



# Draft Budget Request Fiscal Year 2019

**Robert B. Dixon, Acting Director**

**573/751-4770**

Book 1

Eric R. Greitens  
Governor



Robert B. Dixon  
Acting Director

October 1, 2017

The Honorable Eric Greitens  
Governor of Missouri  
State Capitol, Room 216  
Jefferson City, MO 65101

Dear Governor Greitens:

The Department of Economic Development (DED) is pleased to provide you with the Department's Fiscal Year 2019 Draft Budget Request. Our mission is to help the private sector create more jobs and to help Missourians earn higher pay.

DED is committed to keeping Missouri businesses on the cutting edge through programs to ensure a ready supply of highly skilled and trained workers; to assist communities so that they may preserve and expand the quality of life for which Missouri is known; to help create a supportive business climate; and to support physical and technological infrastructure with sufficient capacity to ensure continued growth and expansion.

If you should have any questions about the budget proposal or need additional information, please feel free to contact me at 751-4770.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert B. Dixon". The signature is fluid and cursive, with a large, sweeping flourish at the end.

Robert B. Dixon  
Acting Director

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
FY 2019 BUDGET  
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## **DEPARTMENT OF ECONOMIC DEVELOPMENT OVERVIEW**

The Department of Economic Development is composed of various agencies and divisions that administer programs in the areas of community and economic development, workforce development and tourism; as well as agencies that administer statutory requirements and work to safeguard public interest.

Programs managed by these agencies and divisions provide a wide array of services designed to enhance Missouri's economic growth in the 21st century. These services provide direct assistance to businesses and industries; communities and regions; and individuals and organizations by promoting business and community development, job training, housing, tourism, the art's, women in business, and utility regulation throughout the state.

The department consists of two distinct groups: development agencies and regulatory agencies. The department also has an administrative services division.

### **Development Agencies/Divisions:**

The Division of Business and Community Services (BCS) is divided into five teams – Research, Marketing, Sales, Finance, and Community Development Block Grant (CDBG). The teams work together to support economic growth in Missouri by promoting and facilitating job creation/capital investment; international export expansion, the development of an innovation economy, and improving Missouri communities.

The Division of Workforce Development (DWD) provides vital services to develop Missouri's workforce for the 21<sup>st</sup> century through skill-training and career connections for job seekers and human resources, and financial assistance for businesses.

The Division of Tourism promotes Missouri as a premier tourist destination, while helping the state and local communities meet changing trends in the travel/tourism industry.

The Division of Tourism oversees the Missouri Film Office, which promotes the growth of the state's film and video production industry and works to attract film, television and video productions to Missouri.

The Division of Energy assists, educates, and encourages Missourians to advance the efficient use of diverse energy resources to provide for a healthier environment and to achieve greater energy security for future generations. The Division works with economic development by providing technical and financial assistance to state and local governments, agricultural interests, school districts, business, industry and the general public related to energy efficiency and renewable energy projects and weatherization.

The Missouri Arts Council provides technical and financial assistance to nonprofit organizations across Missouri to encourage and stimulate economic and community development through the arts.

## **DEPARTMENT OF ECONOMIC DEVELOPMENT OVERVIEW (CONTINUED)**

The Missouri Housing Development Commission is the state's housing finance agency, providing for the financing, development and preservation of affordable housing for low- to moderate-income Missourians.

The Missouri Development Finance Board provides development financing to assist infrastructure, economic development and business expansion and attraction projects throughout Missouri.

### **Regulatory Agencies:**

The Office of the Public Counsel was established in 1975 to represent the public and the interests of utility customers in proceedings before the Missouri Public Service Commission (PSC) and in the Courts involving investor-owned electric, natural gas, telephone, water, sewer and steam heat utilities. Public Counsel addresses many issues that affect customers including rates, safe and adequate service, complaints and disputes, connections and disconnections, and billing and collection practices. Through the Ombudsman for Property Rights, established in 2006 with the passage of House Bill 1944, the Office of the Public Counsel provides guidance to landowners about the condemnation process.

The Missouri Public Service Commission is charged with the statutory responsibility of ensuring that public utility consumers receive safe and adequate services at just and reasonable rates that will provide the utility companies' shareholders the opportunity to earn a reasonable return on their investment. The PSC regulates the rates and practices of investor-owned gas, electric, water and sewer utilities, including safety, billing and quality of service. It has limited regulatory authority over investor-owned telephone companies. The PSC also administers safety standards for the rural electric cooperatives and municipal gas systems, maintains a registry of state video service providers and registers Voice-Over-Internet Protocol (VoIP) service providers. In addition, the PSC administers the provision of Relay Missouri service, which gives hearing-impaired citizens access to the telephone network. The Manufactured Housing Department is required by statute to annually register manufacturers and dealers of manufactured homes and modular units; prescribe and enforce uniform construction standards for manufactured homes and modular units sold in the state; and enforce manufactured home set-up and tie-down requirements.

### **Administrative Services Division:**

The Administrative Services Division provides legal, public relation, legislative, financial, budget and human resource support to the department director, senior management and other divisions within the department. The Administrative Services Division oversees the Missouri Women's Council, which works to identify and address issues affecting the economic and employment status of women in Missouri.

