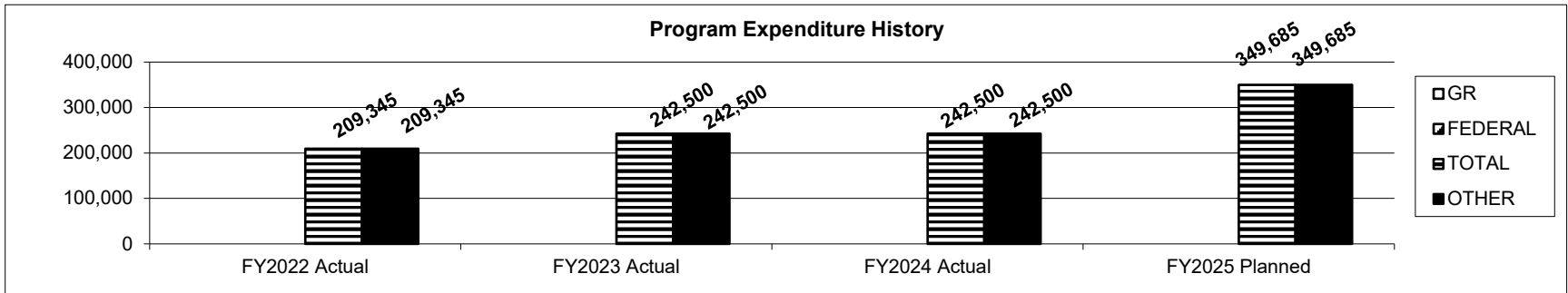
Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

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

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):** _____7.090_____

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?**

Community Development

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.**

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Program Count	22	22	18	32	27	25	20	20
Member Count	633	749	607	760	776	800	800	800
Member Service Hours	753,831	824,194	667,597	850,000	768,400	900,000	900,000	900,000
Additional Volunteer Hours	(see note 1)	40,000	32,400	40,000	33,047	60,000	60,000	60,000

Note 1: The actual FY2022 numbers did not meet the projected outcome due to economic factors regarding Member recruitment. In FY2023, the programs increased the stipend amount in order to boost recruitment, and 27 programs were funded.

Note 2: FY2023 and FY2024 projection do not include programs solely funded by American Rescue Plan Act (ARPA). Those programs are included in the ARPA Program Description budget document.

Note 3: Actuals are lower than projected due to staff transition during this grant cycle.

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Customer Service Experience	100%	95%	100%	95%	N/A	75%	95%	95%

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

Note 2: Sample size too small to report. Program will consider alternative quality measures.

	PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   7.090

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.

Member Retention Rate

	Base	Stretch	Actual
FY2022	88%	94%	87%
FY2023	88%	93%	82%
FY2024	85%	90%	81%
FY2025	85%	90%	
FY2026	85%	90%	
FY2027	85%	90%	

Note 1: Calculated by review of annual retention data available in federal grants management system.

Note 2: Base target is calculated by examination of historical member trends and retention rates and Stretch target is 5% increase over Base.

Note 3: The retention rate did not meet the base target due to economic factors such as inflation and a low unemployment rate.

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Member Count	633	750	607	800	776	700	700	700
People Served	29,338	220,000	178,200	250,000	228,114	190,000	190,000	190,000
Served per Member	46	293	294	313	294	271	271	271

Note 1: Calculated by dividing the cost of the program by the number of member service hours.

Note 2: Availability of federal funding is expected to reduce in FY2026; projections updated accordingly.

PROGRAM DESCRIPTION
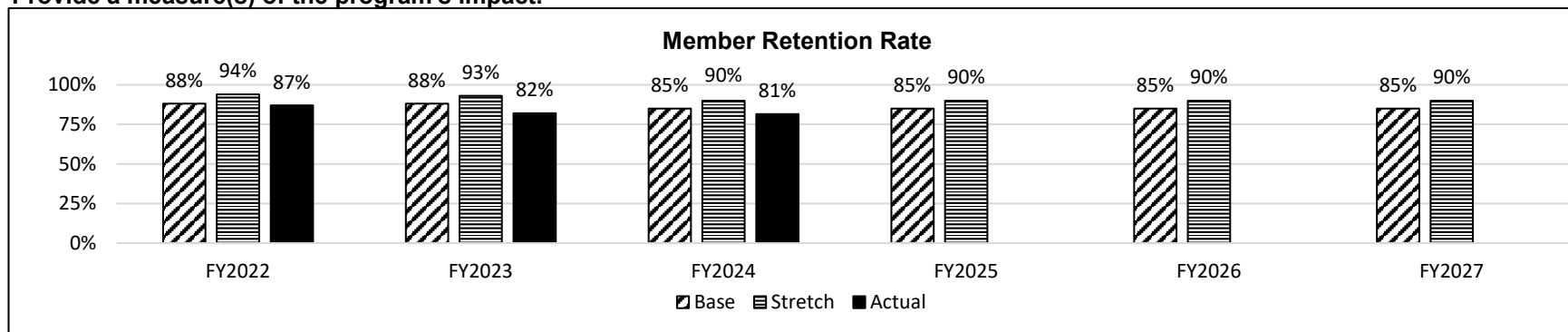
Department: Economic Development   **AB Section(s):   7.090**

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.)*

Program Expenditure History

	GR	FEDERAL	OTHER	TOTAL
FY2022 Actual		5,944,153		5,944,153
FY2023 Actual		4,384,711		4,384,711
FY2024 Actual		5,776,591		5,776,591
FY2025 Planned		16,974,146		16,974,146

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.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s): ___7.090___**

Program Name: MO Community Service Commission (ARPA)

Program is found in the following core budget(s): MO Community Service Commission (ARPA)

1a.   What strategic priority does this program address?

Community Development

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.
- MCSC received grant funds from the American Rescue Plan Act (ARPA) in 2021. ARPA provides funding for the Commission Support Grant, Commission Investment Fund, a new Volunteer Generation Fund, and dollars to support AmeriCorps sub-grantees.
- 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.

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Program Count	0	5	8	0	0	0	0	0
Member Count	0	39	63	0	0	0	0	0

Note 1: No ARPA funds were committed for FY2024.

Note 2: ARPA grants are now "closed" and remaining funds have been transferred to formula funding moving forward.

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

	FY2022 Projected	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Customer Service Experience	0%	95%	100%	95%	N/A	N/A	N/A	N/A

Note 1: No ARPA funds were committed for FY2024, so no relevant survey data is available here.

Note 2: Due to ARPA grants being "closed" and remaining funds being transferred to formula funds, projections are not applicable.
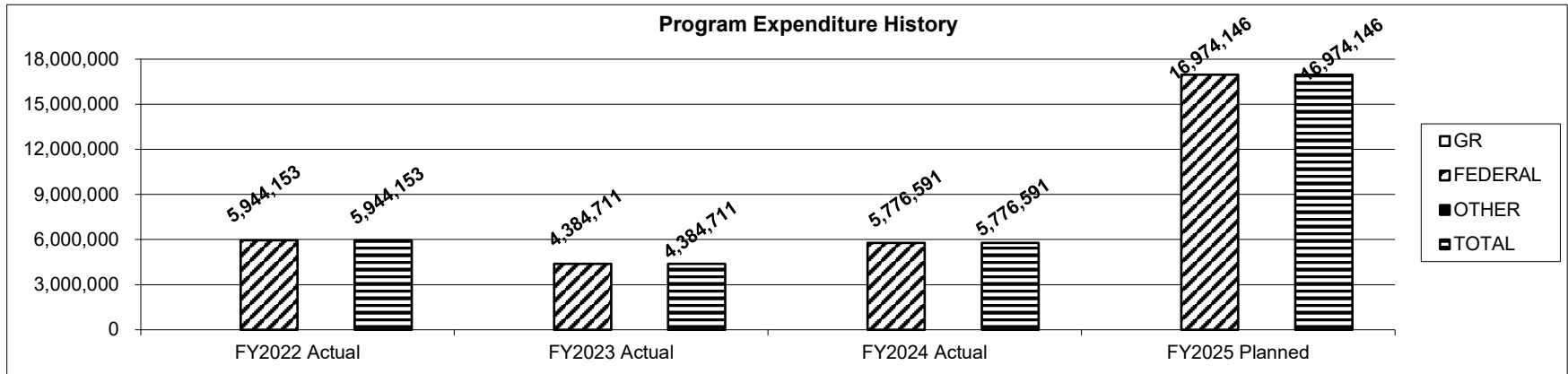
PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s): ___7.090___

Program Name: MO Community Service Commission (ARPA)

Program is found in the following core budget(s): MO Community Service Commission (ARPA)

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

Member Retention Rate

FY2023: Base 88%, Stretch 93%, Actual 74%
FY2024: Base 88%, Stretch 93%, Actual 0
FY2025: 0, 0, 0
FY2026: 0, 0, 0
FY2027: 0, 0, 0

Legend: ☑Base ☰Stretch ∎Actual

Note 1: No ARPA funds were committed for FY2024, so "actual" data is not available.
Note 2: Due to ARPA grants being "closed" and remaining funds being transferred to formula funds, projections are not applicable.

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Member Count	0	39	63	0	0	0	0	0
People Served	0	10,000	16,200	0	0	0	0	0
Served per Member	0	256	159	0	0	0	0	0

Note 1: No ARPA funds were committed for FY2024, so "actual" data is not available.
Note 2: Due to ARPA grants being "closed" and remaining funds being transferred to formula funds, projections are not applicable.
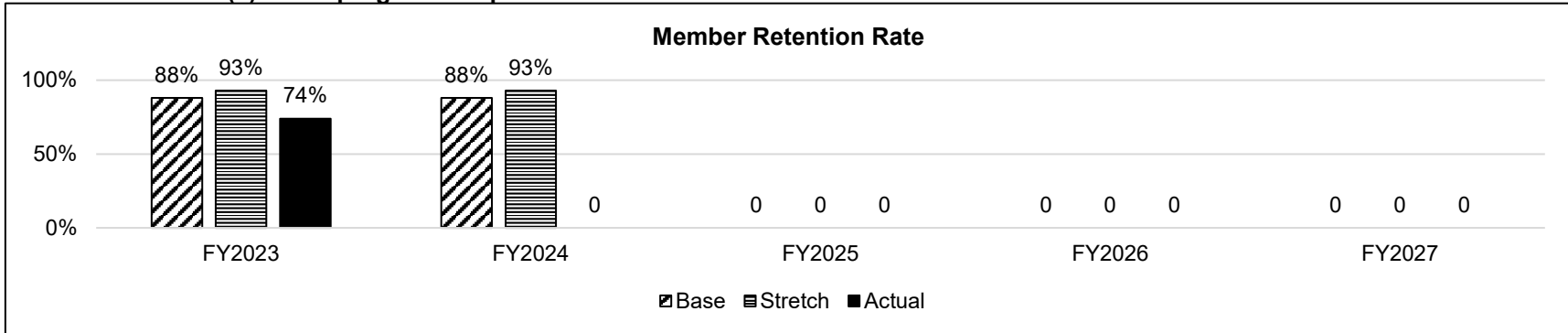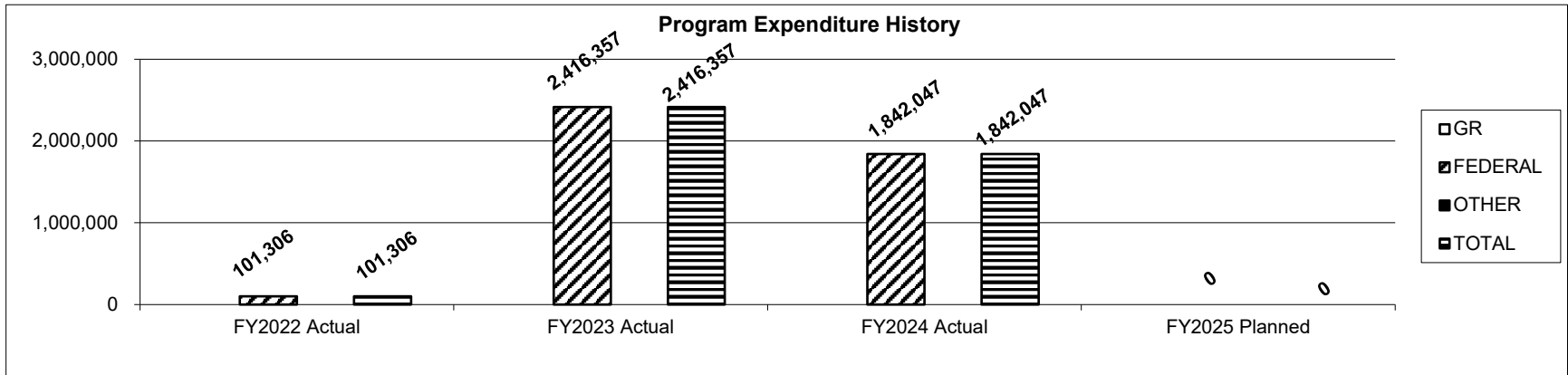
PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s): **7.090**

Program Name: MO Community Service Commission (ARPA)

Program is found in the following core budget(s): MO Community Service Commission (ARPA)

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	101,306	2,416,357	1,842,047	0
	101,306	2,416,357	1,842,047	0

Legend: GR, FEDERAL, OTHER, TOTAL

MCSC does not have stand alone ARPA funding beginning in 2024-2025. Funds have been transferred into formula funding per the National and Community Service Act; therefore, FY2025 reduced to $0.

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.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):   7.090**
Program Name: Wellston Loop Community Center
Program is found in the following core budget(s):   Wellston Loop Community Center

1a.   What strategic priority does this program address?
Community Development

1b.   What does this program do?
Funds will be utilized for the renovation and repairs to a community center climate-controlled space, providing critical needs to surrounding neighborhoods. Match required on a 50/50 state/local basis.

2a.   Provide an activity measure(s) for the program.
This is a one-time appropriation.

2b.   Provide a measure(s) of the program's quality.
This is a one-time appropriation.

2c.   Provide a measure(s) of the program impact.
This is a one-time appropriation.

2d.   Provide a measure(s) of the program's efficiency.
This is a one-time appropriation.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):   7.090**

Program Name: Wellston Loop Community Center

Program is found in the following core budget(s):   Wellston Loop Community Center

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.)*

Program Expenditure History

Note: Planned expenditure 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.)*
     N/A

6.   **Are there federal matching requirements? If yes, please explain.**
     No.

7.   **Is this a federally mandated program? If yes, please explain.**
     No.

PROGRAM DESCRIPTION

Department of Economic Development	**AB Section(s):** 7.095
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?

Workforce Development

1b. What does this program do?

• Provide oversight to Local Education Agencies designated to administer the Missouri One Start (MOS) 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, Community College Training Program, Upskill Credential Training Program, and the Intern and Apprentice Recruitment Act.

• Performance measures for the MOS training programs are found on their respective program description forms.

• Coordinate workforce solutions to assist businesses with having the right workforce with the right skillset by providing personalized recruitment assistance and funding resources for 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.

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Social Media Outreach Posts	115	275	590	649	342	376	414	455

Note 1: FY2024 Actual is lower due to the vacancy of the position for six months.
Note 2: FY2025-FY2027 reflects a 10% increase each year from FY2024 Actual.

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Customer Service Experience	92%	94%	98%	100%	94%	96%	98%	100%

Note 1: Percentage of respondents who rated their experience as "good" or "excellent."
Note 2: FY2024 data includes 87 completed responses from 256 companies surveyed.
Note 3: Projections reflect a 2% increase each year.

	PROGRAM DESCRIPTION

Department of Economic Development AB Section(s): 7.095

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.

	FY2022	FY2023		FY2024		FY2025	FY2026	FY2027
	Actual	**Projected**	**Actual**	**Projected**	**Actual**	**Projected**	**Projected**	**Projected**
Social Media Outreach	1,332,893	1,466,182	2,343,948	2,578,343	2,061,322	2,267,454	2,494,199	2,743,619
Social Media Followers	652	717	1,102	1,212	1,443	1,587	1,746	1,921

Note 1: Social Media Outreach reflects both paid and organic social media and includes clicks, likes, shares, and comments.
Note 2: FY2025-FY2027 reflects a 10% increase each year based off of the FY2024 Actual.
Note 3: FY2025-FY2027 Projected Social Media Followers reflects a 10% increase of unique followers each year based on the FY2023 Actual.
Note 4: FY2024 Actual Outreach reflects the job market tightening and fewer companies requesting recruitment assistance.

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 Community College Training Program Core and Program Description forms.

PROGRAM DESCRIPTION

Department of Economic Development   AB Section(s): ____7.095____
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.)*

Program Expenditure History

Legend: GR, FEDERAL, OTHER, TOTAL

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
GR	22,424	690,642	787,043	874,560
FEDERAL	0	0	0	0
OTHER	498,819	0	0	0
TOTAL	521,243	690,642	787,043	874,560
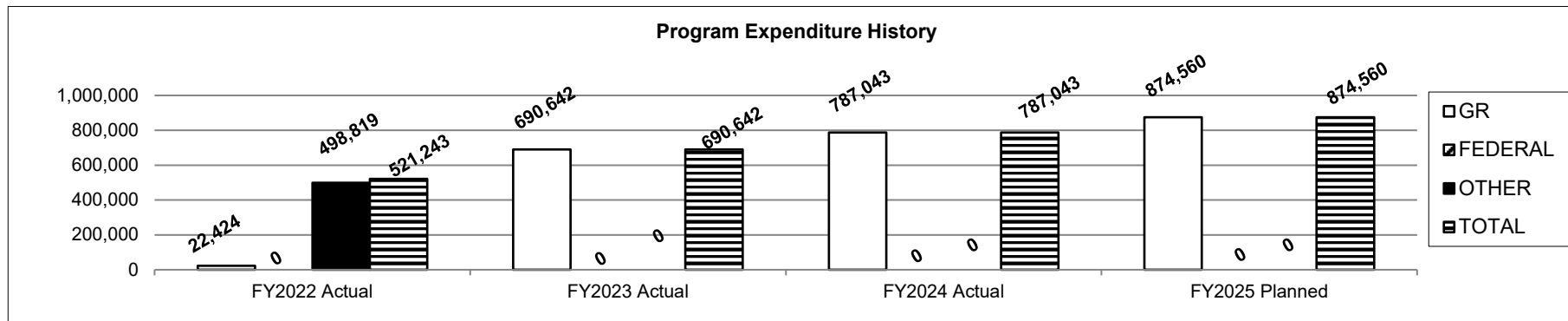
Note: Planned expenditures for GR reflect 3% Governor's Reserve.

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

   FY2022: 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.

PROGRAM DESCRIPTION

Department: Economic Development	**AB Section(s):** 7.100

Program Name: Missouri One Start Community College Training Program
Program is found in the following core budget(s): Community College Training Program

1a. What strategic priority does this program address?
Workforce Development

1b. What does this program do?
Provides funds to assist eligible businesses train new and upskill existing workers. The program is suited for competitive attraction and expansion projects with a substantial amount of job creation or upskilling of workers. It has a dual mission to develop talent and grow business. In coordination with the Department of Revenue, a portion of the employee state withholding tax (approximately 2%) 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. Data reflects combined totals of New Jobs Training Program (NJTP) and Job Retention Training Program (JRTP) projects.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	**Actual**	**Projected**	**Actual**	**Projected**	**Actual**	**Projected**	**Projected**	**Projected**
Companies Assisted	26	28	38	31	33	28	29	30	31

Note: Projected data for FY2025-FY2027 reflects a 2% increase each year based on FY2024 Actual.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	**Actual**	**Projected**	**Actual**	**Projected**	**Actual**	**Projected**	**Projected**	**Projected**
Customer Service Experience	100%	92%	94%	89%	91%	100%	100%	100%	100%

Note 1: Percentage of respondents who rated their experience as "good" or "excellent".
Note 2: FY2024 data includes responses from 13 out of 19 companies surveyed.
Note 3: In FY2024, 13 out of 13 respondents rated their experience "excellent."
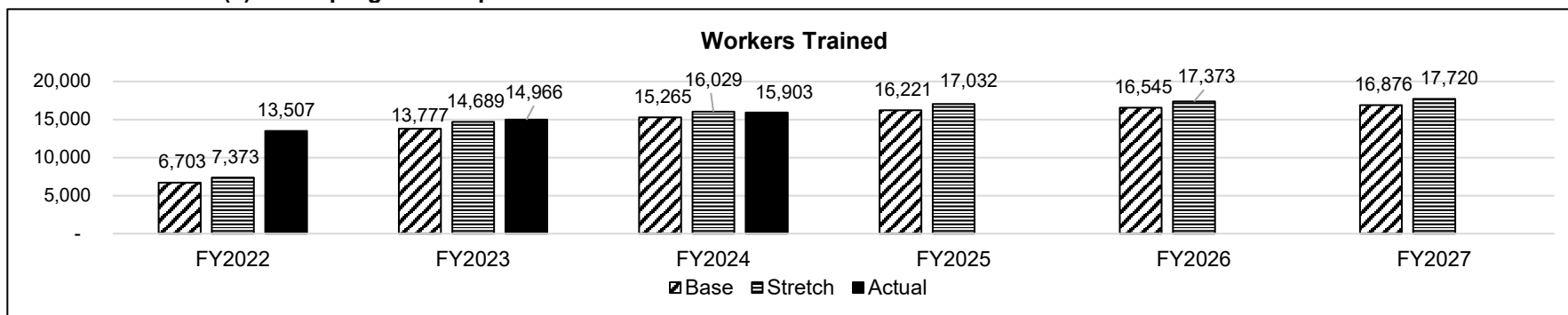
PROGRAM DESCRIPTION

Department: Economic Development	AB Section(s): 7.100

Program Name: Missouri One Start Community College Training Program

Program is found in the following core budget(s): Community College Training Program

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

Workers Trained

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	6,703	13,777	15,265	16,221	16,545	16,876
Stretch	7,373	14,689	16,029	17,032	17,373	17,720
Actual	13,507	14,966	15,903			

Note 1: Workers Trained is an unduplicated count.
Note 2: Base target for FY2025 reflects a 2% increase from FY2024 Actual targets. Base targets for FY2026-FY2027 reflects a 2% increase each year.
Note 3: Stretch targets for FY2025-FY2027 reflect a 5% increase of the fiscal year Base target.

Worker Average Wages

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	$29.68	$30.81	$29.98	$30.42	$31.38	$32.00
Stretch	$31.91	$32.39	$31.48	$31.94	$32.95	$33.60
Actual	$30.50	$30.01	$30.76			

Note 1: Base targets for FY2025 reflects an average of the Actual wages from FY2022-FY2024. Base targets for FY2026-FY2027 reflects a 2% increase each year based on FY2024 Actual target.
Note 2: Stretch targets for FY2025-FY2027 reflects a 5% increase of the fiscal year Base target.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.100**

Program Name: Missouri One Start Community College Training Program

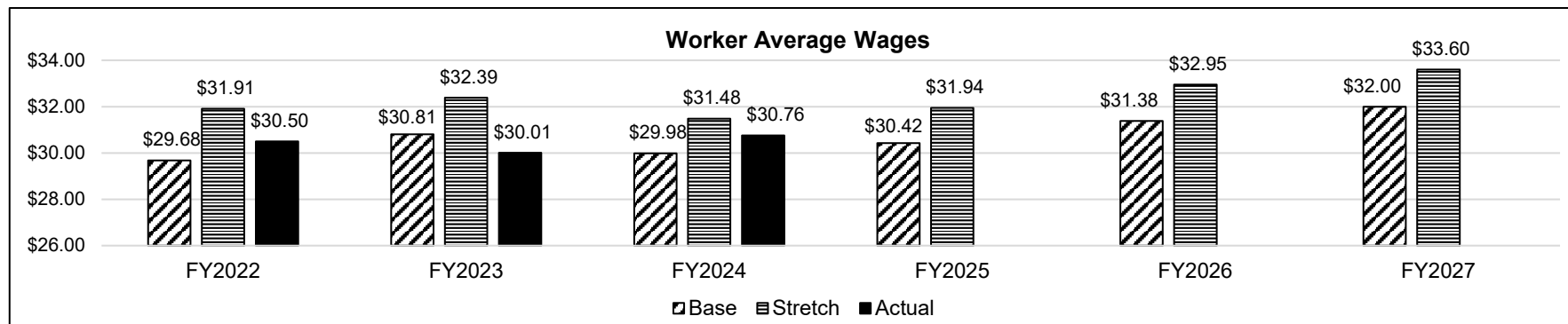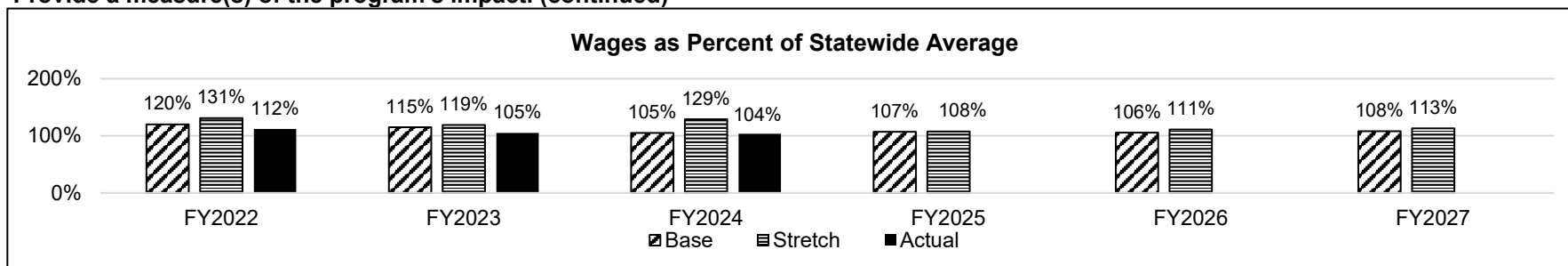**Program is found in the following core budget(s): Community College Training Program**

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

Wages as Percent of Statewide Average

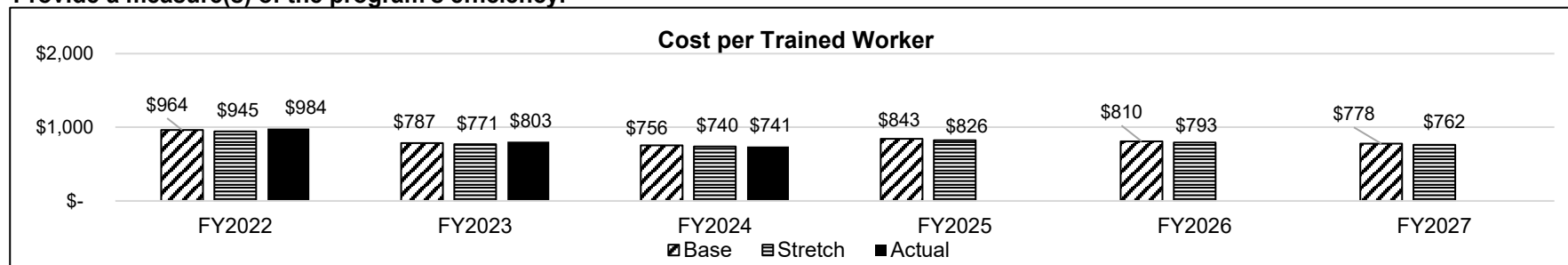|	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	120%	115%	105%	107%	106%	108%
Stretch	131%	119%	129%	108%	111%	113%
Actual	112%	105%	104%			

□Base ▤Stretch ■Actual

Note 1: Statewide Average Hourly Wage for CY2023 for Public and Private industries was $29.67 per hour (MERIC). The chart reflects the ratio of trainee average wages divided by statewide average as a percentage.

Note 2: Base target for FY2025 reflects the average of the actual worker wages of the prior three years as a percentage of the statewide average. FY2026-FY2027 Base target reflects an average of projected Base target of the Worker Average Wages each fiscal year as a Percent of the Statewide Average Hourly Wage in CY2023.

Note 3: Stretch target for FY2025-FY2027 reflects the average of projected Stretch target of the Worker Average Wages each fiscal year as a Percent of the Statewide Average Hourly Wage in CY2023.

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

Cost per Trained Worker

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	$964	$787	$756	$843	$810	$778
Stretch	$945	$771	$740	$826	$793	$762
Actual	$984	$803	$741			

□Base ▤Stretch ■Actual

Note 1: Calculated by dividing actual withholding amounts in the fiscal year by the number of workers receiving training for active projects in the fiscal year.

Note 2: Workers Trained is an unduplicated count.