**Department of Economic Development  
State Auditor's Reports and Oversight Evaluations and Missouri Sunset Act Provisions**

<b>Program or Division Name</b>	<b>Type of Report</b>	<b>Date Issued</b>	<b>Website</b>
Tax Credit Programs	Audit Report (2017-051)	17-Jun	<a href="https://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=581">https://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=581</a>
Small Business Regulatory Fairness Board	Audit Report (2016-030)	May-16	<a href="http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=472">http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=472</a>
Public Service Commission	Audit Report (2015-129)	Dec-15	<a href="http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=437">http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=437</a>
Neighborhood Assistance Program Tax Credit	Audit Report (2015-092)	Oct-15	<a href="http://app.auditor.mo.gov/Repository/Press/2015092932908.pdf">http://app.auditor.mo.gov/Repository/Press/2015092932908.pdf</a>
Office of the Public Counsel	Audit Report (2015-061)	Aug-15	<a href="http://app.auditor.mo.gov/Repository/Press/2015061953857.pdf">http://app.auditor.mo.gov/Repository/Press/2015061953857.pdf</a>
MO Development Finance Board Infrastructure Tax Credit Program	Audit Report (2014-142)	Dec-14	<a href="http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=354">http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=354</a>
Follow-up Report on Audit Findings Brownfield Remediation Tax Credit Program	Audit Report (2014-099)	Oct-14	<a href="http://www.auditor.mo.gov/Repository/Press/2014099907678.pdf">http://www.auditor.mo.gov/Repository/Press/2014099907678.pdf</a>
Brownfield Remediation Tax Credit Program	Audit Report (2014-023)	Apr-14	<a href="http://www.auditor.mo.gov/Press/2014023457179.pdf">http://www.auditor.mo.gov/Press/2014023457179.pdf</a>
Historic Preservation Tax Credit Program	Audit Report (2014-018)	Mar-14	<a href="http://www.auditor.mo.gov/Press/2014018370056.pdf">http://www.auditor.mo.gov/Press/2014018370056.pdf</a>
Low Income Housing	Audit Report (2014-014)	Mar-14	<a href="http://www.auditor.mo.gov/Press/2013014719305.pdf">http://www.auditor.mo.gov/Press/2013014719305.pdf</a>
Missouri Technology Corporation	Audit Report (2013-057)	Jul-13	<a href="http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=200">http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=200</a>
Division of Business and Community Services	Audit Report (2013-031)	Apr-13	<a href="http://www.auditor.mo.gov/Press/2013-031.pdf">http://www.auditor.mo.gov/Press/2013-031.pdf</a>
New Markets Tax Credit	Oversight Evaluation - Sunset Review	Jan-13	<a href="http://moga.mo.gov/">http://moga.mo.gov/</a>
Film Production Tax Credit	Oversight Evaluation - Sunset Review	Jan-13	<a href="http://moga.mo.gov/">http://moga.mo.gov/</a>
Division of Business and Community Services	Audit Report (2012-117)	Sep-12	<a href="http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=127">http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=127</a>
Missouri Quality Jobs Tax Incentive Program	Audit Report (2012-65)	Jul-12	<a href="http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=102">http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=102</a>
Review of Policy for Economic Growth	Oversight Evaluation	Dec-11	<a href="http://moga.mo.gov/">http://moga.mo.gov/</a>
Division of Tourism	Audit Report (2011-59)	Sep-11	<a href="http://auditor.mo.gov/press/2011-59.htm">http://auditor.mo.gov/press/2011-59.htm</a>
Division of Workforce Development	Audit Report (2011-16)	Apr-11	<a href="http://auditor.mo.gov/press/2011-16.htm">http://auditor.mo.gov/press/2011-16.htm</a>

**Department of Economic Development  
Programs Subject to Missouri Sunset Act**

<b>Program</b>	<b>Statutes Establishing</b>	<b>Sunset Date</b>	<b>Review Status</b>
Missouri Downtown Economic Stimulus Act (MODESA)	99.915 - 99.980, RSMo	1/1/2013	
Distressed Area Land Assemblage Tax Credit	99.1025, RSMo	8/28/2013	
Qualified Equity Investments Tax Credit (New Markets)	135.680 - 135.682, RSMo	9/4/2013	
Film Production Project Tax Credit	135.750, RSMo	11/28/2013	
Missouri Automotive Manufacturing Jobs Act	620.1910, RSMo	10/12/2016	
Alternative Fuel Infrastructure Tax Credit	135.710, RSMo	12/31/2017	
Missouri Works New Jobs Training	620.800 - 620.809, RSMo	7/1/2019	
Missouri Works Job Retention Training	620.800 - 620.809, RSMo	7/1/2019	
Missouri Works Business Incentives	620.2000 - 620.2020, RSMo	8/28/2019	
Amateur Sporting Tax Credit	67.3000, RSMo	8/28/2019	
Amateur Sporting Contribution Tax Credit	67.3005, RSMo	8/28/2019	
Wood Energy Tax Credit	135.300 - 135.311, RSMo	6/30/2020	
Division of Tourism Supplemental Revenue Fund	620.467, RSMo	6/30/2020	
Missouri Arts Council Trust Fund	143.183, RSMo	12/31/2020	
Bring Jobs Home Act	143.1100, RSMo	8/28/2022	
Advanced Industrial Manufacturing Zones Act (AIM Zone)	68.075, RSMo	8/28/2023	

**CORE DECISION ITEM**

**Department: Economic Development** **Budget Unit 42183C**  
**Division: Business and Community Services**  
**Core: Research Team - Missouri's Economic Research and Information Center (MERIC)**

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	113,455	1,530,483	0	1,643,938
EE	19,160	270,748	0	289,908
PSD	0	32,185	0	32,185
TRF	0	0	0	0
<b>Total</b>	<b>132,615</b>	<b>1,833,416</b>	<b>0</b>	<b>1,966,031</b>
<b>FTE</b>	<b>2.08</b>	<b>26.31</b>	<b>0.00</b>	<b>28.39</b>

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS			0	0
EE			0	0
PSD	0		0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>				<b>0.00</b>

<b>Est. Fringe</b>	55,137	725,757	0	780,894
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

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

Other Funds:

Other Funds:

**2. CORE DESCRIPTION**

The Research Team, better known as the Missouri Economic Research and Information Center (MERIC), performs data gathering, applied research, innovative analysis, and reporting to policymakers and the public. This research and analysis includes labor market trends, employment and unemployment, new business startups, wage analysis, and studies of the state's targeted industries and economic development initiatives. MERIC also works in cooperation with the U.S. Department of Labor to conduct research and produce information on economic conditions, reports and labor market information.