Note 3: Base target for FY2025 reflects the average Cost per Trained Worker from the three previous years. Base target for FY2026-FY2027 reflects a 2% decrease from the previous year stretch target. Stretch target for FY2025-FY2027 reflects a 2% decrease each year from the fiscal year Base target.
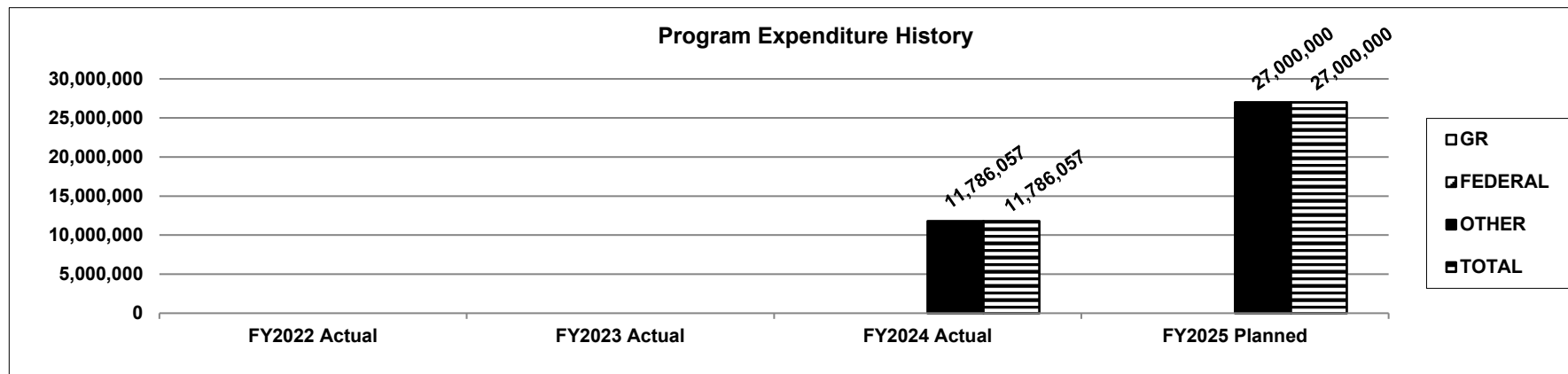
PROGRAM DESCRIPTION

Department: Economic Development	**AB Section(s): 7.100**

Program Name: Missouri One Start Community College Training Program

Program is found in the following core budget(s): Community College 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.)*

Program Expenditure History

Note: Beginning in FY2024, the Community College Job Retention Training Program and the Community College New Jobs Training Program were combined into the Missouri One Start Community College Training Program pursuant to §620.809, RSMo. Prior expenditure history can be found on the Job Retention and New Jobs Training Program core forms.

4. **What are the sources of the "Other " funds?**
Missouri One Start Community College Training Fund (0538)

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

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s):   NA

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?**
Workforce Development

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 (MOS) staff.
- For performance measure data after FY2023, please refer to the MOS Community College Training Program core form.

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

	FY2022		FY2023	
	Projected	Actual	Projected	Actual
Companies Assisted	11	12	13	9

Note: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Fund. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.

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

	FY2022		FY2023	
	Projected	Actual	Projected	Actual
Customer Service Experience	100%	92%	94%	89%

Note 1: New Jobs and Job Retention Training Program surveys were combined. 9 out of 30 companies responded to the survey
Note 2: In FY2023, 8 out of 9 respondents rated their experience as "average", "good" or "excellent."
Note 3: Zero respondents rated the experience as "Poor" or "Fair". One respondent did not rate the experience but provided a comment.
Note 4: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s): _____ **NA** _____

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.**

Workers Trained

Note 1: Workers Trained is an unduplicated count.

Note 2: The decrease in workers trained in FY2023 is due to two projects pausing their NJTP projects and not reporting any workers trained.

Note 3: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.

Worker Average Wages

Note: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.
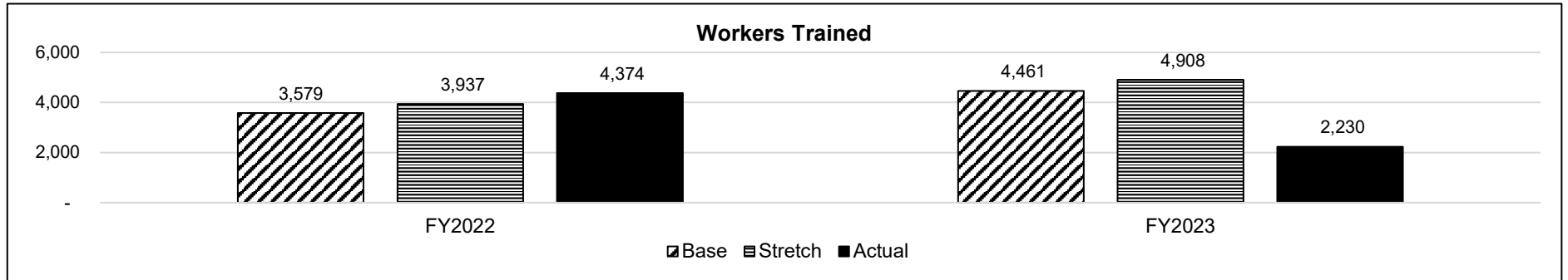
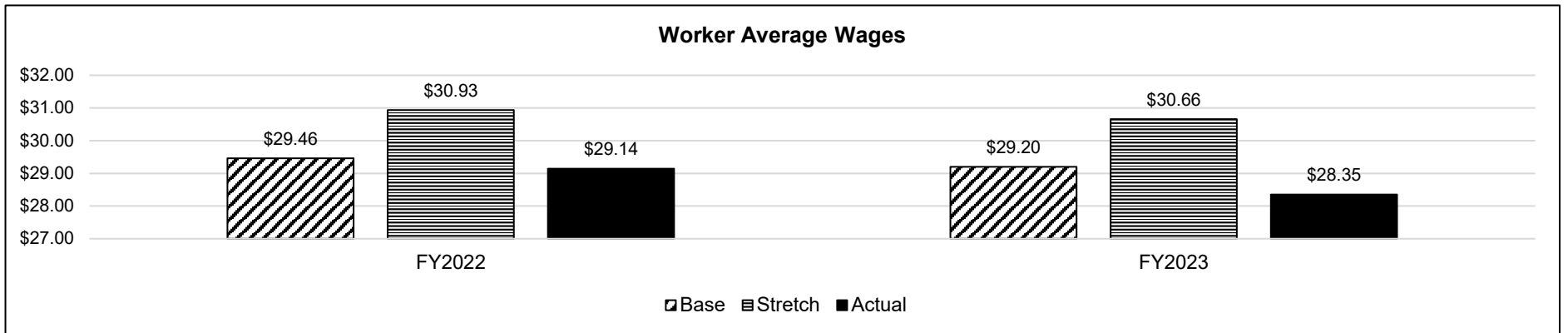| PROGRAM DESCRIPTION	
Department: Economic Development	AB Section(s): NA
Program Name: Missouri One Start Community College New Jobs Training Program	
Program is found in the following core budget(s): Missouri One Start Community College New Jobs Training Program	

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

Wages as Percent of Statewide Average

FY2022: Base 119%, Stretch 129%, Actual 107%
FY2023: Base 113%, Stretch 120%, Actual 99.6%

Legend: Base, Stretch, Actual

Note 1: Statewide Average Hourly Wage for CY2022 for Public and Private industries was $28.47 per hour (MERIC). The chart reflects the ratio of trainee average wages divided by statewide average as a percentage.
Note 2: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.

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

Cost Per Trained Worker

FY2022: Base $2,706, Stretch $2,181, Actual $1,337
FY2023: Base $1,310, Stretch $1,272, Actual $269

Legend: Base, Stretch, Actual

Note 1: Calculated by dividing actual withholding amounts by the number of workers receiving training for active projects in the fiscal year.
Note 2: Workers Trained is an unduplicated count.
Note 3: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.
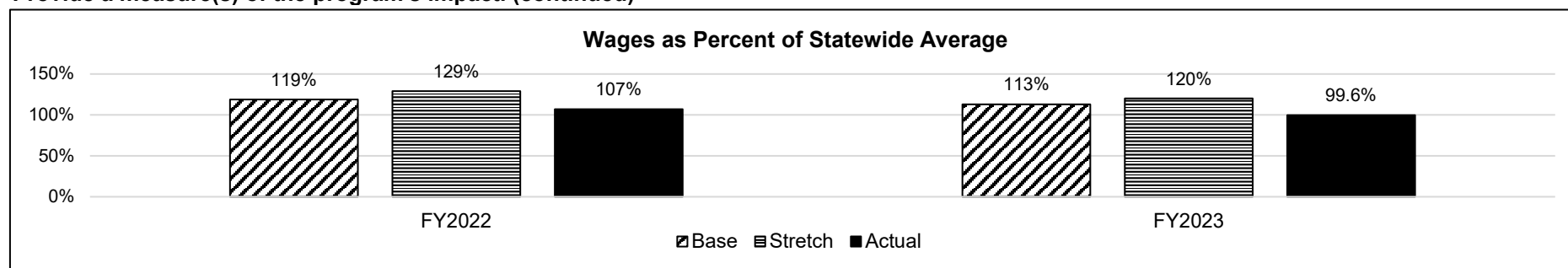
PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s): _____NA_____

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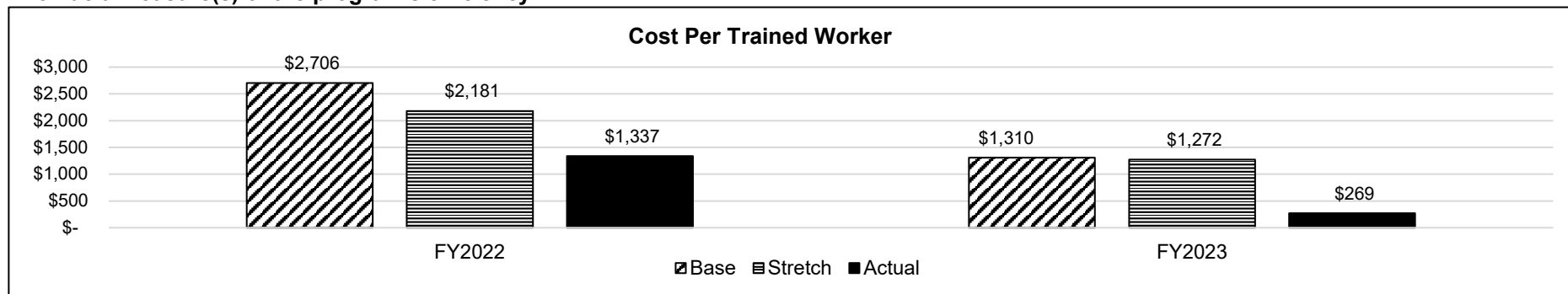
3.   Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. *(Note: Amounts do not include fringe benefit costs.)*

Program Expenditure History

Legend: GR, FEDERAL, OTHER, TOTAL

FY2022 Actual: $5,848,913 / $5,848,913
FY2023 Actual: $600,237 / $600,237

Note: Beginning in FY2024, the Community College Job Retention Training Program and the Community College New Jobs Training Program were combined into the Missouri One Start Community College Training Program pursuant to §620.809, RSMo.

4.   **What are the sources of the "Other " funds?**
Missouri One Start Community College New Jobs Training 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.

PROGRAM DESCRIPTION

Department: Economic Development	**AB Section(s):** N/A

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?

Workforce Development

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 (MOS) staff.
- For performance measure data after FY2023, please refer to the MOS Community College Training Program core form.

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

	FY2022		FY2023	
	Projected	**Actual**	**Projected**	**Actual**
Companies Assisted	15	24	25	22

Note: In FY2023, the MOS Community College New Jobs Training Fund (NJTP) and MOS Community College Job Retention Training Fund (JRTP) was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.

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

	FY2022		FY2023	
	Projected	**Actual**	**Projected**	**Actual**
Customer Service Experience	100%	92%	94%	89%

Note 1: NJTP and JRTP surveys were combined. 9 out of 30 companies responded to the survey

Note 2: In FY2023, 8 out of 9 respondents rated their experience as "average", "good" or "excellent."

Note 3: Zero respondents rated the experience as "Poor" or "Fair". One respondent did not rate the experience but provided a comment.

Note 4: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.
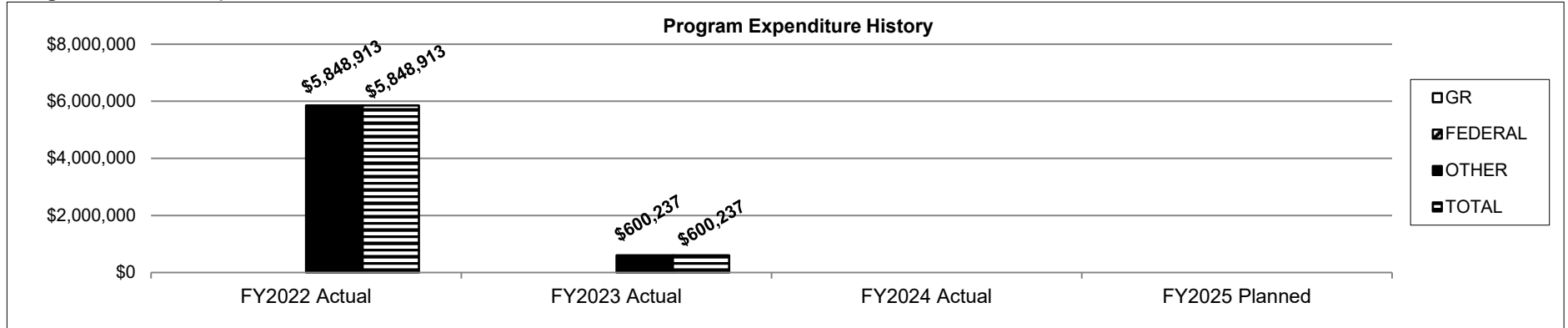
PROGRAM DESCRIPTION

Department: Economic Development	**AB Section(s): N/A**
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.

Workers Trained

Note 1: Workers Trained is an unduplicated count. FY2023 increase reflects a large number of active Job Retention Training Program (JRTP) projects.
Note 2: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.

Worker Average Wages

Note: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.
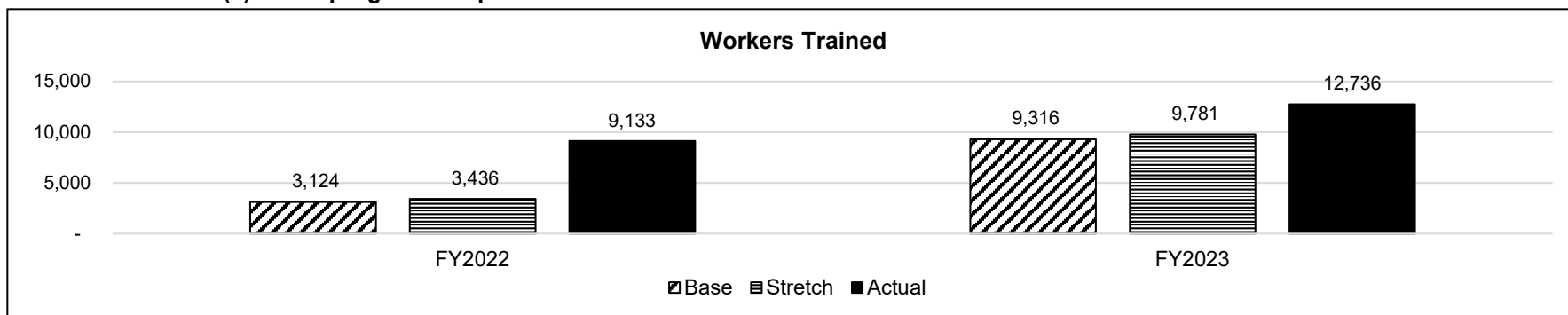
PROGRAM DESCRIPTION

Department: Economic Development	AB Section(s): **N/A**

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)

Wages as Percent of Statewide Average

Bar chart showing Wages as Percent of Statewide Average for FY2022 (Base 121%, Stretch 132%, Actual 117%) and FY2023 (Base 116%, Stretch 117%, Actual 111%). Legend: Base, Stretch, Actual.

Note 1: Statewide Average Hourly Wage for CY2022 for Public and Private industries was $28.47 per hour (MERIC). The chart reflects the ratio of trainee average wages divided by statewide average as a percentage.
Note 2: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.

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

Cost per Trained Worker

Bar chart showing Cost per Trained Worker for FY2022 (Base $1,860, Stretch $1,004, Actual $815) and FY2023 (Base $799, Stretch $744, Actual $896). Legend: Base, Stretch, Actual.

Note 1: Calculated by dividing actual withholding amounts by the number of workers receiving training for active projects in the fiscal year.
Note 2: Workers Trained is an unduplicated count.
Note 3: In FY2023, the MOS Community College New Jobs Training Fund and MOS Community College Job Retention Training Fund was combined into the MOS Community College Training Program. Performance measures from FY2024 and forward will be reflected on the MOS Community College Training Program core form.

PROGRAM DESCRIPTION

Department: Economic Development — AB Section(s): N/A

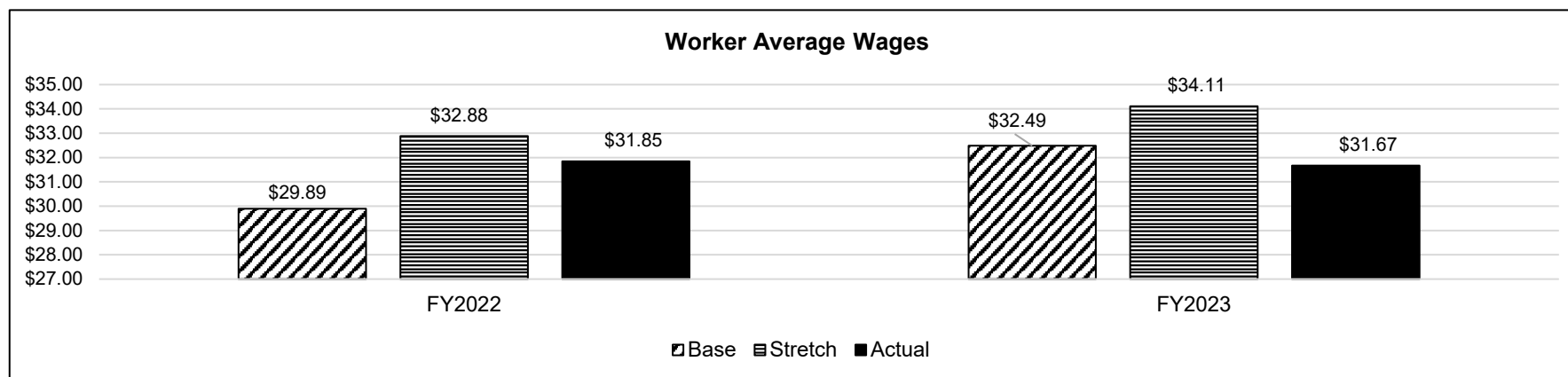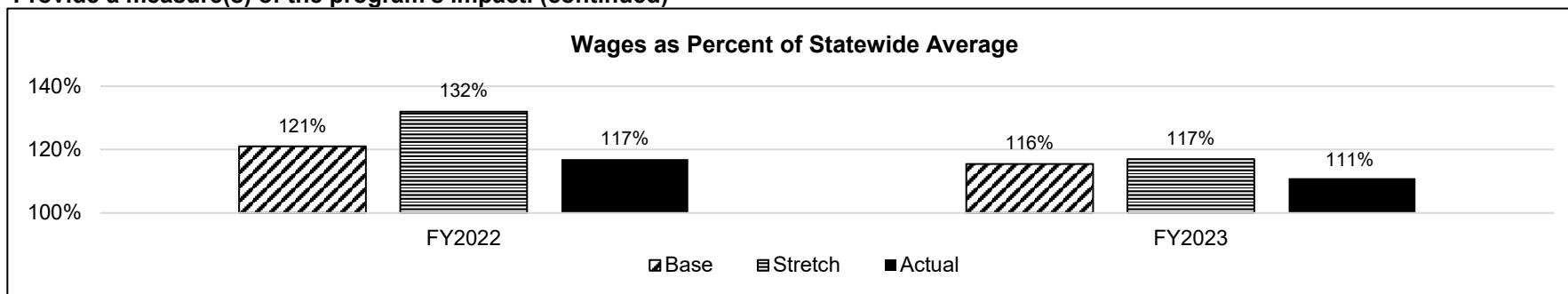Program Name: Missouri One Start Community College Job Retention Training Program

Program is found in the following core budget(s): Missouri One Start Community College Job Retention Training Program

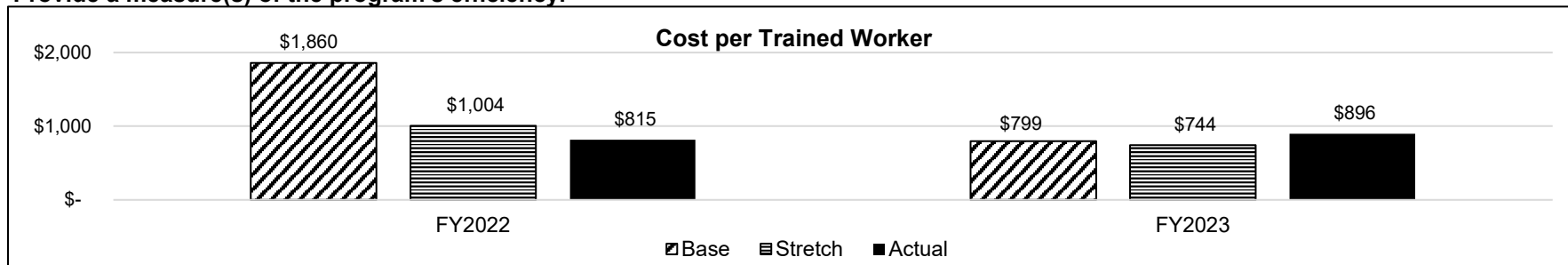3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. *(Note: Amounts do not include fringe benefit costs.)*

Program Expenditure History

□ GR	
□ FEDERAL	
■ OTHER	
□ TOTAL	

FY2022 Actual: 7,446,533 / 7,446,533
FY2023 Actual: 11,417,637 / 11,417,637

Note: Beginning in FY2024, the Community College Job Retention Training Program and the Community College New Jobs Training Program were combined into the Missouri One Start Community College Training Program pursuant to §620.809, RSMo.

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

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   7.105

Program Name: Missouri One Start Customized Training Program

Program is found in the following core budget(s): Missouri One Start Customized Training Program

1a. What strategic priority does this program address?

Workforce Development

1b. What does this program do?

- Provides the funding source for the Missouri One Start Customized Training program.
- 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.

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Companies Assisted	190	191	210	240	264	268	271	271	271
Funds Awarded	$5,841,803	$5,034,228	$13,500,000	$14,071,592	$14,527,530	$14,640,450	$14,640,450	$14,640,450	$14,640,450

Note 1: Funds Awarded includes both funds obligated for training and to administer the training program.
Note 2: Companies assisted includes four consortiums.
Note 3: Projections for Companies Assisted and Funds Awarded for FY2025-FY2027 assumes general revenue appropriations and remain consistent at the FY2024 appropriation level.
Note 4: FY2025-2027 Companies Assisted reflects a 1% increase from FY2024 Actual Companies Assisted.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	97%	95%	97%	99%	100%	93%	95%	97%	99%

Note 1: Percentage of respondents who rated their experience as "good" or "excellent."
Note 2: FY2024 data includes 74 responses from 237 Customized Training companies surveyed.
Note 3: FY2024 data reflect 69 respondents rated their experience as "good or "excellent", 2 respondents rated their experience as "average", and 3 respondents rated their experience as "Fair."
Note 4: FY2025-FY2027 reflects a 2% increase each year based on FY2024 Actual.

PROGRAM DESCRIPTION

Department: **Economic Development**   AB Section(s):   **7.105**
Program Name: **Missouri One Start Customized Training Program**
Program is found in the following core budget(s): **Missouri One Start Customized Training Program**

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

Workers Trained

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	24,406	29,287	30,605	29,260	30,723	32,260
Stretch	26,624	31,949	32,136	30,723	32,260	33,873
Actual	18,664	29,148	27,867			

Note 1: Actual for FY2024 reflects the reported count of unduplicated count of Workers Trained (as of 8/12/2024).
Note 2: Base and Stretch targets for FY2025-FY2027 demonstrate similar funding to FY2024.
Note 3: Base for FY2025 reflects a 5% increase from FY2024 Actual Workers Trained and Stretch target reflects a 5% increase to the fiscal year Base target.
Note 4: FY2026-FY2027 reflects a 5% increase to the previous years Base and Stretch targets for workers trained.

Worker Average Wages

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	$22.70	$22.63	$23.24	$24.04	$24.52	$25.01
Stretch	$24.97	$24.89	$25.56	$26.44	$26.97	$27.51
Actual	$22.26	$24.22	$25.64			

Note 1: Base target for FY2025 reflects an average of the Actual Wages from FY2022-FY2024. Base targets for FY2026-FY2027 reflects a 2% increase each of the previous years Base target.
Note 2: Stretch targets for FY2025-FY2027 reflects a 10% increase each year of the Base target.

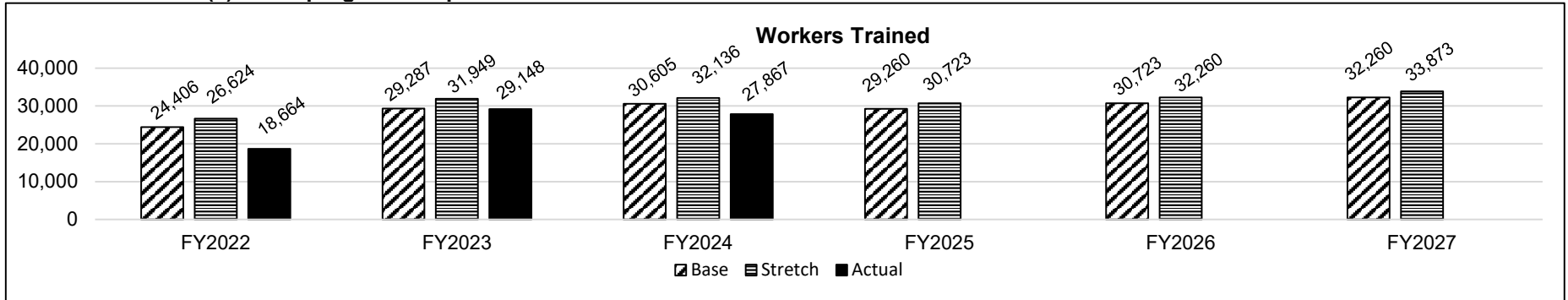**PROGRAM DESCRIPTION**

Department: Economic Development   AB Section(s):   7.105

Program Name: Missouri One Start Customized Training Program

Program is found in the following core budget(s): Missouri One Start Customized Training Program
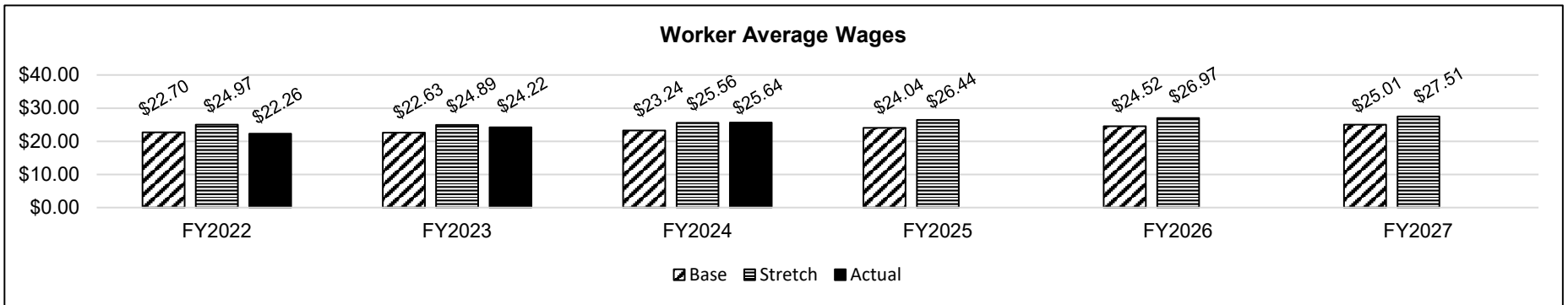
2d. Provide a measure(s) of the program's efficiency.

Funds per Worker Trained

National Average: $1,280 per employee spent on workplace learning in 2021 (Association for Talent Development 2022 State of Industry report)

Year	Base	Stretch	Actual
FY2022	$270	$275	$219
FY2023	$483	$461	$423
FY2024	$525	$475	$452
FY2025		$500	$477
FY2026		$477	$454
FY2027		$454	$432

☑Base ☰Stretch ■Actual

Note 1: Actual Funds per Workers Trained is calculated by dividing the awarded training funds by the number of unduplicated workers receiving training.