The Division of Business and Community Services (BCS) serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the

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

Research Team (MERIC)

**CORE DECISION ITEM**

**Department: Economic Development**

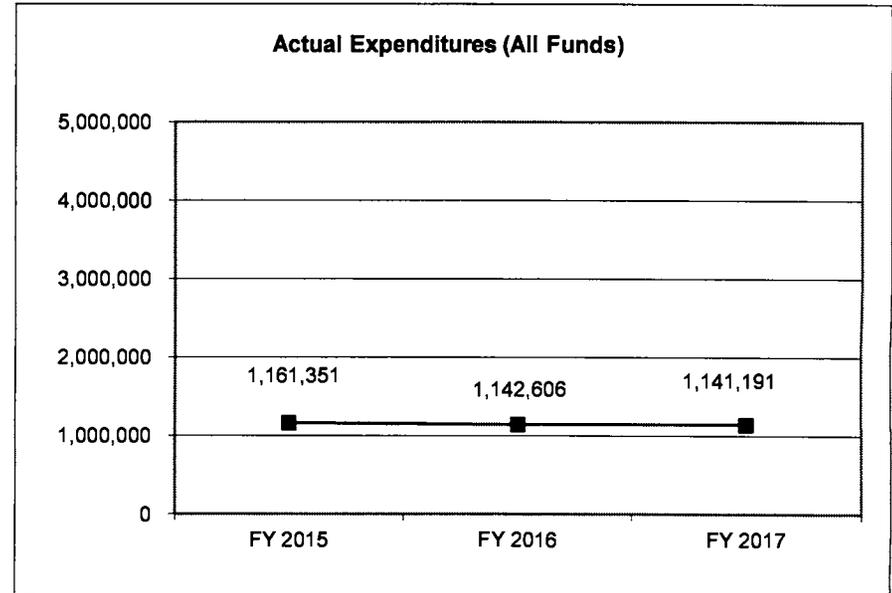
**Budget Unit 42183C**

**Division: Business and Community Services**

**Core: Research Team - Missouri's Economic Research and Information Center (MERIC)**

**4. FINANCIAL HISTORY**

	<b>FY 2015 Actual</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Current Yr.</b>
Appropriation (All Funds)	1,925,154	1,933,797	1,966,031	1,966,031
Less Reverted (All Funds)	(3,894)	(3,912)	(3,979)	(3,979)
Less Restricted ( All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,921,260	1,929,885	1,962,052	1,962,052
Actual Expenditures (All Funds)	1,161,351	1,142,606	1,141,191	N/A
Unexpended (All Funds)	759,909	787,279	820,861	N/A
Unexpended, by Fund:				
General Revenue	18,153	10,373	19,701	N/A
Federal	741,756	776,906	801,160	N/A
Other	0	0	0	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

Restricted includes any extraordinary expenditure restrictions (when applicable).

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MO ECO RESEARCH INFO CENTER**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PS	28.39	113,455	1,530,483	0	1,643,938	
	EE	0.00	19,160	270,748	0	289,908	
	PD	0.00	0	32,185	0	32,185	
	<b>Total</b>	<b>28.39</b>	<b>132,615</b>	<b>1,833,416</b>	<b>0</b>	<b>1,966,031</b>	
<b>DEPARTMENT CORE ADJUSTMENTS</b>							
Core Reallocation	1691 3699 PS	0.00	0	0	0		(0) More closely align to budget actuals.
	<b>NET DEPARTMENT CHANGES</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>		<b>(0)</b>
<b>DEPARTMENT CORE REQUEST</b>							
	PS	28.39	113,455	1,530,483	0	1,643,938	
	EE	0.00	19,160	270,748	0	289,908	
	PD	0.00	0	32,185	0	32,185	
	<b>Total</b>	<b>28.39</b>	<b>132,615</b>	<b>1,833,416</b>	<b>0</b>	<b>1,966,031</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PS	28.39	113,455	1,530,483	0	1,643,938	
	EE	0.00	19,160	270,748	0	289,908	
	PD	0.00	0	32,185	0	32,185	
	<b>Total</b>	<b>28.39</b>	<b>132,615</b>	<b>1,833,416</b>	<b>0</b>	<b>1,966,031</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit									
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
<b>MO ECO RESEARCH INFO CENTER</b>									
<b>CORE</b>									
PERSONAL SERVICES									
GENERAL REVENUE	90,350	1.66	113,455	2.08	113,455	2.08	0	0.00	
DIV JOB DEVELOPMENT & TRAINING	970,969	21.31	1,530,483	26.31	1,530,483	26.31	0	0.00	
TOTAL - PS	1,061,319	22.97	1,643,938	28.39	1,643,938	28.39	0	0.00	
EXPENSE & EQUIPMENT									
GENERAL REVENUE	18,585	0.00	19,160	0.00	19,160	0.00	0	0.00	
DIV JOB DEVELOPMENT & TRAINING	61,287	0.00	270,748	0.00	270,748	0.00	0	0.00	
TOTAL - EE	79,872	0.00	289,908	0.00	289,908	0.00	0	0.00	
PROGRAM-SPECIFIC									
DIV JOB DEVELOPMENT & TRAINING	0	0.00	32,185	0.00	32,185	0.00	0	0.00	
TOTAL - PD	0	0.00	32,185	0.00	32,185	0.00	0	0.00	
<b>TOTAL</b>	<b>1,141,191</b>	<b>22.97</b>	<b>1,966,031</b>	<b>28.39</b>	<b>1,966,031</b>	<b>28.39</b>	<b>0</b>	<b>0.00</b>	
<b>GRAND TOTAL</b>	<b>\$1,141,191</b>	<b>22.97</b>	<b>\$1,966,031</b>	<b>28.39</b>	<b>\$1,966,031</b>	<b>28.39</b>	<b>\$0</b>	<b>0.00</b>	

## FLEXIBILITY REQUEST FORM

<b>BUDGET UNIT NUMBER:</b> 42183C	<b>DEPARTMENT:</b> Economic Development
<b>BUDGET UNIT NAME:</b> Missouri Economic Research and Information Center (MERIC) See complete list of budget units below.	<b>DIVISION:</b> Business and Community Services

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

**DEPARTMENT REQUEST**

The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations the Missouri Economic Research and Information Center (MERIC). This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.

- MERIC PS (3699-0101) -  $\$113,455 * 10\% = \$11,346$  and MERIC EE (3700-0101) -  $\$19,160 * 10\% = \$1,916$   
 - MERIC PS (3701-0155) -  $\$1,530,483 * 10\% = \$153,048$  and MERIC EE (3702-0155) -  $\$302,933 * 10\% = \$30,293$

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

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

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

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2016, MERIC flexed \$0.	In FY 2017, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

### FLEXIBILITY REQUEST FORM

<b>BUDGET UNIT NUMBER:</b> 42183C, 41945C, 41955C, and 41965C	<b>DEPARTMENT:</b> Economic Development
<b>BUDGET UNIT NAME:</b> MERIC, Marketing, Sales, and Finance	<b>DIVISION:</b> Business and Community Services

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

#### DEPARTMENT REQUEST

The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.

- General Revenue: PS \$2,411,993 \* 10% = \$241,199 (52.24 FTE \* 10% = 5.22); EE \$1,602,149 \* 10% = \$160,215

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

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

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

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, there was \$0 flexed between the BCS Teams.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MO ECO RESEARCH INFO CENTER</b>								
<b>CORE</b>								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	95,216	0.00	0	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	10,444	0.38	86,816	3.00	86,816	2.00	0	0.00
RESEARCH ANAL I	158,855	4.83	178,337	5.41	203,337	5.41	0	0.00
RESEARCH ANAL II	82,347	2.08	294,770	3.13	294,770	3.13	0	0.00
RESEARCH ANAL III	229,600	5.00	249,242	6.14	276,564	6.18	0	0.00
RESEARCH ANAL IV	0	0.00	49,465	1.29	49,465	1.29	0	0.00
LABOR ECONOMIST	57,601	1.00	57,639	1.00	57,639	1.00	0	0.00
EXECUTIVE II	47,829	1.00	46,331	1.00	56,331	1.00	0	0.00
PLANNER II	37,507	0.81	30,907	0.70	40,907	0.70	0	0.00
PLANNER III	139,421	3.00	126,308	2.00	156,308	3.00	0	0.00
MARKETING SPECIALIST III	0	0.00	5,151	0.00	5,151	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	401	0.01	0	0.00	0	0.00	0	0.00
RESEARCH MANAGER B1	114,962	2.00	115,289	2.04	132,967	2.00	0	0.00
RESEARCH MANAGER B2	153,530	2.08	72,222	1.03	178,602	2.01	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	12,104	0.24	74,174	0.37	74,174	0.37	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	56,661	0.00	0	0.00	0	0.00
DESIGNATED PRINCIPAL DIV	0	0.00	74,503	0.98	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	16,718	0.54	30,907	0.30	30,907	0.30	0	0.00
<b>TOTAL - PS</b>	<b>1,061,319</b>	<b>22.97</b>	<b>1,643,938</b>	<b>28.39</b>	<b>1,643,938</b>	<b>28.39</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	5,765	0.00	12,523	0.00	12,523	0.00	0	0.00
TRAVEL, OUT-OF-STATE	18,342	0.00	45,857	0.00	45,857	0.00	0	0.00
SUPPLIES	14,327	0.00	32,285	0.00	32,285	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	9,288	0.00	24,012	0.00	24,012	0.00	0	0.00
COMMUNICATION SERV & SUPP	13,216	0.00	19,427	0.00	19,427	0.00	0	0.00
PROFESSIONAL SERVICES	16,113	0.00	133,270	0.00	133,270	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	72	0.00	72	0.00	0	0.00
M&R SERVICES	2,100	0.00	7,482	0.00	7,482	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	9,860	0.00	9,860	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	2,951	0.00	2,951	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	860	0.00	860	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	204	0.00	204	0.00	0	0.00

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MO ECO RESEARCH INFO CENTER</b>								
<b>CORE</b>								
MISCELLANEOUS EXPENSES	721	0.00	104	0.00	104	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL - EE	<u>79,872</u>	<u>0.00</u>	<u>289,908</u>	<u>0.00</u>	<u>289,908</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
PROGRAM DISTRIBUTIONS	0	0.00	32,185	0.00	32,185	0.00	0	0.00
TOTAL - PD	<u>0</u>	<u>0.00</u>	<u>32,185</u>	<u>0.00</u>	<u>32,185</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
<b>GRAND TOTAL</b>	<b>\$1,141,191</b>	<b>22.97</b>	<b>\$1,966,031</b>	<b>28.39</b>	<b>\$1,966,031</b>	<b>28.39</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$108,935	1.66	\$132,615	2.08	\$132,615	2.08		0.00
FEDERAL FUNDS	\$1,032,256	21.31	\$1,833,416	26.31	\$1,833,416	26.31		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Research Team - (MERIC)**

**Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)**

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

Facilitate Quality Jobs and Investment

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

MERIC delivers accurate, targeted information to stakeholders to assist in developing policies and actions that can help grow the Missouri economy.