Note 2: Base and Stretch targets for FY2025-FY2027 reflects funding remaining consistent at FY2024 levels and demonstrates a 5% increase in unduplicated number of workers trained each year.
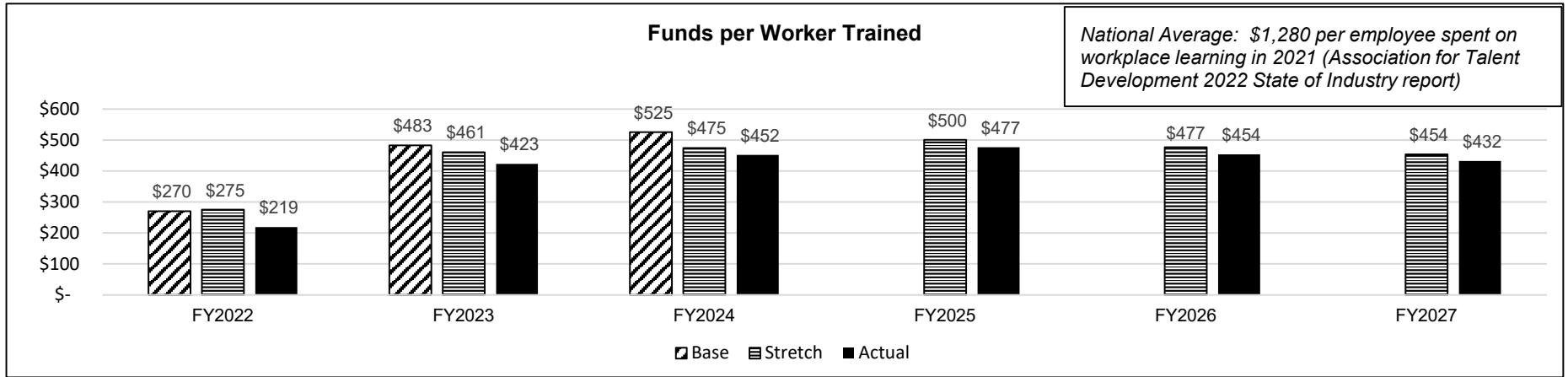
PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.105**

Program Name: Missouri One Start Customized Training Program

Program is found in the following core budget(s): Missouri One Start Customized 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.)*

Program Expenditure History

	GR	FEDERAL	OTHER	TOTAL	GR TRANSFER
FY2022 Actual			5,209,441	5,209,441	
FY2023 Actual	14,662,089		0	14,662,089	
FY2024 Actual	14,663,330		109,735	14,773,065	
FY2025 Planned	14,663,330		2,448,221	17,111,551	
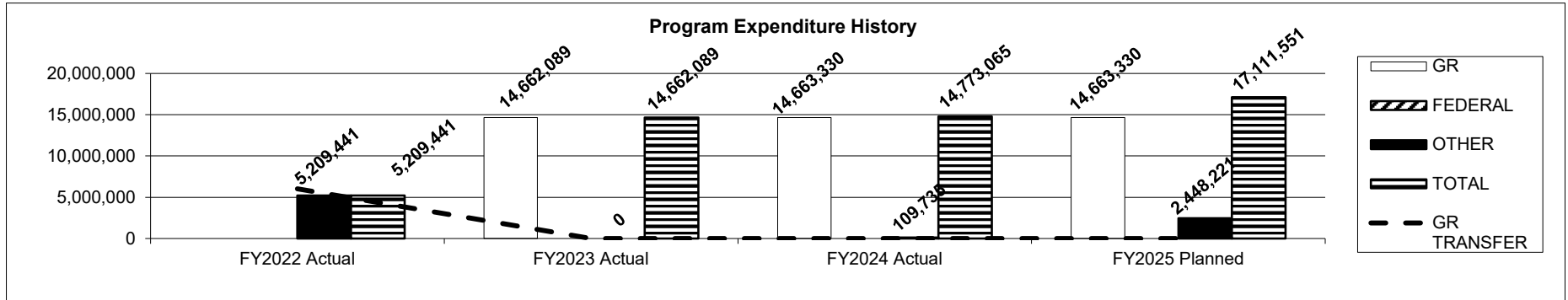
Note: Dashed Line represents actual GR Transfer. GR transfer was eliminated in FY2023.

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

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   7.107
Program Name: Missouri Women in Trades
Program is found in the following core budget(s): Missouri Women in Trades

1a.   What strategic priority does this program address?
Community Development

1b.   What does this program do?
The project is for a not-for-profit organization, founded in 2008, and dedicated to supporting recruitment, mentorship, retention, and solidarity with women the building trades. Funds will be used for tools and supplies to benefit projects in the community. No state/local matching funds required.

2a.   Provide an activity measure(s) for the program.
This is a one-time appropriation.

2b.   Provide a measure(s) of the program's quality.
This is a one-time appropriation.

2c.   Provide a measure(s) of the program impact.
This is a one-time appropriation.

2d.   Provide a measure(s) of the program's efficiency.
This is a one-time appropriation.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):   7.107**
Program Name: Missouri Women in Trades
Program is found in the following core budget(s): Missouri Women in Trades

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.)*

Program Expenditure History

Note: Governor's 3% Reserve is accounted for in the planned expenditure.

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.)*
     N/A

6.   **Are there federal matching requirements? If yes, please explain.**
     No.

7.   **Is this a federally mandated program? If yes, please explain.**
     No.

PROGRAM DESCRIPTION

Department: Economic Development	**AB Section(s):** ___7.110___
Program Name: Upskill Credential GR Transfer	
Program is found in the following core budget(s): Upskill Credential GR Transfer	

1a. What strategic priority does this program address?

Workforce Development

1b. What does this program do?

- Provides the funding source for the Upskill Credential Training Program.
- Establishes a competitive grant program to assist employers in upskilling their workforce with short-term credentials needed within their industries.

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

This is a GR transfer. Please refer to the Program Description for Upskill Credential Training Fund Program.

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

This is a GR transfer. Please refer to the Program Description for Upskill Credential Training Fund Program.

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

This is a GR transfer. Please refer to the Program Description for Upskill Credential Training Fund Program.

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

This is a GR transfer. Please refer to the Program Description for Upskill Credential Training Fund Program.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s):   7.110

Program Name: Upskill Credential GR Transfer

Program is found in the following core budget(s): Upskill Credential GR 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.)*

Program Expenditure History

Legend: GR, FEDERAL, OTHER, TOTAL

FY2025 Planned: $2,910,000 (GR), $2,910,000 (TOTAL)

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 620.2500 RSMo

6. **Are there federal matching requirements? If yes, please explain.**
   No.

7. **Is this a federally mandated program? If yes, please explain.**
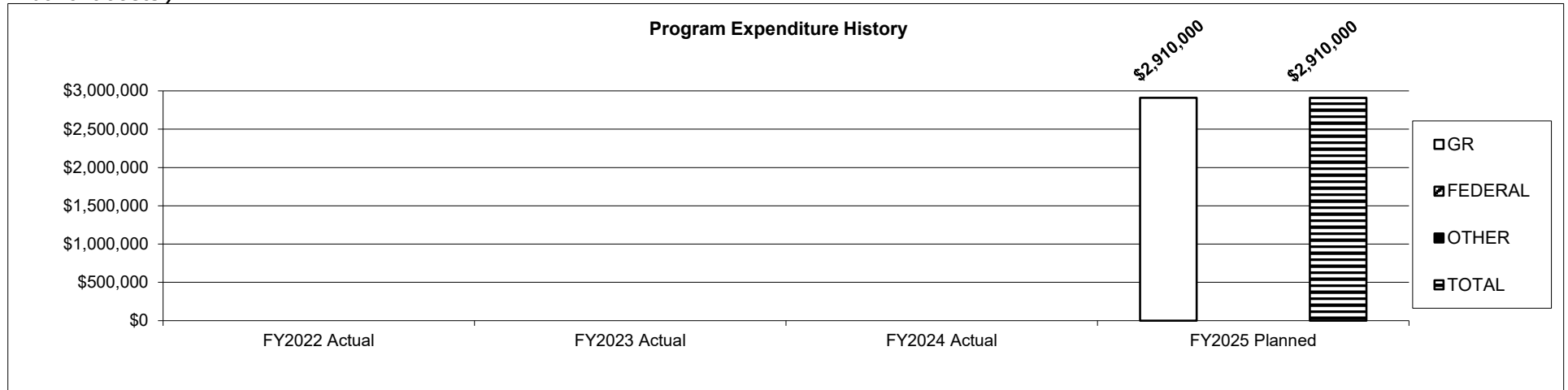   No.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.115**

Program Name: Upskill Credential Training Fund Program

Program is found in the following core budget(s): Upskill Credential Training Program

1a. What strategic priority does this program address?

Workforce Development

1b. What does this program do?

- Establishes a competitive grant program to assist employers in upskilling their workforce with short-term credentials needed within their industries.
- Contributes to the growth and economic competitiveness of companies by assisting qualifying employers in upskilling their Missouri workforce with the credentials necessary within their industry.

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

	FY2024		FY2025		FY2026		FY2027	
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Actual
Companies 1-50 Employees	0	0	50					
Companies 51-200 Employees	0	0	50					
Companies 201+ Employees	0	0	50					

Note 1: New program lacks data to inform a trend beyond initial assumptions for FY2025.

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

	FY2024		FY2025		FY2026		FY2027	
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Actual
Customer Service Experience	0%	0%	95%	0%	0%	0%	0%	0%

Note 1: New program lacks data to inform a trend beyond initial assumptions for FY2025.

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PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   7.115

Program Name: Upskill Credential Training Fund Program

Program is found in the following core budget(s): Upskill Credential Training Program

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

	FY2024		FY2025		FY2026		FY2027	
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Actual
Employees Upskilled	0	0	1200	0	0	0	0	0

Note 1: New program lacks data to inform a trend beyond initial assumptions for FY2025.

	FY2024	FY2025	FY2026	FY2027
Employee Average Wage				
Base	0	0	0	0
Stretch	0	0	0	0
Actual	0	0	0	0

Note 1: New program lacks data to inform a trend.

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

An efficiency measure for costs of economic impact for upskill credentials is under development.

PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   7.115

Program Name: Upskill Credential Training Fund Program

Program is found in the following core budget(s): Upskill Credential 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.)*

Program Expenditure History

Note: Planned Expenditure reflects 3% Governor's Reserve on GR Transfer.

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 620.2500 RSMo

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

No.

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

No.

PROGRAM DESCRIPTION

Department: Economic Development	AB Section(s): 7.120
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?

Operational Support

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, evaluating programs, 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 and the Missouri Women's Council.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Economic impact analyses	150	188	190	186	190	132	190	190	190
Completed improvement projects and initiatives	20	8	8	13	10	8	10	10	10
Email bulletins, press releases, and social media posts	1,000	863	1,000	1,758	1,000	1,733	1,000	1,000	1,400

Note 1: Economic impact analyses help DED determine an economic development project's potential value. Measure includes revisions of analyses. Assume FY2025-FY2027 will roughly match average of prior three fiscal years.

Note 2: FY2022 communications were lower than expected since the Communications Director role was vacant from August 2021 to January 2022. Significant increase for FY2023 is reflective of ARPA communications for nine new Federal Initiative Programs.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s):   **7.120**

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.

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	90%	85%	90%	91%	95%	91%	95%	95%	95%

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

Note 2: FY2024 survey sent out in May 2024. Results based on 132 survey respondents.

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

Internal awareness of Department vision and strategy
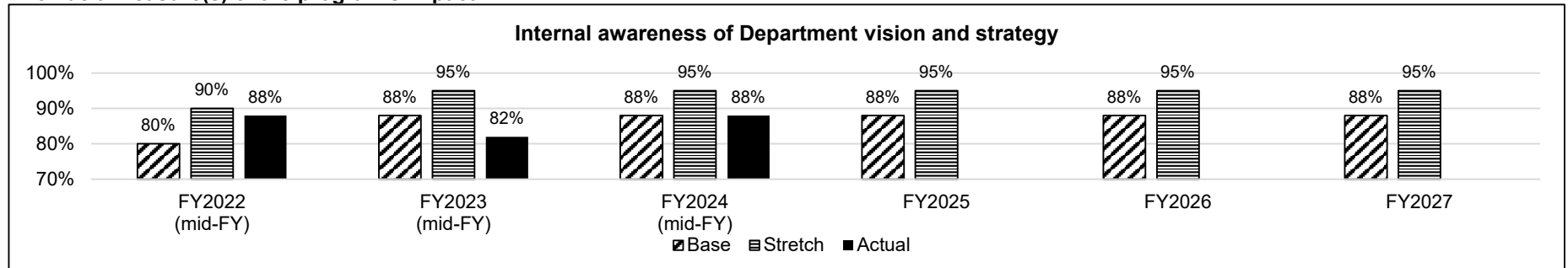
Note: Data compiled from Missouri Quarterly Pulse Survey (QPS); represents team members who indicated that DED's vision is clearly communicated throughout the organization. For comparison, 60% of Missouri employees statewide in FY2024 indicated that their department's vision is clearly communicated throughout the organization.

Telling our story: communications reach across social media and e-mail marketing
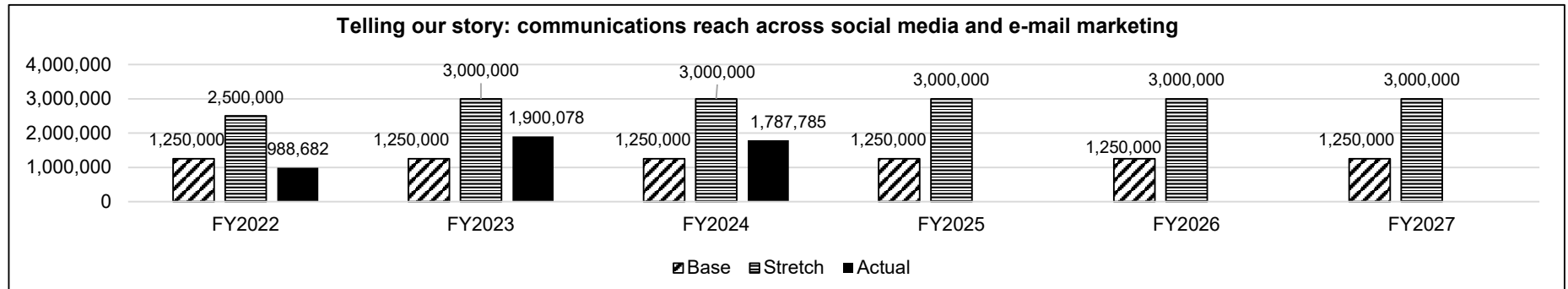
Note: Calculated by adding unique email opens, Facebook reach (people that potentially saw posts), and X (formerly known as Twitter) impressions. LinkedIn Data was added for FY2023. Calculation is changed from prior years. Targets established by considering the prior year actuals. Significant increase for FY2023 is reflective of ARPA communications for nine new Federal Initiative Programs.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s):   7.120

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)

Telling our story: communications reach through earned news media

Year	Base	Stretch	Actual
FY2022	1.0 B	2.0 B	0.9 B
FY2023	1.0 B	2.0 B	5.2 B
FY2024	2.0 B	3.0 B	4.5 B
FY2025	2.0 B	3.0 B	
FY2026	2.0 B	3.0 B	
FY2027	2.0 B	3.0 B	

☑Base ☰Stretch ■Actual

Note: News media reach is defined as the number of people that potentially saw media posts within the defined period. Significant increase for FY2023 is reflective of ARPA content and intentional efforts on behalf of fully staffed communications team.

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

In-house planning and analysis costs compared to contracting out services

Year	Base	Stretch	Actual
FY2023	$0.65	$0.40	$0.73
FY2024	$0.70	$0.50	$0.72
FY2025	$0.70	$0.50	
FY2026	$0.70	$0.50	
FY2027	$0.70	$0.50	

☑Base ☰Stretch ■Actual

Note 1: This was a new measure in FY2023.

Note 2: This measure compares the total costs of the division's in-house economic research, data analysis, operational excellence, and planning efforts for every $1 of the contracted alternative. Contracted cost assumptions based on hourly rates identified in State's contract with an Enterprise Resource Planning (ERP) provider.
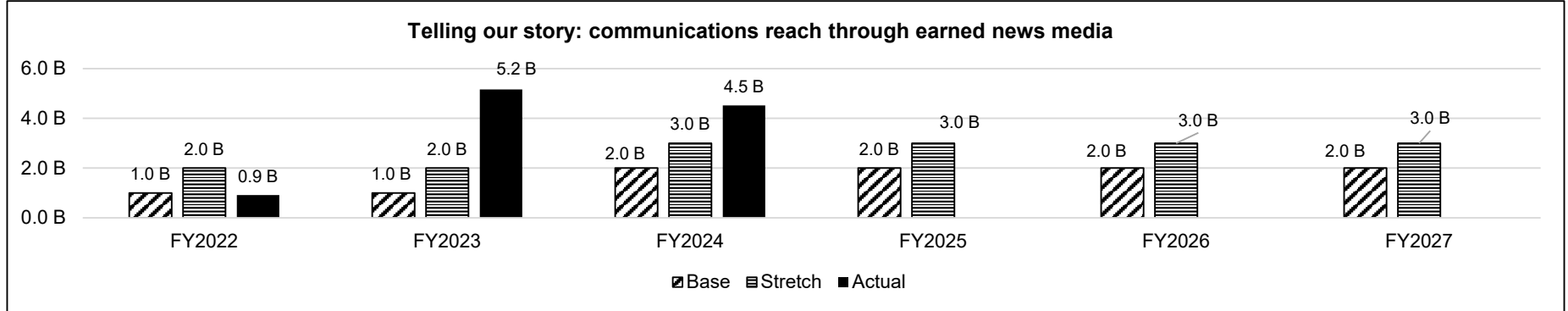
PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s):   7.120

Program Name: Strategy and Performance

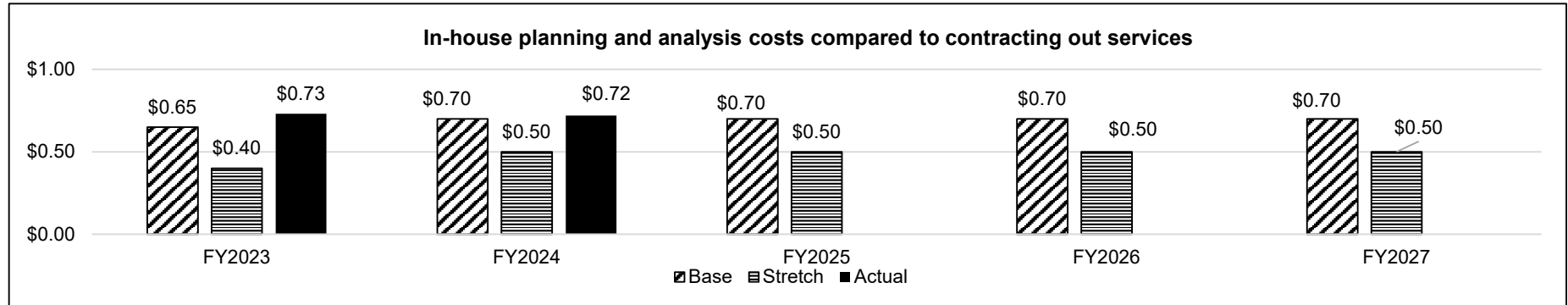Program is found in the following core budget(s): Strategy and Performance

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.)*

Program Expenditure History

Fiscal Year	GR	FEDERAL	OTHER	TOTAL
FY2022 Actual	797,840	68,789	62,693	929,322
FY2023 Actual	931,649	75,300	244,238	1,251,187
FY2024 Actual	2,981,047	84,909	80,997	3,146,953
FY2025 Planned	3,108,435	94,147	119,964	3,322,546
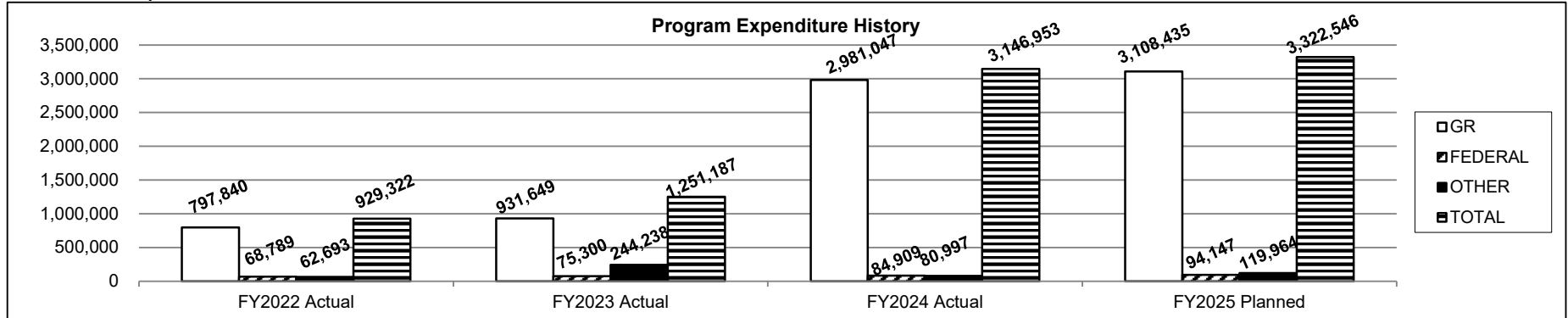
Note: Planned GR expenditures reflects 3% Governor's Reserve.

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.

PROGRAM DESCRIPTION		
Department: Economic Development	**AB Section(s):**	**7.120**
Program Name: Statewide Planning, Research, and Network Funding (ARPA-EDA)		
Program is found in the following core budget(s): Strategy and Performance		

1a. What strategic priority does this program address?

Operational Support

1b. What does this program do?

This program supports planning that ensures communities can access certain federal programs. The Department of Economic Development (DED) is centering the planning effort around local economic development priorities and helping community leaders identify and gain access to resources that support job growth and investment.

The Statewide Planning, Research, and Networks program utilizes American Rescue Plan Act (ARPA) funding and is granted to Missouri through the Economic Development Administration (EDA). DED is leveraging this grant to update Missouri's statewide Comprehensive Economic Development Strategy (CEDS), which has not been reassessed since 2011. Uses of the grant include reviewing and integrating regional economic development plans, conducting industry cluster research, assessing workforce skills in key industries, engaging stakeholders, and building an updated CEDS that is driven by local economic development priorities.

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

Program activities have included the following in FY2024 and FY2025: reviewing and integrating all of Missouri's regional economic development strategies; conducting an industry cluster study, conducting a statewide skills assessment; and pulling together a statewide CEDS that is created with high quality stakeholder engagement and is submitted to the EDA in 2025.

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

DED will survey stakeholders and measure the perceived quality of Missouri's CEDS planning processes, especially relating to the process being driven by local economic development priorities.

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

The intended impact of creating a CEDS will be having a locally-driven plan that has extensive stakeholder buy-in, benefits communities all across Missouri, and informs Missouri's economic policy and programmatic discussions for three to five years.

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

Efficiency measures are under development.

PROGRAM DESCRIPTION	
Department: Economic Development	**AB Section(s):** _____ **7.120** _____
Program Name: Statewide Planning, Research, and Network Funding (ARPA-EDA)	
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.)*

Program Expenditure History

- FY2022 Actual
- FY2023 Actual: 16,335 | 16,335
- FY2024 Actual: 141,408 | 141,408
- FY2025 Planned: 1,009,494 | 1,009,494

Legend: GR, FEDERAL, OTHER, TOTAL

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 Economic Development Administration Grant. Award Number: ED22DEN3070004.

6. **Are there federal matching requirements? If yes, please explain.**
   No

7. **Is this a federally mandated program? If yes, please explain.**
   No

PROGRAM DESCRIPTION

Department: **Economic Development**   AB Section(s):   **7.125**

Program Name: **Broadband Grants**

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

1a.   What strategic priority does this program address?

Community Development

1b.   What does this program do?

The Office of Broadband Development (OBD) facilitates multiple broadband infrastructure programs by making awards, supporting recipients, ensuring compliance, validating the technology is deployed, and celebrating successful completion of the projects.

In addition to closing out projects from Missouri's 2022 Broadband Infrastructure Program (BIP), OBD will take part in two of the four Infrastructure Investment and Jobs Act (IIJA) broadband programs; the Broadband Equity, Access, and Deployment (BEAD) program and the Digital Equity Act (DEA). The BEAD program includes approximately $1.7 billion total to the state of Missouri, which provides funding for grants for broadband infrastructure deployment, adoption, mapping, and planning activities. The DEA program provides approximately $24 million total to the state of Missouri to further advance the adoption of broadband by supporting services relating to digital equity and digital inclusion.

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

	FY2022 Actual	**FY2023**		**FY2024**		**FY2025 Projected**	**FY2026 Projected**	**FY2027 Projected**
		Projected	**Actual***	**Projected**	**Actual**			
Review and evaluate grant applications	41	N/A	N/A	0	0	6,000	75	0
Award broadband grants/projects	19	N/A	N/A	0	0	2,450	50	0
Manage, announce, and close-out projects	0	19	0	13	1	10	50	1,000

*Note 1: FY2023 broadband grant program activity shifted to ARPA programs in House Bill 20.

Note 2: IIJA funded broadband applications will begin in FY2025 with the initial funding for the BEAD program. BEAD will continue to fund broadband projects until calendar year 2027 (FY2028).

Note 3: The final activity measure encompasses overseeing project milestones, ensuring quality, and validating installation of proposed technology.

Note 4: In FY2024, an NTIA BIP Awardee returned their award resulting in 3 projects being descoped from the award.

Note 5: In FY2025, the NTIA BIP program was approved for an extension of its period of performance by one year extending it into early FY2026.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s):   7.125

Program Name: Broadband Grants

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

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

	FY2022 Actual	FY2023 Projected	FY2023 Actual*	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Percent of grant connections exceeding 100/20 Mbps	100%	N/A	N/A	N/A	N/A	100%	N/A	N/A
Days from grant submittal to awards (broadband infrastructure)	193	N/A	N/A	N/A	N/A	90	N/A	N/A
Days from grant submittal to awards (digital equity)	N/A	0	31	N/A	N/A	30	N/A	N/A

Note 1: NTIA Broadband Infrastructure Program required minimum thresholds for project funding of 100 Megabits per second (Mbps) download, 20 Mbps upload. IIJA funded broadband project will require 100/100 Mbps in order to receive funding.

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.

*Note 3: FY2023 broadband grant program activity shifted to ARPA-related programs in House Bill 20.

Note 4: In FY2025, OBD will begin facilitating broadband projects using IIJA BEAD and DEA Funding.

Note 5: Projected days from grant submittal to awards in FY2022 were higher than originally anticipated due to intense demand for NTIA funds across nation.

Note 6: OBD awarded $250,000 in Digital Demonstration Grant in FY2023. These projects helped address adoptions concerns and plan for DEA.

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

Connections Awarded

FY2022: 5,000 (Base), 15,000 (Stretch), 13,897 (Actual)
*FY2023: - , 0, 0
*FY2024: - , 200,000 (Base), 240,000 (Stretch)
FY2025: 0, 0, -
FY2026: 0, 0, -
FY2027: -
Legend: Base, Stretch, Actual
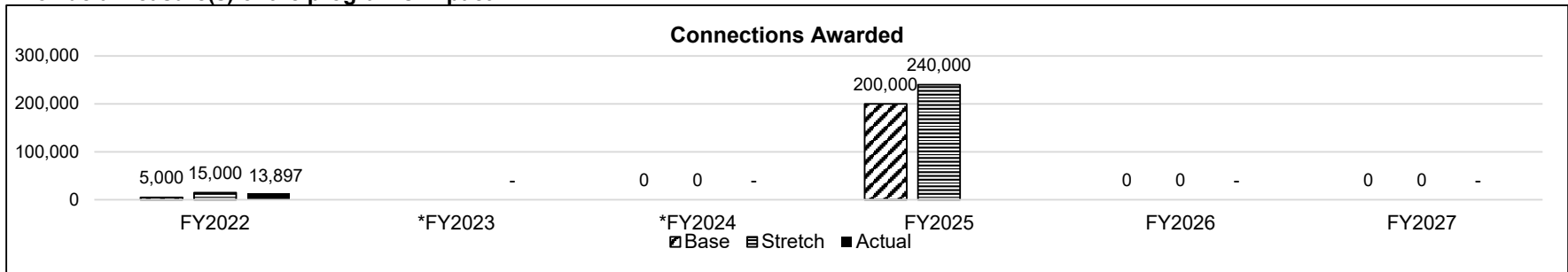
Note 1: Total number of connections refer to those who will have the opportunity to access the new broadband infrastructure (counted at time of project award). Connections include businesses, farms, important community institutions, and households.

Note 2: FY2022 connections reflect the State's NTIA BIP award of $42,241,427, funding 13 Missouri projects.

*Note 3: No connections were established in FY2023 and FY2024 as broadband grant program activity shifted to ARPA-related programs.

Note 4: NTIA BEAD funding will not be available to awarded provider until FY2026. OBD has begun the grant process. There will be multiple round of grants awarded in FY2025 with all eligible locations being awarded prior to 7-26-2025.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):   7.125**

Program Name: Broadband Grants

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

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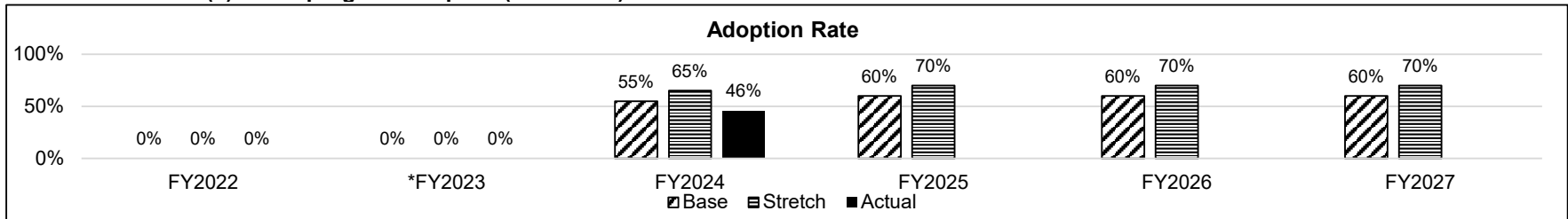
Adoption Rate

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: Adoption rate relating to the NTIA BIP award will not be known until after the projects are completed (projected in mid calendar year 2025).

*Note 3: No connections listed in FY2023. Broadband grant program activity shifted to ARPA programs in House Bill 20.

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

Average Cost to Deploy
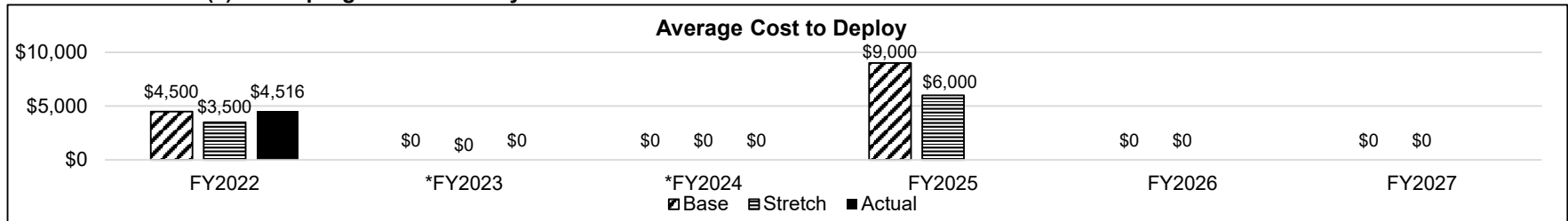
Note 1: The average cost per passing of $5,000 was utilized from anecdotal research of benchmark states. The inaugural round of the broadband grant program, awarded to sixteen projects in April 2020 yielded an average cost per passing of $4,501. The cost to deploy will be catalogued during each grant review cycle and will be benchmarked over time.

Note 2: FY2022 based on the NTIA BIP Award. Projects awarded in March of 2022 and will be completed by August 2025.

*Note 3: No connections listed in FY2023 and FY2024. Broadband grant program activity shifted to ARPA programs in House Bill 20.

Note 4: In FY2025, Broadband funding will switch to IIJA BEAD and DEA.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):   7.125**

Program Name: Broadband Grants

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

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.)*

Program Expenditure History

Legend: GR, FEDERAL, OTHER, TOTAL

Values shown:
- FY2022 Actual: (none)
- FY2023 Actual: 10,852,470 / 10,852,470
- FY2024 Actual: 20,171,986 / 20,171,986
- FY2025 Planned: 1,785,789,982 / 1,785,789,982

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

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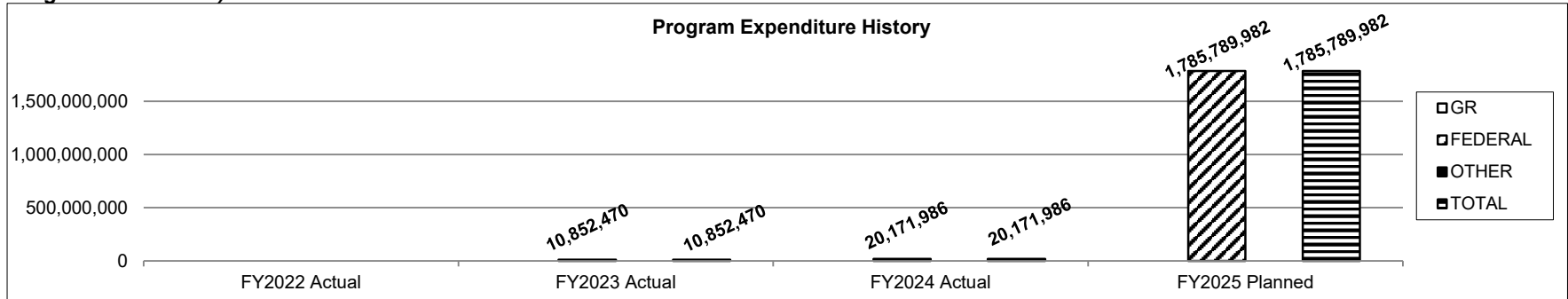
5. **What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

NTIA Broadband Infrastructure Program (11.031), Section 620.2450, RSMo (Missouri Broadband State Grant Program), and the Bipartisan Infrastructure Law, known as the Infrastructure Investment and Jobs Act (IIJA), Public Law 117-58.

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

No.

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

No.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s):   7.130

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?

Business, Community, and Workforce Development

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.

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Interactions with key military installation and agency influencers	120	95	100	147	130	133	135	145	150
Interactions with key Missouri defense businesses	36	16	25	38	30	36	35	40	45

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.

Note 2: Measure 2 was calculated based on the number of in-person, virtual and telephone interactions with Missouri defense businesses.

PROGRAM DESCRIPTION

Department: Economic Development	**AB Section(s):** 7.130

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.**

The Missouri Military Preparedness and Enhancement Commission (MMPEC) approves and adopts the two-year strategic plan produced in partnership with the Missouri Military Advocate (MMA). MMPEC adopted the 2022-2024 strategic plan December 2022 with the next updated strategic plan expected to be adopted December 2024. Updated plans and activities by the MMA are reviewed by MMPEC during quarterly MMPEC meetings. MMPEC completed the MMA performance evaluation in March 2024 and approved the MMA unnanimously as successful across all criteria.

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

Interactions with Military Influencers

	Base	Stretch	Actual
FY2022	96%	100%	79%
FY2023	95%	100%	147%
FY2024	95%	100%	102%
FY2025	95%	100%	
FY2026	95%	100%	
FY2027	95%	100%	

Note 1: Reflects the percentage of the identified key influencers with whom the Missouri Military Advocate (MMA) 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 Military and Defense Strategic Plan.

Note 2: The MMA has been identifying 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. Most military services leadership positions have a regular cycle of turn-over. This cycle ensures stability in military leadership, but it requires diligence to continually build and re-build relationships with military decision makers. The expectation is that 95% of influencers will be contacted annually.

PROGRAM DESCRIPTION

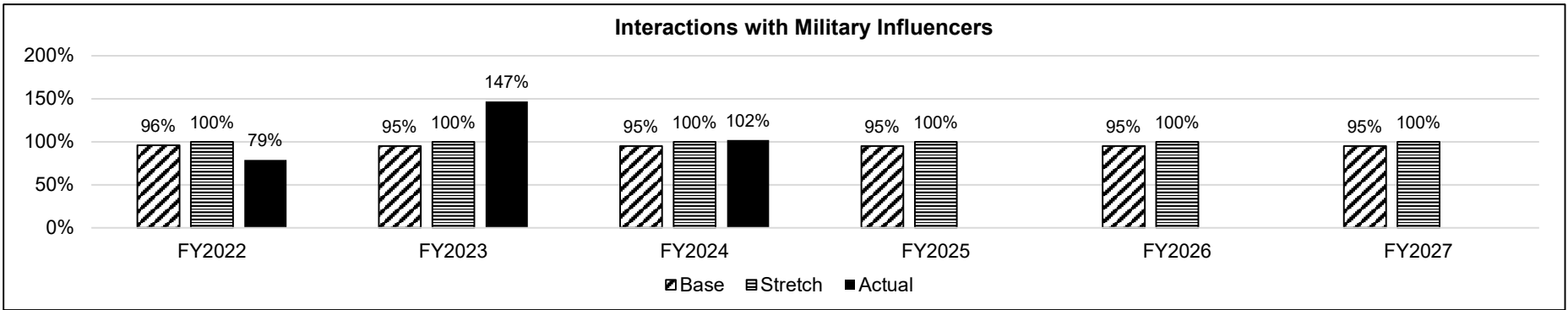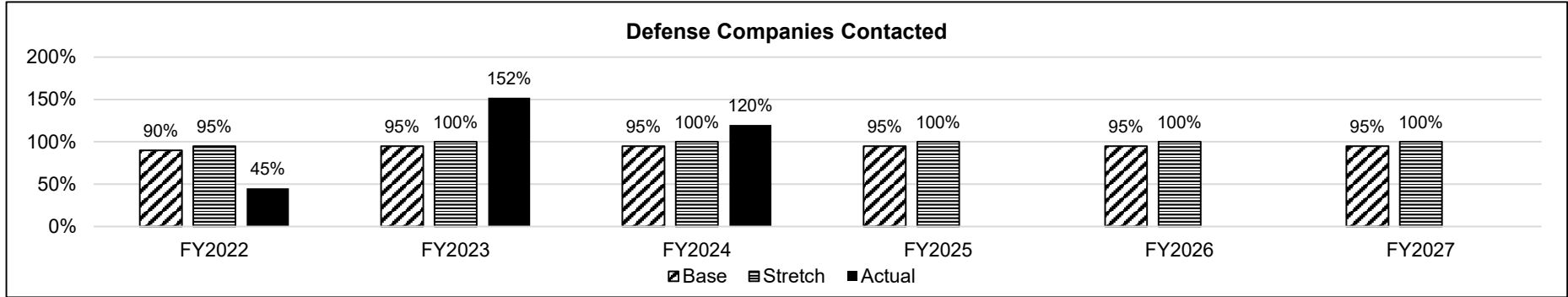|	
Department: Economic Development	**AB Section(s):** **7.130**

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)**

Defense Companies Contacted

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	90%	95%	95%	95%	95%	95%
Stretch	95%	100%	100%	100%	100%	100%
Actual	45%	152%	120%			

☑ Base   ☰ Stretch   ■ Actual

Note 1: Reflects the percentage of 40 Missouri defense companies where the Missouri Military Advocate (MMA) 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.

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

Federal Defense Spending per $1 Invested in the Office of the Missouri Military Advocate

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base		$30,000	$30,000	$20,000	$20,000	$20,000
Stretch		$33,000	$33,000	$22,000	$22,000	$22,000
Actual	$29,900	$21,318	$14,710			

☑ Base   ☰ Stretch   ■ Actual

Note: This was a new measure for FY2023 comparing Missouri's Military Advocate spending in relationship to federal defense spending in Missouri. According to Office of Local Defense Community Cooperation (OLDCC) annual reports, the Federal Defense spending in Missouri was $15 billion in FY2020. The actual spending in FY2021 was $12.2 billion. Defense spending decreased again in FY2022 to $8.9 billion mainly in defense manufacturing. There is reason to believe this will turn upward again in the near future as the Department of Defense recapitalizes equipment.

OLDCC report has two year delay for reporting spending. The federal spending target for FY2025 and beyond has been estimated at $9 billion.

PROGRAM DESCRIPTION

Department: Economic Development | AB Section(s): 7.130

Program Name: Office of the Military Advocate

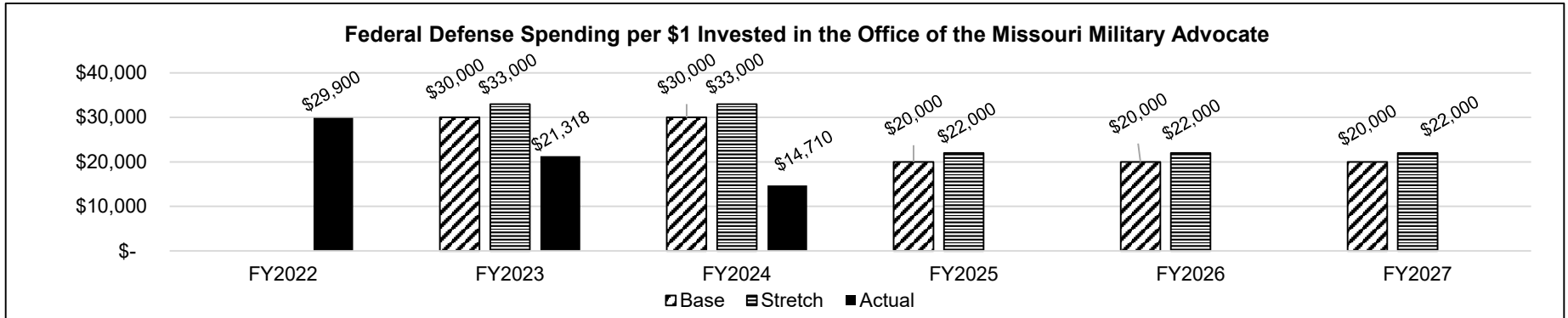Program is found in the following core budget(s): Office of the Military Advocate

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.)*

Program Expenditure History

Legend: GR, FEDERAL, OTHER, TOTAL

- FY2022 Actual: 501,667 / 501,667
- FY2023 Actual: 572,299 / 572,299
- FY2024 Actual: 605,033 / 605,033
- FY2025 Planned: 624,267 / 624,267

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

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

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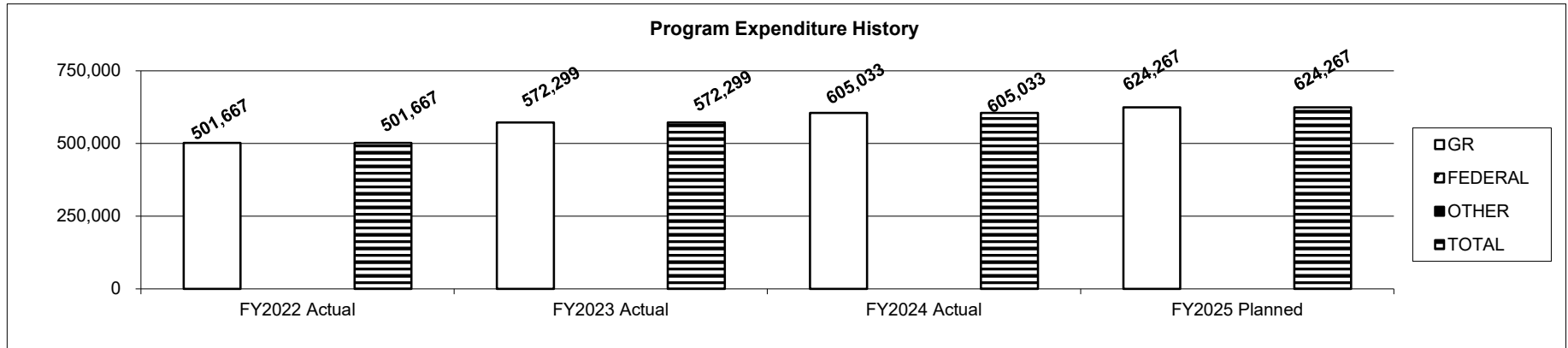
5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

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.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.130**

Program Name: National Security Crossroads

Program is found in the following core budget(s): National Security Crossroads

1a.   **What strategic priority does this program address?**

Business, Community, and Workforce Development

1b.   **What does this program do?**

The National Security Crossroads 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.

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

The Office of Local Defense Community Cooperation approved the National Security Crossroads grant July 2023. OA completed the procurement process and vendor was selected March 2024. Project completion is expected in FY2025.

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

See Office of the Military Advocate Core for quality measures.

2c.   **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.

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

See Office of the Military Advocate Core for efficiency measures.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.130**

Program Name: National Security Crossroads

Program is found in the following core budget(s): National Security Crossroads

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
FEDERAL			80,782	548,757
TOTAL			80,782	548,757

Legend: GR, FEDERAL, OTHER, TOTAL

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

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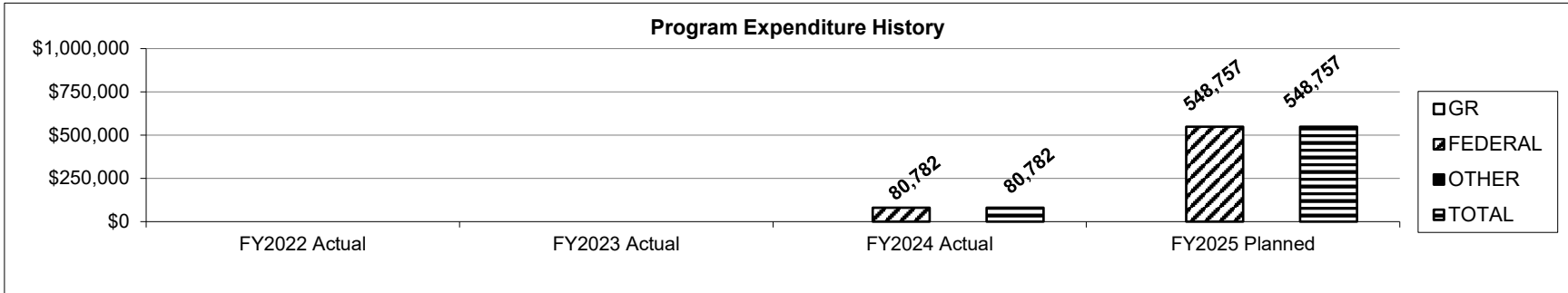
5.   **What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

U.S. Department of Defense, Office of Local Defense Community Cooperation (OLDCC)

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

No.

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

No.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s): 7.135

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?
Community Development

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 (MMPEC).

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

	FY2022	FY2023		FY2024		FY2025	FY2026	FY2027
	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Grants awarded to qualifying Missouri non-profit organizations and local governments	2	3	2	3	3	3	3	3

2b. Provide a measure(s) of the program's quality.
See Office of the Military Advocate Program Description for quality measures.

2c. Provide a measure(s) of the program's impact.
The Military Community Reinvestment Grant (MCRG) enhances military communities' efforts to improve competitive positioning in retaining and attracting installation missions through research and strategic planning. This includes identifying and understanding key issues that include, but are not limited to, housing, education, and child care. One example is Congress and the US Army recently dedicated approximately $100 million for the construction of new housing at Ft. Leonard Wood. The work funded by the grant to Leonard Wood Institute during recent years contributed to this successful action.

2d. Provide a measure(s) of the program's efficiency.
The Military Community Reinvestment Grant (MCRG) requires a 50% match by applicant. This cost sharing requirement encourages commitment by the applicant to ensure efficient use of funds.

PROGRAM DESCRIPTION

Department: **Economic Development** AB Section(s): **7.135**

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	163,640 / 163,640	223,652 / 223,652	224,609 / 224,609	291,000 / 291,000

Legend: □GR ▨FEDERAL ■OTHER ☰TOTAL
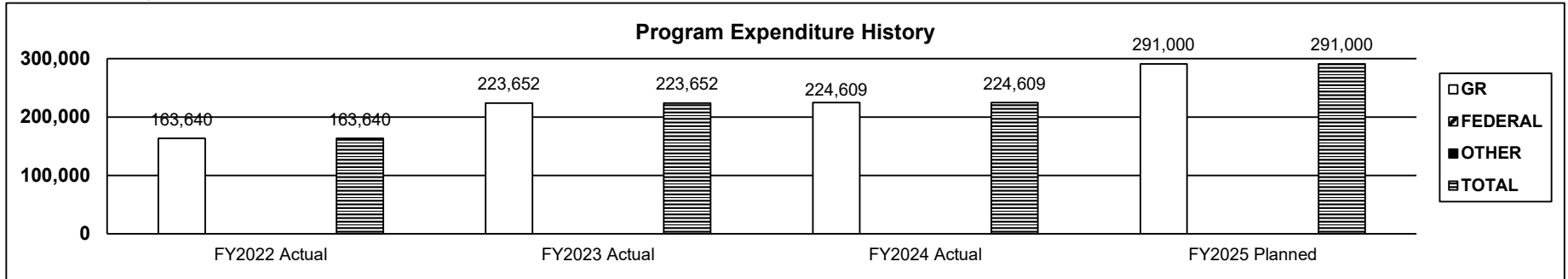
Note: Planned Expenditures for GR reflects 3% Governor's Reserve.

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.

PROGRAM DESCRIPTION

Department: Economic Development	**AB Section:** _____ 7.140 _____
Program Name: Tourism Supplemental Revenue Fund Transfer	
Program is found in the following core budget(s): Tourism	

1a. What strategic priority does this program address?

Tourism

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 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 Tourism Marketing Program and the Missouri Film Office for an explanation of these programs and how they contribute 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 Tourism Marketing Program and the Missouri Film Office.

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

This is a GR transfer. Please refer to the Program Description for the Tourism Marketing Program and the Missouri Film Office.

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

This is a GR transfer. Please refer to the Program Description for the Tourism Marketing Program and the Missouri Film Office.

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

This is a GR transfer. Please refer to the Program Description for the Tourism Marketing Program and the Missouri Film Office.

PROGRAM DESCRIPTION

Department: Economic Development	AB Section: 7.140
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.)*

Program Expenditure History (millions)

Bar chart values:
- FY2022 Actual: 19,676,852 (GR), 19,676,852 (TOTAL)
- FY2023 Actual: 25,090,183 (GR), 25,090,183 (TOTAL)
- FY2024 Actual: 22,732,150 (GR), 22,732,150 (TOTAL)
- FY2025 Planned: 24,171,845 (GR), 24,171,845 (TOTAL)

Legend: GR, FEDERAL, OTHER, TOTAL

Y-axis: $0 to $30,000,000

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.**
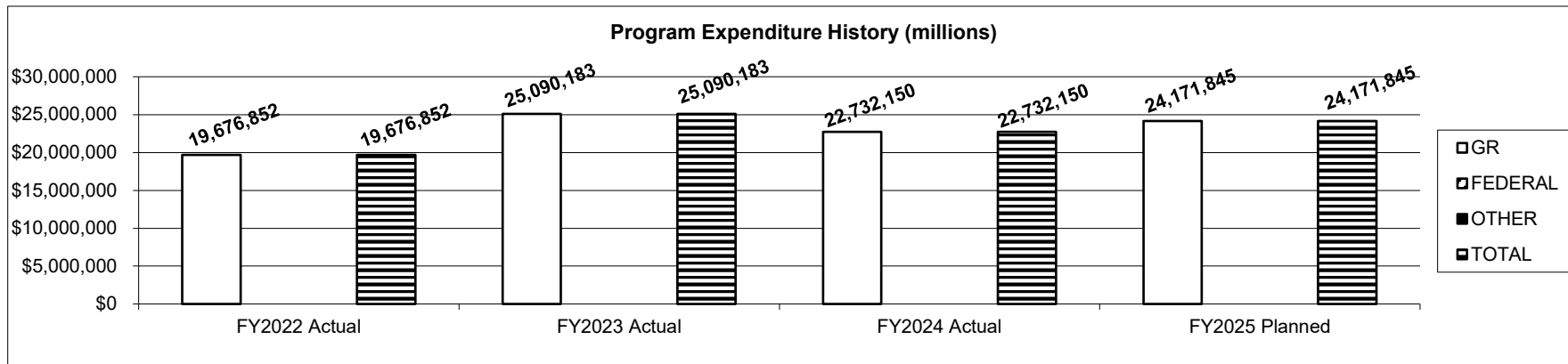
   No

PROGRAM DESCRIPTION

Department: Economic Development

AB Section (s):   7.145

Program Name: Tourism Marketing Program

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

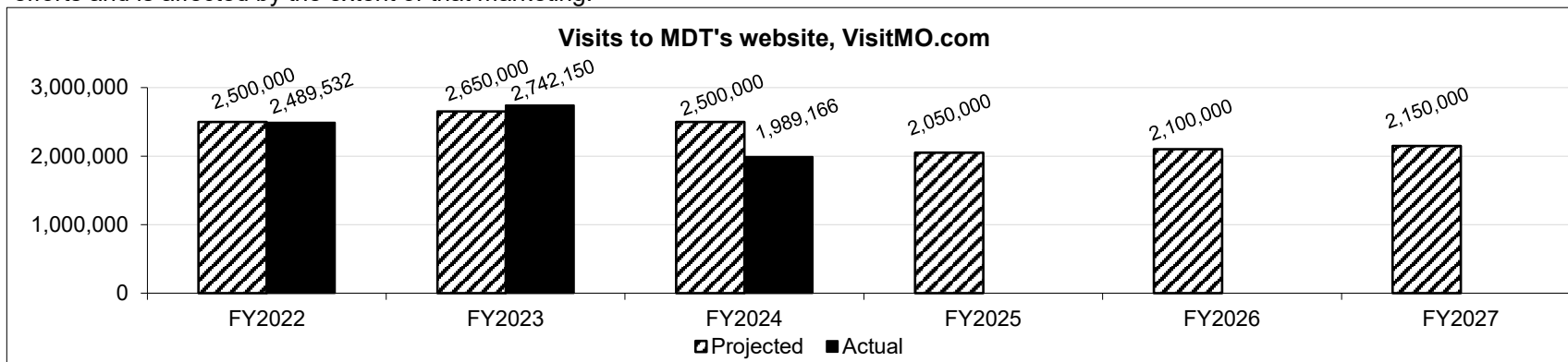**1a. What strategic priority does this program address?**

Tourism

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 64 media markets in 20 states, while administering a robust cooperative marketing program with nearly 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.

Visits to MDT's website, VisitMO.com

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Projected	2,500,000	2,650,000	2,500,000	2,050,000	2,100,000	2,150,000
Actual	2,489,532	2,742,150	1,989,166			

Note: In FY2023, MDT had additional federal dollars for marketing that did not continue in FY2024. The reduced level of marketing dollars reached fewer potential travelers, resulting in a lower number of visits to VisitMO.com.

PROGRAM DESCRIPTION

Department: **Economic Development**   AB Section (s): **7.145**

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.**

Percentage of Tourists Vacationing in Missouri as a Result of MDT's Marketing

	CY2021	CY2022	CY2023	CY2024	CY2025	CY2026
Base	7.3%	11.5%	12.0%	10.0%	11.0%	11.5%
Stretch	7.6%	11.8%	12.5%	10.5%	11.5%	12.0%
Actual	11.2%	11.9%	10.2%			

Sources: Marketing Effectiveness Study, Strategic Marketing & Research Insights (SMARI) and Tourism Economics, an Oxford Company

Note: Calculated by dividing the number of CY2023 tourists (4.2M) attributable to MDT advertising (see 2C) by the total number of visitors to Missouri (41.6M). The total number of visitors to Missouri is determined by Tourism Economics (2023 numbers).

Spending of MDT-Influenced Visitors Compared to All Visitors

	CY2021	CY2022	CY2023	CY2024	CY2025	CY2026
All Visitors	$657	$659	$767			
Base	$700	$950	$1,200	$1,200	$1,350	$1,400
Stretch	$775	$975	$1,300	$1,300	$1,400	$1,450
Actual MDT-Influenced	$941	$1,107	$1,280			

Sources: Marketing Effectiveness Study, Strategic Marketing and Research Insights (SMARI) and Tourism Economics, an Oxford Company

Note: 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.

PROGRAM DESCRIPTION

Department: Economic Development	**AB Section (s):** ___7.145___
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.

	CY2021 Actual	CY2022 Actual	CY2023 Projected	CY2023 Actual	CY2024 Projected	CY2024 *Actual	CY2025 Projected	CY2026 Projected
Number of Visitors Vacationing in Missouri as a Result of MDT's Marketing (millions)	3.7	4.7	4.8	4.2	4.2		4.3	4.4
Amount of Visitor Spending as a Result of MDT's Marketing (billions)	$1.15	$1.49	$1.52	$1.64	$1.55		1.58	1.6

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 64 target markets within a 500 mile radius in the surrounding states and Missouri (accuracy level +/-1.3%) to determine the number of tourists attributable to MDT advertising (4.2M). (CY2023 numbers).
Note 2: In 2022, travel rebounded and the MDT marketing campaign influenced a greater number of travelers to come to Missouri than in recent years. During 2023, competition in the leisure travel market intensified, and while MDT influenced fewer travelers to visit Missouri than last year's record number, the travelers who did visit Missouri spent more money than in prior years.
*Note 3: CY2024 Actual data will be available in December 2024.

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

Cost to Generate a MDT-Influenced Visitor (A Visitor to Missouri due to MDT's Marketing)

Versus $3.47 (2023) Average in Peer States

CY2021: Base $2.25, Stretch $2.00, Actual $3.28
CY2022: Base $2.00, Stretch $1.90, Actual $2.54
CY2023: Base $1.75, Stretch $1.50, Actual $4.17
CY2024: Base $3.75, Stretch $3.25
CY2025: Base $3.00, Stretch $2.75
CY2026: Base $2.75, Stretch $2.50

☑Base ☰Stretch ■Actual

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 CY2022, cost to generate an influenced visitor was higher than pre-pandemic levels due to traveler sentiment related to inflationary pressures and lingering impacts of COVID-19. In that environment, it took more spending to attract and influence a traveler, and this trend continued into 2023. Additionally, MDT expanded our marketing efforts to several new markets this year, and influencing those travelers who are not as familar with what Missouri offers takes time. This investment will pay off in increased visitation over the next several years, as these new markets become more familar with Missouri and start planning more trips here.