The Missouri Economic Research and Information Center (MERIC) performs data gathering, applied research, and reporting useful to businesses, policymakers, jobseekers, educators, planners and the general public in making economic and data-driven decisions. Research includes:

- Development and analysis of labor market data such as employment, unemployment, and occupational information
- Studies of Missouri's industries, targeted sectors, and top occupations in those businesses

**2. 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. MERIC's federal funding from the U.S. Department of Labor comes from the Bureau of Labor Statistics and Employment and Training Administration (BLS). The BLS is authorized to collect labor market information pursuant to the 1884 statute (29 USC 1), an Act to Establish the Bureau of Labor, as amended. Section 14 of the Wagner-Peyser Act (29 USC 49 f(a)(3)(D)) authorizes the Secretary of Labor to reimburse the States to provide data for national statistical programs. In addition, both BLS and ETA cite the Workforce Investment Act of 1998 which amended the Wagner-Peyser Act by adding a new section 15, "Employment Statistics," which authorizes the Secretary of Labor to "...oversee the development, maintenance, and continuous improvement of a nationwide system of economic statistics..." as authorization for their programs.

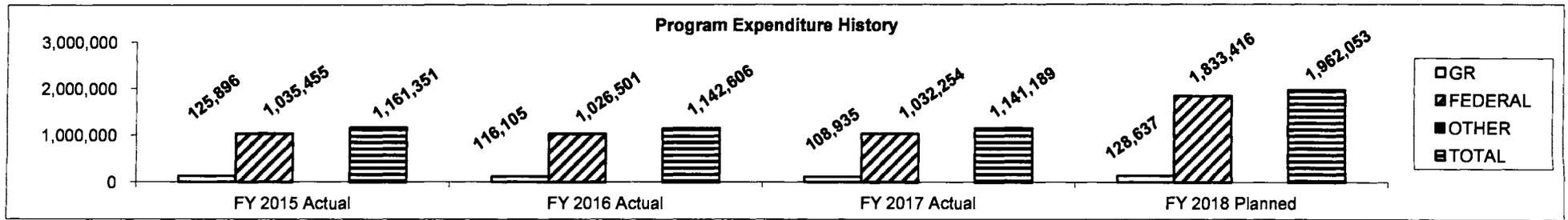
**3. Are there federal matching requirements? If yes, please explain.**

No.

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

Yes. The BLS uses a cooperative agreement to fund cooperative statistical programs because of the agency's ongoing involvement in the programs, pursuant to the Federal Grant and Cooperative Agreement Act of 1977 (31 USC 6301-08). The specific statistical programs and program requirements funded through this LMI Cooperative Agreement are described in ongoing work statements with the states. In a similar fashion, ETA instructions for use of its funding are detailed to states in the annual Training and Employment Guidance Letter for the Workforce Information Core Products and Services Grant.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

N/A

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Research Team - (MERIC)**

**Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)**

**7a. Provide an effectiveness measure.**

Annual qualitative effectiveness measure : State Workforce Board approved annual performance report of activities. Background: the U.S. Dept. of Labor, which funds most MERIC activities, requires that research developed is reviewed and approved by the board to ensure that information is effective for stakeholder use.

Direct Outreach per Staff: Annual number of people presented to/assisted/newsletter recipients

Base Target: 257 Direct Outreach Contacts per Staff

Stretch Target: min. 2% over base each year

Direct Outreach per Staff: Annual number of people presented to+assisted+newsletter recipients / Staff

	<b>FY2015 Actual</b>	<b>FY2016 Actual</b>	<b>FY2017* Projected</b>	<b>FY2017* Actual</b>	<b>FY2018 Projected</b>
Direct Outreach per Staff	173	188	257	257	262

*\*Added Labor Market Info. technical assistance calls and newsletter recipients for FY2017 and forward so break in series*

Annual Effectiveness Survey (part of BCS ten question survey and base/stretch can be added after initial survey)

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**7b. Provide an efficiency measure.**

Annual Cost Per Research Product & Service: New Research Products and Services / Funding

	<b>FY2015 Actual</b>	<b>FY2016 Actual</b>	<b>FY2017* Projected</b>	<b>FY2017* Actual</b>	<b>FY2018 Projected</b>
Cost Per Research Product & Service	\$1,664	\$1,622	\$1,009	\$1,009	\$1,009

*\*Added additional tracked services for FY2017 and forward so break in series*

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Research Team - (MERIC)**

**Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)**

**7c. Provide the number of clients/individuals served, if applicable.**

Annual Direct Customers Served: Presentations+Customer Calls+Newsletter+Unique Web Users

	<b>FY2015 Actual</b>	<b>FY2016 Actual</b>	<b>FY2017* Projected</b>	<b>FY2017* Actual</b>	<b>FY2018 Projected</b>
Annual Direct Customers Served	204,511	201,108	202,280	202,280	202,000

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.