PROGRAM DESCRIPTION
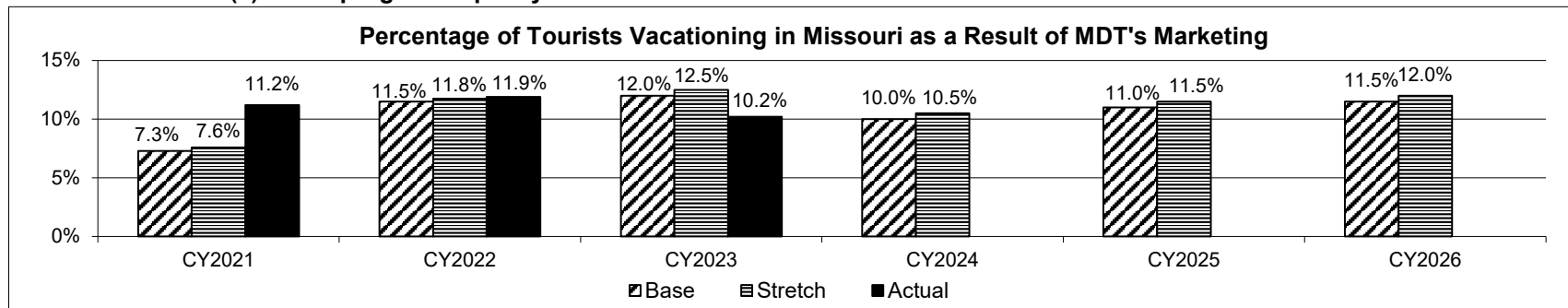
Department: Economic Development
AB Section (s):   7.145
Program Name: Tourism Marketing Program
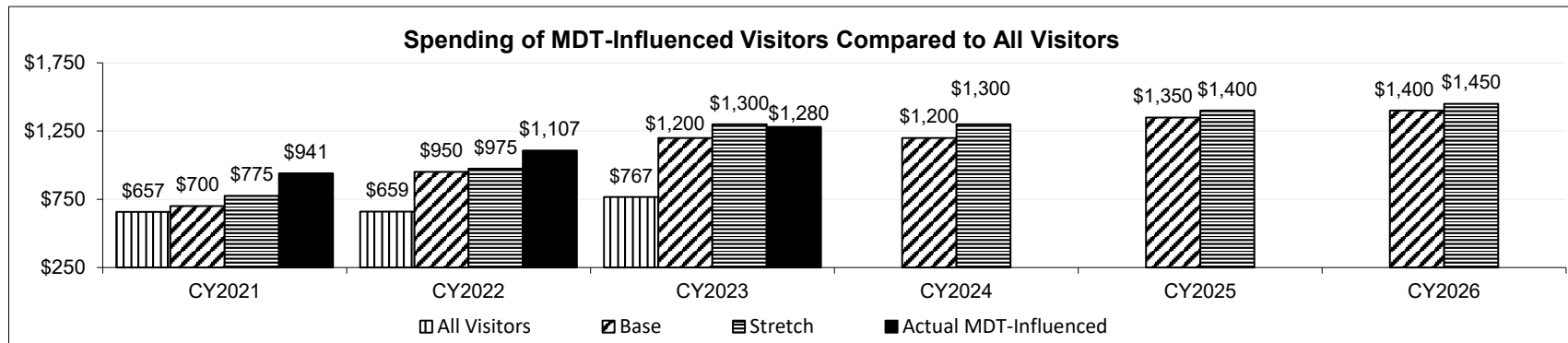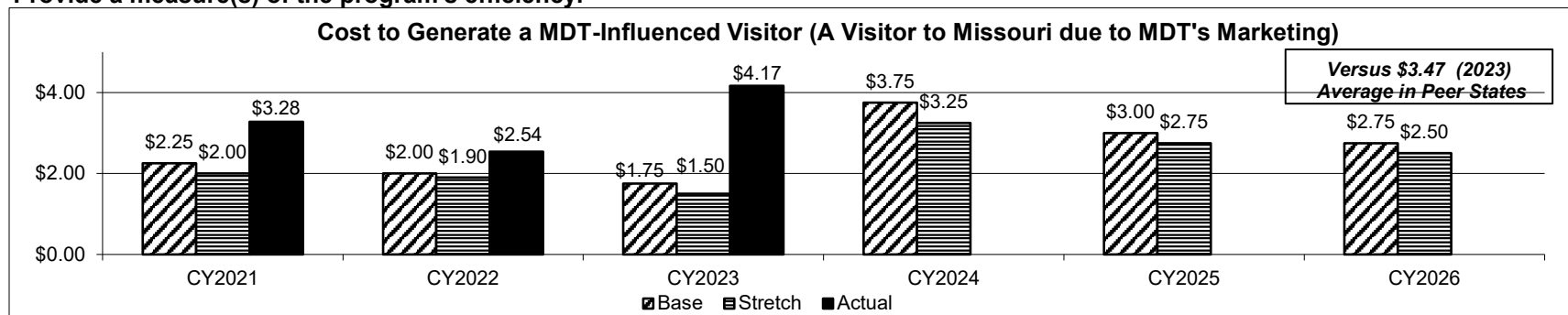Program is found in the following core budget(s): Tourism

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.)*

Program Expenditure History

Legend:
- GR
- FEDERAL
- OTHER
- TOTAL

Values:
- FY2022 Actual: 20,637,346 / 20,637,346
- FY2023 Actual: 24,938,992 / 24,938,992
- FY2024 Actual: 23,081,238 / 23,081,238
- FY2025 Planned: 24,618,357 / 24,618,357

Y-axis: $0 to $30,000,000
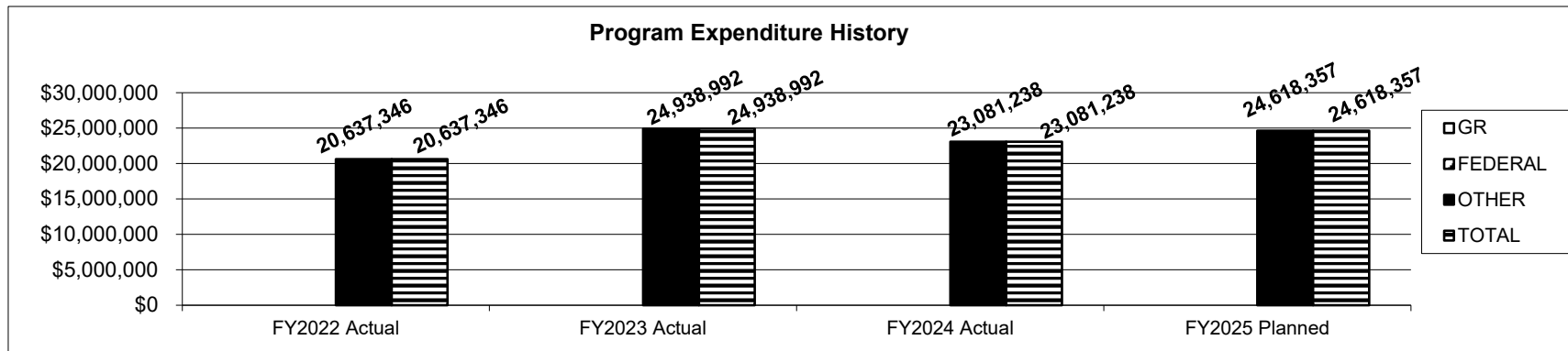
4.   What are the sources of the "Other " funds?

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

PROGRAM DESCRIPTION	
Department: Economic Development	**AB Section(s):** _____ **7.145** _____
Program Name: Tourism Grant (ARPA-EDA)	
Program is found in the following core budget(s): Division of Tourism	

1a. What strategic priority does this program address?

Tourism

1b. What does this program do?

Through the Travel, Tourism and Outdoor Recreation program, Economic Development Administration (EDA) is focused on accelerating the recovery of communities that rely on the travel, tourism and outdoor recreation sectors. The EDA allocated $510 million to states ($5.7 million to Missouri) and noted the following appropriate uses of funds: marketing, infrastructure, workforce and other projects to rejuvenate safe leisure, business and international travel. The Division of Tourism used the available funds to strengthen Missouri's position as a leisure travel destination by expanding its messaging into a new market, Denver, Colorado, which research has shown to be an opportunity market for Missouri.

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

These dollars were exclusively used to introduce Missouri's "That's My MO" Campaign to Denver, a new market. Total impressions for March through June were more than 207.7 million with a reach of 84% and frequency of 70x. In Denver, 876,502 households (63% of all Denver households) were aware of some aspect of our campaign, based on research from SMARI. The MDT campaign influenced 32,970 trips from the Denver market. That translates to approximately 115,000 travelers from Denver who spent a projected total of $42 million.

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

Tactics used across EDA were similar to tactics used in other, more established markets. EDA dollars were focused on an expansion into the Denver market, where there had been no paid media presence. When compared to the established markets, EDA dollars were able to drive much greater reach, frequency and efficiency at scale within this new market in order to introduce Missouri to the market in a big way.

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

The program had total EDA impression for March through June of 207,783,850+. This is the number of times MDT's messaging was served to consumers, or consumers saw MDT messaging, in the Denver market.

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

The Division of Tourism determined it costs $.77 to reach an individual consumer based on the reach and frequency that occurred. While not as efficient on a 1:1 unique user spend as established campaigns, this is to be expected as the EDA dollars were used to introduce the campaign and create awareness for a previously "unaware" market.

PROGRAM DESCRIPTION

Department: Economic Development	**AB Section(s):** ____7.145____

Program Name: Tourism Grant (ARPA-EDA)

Program is found in the following core budget(s): Division of 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.)*

Program Expenditure History

Legend: GR, FEDERAL, OTHER, TOTAL

FY2024 Actual: 837,080 / 837,080

x-axis: FY2022 Actual, FY2023 Actual, FY2024 Actual, FY2025 Planned
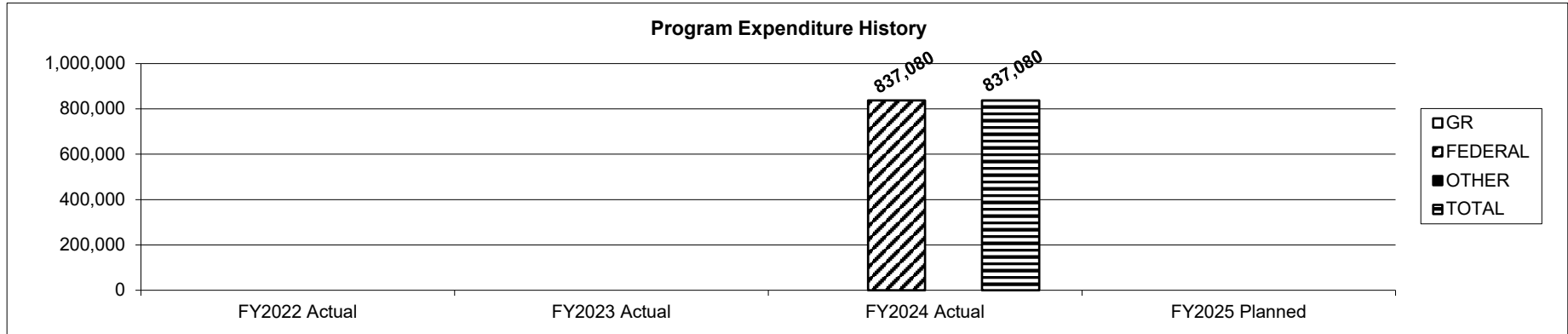
The spending for this grant in FY2023 totaling $2,124,639 is included in the Division of Tourism Core Expenditure history.

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.)
This is 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).

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

7. Is this a federally mandated program? If yes, please explain.
No

PROGRAM DESCRIPTION

Department: Economic Development

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?
Tourism

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. In 2021, the Missouri Stories Production Lab was launched to further increase production in-state.
- The office partners with the Kansas City Film Office and the St. Louis Film Office as well as film liaisons in convention and visitors bureaus across the state to leverage available resources.
- As of October 16, 2023, the legislature passed a $16 million motion media tax credit. The Missouri Film Office administers the program in coordination with the DED Business Opportunity team.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Film Projects Assisted	130	144	150	186	170	190	190	195	200
Film Office Web Site Unique Visits	17,500	11,720	15,000	14,821	16,000	22,109	22,500	23,000	23,500
MO Stories Script Submissions	95	73	80	81	90	92	95	100	105

Note: 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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Extremely or Very Satisfied	85%	85%	87%	76%	80%	93%	94%	95%	96%

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 FY2024, the survey was sent to 173 people who had contacted the Film Office for assistance and/or attended a Film Office education session. 54 people responded to the survey.
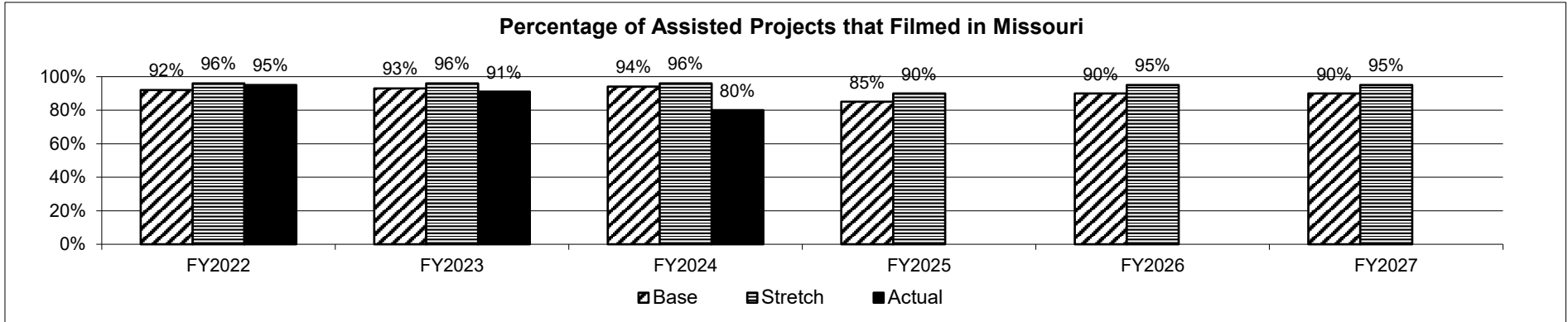
PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s):   7.145

Program Name: Missouri Film Office

Program is found in the following core budget(s): Missouri Film Office

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

Percentage of Assisted Projects that Filmed in Missouri

FY	Base	Stretch	Actual
FY2022	92%	96%	95%
FY2023	93%	96%	91%
FY2024	94%	96%	80%
FY2025	85%	90%	
FY2026	90%	95%	
FY2027	90%	95%	

▨ Base   ▤ Stretch   ■ Actual

Note: 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.

Share of Film Projects that Filmed in Missouri as a Direct Result of a Missouri Film Office Effort

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Absolutely or Very Much Influenced	35%	48%	49%	44%	45%	41%	42%	43%	45%
Moderately or Slightly Influenced	30%	15%	21%	31%	30%	15%	18%	19%	20%
Not at all Influenced	35%	37%	30%	25%	25%	44%	40%	38%	35%

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

AB Section(s): _____7.145_____

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.**

Cost per Assisted Project

Note: 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.
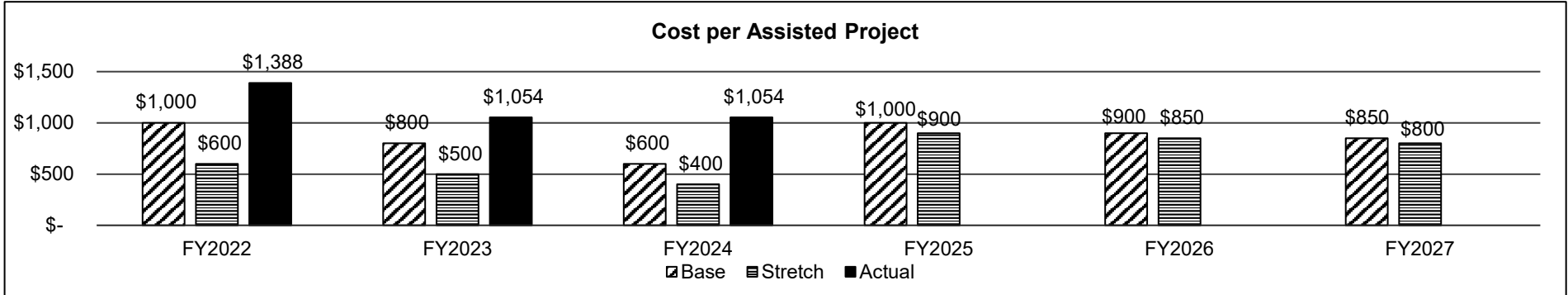
PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s): ___7.145___

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	$199,881 / $199,881	$196,125 / $196,125	$200,194 / $200,194	$200,194 / $200,194

Legend: GR, FEDERAL, OTHER, TOTAL
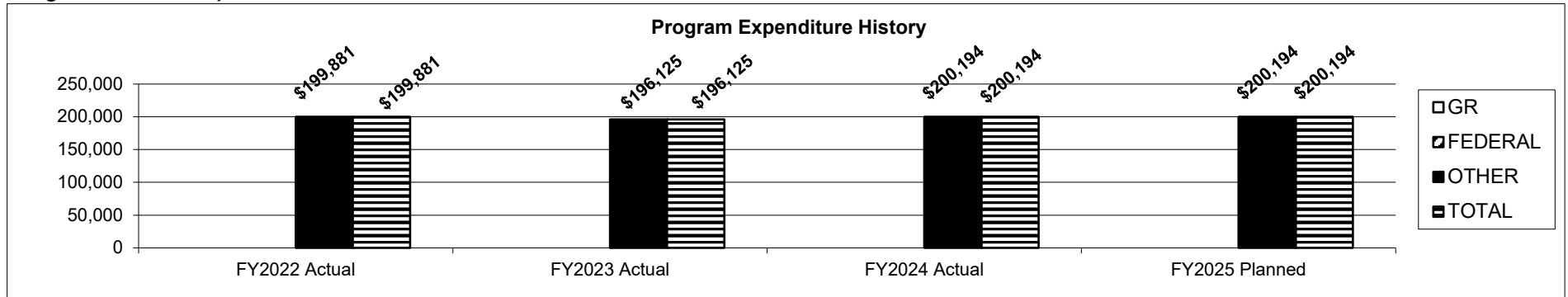
4. **What are the sources of the "Other " funds?**
    Tourism Supplemental Revenue Fund (0274)

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

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):** _____7.150_____
Program Name: Route 66 Commission
Program is found in the following core budget(s): Route 66 Commission

1a.   What strategic priority does this program address?
Tourism

1b.   What does this program do?
These funds support the Route 66 Centennial Commission, whose functions include: planning and sponsoring official Route 66 centennial events, programs, and activities in the state; encouraging the development of programs designed to involve all citizens in activities that commemorate Route 66 centennial events in the state; and providing the public with information on Route 66 centennial events happening throughout the state.The Missouri Division of Tourism provides administrative and other support to the Route 66 Commission.

2a.   Provide an activity measure(s) for the program.
A Memorandum of Understanding (MOU) between the Division of Tourism and the Route 66 Commission gives the Route 66 Commission the authority to, among other things, hire a firm to provide administrative and/or creative services, design Route 66 "Tour Stops," pay for start up marketing costs, provide special event grants and develop Route 66 signage markers. Much of this work remains in the planning phase. Once tactics have been implemented, a measure will be developed to determine the reach of the program.

2b.   Provide a measure(s) of the program's quality.
A Memorandum of Understanding (MOU) between the Division of Tourism and the Route 66 Commission gives the Route 66 Commission the authority to, among other things, hire a firm to provide administrative and/or creative services, design Route 66 "Tour Stops," pay for start up marketing costs, provide special event grants and develop Route 66 signage markers. Much of this work remains in the planning phase. Once tactics have been implemented, a measure will be developed to determine the program's quality.

2c.   Provide a measure(s) of the program's impact.
A Memorandum of Understanding (MOU) between the Division of Tourism and the Route 66 Commission gives the Route 66 Commission the authority to, among other things, hire a firm to provide administrative and/or creative services, design Route 66 "Tour Stops," pay for start up marketing costs, provide special event grants and develop Route 66 signage markers. Much of this work remains in the planning phase. Once tactics have been implemented, a measure will be developed to determine the program's impact.

2d.   Provide a measure(s) of the program's efficiency.
A Memorandum of Understanding (MOU) between the Division of Tourism and the Route 66 Commission gives the Route 66 Commission the authority to, among other things, hire a firm to provide administrative and/or creative services, design Route 66 "Tour Stops," pay for start up marketing costs, provide special event grants and develop Route 66 signage markers. Much of this work remains in the planning phase. Once tactics have been implemented, a measure will be developed to determine the efficiency of the program.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s): _____7.150_____

Program Name: Route 66 Commission

Program is found in the following core budget(s): Route 66 Commission

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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.)*

Program Expenditure History

	GR	FEDERAL	OTHER	TOTAL
FY2022 Actual	0			
FY2023 Actual	0			
FY2024 Actual	970,000	970,000		
FY2025 Planned	1,970,000	1,970,000		

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.)*
Section 620.2200, RSMo.

6. **Are there federal matching requirements? If yes, please explain.**
No

7. **Is this a federally mandated program? If yes, please explain.**
No

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Meet in Missouri Transfer

AB Section(s): __7.155__

Program is found in the following core budget(s): Meet in Missouri Transfer

1a.   What strategic priority does this program address?

Tourism

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. 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.
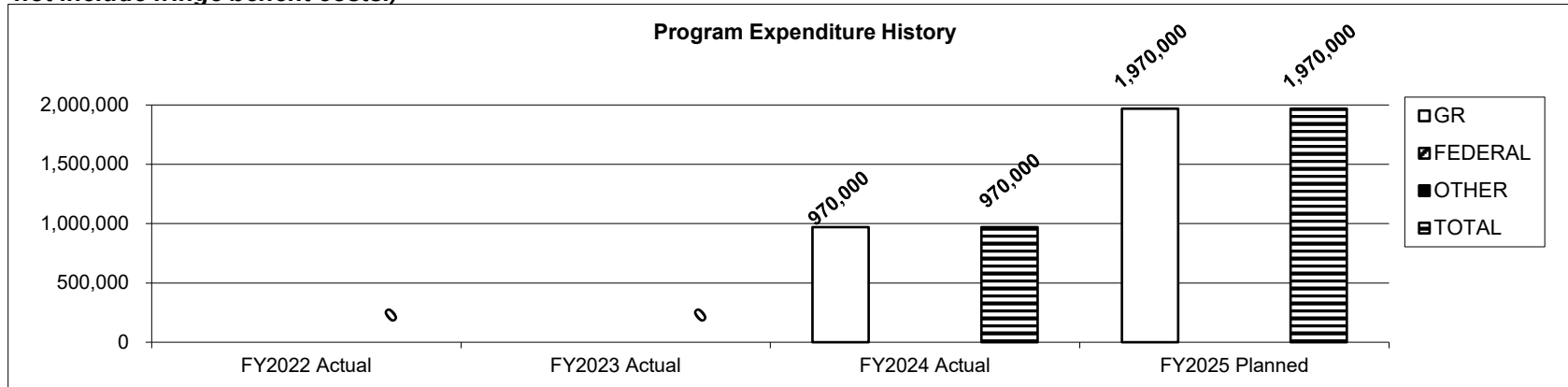
PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s): **7.155**

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
GR	485,000	970,000	970,000	970,000
TOTAL	485,000	970,000	970,000	970,000

Legend: GR, FEDERAL, OTHER, TOTAL

Note: Planned Expenditure 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 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.

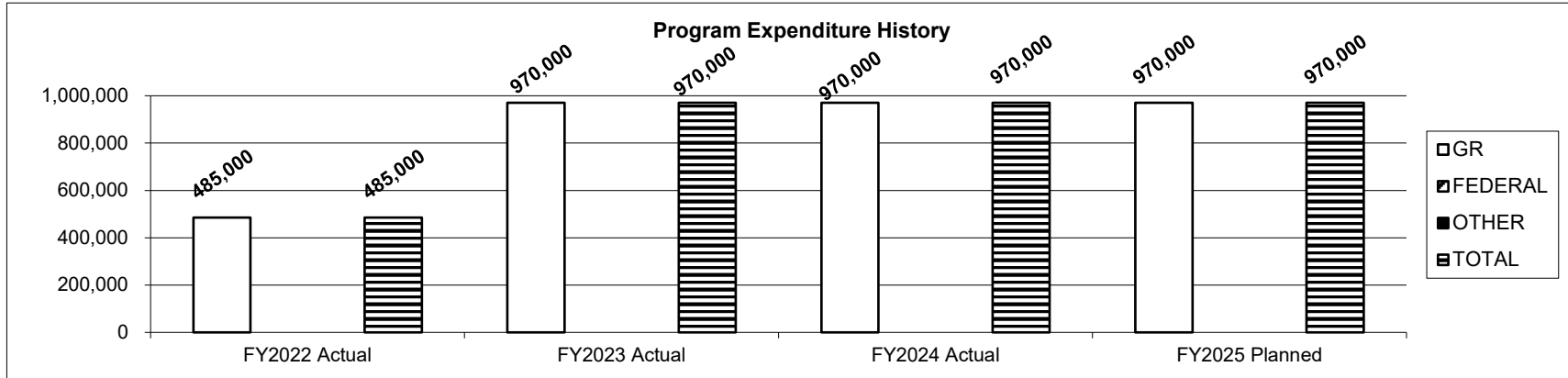**PROGRAM DESCRIPTION**

Department: Economic Development   AB Section(s): _____7.160_____
Program Name: Meet in Missouri
Program is found in the following core budget(s): Meet in Missouri

1a. **What strategic priority does this program address?**
Tourism

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.

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. In FY2022, $482,175 in program funds were distributed in FY2023, $666,830 in program funds were distributed, and in FY2024, $999,208 in program funds were distributed.

	FY2022 Actual	FY2023 Planned	FY2023 Actual	FY2024 Planned	FY2024 Actual	FY2025 Planned	FY2026 Planned	FY2027 Planned
Application Received	6	25	56	60	69	70	75	80
Conventions Funded	4	15	16	18	19	20	20	20
Conventions Held	1	10	3	8	3	4	6	8

Note 1: Conventions Funded is when the DMO is awarded the convention contract/RFP and the Division of Tourism has disbursed funds.
Note 2: The Convention may be held up to five years after the initial application date.

2b. **Provide a measure(s) of the program's quality.**
The satisfaction with the Meet in Missouri program is rated by participating DMOs. After the grant process is completed, a survey is sent to new participants to rate the quality and efficiency of the Meet in Missouri program. Because only two DMOs have completed Meet in Missouri grants, we have only received feedback from those two - we received a 5 out of 5 for program quality.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s): 7.160

Program Name: Meet in Missouri

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

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

Number of Sleeping Room Nights

FY	Base	Stretch	Actual
FY2022			5,388
FY2023	10,000	15,000	61,028
FY2024	60,516	65,000	12,684
FY2025	65,000	70,000	
FY2026	70,000	75,000	
FY2027	70,000	75,000	

☑Base ☰Stretch ■Actual

In-State Lodging Tax

FY	Base	Stretch	Actual
FY2022			$44,658
FY2023	$82,810	$124,215	$426,185
FY2024	$426,184	$500,000	$121,673
FY2025	$450,000	$600,000	
FY2026	$500,000	$650,000	
FY2027	$500,000	$650,000	

☑Base ☰Stretch ■Actual

Note 1: Conventions funded in FY2024 will be held in future years.

Note 2: Although many conventions were funded in FY2024, only three small conventions were completed.

	PROGRAM DESCRIPTION

Department: Economic Development	**AB Section(s):** 7.160
Program Name: Meet in Missouri	
Program is found in the following core budget(s): Meet in Missouri	

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

Return on Investment (ROI)

FY2022: Actual $2.21
FY2023: Base $2.00, Stretch $3.00, Actual $4.80
FY2024: Base $4.00, Stretch $5.00, Actual $3.69
FY2025: Base $4.00, Stretch $5.00
FY2026: Base $4.00, Stretch $5.00
FY2027: Base $4.00, Stretch $5.00

(Legend: Base, Stretch, Actual)

Award Amount

FY2022: Actual $60,825
FY2023: Base $100,000, Stretch $100,000, Actual $279,332
FY2024: Base $282,582, Stretch $300,000, Actual $77,008
FY2025: Base $300,000, Stretch $325,000
FY2026: Base $325,000, Stretch $350,000
FY2027: Base $350,000, Stretch $375,000

(Legend: Base, Stretch, Actual)

Revenue to Missouri from All Tax Sources

FY2022: Actual $134,227
FY2023: Base $200,000, Stretch $300,000, Actual $1,341,749
FY2024: Base $1,105,138, Stretch $1,200,000, Actual $284,459
FY2025: Base $1,200,000, Stretch $1,300,000
FY2026: Base $1,300,000, Stretch $1,400,000
FY2027: Base $1,300,000, Stretch $1,400,000

(Legend: Base, Stretch, Actual)

Note 1: In FY2022 only one convention was held and the remaining distributed (expended) funds were allocated for future events.
Note 2: Conventions funded in FY2024 will be held in future years.
Note 3: Although many conventions were funded in FY2024, only three small conventions were held.

PROGRAM DESCRIPTION
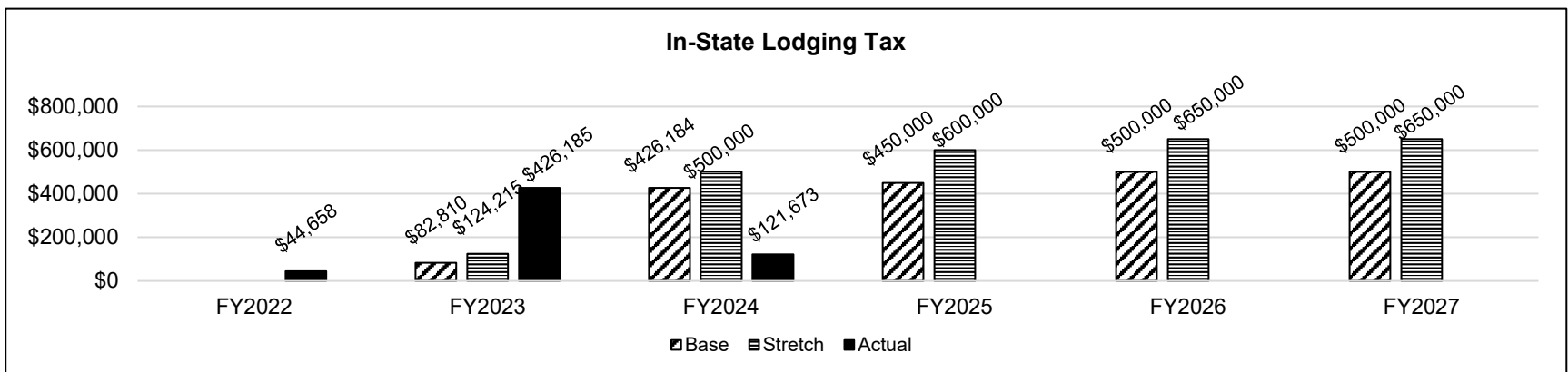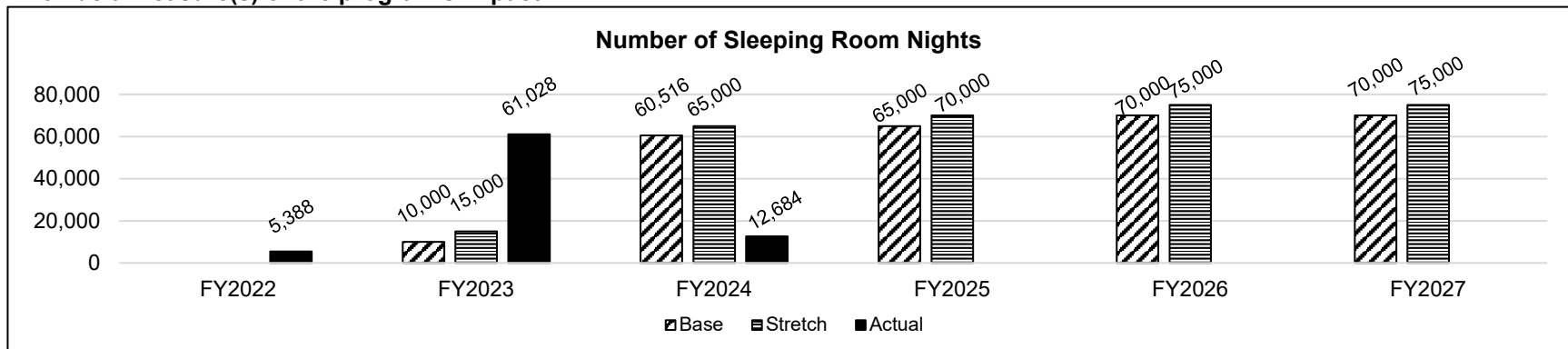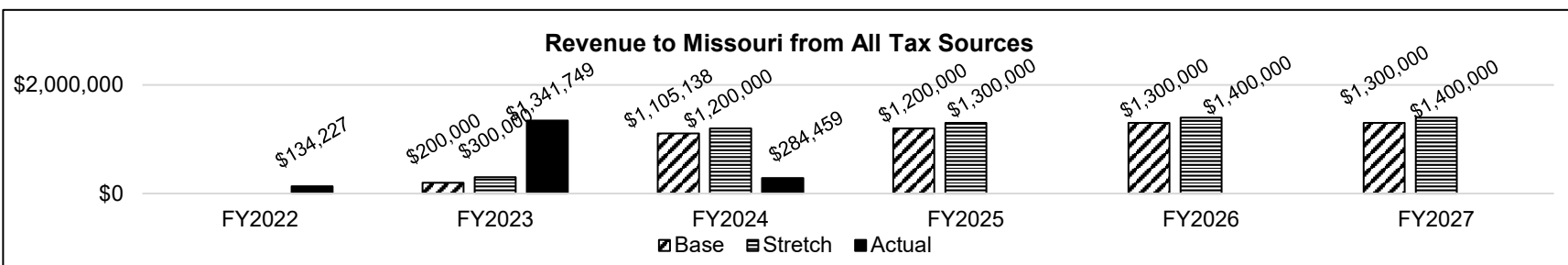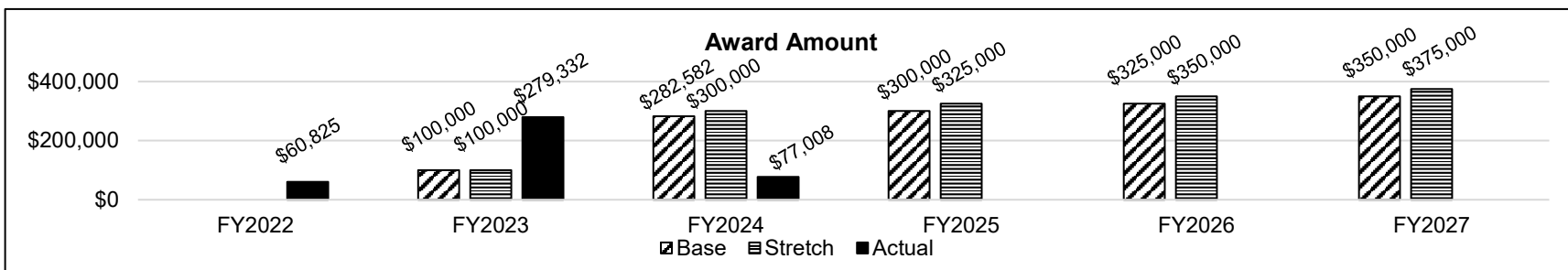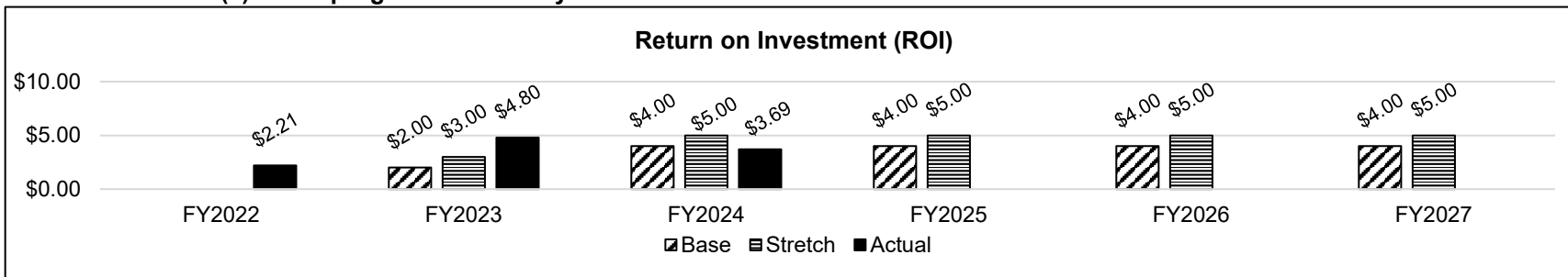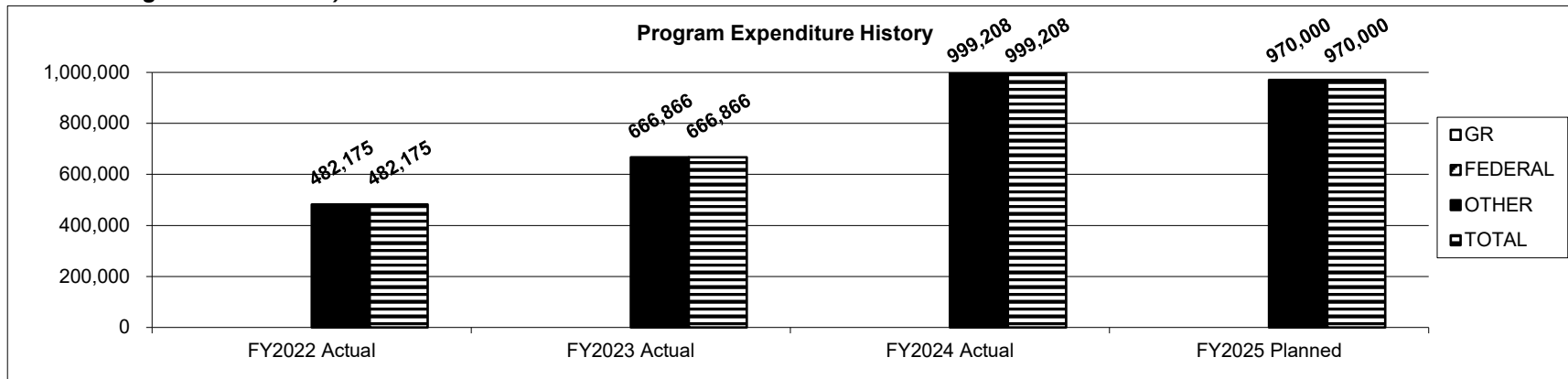
Department: Economic Development   AB Section(s): ___7.160___
Program Name: Meet in Missouri
Program is found in the following core budget(s): Meet in Missouri

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	482,175 482,175	666,866 666,866	999,208 999,208	970,000 970,000

Legend: GR, FEDERAL, OTHER, TOTAL

Note: Planned Expenditure reflects 3% Governor's Reserve on the GR Transfer.

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

A General Revenue Fund transfer into the Major Economic Convention Event in Missouri Fund.

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

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.165**

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?

Community Development

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	FY2022 Projected	FY2022 Actual	FY2023 Projected	FY2023 Actual	FY2024 Projected	FY2024 Actual	FY2025 Projected	FY2026 Projected	FY2027 Projected
Emergency Assistance	850	842	859	967	977	1,003	1,013	1,023	1,033
Rental Assistance	604	598	610	873	882	929	938	947	956
Home Repair/Modification	196	194	198	56	57	26	26	26	26
Grand Total	1,650	1,634	1,667	1,896	1,915	1,958	1,978	1,998	2,018
Amount of Funds Leveraged	$56.2M	$53.7M	$56.8M	$53.0M	$53.5M	$74.9M	$54.0M	$54.5M	$54.5M

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: Program projections for FY2025, FY2026, and FY2027 are based on FY2024 actual data with an assumption of moderate annual growth (1 percent).
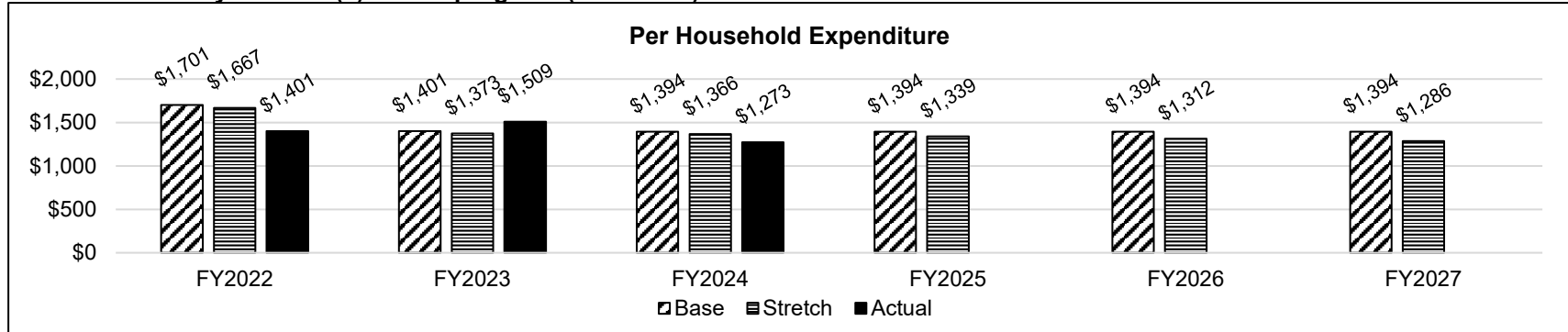
PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):** **7.165**

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)

Per Household Expenditure

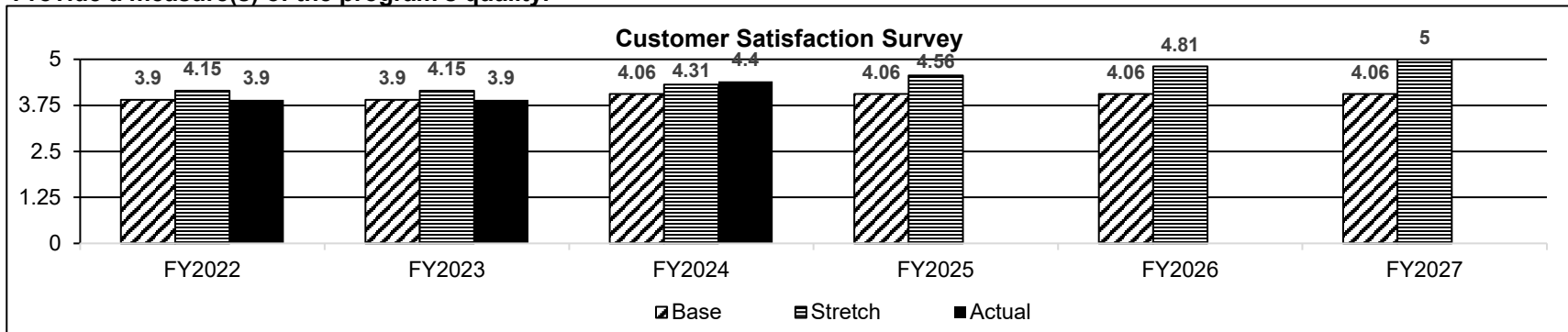|	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	$1,701	$1,401	$1,394	$1,394	$1,394	$1,394
Stretch	$1,667	$1,373	$1,366	$1,339	$1,312	$1,286
Actual	$1,401	$1,509	$1,273			

☐Base ▤Stretch ■Actual

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 the average of the past 3 years actual FY2022, FY2023, and FY2024 per household expenditures (Rental Assistance, Emergency Assistance and Home Repair Assistance).

Note 3: Stretch is calculated from the base average over the past 3 years (FY2022, FY2023, FY2024) at a 2 percent decrease in household expenditure annually.

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

Customer Satisfaction Survey

	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Base	3.9	3.9	4.06	4.06	4.06	4.06
Stretch	4.15	4.15	4.31	4.56	4.81	5
Actual	3.9	3.9	4.4			

☐Base ▤Stretch ■Actual

Note 1: "Customer" refers to organizations (grantees) which received MHTF monies for the current FY2024 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 FY2023 grantees.

Note 3: Base target is based on average of the last 3 years FY2022, FY2023, and FY2024 actual scores

Note 4: Stretch target is set from Base + .25 per year point increase, up to the maxiumum possible of five points.
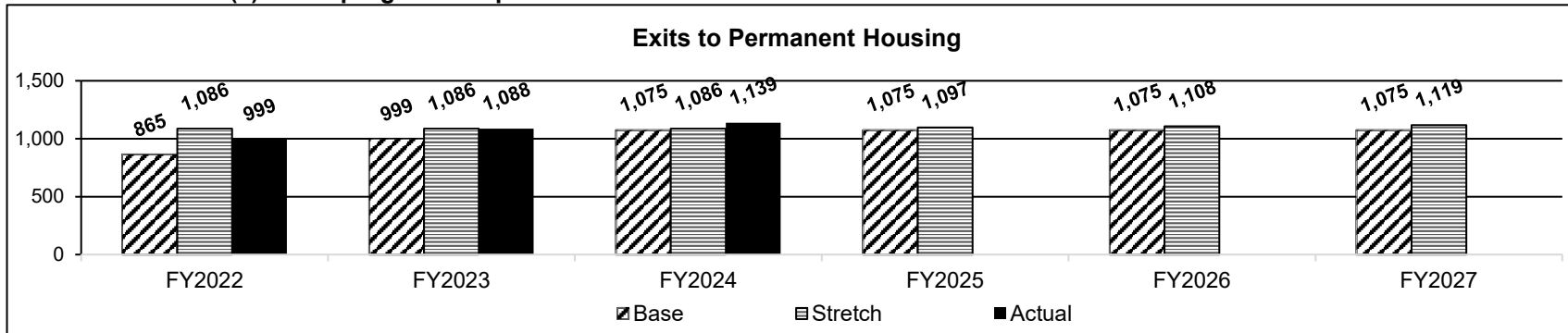
PROGRAM DESCRIPTION

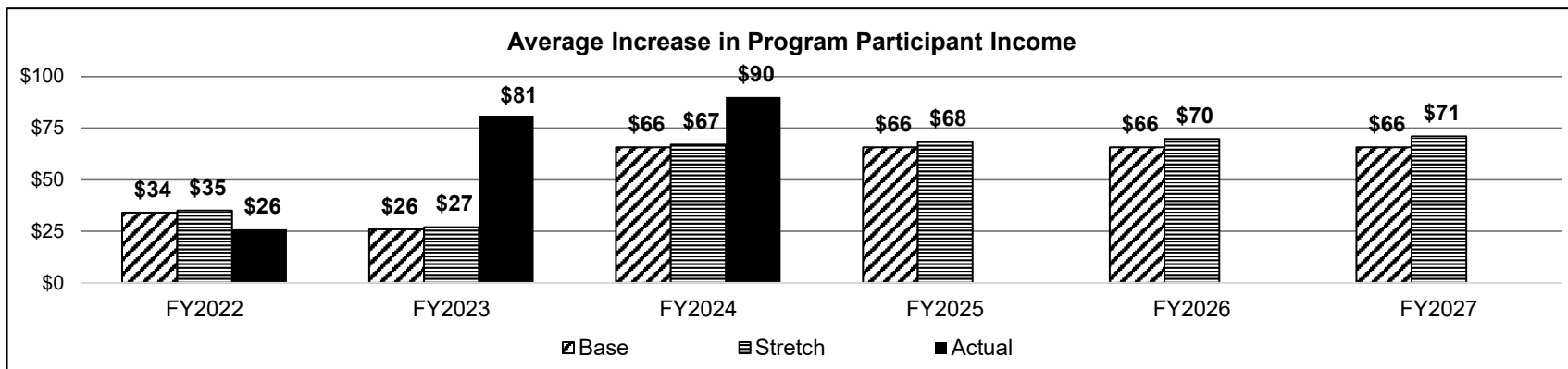|	
Department: Economic Development	**AB Section(s):** _____**7.165**_____
Program Name: Missouri Housing Trust Fund	
Program is found in the following core budget(s): Missouri Housing Development Commission	

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

Exits to Permanent Housing

Chart data (Base, Stretch, Actual):
- FY2022: Base 865, Stretch 1,086, Actual 999
- FY2023: Base 999, Stretch 1,086, Actual 1,088
- FY2024: Base 1,075, Stretch 1,086, Actual 1,139
- FY2025: Base 1,075, Stretch 1,097
- FY2026: Base 1,075, Stretch 1,108
- FY2027: Base 1,075, Stretch 1,119

Legend: ⊠ Base   ⊟ Stretch   ■ Actual

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 based on the average of the last 3 years FY2022, FY2023, and FY2024 actuals.
Note 3: Stretch target is calculated at 1% year over year growth.

Average Increase in Program Participant Income

Chart data (Base, Stretch, Actual):
- FY2022: Base $34, Stretch $35, Actual $26
- FY2023: Base $26, Stretch $27, Actual $81
- FY2024: Base $66, Stretch $67, Actual $90
- FY2025: Base $66, Stretch $68
- FY2026: Base $66, Stretch $70
- FY2027: Base $66, Stretch $71

Legend: ⊠ Base   ⊟ Stretch   ■ Actual

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 based on the average of the past 3 years FY2022, FY2023, and FY2024 actual.
Note 3: Stretch target is calculated from base plus a modest 2% increase annually.
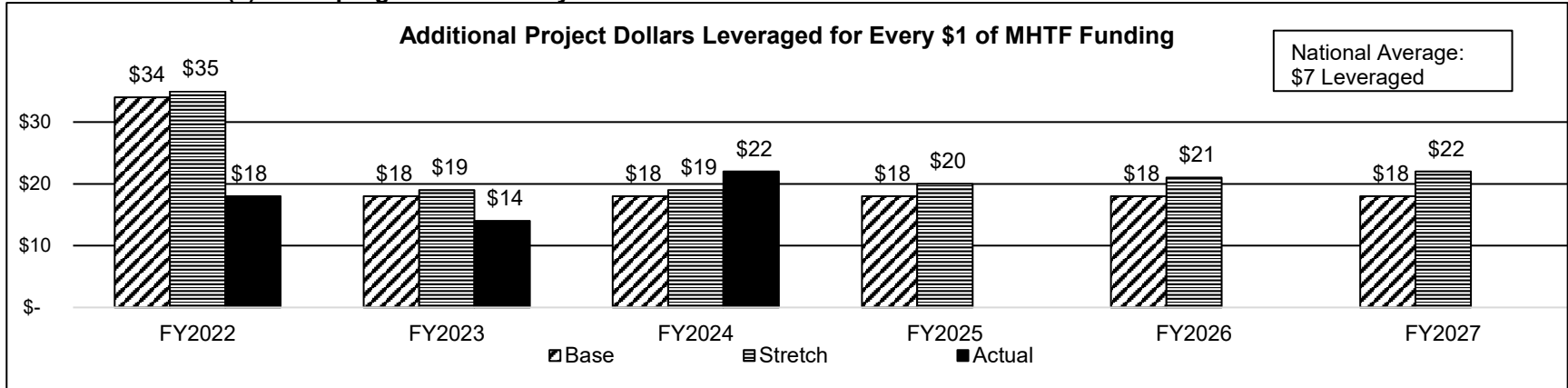
PROGRAM DESCRIPTION

Department: Economic Development	AB Section(s): **7.165**
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.

Additional Project Dollars Leveraged for Every $1 of MHTF Funding

National Average: $7 Leveraged

FY2022: Base $34, Stretch $35, Actual $18
FY2023: Base $18, Stretch $19, Actual $14
FY2024: Base $18, Stretch $19, Actual $22
FY2025: Base $18, Stretch $20
FY2026: Base $18, Stretch $21
FY2027: Base $18, Stretch $22
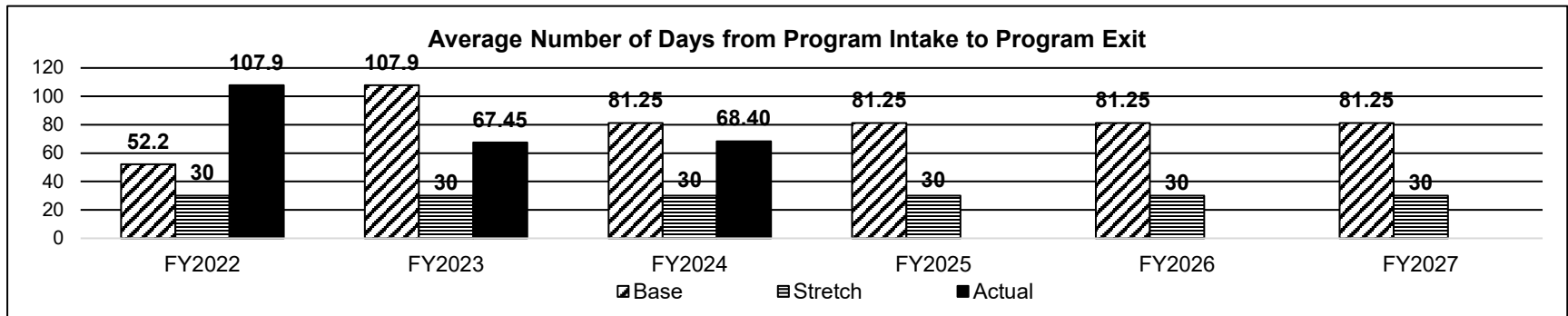
☑Base ☰Stretch ■Actual

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: National average as reported in the 2016 Housing Trust Fund Survey Report published by the Center for Community Change.
Note 3: Base is based on the average of FY2022, FY2023, and FY2024 actual data.
Note 4: Stretch target is Base with a $1 increase per year.

Average Number of Days from Program Intake to Program Exit

FY2022: Base 52.2, Stretch 30, Actual 107.9
FY2023: Base 107.9, Stretch 30, Actual 67.45
FY2024: Base 81.25, Stretch 30, Actual 68.40
FY2025: Base 81.25, Stretch 30
FY2026: Base 81.25, Stretch 30
FY2027: Base 81.25, Stretch 30

☑Base ☰Stretch ■Actual

Note 1: "Program Exit" refers to the date the program participant is no longer receiving MHTF assistance.
Note 2: Base target based on the average of FY2022, FY2023, and FY2024 actual data.
Note 3: Stretch target is set at the federal performance benchmark of 30 days.
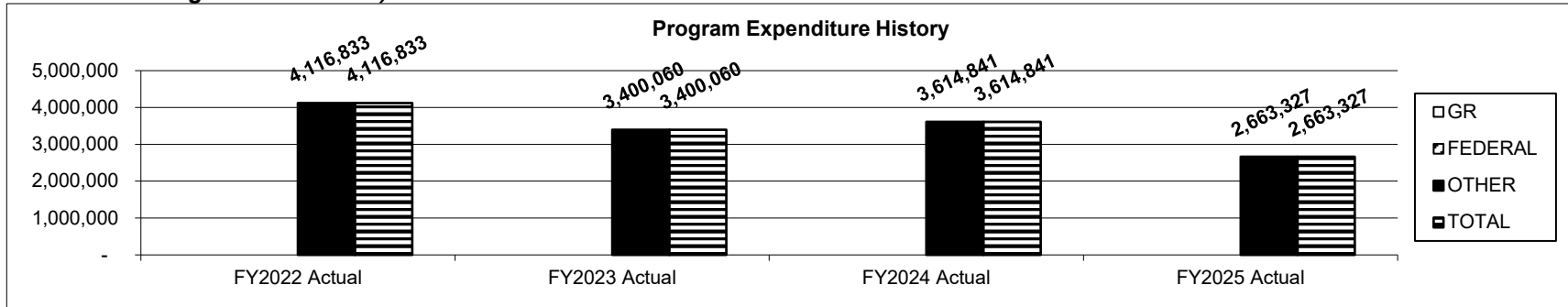
PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):** _____ 7.165 _____
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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Actual
	4,116,833	3,400,060	3,614,841	2,663,327
	4,116,833	3,400,060	3,614,841	2,663,327

Legend: □GR ▨FEDERAL ■OTHER ▨TOTAL

Note: FY2025 Actual reflects the actual amount transferred from the State Treasurer's office August 2024 for the FY2025 funding cycle.

4. **What are the sources of the "Other " funds?**
Missouri Housing Trust Fund (1254) 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.