**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Marketing Team**

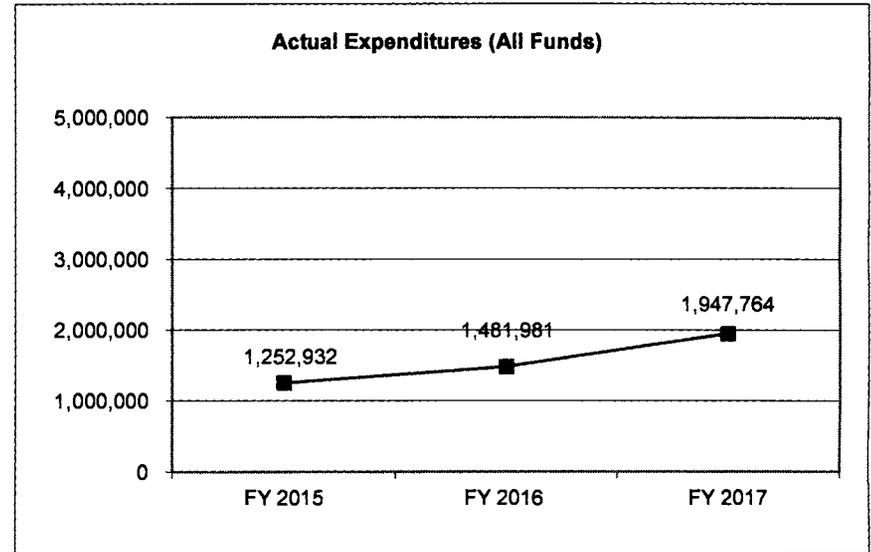
**Budget Unit 41945C**

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

Marketing Team

**4. FINANCIAL HISTORY**

	<b>FY 2015 Actual</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Current Yr.</b>
Appropriation (All Funds)	3,145,208	3,211,050	3,016,454	3,016,454
Less Reverted (All Funds)	(46,768)	(51,417)	(45,522)	0
Less Restricted ( All Funds)*	0	0	0	0
Budget Authority (All Funds)	3,098,440	3,159,633	2,970,932	3,016,454
Actual Expenditures (All Funds)	1,252,932	1,481,981	1,947,764	N/A
Unexpended (All Funds)	1,845,508	1,677,652	1,023,168	N/A
Unexpended, by Fund:				
General Revenue	330,705	368,992	10,874	N/A
Federal	114,738	50,731	51,379	N/A
Other	1,400,065	1,258,289	960,915	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MARKETING**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PS	5.53	0	51,379	224,186	275,565	
	EE	0.00	0	0	1,773,326	1,773,326	
	PD	0.00	0	0	967,563	967,563	
	<b>Total</b>	<b>5.53</b>	<b>0</b>	<b>51,379</b>	<b>2,965,075</b>	<b>3,016,454</b>	
<b>DEPARTMENT CORE ADJUSTMENTS</b>							
Core Reduction	1211 4569 PS	(4.12)	0	0	(178,739)	(178,739)	Reduce EDAF funding for GR NDI
Core Reduction	1211 2387 EE	0.00	0	0	(888,651)	(888,651)	Reduce EDAF funding for GR NDI
Core Reduction	1211 2387 PD	0.00	0	0	(450,000)	(450,000)	Reduce EDAF funding for GR NDI
	<b>NET DEPARTMENT CHANGES</b>	<b>(4.12)</b>	<b>0</b>	<b>0</b>	<b>(1,517,390)</b>	<b>(1,517,390)</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PS	1.41	0	51,379	45,447	96,826	
	EE	0.00	0	0	884,675	884,675	
	PD	0.00	0	0	517,563	517,563	
	<b>Total</b>	<b>1.41</b>	<b>0</b>	<b>51,379</b>	<b>1,447,685</b>	<b>1,499,064</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PS	1.41	0	51,379	45,447	96,826	
	EE	0.00	0	0	884,675	884,675	
	PD	0.00	0	0	517,563	517,563	
	<b>Total</b>	<b>1.41</b>	<b>0</b>	<b>51,379</b>	<b>1,447,685</b>	<b>1,499,064</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund								
<b>MARKETING</b>								
<b>CORE</b>								
<b>PERSONAL SERVICES</b>								
GENERAL REVENUE	162,504	3.56	0	0.00	0	0.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	51,379	0.26	51,379	0.26	0	0.00
DED ADMINISTRATIVE	1,340	0.04	45,447	1.15	45,447	1.15	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	178,739	4.12	0	0.00	0	0.00
TOTAL - PS	163,844	3.60	275,565	5.53	96,826	1.41	0	0.00
<b>EXPENSE &amp; EQUIPMENT</b>								
GENERAL REVENUE	736,397	0.00	0	0.00	0	0.00	0	0.00
INTERNATIONAL PROMOTIONS REVOL	223,750	0.00	884,675	0.00	884,675	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	888,651	0.00	0	0.00	0	0.00
TOTAL - EE	960,147	0.00	1,773,326	0.00	884,675	0.00	0	0.00
<b>PROGRAM-SPECIFIC</b>								
GENERAL REVENUE	562,093	0.00	0	0.00	0	0.00	0	0.00
INTERNATIONAL PROMOTIONS REVOL	261,680	0.00	517,563	0.00	517,563	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	450,000	0.00	0	0.00	0	0.00
TOTAL - PD	823,773	0.00	967,563	0.00	517,563	0.00	0	0.00
<b>TOTAL</b>	<b>1,947,764</b>	<b>3.60</b>	<b>3,016,454</b>	<b>5.53</b>	<b>1,499,064</b>	<b>1.41</b>	<b>0</b>	<b>0.00</b>
<b>Restore GR-Mktg/Sales/Finance - 1419002</b>								
<b>PERSONAL SERVICES</b>								
GENERAL REVENUE	0	0.00	0	0.00	178,739	4.12	0	0.00
TOTAL - PS	0	0.00	0	0.00	178,739	4.12	0	0.00
<b>EXPENSE &amp; EQUIPMENT</b>								
GENERAL REVENUE	0	0.00	0	0.00	888,651	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	888,651	0.00	0	0.00
<b>PROGRAM-SPECIFIC</b>								
GENERAL REVENUE	0	0.00	0	0.00	450,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	450,000	0.00	0	0.00
<b>TOTAL</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>1,517,390</b>	<b>4.12</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$1,947,764</b>	<b>3.60</b>	<b>\$3,016,454</b>	<b>5.53</b>	<b>\$3,016,454</b>	<b>5.53</b>	<b>\$0</b>	<b>0.00</b>