PROGRAM DESCRIPTION

Department: Economic Development **AB Section(s):** **7.165**

Program Name: Emergency Solutions Grant

Program is found in the following core budget(s): Missouri Housing Development Commission
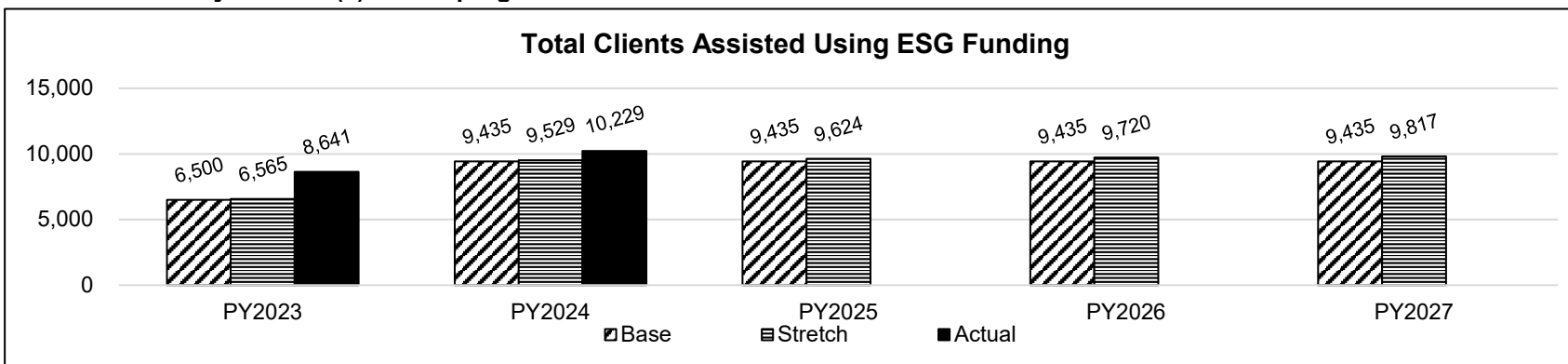
1a. What strategic priority does this program address?

Community Development

1b. What does this program do?

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 federal Emergency Solutions Grant (ESG) Program through approximately 80 sub-grants to non-profit agencies operating emergency shelter, street outreach, rapid re-housing, and homeless prevention programs.

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

Total Clients Assisted Using ESG Funding

	PY2023	PY2024	PY2025	PY2026	PY2027
Base	6,500	9,435	9,435	9,435	9,435
Stretch	6,565	9,529	9,624	9,720	9,817
Actual	8,641	10,229			

Note 1: Data is reported by Program Year (PY) in all performance measures. Program Year is determined by the date of issuance of the Funding Approval Agreement establishing the 2-year spend period for the grant award.

Note 2: The above graph demonstrates the number of persons who were provided assistance through ESG for all of the ESG program.

Note 3: Total clients assisted was pulled from the Consolidated Annual Performance Evaluation Report (CAPER) reported to the U.S. Department of Housing and Urban Development (HUD) (04/01/2023-03/31/2024). Program projections are based on the average of PY2023 and PY2024 actual data with an assumption of moderate annual growth (1 percent).

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

MHDC holds an annual Focus Group for funded ESG agencies at the end of each grant cycle. The most recent Focus Group was conducted through electronic survey in the month of June 2023 and followed by a live webinar in the same month. During this time, funded agencies were offered an opportunity to provide feedback and suggestions based on their experiences for the future grant year. The feedback has historically been very positive. In 2023 the survey resulted in approximately 84% of respondents stating that they felt neutral or satisfied with how MHDC has administered the ESG program. The next focus group and corresponding survey is scheduled to take place in November of 2024. Staff has determined that aligning the survey with the end of the program year will be the most effective way to gauge program satisfaction moving forward.
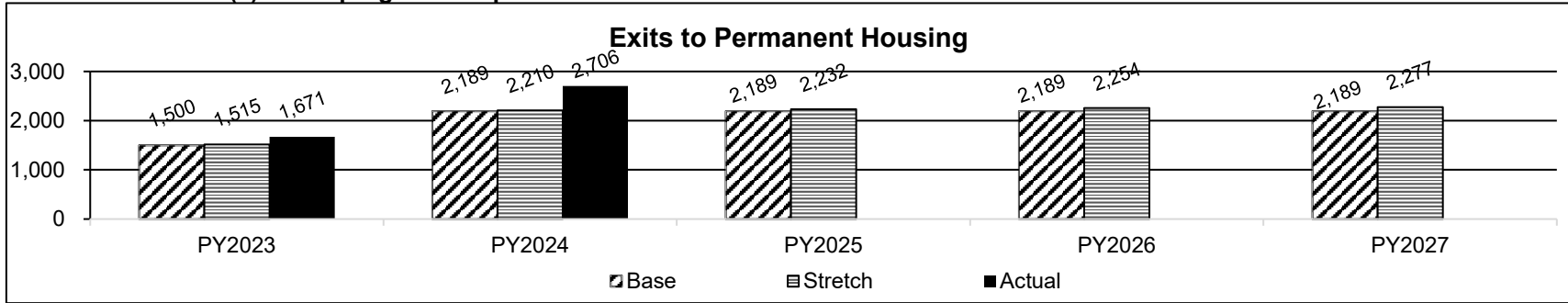
PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.165**

Program Name: Emergency Solutions Grant

Program is found in the following core budget(s): Missouri Housing Development Commission

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

Exits to Permanent Housing

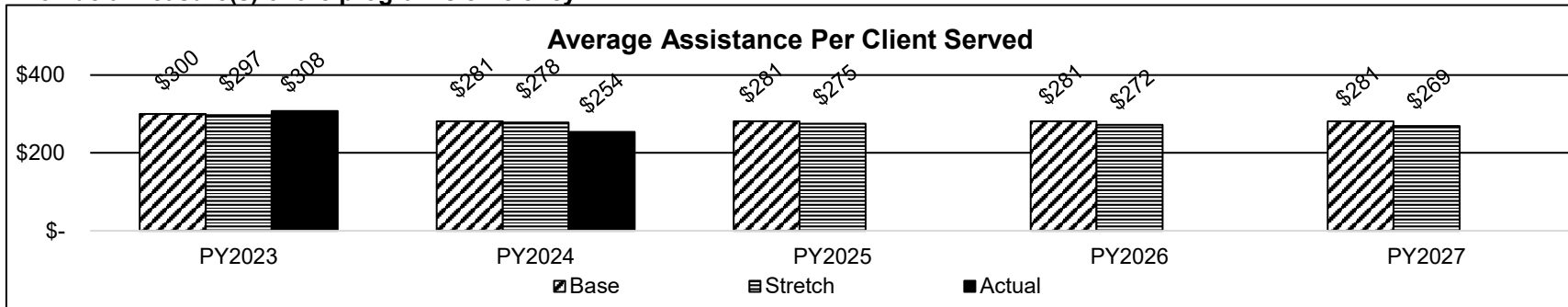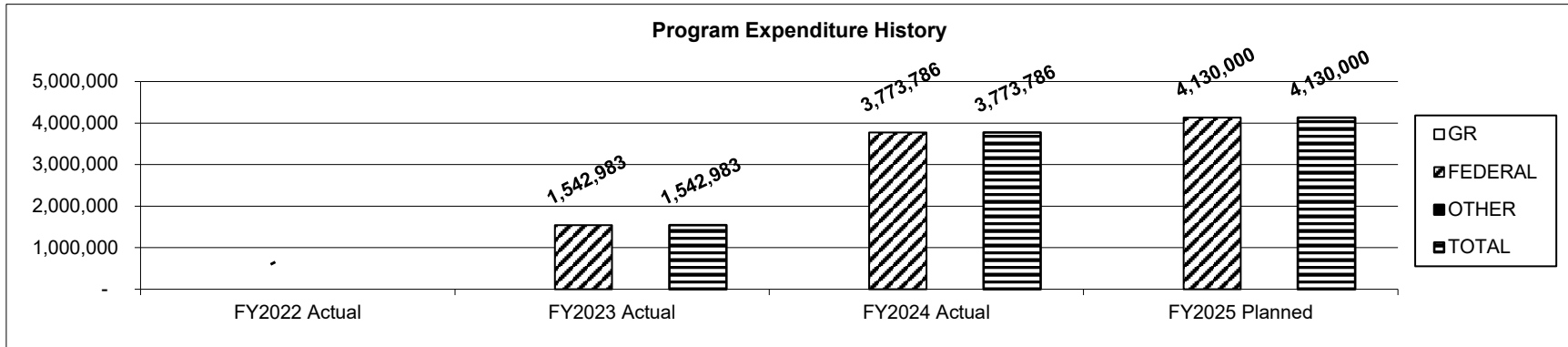|	PY2023	PY2024	PY2025	PY2026	PY2027
Base	1,500	2,189	2,189	2,189	2,189
Stretch	1,515	2,210	2,232	2,254	2,277
Actual	1,671	2,706			

☐ Base   ☰ Stretch   ■ Actual

Note 1: Data is reported by Program Year in all Performance Measures (PY) in all performance measures. Program Year is determined by the date of issuance of the Funding Approval Agreement establishing the 2-year spend period for the grant award.

Note 2: "Total Positive Housing Destinations" refers to individual housing "outcomes" recorded and reported in the HUD CAPER Positive Permanent Outcomes include individuals and families that obtained a rental housing unit or a home with or without ongoing subsidies (i.e. Section 8 or other housing vouchers) as well as other types of permanent housing outcomes such as moving in with family.

Note 3: Data for positive housing destinations was pulled from the annual HUD CAPER (04/01/2023-03/31/2024). Program projections are based on the average of PY2023 and PY2024 actual data with an assumption of moderate annual growth (1 percent).

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

Average Assistance Per Client Served

	PY2023	PY2024	PY2025	PY2026	PY2027
Base	$300	$281	$281	$281	$281
Stretch	$297	$278	$275	$272	$269
Actual	$308	$254			

☐ Base   ☰ Stretch   ■ Actual

Note 1: Data is reported by Program Year (PY) in all performance measures. Program Year is determined by the date of issuance of the Funding Approval Agreement establishing the 2-year spend period for the grant award.

Note 2: The data for the average assistance per client served was pulled from the annual HUD CAPER (04/01/2023-03/31/2024).

Note 3: Program projections are based on the average of PY2023 and PY2024 actual data with an assumption of an increase in efficency, resulting in a moderate decrease in cost per household (1 percent).

PROGRAM DESCRIPTION

Department: Economic Development
Program Name: Emergency Solutions Grant
Program is found in the following core budget(s): Missouri Housing Development Commission

AB Section(s): 7.165

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	-	1,542,983 / 1,542,983	3,773,786 / 3,773,786	4,130,000 / 4,130,000

Legend: ☐GR ▨FEDERAL ■OTHER ☐TOTAL

Note: Prior to FY2023, ESG was housed in the Department of Social Service's budget (House Bill 11.185) and can be found there.

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.

PROGRAM DESCRIPTION

Department: Economic Development

Program Name: Emergency Rental Assistance

Program is found in the following core budget(s): Missouri Housing Development Commission
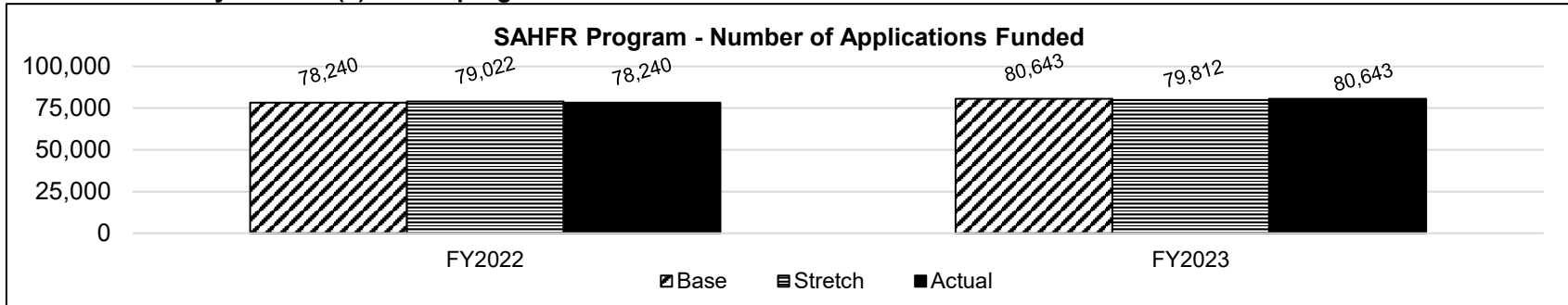
1a.   What strategic priority does this program address?
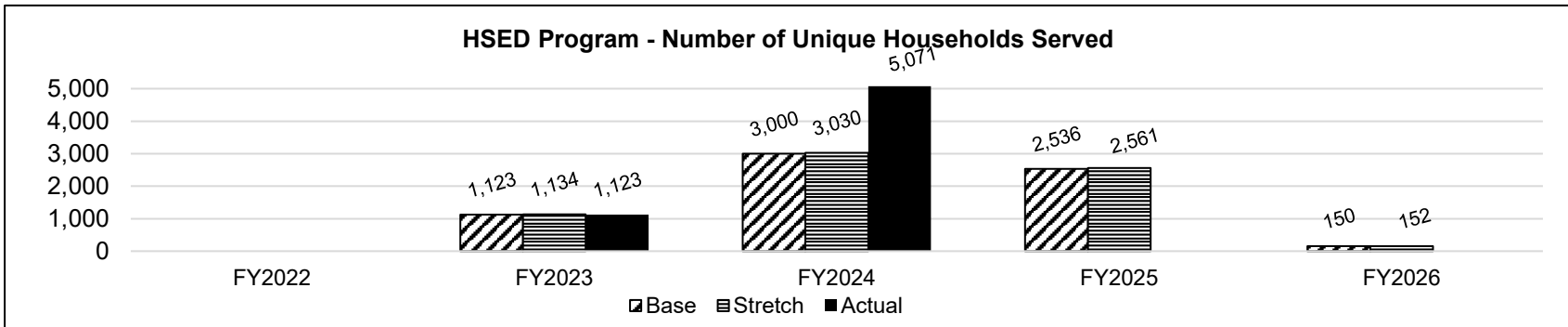
Community Development

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 the State Assistance for Housing Relief (SAHFR) and the Housing Stability and Eviction Diversion (HSED) programs on behalf of the State of Missouri. This program has exhausted its funding and is expected to close in FY2026.

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

SAHFR Program - Number of Applications Funded

	FY2022	FY2023
Base	78,240	80,643
Stretch	79,022	79,812
Actual	78,240	80,643

■ Base   ▤ Stretch   ■ Actual

Note: Stretch goals are based on a 1% increase in number of applications each year. The ERA direct assistance program (SAFHR) exhausted all funds in February 2023. Performance measures have been devised to reflect current HSED program activities (see below).

HSED Program - Number of Unique Households Served

	FY2022	FY2023	FY2024	FY2025	FY2026
Base		1,123	3,000	2,536	150
Stretch		1,134	3,030	2,561	152
Actual		1,123	5,071		

▨ Base   ▤ Stretch   ■ Actual

Note: Stretch goals are based on a 1% increase in number of households served each year. ERA funds are being utilized to provide legal services, case management, and minimal rental assistance through a non-profit network (HSED Program), which began in March 2023. Performance measures are based on the current program model.
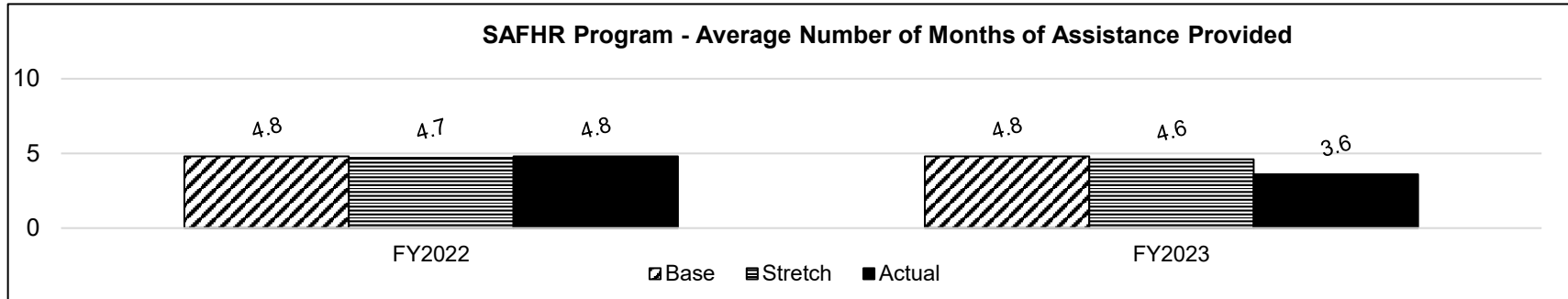
	PROGRAM DESCRIPTION	

Department: Economic Development AB Section(s): _____NA_____

Program Name: Emergency Rental Assistance

Program is found in the following core budget(s): Missouri Housing Development Commission

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

SAFHR Program - Average Number of Months of Assistance Provided

FY2022: Base 4.8, Stretch 4.7, Actual 4.8
FY2023: Base 4.8, Stretch 4.6, Actual 3.6

☑Base ▤Stretch ■Actual

Note: Stretch goals are based on a 2% decrease each year. The ERA direct assistance program (SAFHR) exhausted all funds in February 2023. New performance measures have been devised to reflect current HSED program activities (see below).

HSED Program - Average Number of Months of Assistance Provided

FY2023: Base 4.2, Stretch 4.1, Actual 4.2
FY2024: Base 4.2, Stretch 4.1, Actual 4.1
FY2025: Base 4.1, Stretch 4.0
FY2026: Base 4.1, Stretch 4.0

☑Base ▤Stretch ■Actual

Note: Stretch goals are based on a 2% decrease each year. ERA funds are being utilized to provide legal services, case management, and minimal rental assistance through a non-profit network (HSED Program), which began in March 2023. Performance measures are based on the current program model.

PROGRAM DESCRIPTION

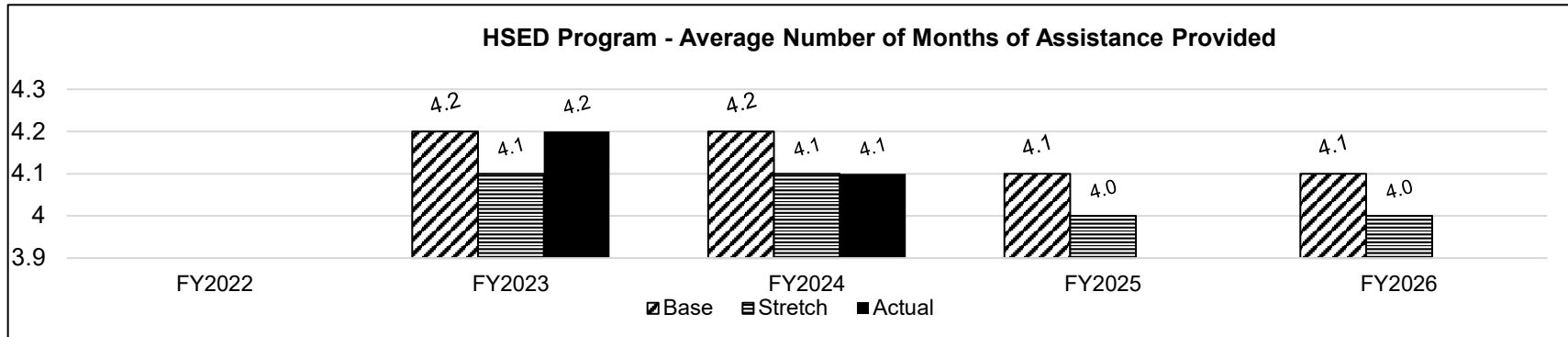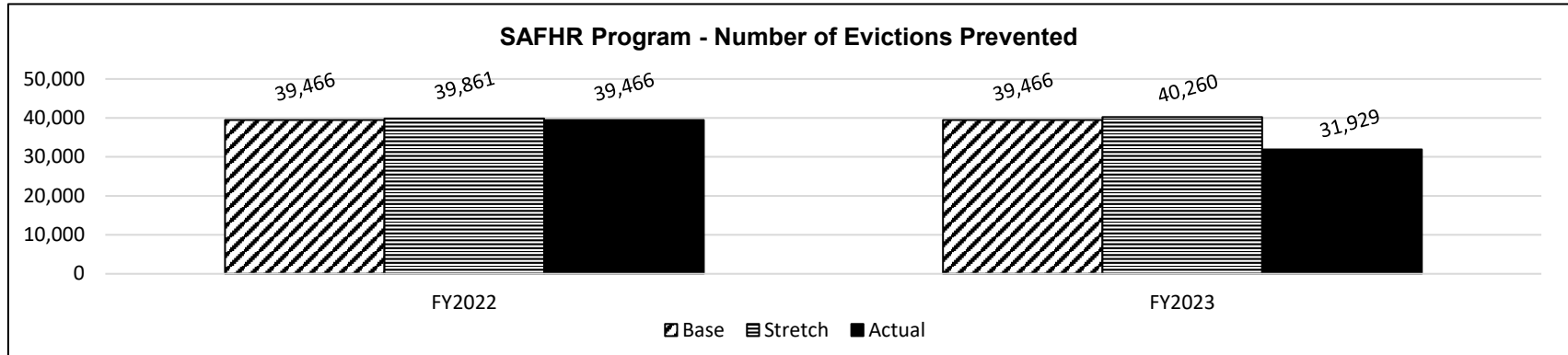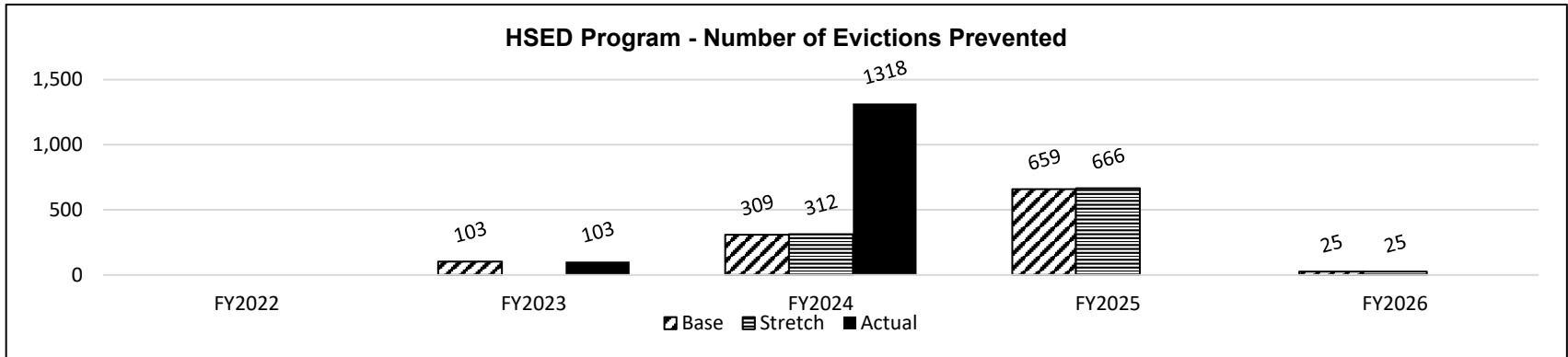**Department:** Economic Development   **AB Section(s):** ____NA____

Program Name: Emergency Rental Assistance

Program is found in the following core budget(s): Missouri Housing Development Commission

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

SAFHR Program - Number of Evictions Prevented

	FY2022	FY2023
Base	39,466	39,466
Stretch	39,861	40,260
Actual	39,466	31,929

☑ Base ☰ Stretch ■ Actual

Note: Stretch goals are based on a 1% increase in number of evictions prevented each year. The ERA direct assistance program (SAFHR) exhausted all funds in February 2023. New performance measures have been devised to reflect current HSED program activities (see below).

HSED Program - Number of Evictions Prevented

	FY2022	FY2023	FY2024	FY2025	FY2026
Base		103	309	659	25
Stretch			312	666	25
Actual		103	1318		

☑ Base ☰ Stretch ■ Actual

Note: Stretch goals are based on a 1% increase in number of evictions prevented each year. ERA funds are being utilized to provide legal services, case management, and minimal rental assistance through a non-profit network (HSED Program), which began in March 2023. Performance measures are based on the current program model.
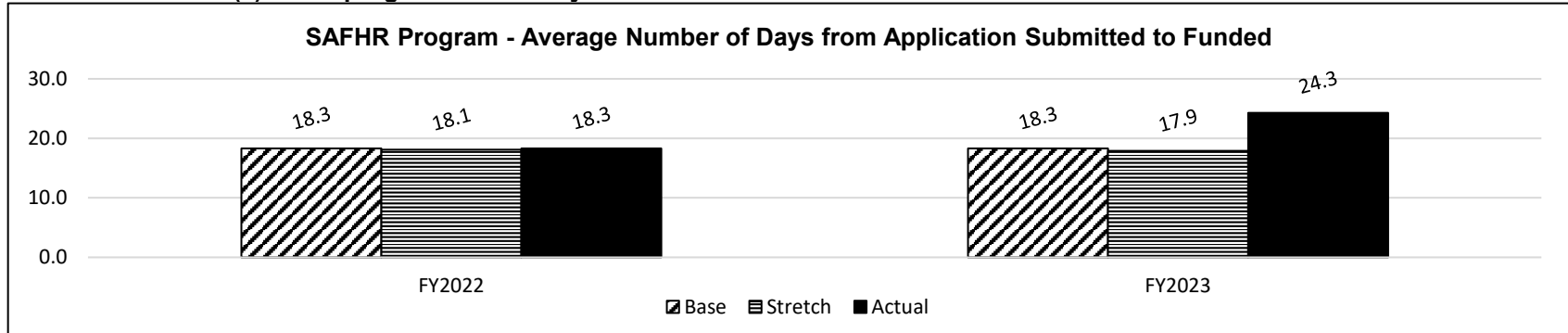
PROGRAM DESCRIPTION

Department: Economic Development
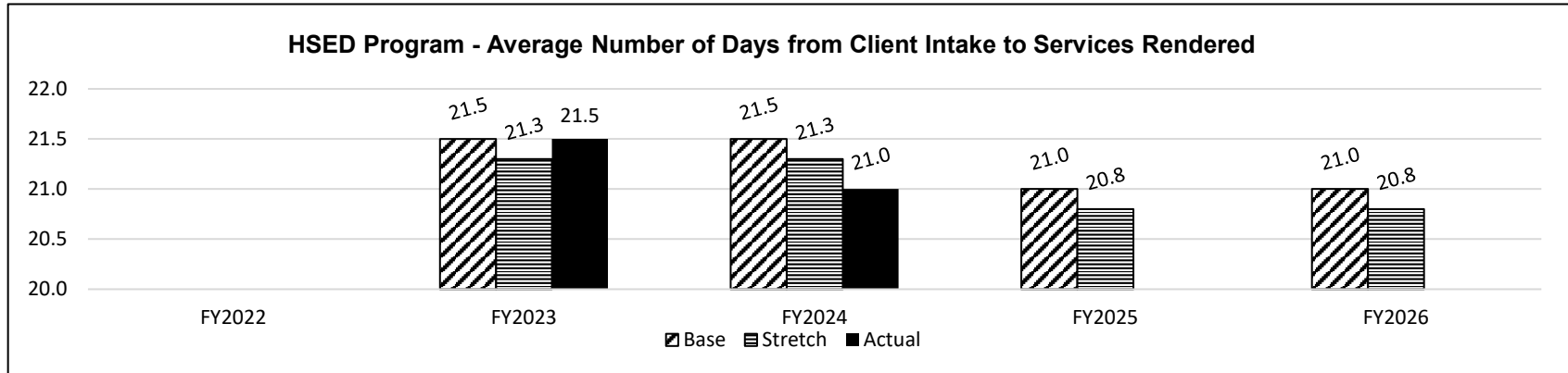
AB Section(s): _____**NA**_____

Program Name: Emergency Rental Assistance

Program is found in the following core budget(s): Missouri Housing Development Commission

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

SAFHR Program - Average Number of Days from Application Submitted to Funded

Note: Stretch goals are based on a 1% decrease in time from application submission to approved each year. The ERA direct assistance program (SAFHR) exhausted all funds in February 2023. New performance measures have been devised to reflect current HSED program activities (see below).

HSED Program - Average Number of Days from Client Intake to Services Rendered

Note: Stretch goals are based on a 1% decrease in time from client intake to services rendered each year. ERA funds are being utilized to provide legal services, case management, and minimal rental assistance through a non-profit network (HSED Program), which began in March 2023. Performance measures are based on the current program model.