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**FLEXIBILITY REQUEST FORM**

<b>BUDGET UNIT NUMBER:</b> 41945C	<b>DEPARTMENT:</b> Economic Development
<b>BUDGET UNIT NAME:</b> Marketing Team See complete list of budget units below.	<b>DIVISION:</b> Business and Community Services

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

**DEPARTMENT REQUEST**

The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations for the Marketing Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.

- EDAF: Marketing PS (4569-0783) - \$178,739 \* 10% = \$17,874 and Marketing EE (2387-0783) - \$1,338,651 \* 10% - \$133,865

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

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

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

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, the Marketing Team flexed \$0.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

**FLEXIBILITY REQUEST FORM**

<b>BUDGET UNIT NUMBER:</b> 42183C, 41945C, 41955C, and 41965C	<b>DEPARTMENT:</b> Economic Development
<b>BUDGET UNIT NAME:</b> MERIC, Marketing, Sales, and Finance	<b>DIVISION:</b> Business and Community Services

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

**DEPARTMENT REQUEST**

The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.

- General Revenue: PS \$2,411,993 \* 10% = \$241,199 (52.24 FTE \* 10% = 5.22); EE \$1,602,149 \* 10% = \$160,215

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

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

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

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, there was \$0 flexed between the BCS Teams.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MARKETING</b>								
<b>CORE</b>								
ADMIN OFFICE SUPPORT ASSISTANT	5,922	0.19	4,029	0.13	0	0.00	0	0.00
RESEARCH ANAL II	0	0.00	65	0.00	0	0.00	0	0.00
RESEARCH ANAL III	0	0.00	136	0.00	0	0.00	0	0.00
RESEARCH ANAL IV	0	0.00	35	0.00	0	0.00	0	0.00
PLANNER II	0	0.00	131	0.00	0	0.00	0	0.00
MARKETING SPECIALIST I	24,094	0.75	26,683	0.50	0	0.00	0	0.00
MARKETING SPECIALIST II	13,956	0.35	48,973	1.09	21,374	0.71	0	0.00
MARKETING SPECIALIST III	65,379	1.38	155,281	3.45	75,452	0.70	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	1,340	0.04	0	0.00	0	0.00	0	0.00
RESEARCH MANAGER B1	0	0.00	5,151	0.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	39,797	0.77	13,275	0.05	0	0.00	0	0.00
DIVISION DIRECTOR	13,356	0.12	6,070	0.06	0	0.00	0	0.00
DESIGNATED PRINCIPALASST DIV	0	0.00	8,648	0.00	0	0.00	0	0.00
BUDGET/PLANNING ANALYST	0	0.00	39	0.00	0	0.00	0	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	7,049	0.25	0	0.00	0	0.00
<b>TOTAL - PS</b>	<b>163,844</b>	<b>3.60</b>	<b>275,565</b>	<b>5.53</b>	<b>96,826</b>	<b>1.41</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	12,418	0.00	89,836	0.00	2,272	0.00	0	0.00
TRAVEL, OUT-OF-STATE	81,734	0.00	82,531	0.00	77,171	0.00	0	0.00
FUEL & UTILITIES	0	0.00	3,508	0.00	0	0.00	0	0.00
SUPPLIES	101,183	0.00	155,150	0.00	24,032	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	123,724	0.00	204,674	0.00	63,317	0.00	0	0.00
COMMUNICATION SERV & SUPP	2,686	0.00	186,751	0.00	5,963	0.00	0	0.00
PROFESSIONAL SERVICES	368,949	0.00	928,450	0.00	647,695	0.00	0	0.00
M&R SERVICES	14,492	0.00	15,000	0.00	0	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	10,000	0.00	0	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	2,000	0.00	0	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	26,237	0.00	14,729	0.00	0	0.00
OTHER EQUIPMENT	32,512	0.00	16,408	0.00	6,000	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	0	0.00	0	0.00
BUILDING LEASE PAYMENTS	222,236	0.00	35,124	0.00	32,002	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	2,180	0.00	101	0.00	0	0.00
MISCELLANEOUS EXPENSES	213	0.00	12,278	0.00	10,194	0.00	0	0.00

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MARKETING</b>								
<b>CORE</b>								
REBILLABLE EXPENSES	0	0.00	2,199	0.00	1,199	0.00	0	0.00
TOTAL - EE	960,147	0.00	1,773,326	0.00	884,675	0.00	0	0.00
PROGRAM DISTRIBUTIONS	823,560	0.00	956,601	0.00	506,601	0.00	0	0.00
REFUNDS	213	0.00	10,962	0.00	10,962	0.00	0	0.00
TOTAL - PD	823,773	0.00	967,563	0.00	517,563	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$1,947,764</b>	<b>3.60</b>	<b>\$3,016,454</b>	<b>5.53</b>	<b>\$1,499,064</b>	<b>1.41</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$1,460,994	3.56	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$51,379	0.26	\$51,379	0.26		0.00
OTHER FUNDS	\$486,770	0.04	\$2,965,075	5.27	\$1,447,685	1.15		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Marketing Team**

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

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

Facilitate Quality Jobs and Investment

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

- The marketing (communications) team develops print and digital materials for both the Division and the DED.
- Produces video, photo, audio and animation products.
- Maintain and update DED's website (ded.mo.gov) and other department sites.
- Participate in, and host and support events in and outside the state.
- Provide webinars and other training support resources.
- Maintain and update BCS program form and documents for end users.
- Produce content for DED social media networks to gain earned media publicity.