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s): ____NA____

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.)*

Program Expenditures
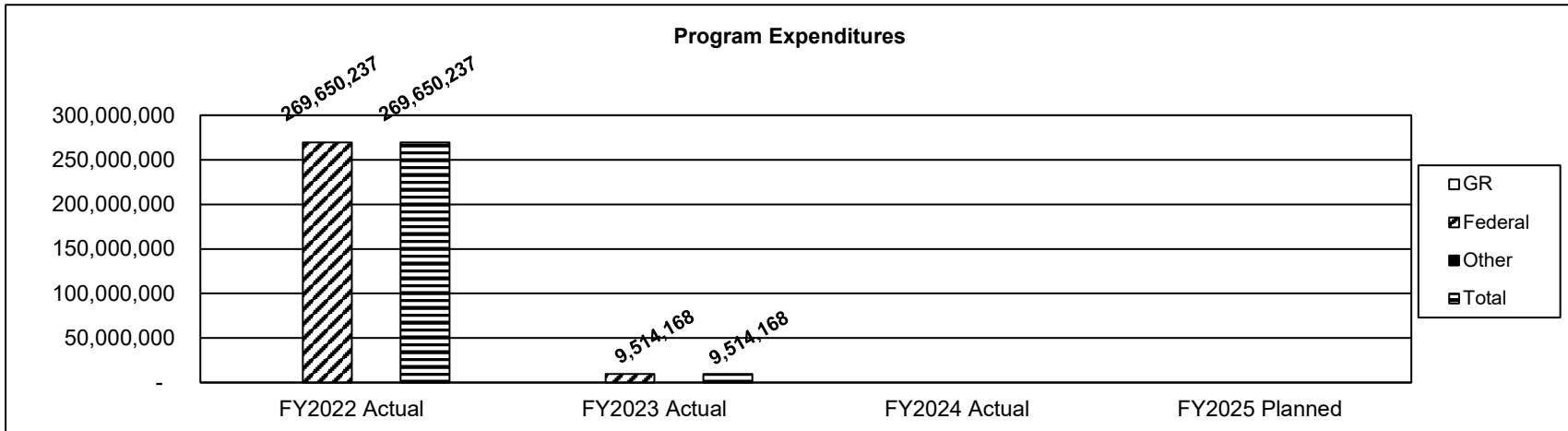
In FY2022, ERA 1.0 and 2.0 funds were expended from Fund 2303 (Housing Assistance Federal Stimulus Fund).
In FY2023 and FY2024, ERA 2.0 funds were expended from Fund 2450 (Housing Assistance Federal Stimulus Fund).

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

PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   **NA**

Program Name: MHDC Housing Assistance Federal Stimulus-Homeowners

Program is found in the following core budget(s): Missouri Housing Development Commission
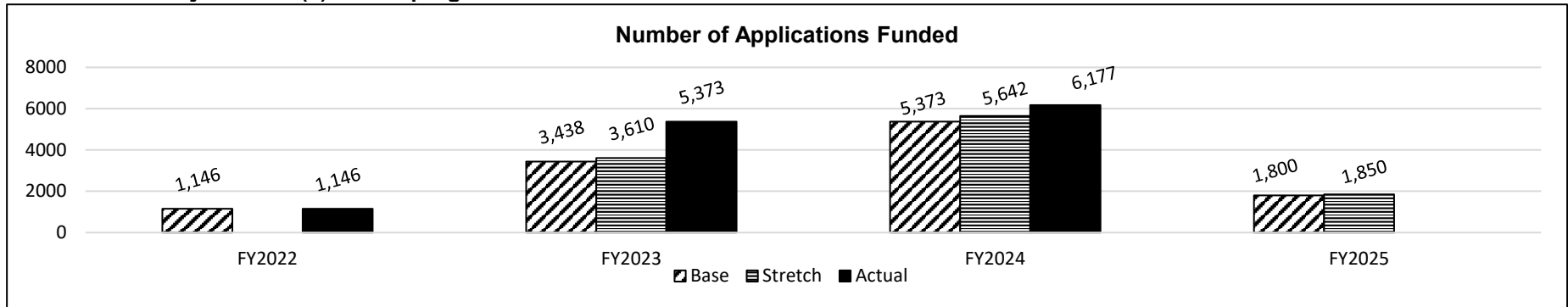
1a.   What strategic priority does this program address?
Community Development

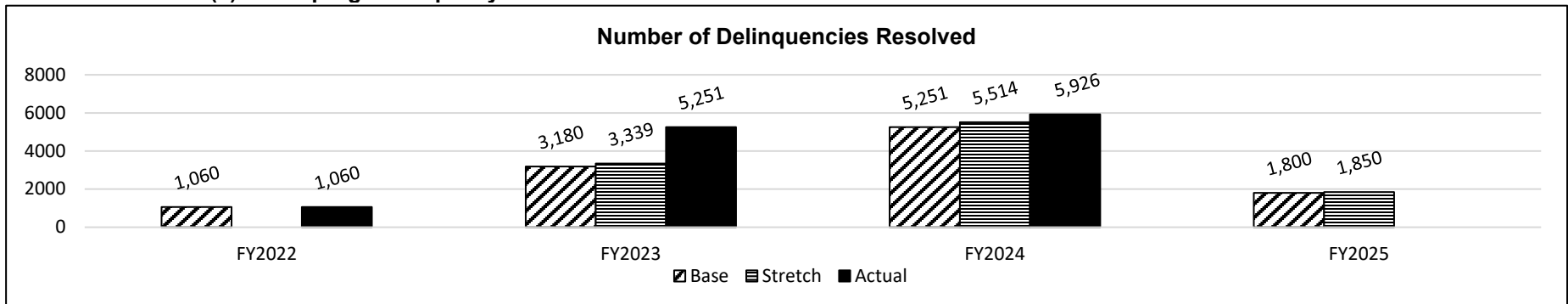**1b.   What does this program do?**
Housing Assistance Fund (HAF) makes funding available to alleviate homeowner mortgage delinquencies, homeowner mortgage defaults, and homeowner mortgage foreclosures as a result of the COVID-19 pandemic. The Missouri Housing Development Commission (MHDC) administers this program on behalf of the State of Missouri.

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

Number of Applications Funded

	FY2022	FY2023	FY2024	FY2025
Base	1,146	3,438	5,373	1,800
Stretch		3,610	5,642	1,850
Actual	1,146	5,373	6,177	

Note: The HAF Progam closed on 5/31/2024, no program activity is projected for FY2026 or FY2027.

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

Number of Delinquencies Resolved

	FY2022	FY2023	FY2024	FY2025
Base	1,060	3,180	5,251	1,800
Stretch		3,339	5,514	1,850
Actual	1,060	5,251	5,926	

Note: The HAF Progam closed on 5/31/2024, no program activity is projected for FY2026 or FY2027.
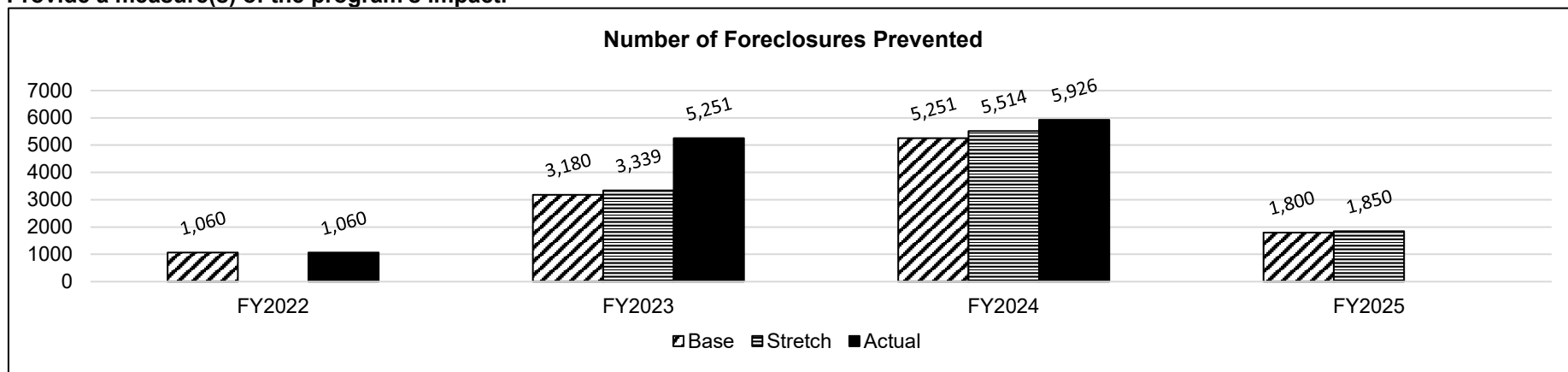
PROGRAM DESCRIPTION

Department: Economic Development AB Section(s): ___NA___

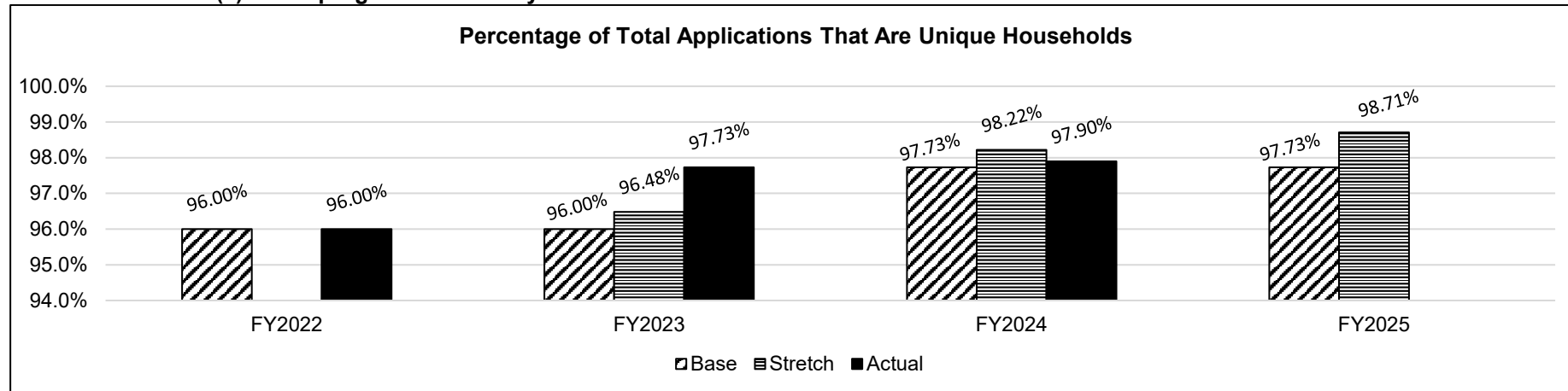**Program Name: MHDC Housing Assistance Federal Stimulus-Homeowners**

Program is found in the following core budget(s): Missouri Housing Development Commission

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

Number of Foreclosures Prevented

	FY2022	FY2023	FY2024	FY2025
Base	1,060	3,180	5,251	1,800
Stretch		3,339	5,514	1,850
Actual	1,060	5,251	5,926	

☑Base ▤Stretch ■Actual

Note: The HAF Progam closed on 5/31/2024, no program activity is projected for FY2026 or FY2027.

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

Percentage of Total Applications That Are Unique Households

	FY2022	FY2023	FY2024	FY2025
Base	96.00%	96.00%	97.73%	97.73%
Stretch		96.48%	98.22%	98.71%
Actual	96.00%	97.73%	97.90%	

☑Base ▤Stretch ■Actual

Note: The HAF Progam closed on 5/31/2024, no program activity is projected for FY2026 or FY2027.
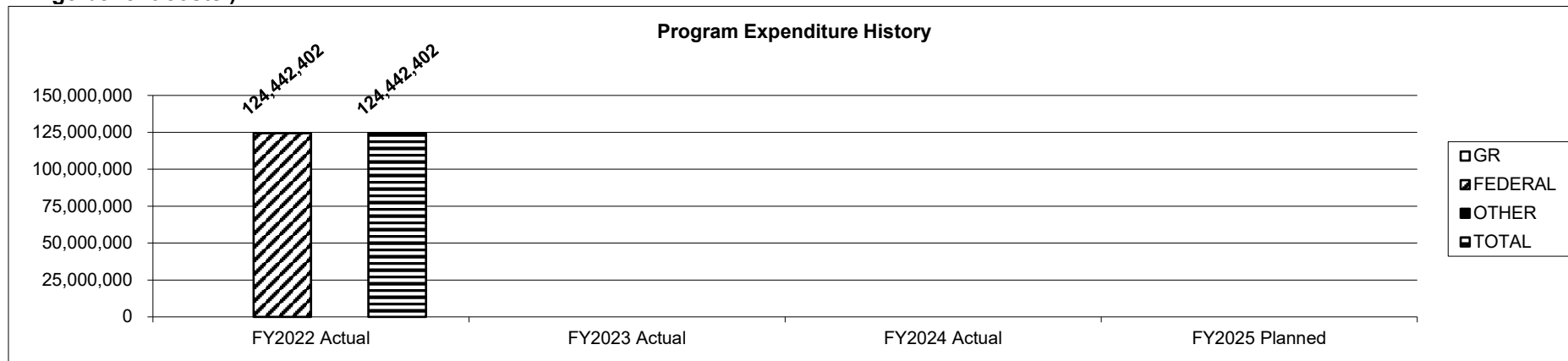
173

PROGRAM DESCRIPTION

Department: Economic Development

AB Section(s): ___NA___

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.)

Program Expenditure History

Legend:
☐ GR
▨ FEDERAL
■ OTHER
☐ TOTAL

Bars labeled 124,442,402 for FY2022 Actual; second bar labeled 124,442,402. X-axis: FY2022 Actual, FY2023 Actual, FY2024 Actual, FY2025 Planned. Y-axis: 0 to 150,000,000.

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.

6.   Are there federal matching requirements? If yes, please explain.
No

7.   Is this a federally mandated program? If yes, please explain.
No

<div align="center">**PROGRAM DESCRIPTION**</div>

Department: Economic Development   AB Section(s): 7.170
Program Name: Administration
Program is found in the following core budget(s): Administration

1a. What strategic priority does this program address?
Operational Support

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 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, budget management, and general services.

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

	FY2022		FY2023		FY2024		FY2025	FY2026	FY2027
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Financial Transactions Processed	2,150	2,158	2,150	2,612	2,150	2,905	2,550	2,550	2,550
Number of Corrections on Financial Transactions	30	56	30	22	30	26	30	30	30
Number of Fiscal Notes Processed	300	467	400	446	400	413	420	420	420

Note 1: Chart depicts financial transactions and Fiscal Notes processed by the DED Administration/Financial Systems unit only.
Note 2: Projected Number of Financial Transactions Processed based on approximate average of previous three years' Actual results.

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

	FY2022	FY2023		FY2024		FY2025	FY2026	FY2027
	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	83%	90%	89%	90%	88%	90%	90%	90%

Note 1: Percentage of respondents who rated their experience as "very" or "somewhat" positive.
Note 2: FY2024 survey sent out May 2024. Results based on 133 survey respondents.
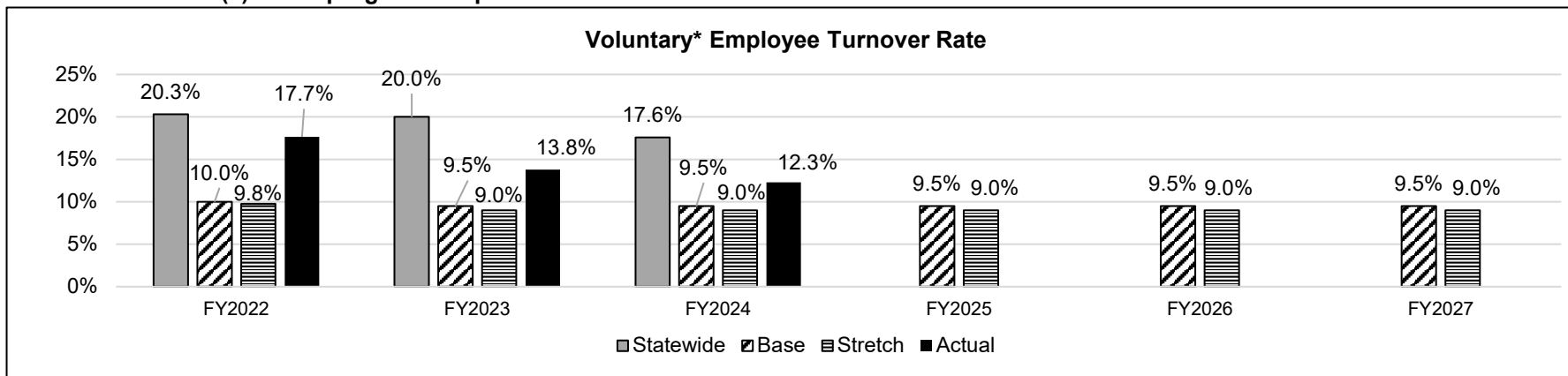
PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):** _____7.170_____
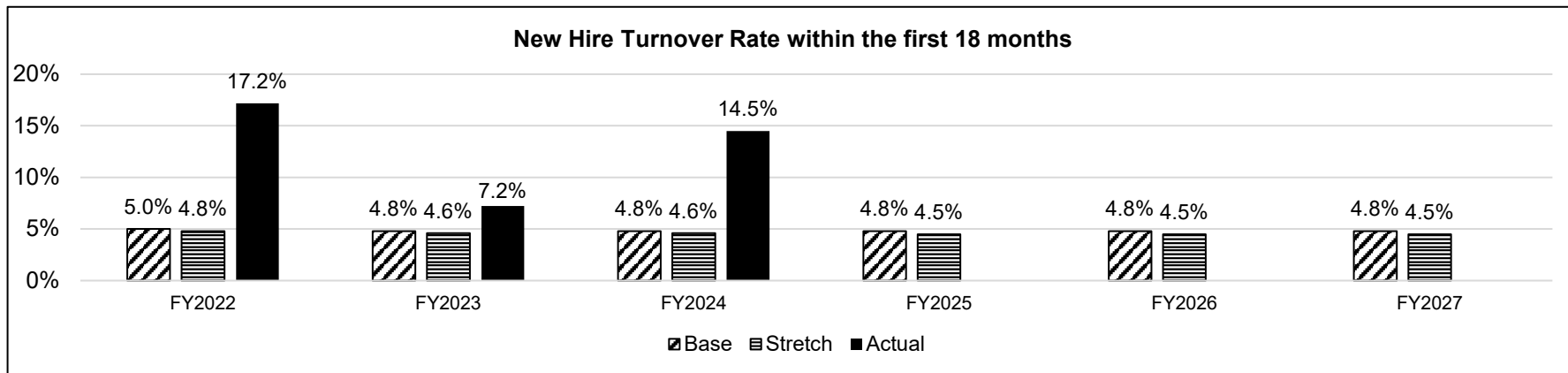**Program Name: Administration**
Program is found in the following core budget(s):   Administration

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

Voluntary* Employee Turnover Rate

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.

New Hire Turnover Rate within the first 18 months

Note: New Hire Turnover Rate Base and Stretch targets established following 18 months of statistics following department reorganization.
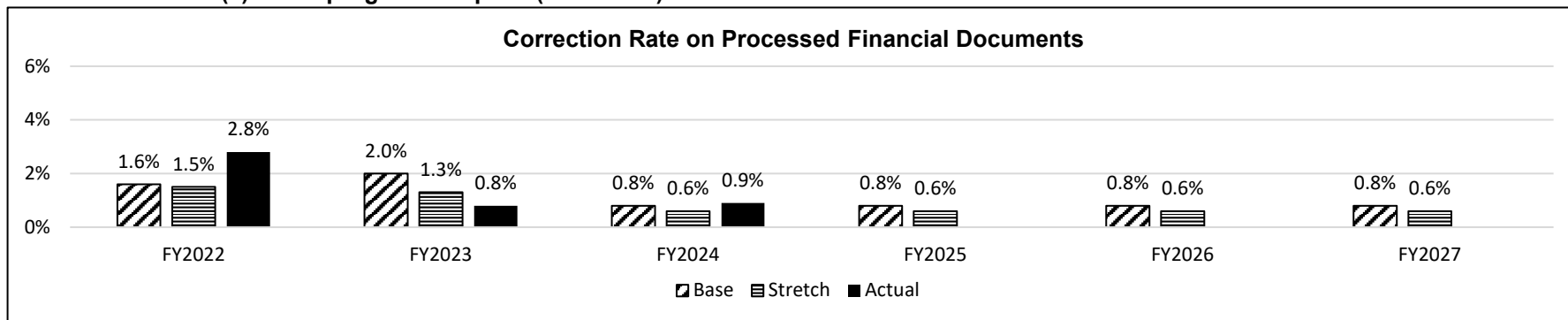
PROGRAM DESCRIPTION

Department: **Economic Development**   AB Section(s): **7.170**

Program Name: **Administration**

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

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

Correction Rate on Processed Financial Documents

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 lowest percentage of previous two years Actuals. Stretch reflects two percentage points lower than Base.

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

Ratio of Administrative Expenses to Total DED PS/E&E Expenses
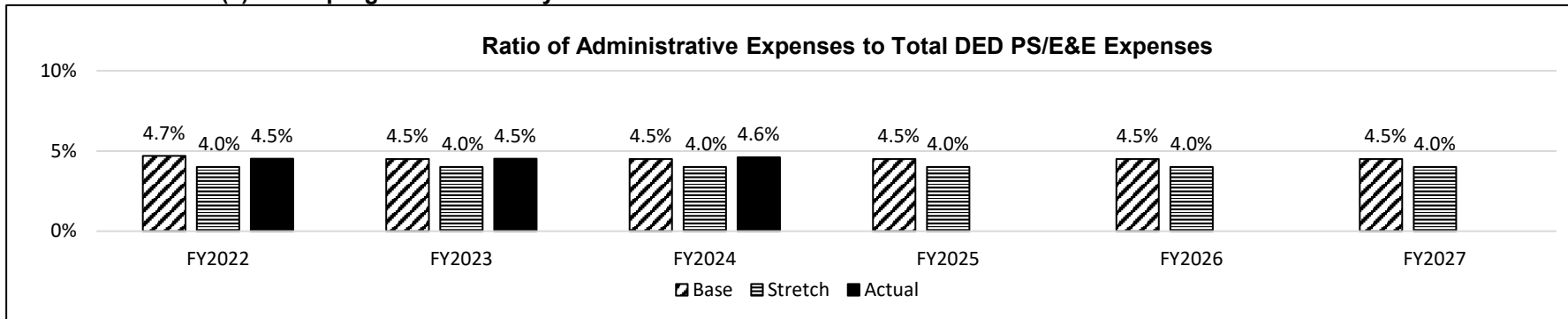
Note 1: Base target for FY2025-FY2027 reflects the lowest percentage of the previous three years Actuals.

Note 2: Stretch target reflects five percentage points lower than Base.
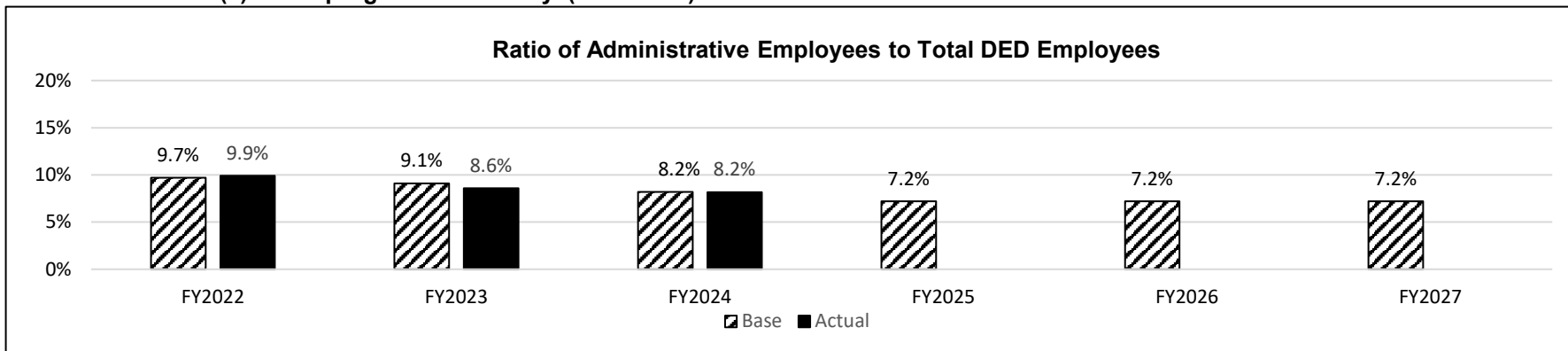
PROGRAM DESCRIPTION

Department: Economic Development   AB Section(s):   7.170

Program Name: Administration

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

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

Ratio of Administrative Employees to Total DED Employees

Fiscal Year	Base	Actual
FY2022	9.7%	9.9%
FY2023	9.1%	8.6%
FY2024	8.2%	8.2%
FY2025	7.2%	
FY2026	7.2%	
FY2027	7.2%	

□ Base ■ Actual

Note 1: Department FTE increased in FY2022 due to American Rescue Plan Act (ARPA) grant administration by 8.34 FTE. DED Administration FTE increased to 16.54.

Note 2: Department FTE increased in FY2023 due to ARPA administration by 23 FTE. DED Administration FTE remained at 16.54.

Note 3: Department FTE increased in FY2024 in the BCS and ARPA administration by 13 FTE. DED Administration FTE remained at 16.54.

Note 4: Department FTE increased in FY2025 in the Office of Broadband Development by 23 FTE. DED Administration FTE remained at 16.54.

PROGRAM DESCRIPTION
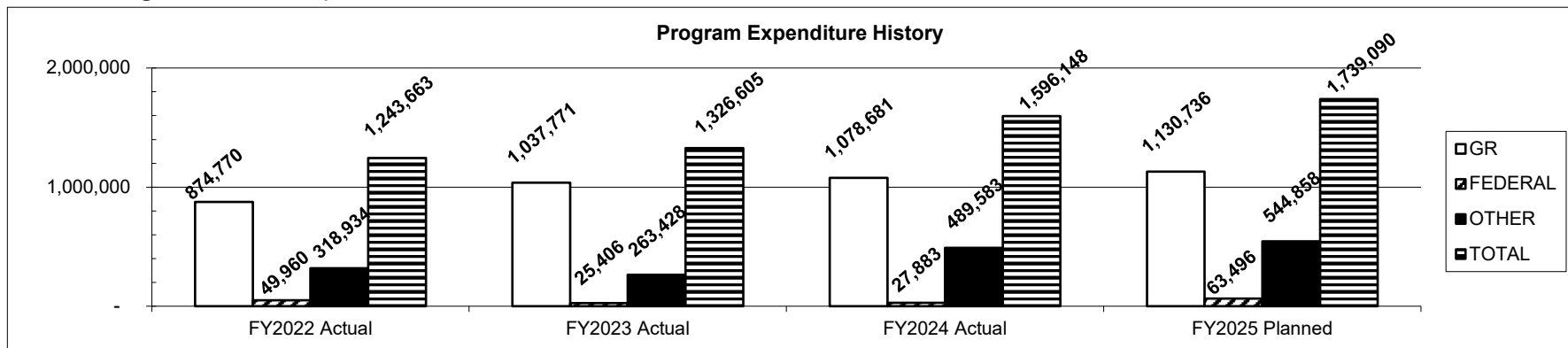
Department: Economic Development   AB Section(s):   7.170

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
GR	874,770	1,037,771	1,078,681	1,130,736
FEDERAL	49,960	25,406	27,883	63,496
OTHER	318,934	263,428	489,583	544,858
TOTAL	1,243,663	1,326,605	1,596,148	1,739,090

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.

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):**   **7.175**
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?
Operational Support

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, general services, 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.
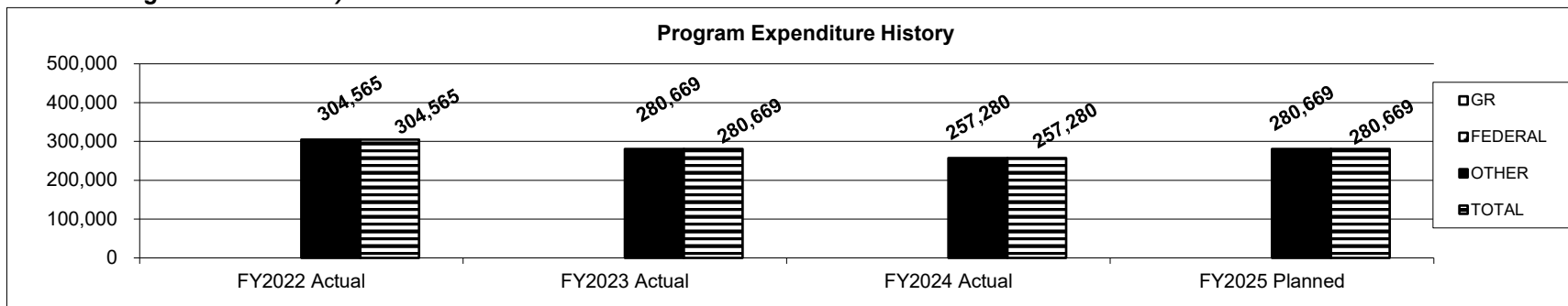N/A

PROGRAM DESCRIPTION

Department: Economic Development   **AB Section(s):** ___7.175___

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.)*

Program Expenditure History

	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Planned
	304,565 304,565	280,669 280,669	257,280 257,280	280,669 280,669

Legend: ☐ GR ☐ FEDERAL ■ OTHER ☐ TOTAL

4. **What are the sources of the "Other " funds?**
    FY2022: Includes Tourism Supplemental Revenue (0274), Missouri One Start Job Development Fund (0600), and Economic Development Advancement Fund (0783).
    FY2023, FY2024, and FY2025: Includes Tourism Supplemental Revenue (0274) 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.