**2. 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.

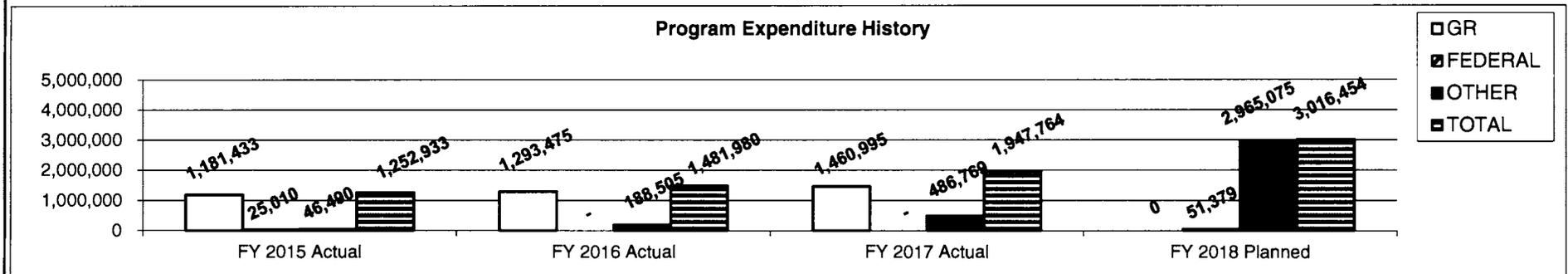
**3. Are there federal matching requirements? If yes, please explain.**

No.

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

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

FY15-FY17: International Promotions Revolving Fund (0567) and Economic Development Administrative Revolving Fund (0547). FY18: Economic Development Advancement Fund (0783), International Promotions Revolving Fund (0567) and Economic Development Administrative Revolving Fund

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Marketing Team**

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

**7a. Provide an effectiveness measure.**

Develop various quantitative and qualitative surveys to gage customers perception of our effectiveness in the targeted initiative areas.

Will use state survey system to build, gather and analyze results. Utilize GovDelivery as the distribution platform.

Baseline will be established during FY18.

Stretch target will be established during FY18.

**7b. Provide an efficiency measure.**

Work in Progress.

**7c. Provide the number of clients/individuals served, if applicable.**

1. Increase the number of emails sent and opened that are specifically focused on the targeted initiatives.

Will use the GovDelivery analytics system.

Baseline will be established during FY18.

Stretch target will be established during FY18.

2. Increase the amount of DED website traffic specifically focused on targeted industries.

Track annual total website sessions of the pages focused on the targeted initiatives.

Baseline will be established during FY18.

Stretch target will be established during FY18.

3. Increase public engagement by utilizing online content, social media, and new and existing public outreach to inform and educate the target audience on ways to grow the skilled workforce and strengthen business in Missouri.

Use online and social media analytic tools as well as survey data results.

Baseline will be established during FY18.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program.

The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>	<b>Budget Unit 41945C, 41955C and 41965C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR-Marketing, Sales, Finance Teams</b>	<b>DI# 1419002</b>

**1. AMOUNT OF REQUEST**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	1,667,011	0	0	1,667,011
EE	1,119,989	0	0	1,119,989
PSD	463,000	0	0	463,000
TRF	0	0	0	0
<b>Total</b>	<b>3,250,000</b>	<b>0</b>	<b>0</b>	<b>3,250,000</b>
<b>FTE</b>	<b>32.64</b>	<b>0.00</b>	<b>0.00</b>	<b>32.64</b>

	FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

<b>Est. Fringe</b>	336,453	0	0	336,453
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

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

Other Funds:

Other Funds:

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

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

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

This New Decision Item is being requested in order to restore General Revenue funding for the Marketing, Sales and Finance Teams. In Fiscal Year 2018, several BCS budget appropriations originally funded by GR were fund switched to the Economic Development Advancement Fund (0783). Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues to the fund.

In order to continue to provide the critical services provided by the Marketing, Sales and Finance Teams it is imperative that General Revenue funding is restored for both Personal Service and Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

**Department: Economic Development** **Budget Unit 41945C, 41955C and 41965C**  
**Division: Business and Community Services**  
**DI Name: Restoration of GR-Marketing, Sales, Finance Teams** **DI# 1419002**

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

The specific amount was derived based on the FY18 fund switches from GR to EDAF for the Marketing, Sales and Finance Teams. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

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

<b>Budget Object Class/Job Class</b>	<b>Dept Req GR DOLLARS</b>	<b>Dept Req GR FTE</b>	<b>Dept Req FED DOLLARS</b>	<b>Dept Req FED FTE</b>	<b>Dept Req OTHER DOLLARS</b>	<b>Dept Req OTHER FTE</b>	<b>Dept Req TOTAL DOLLARS</b>	<b>Dept Req TOTAL FTE</b>	<b>Dept Req One-Time DOLLARS</b>
Marketing Team Personal Service	178,739	4.12					178,739	4.12	
Sales Team Personal Service	1,262,415	25.52					1,262,415	25.52	
Finance Team Personal Service	225,857	3.00					225,857	3.00	
<b>Total PS</b>	<b>1,667,011</b>	<b>32.64</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>1,667,011</b>	<b>32.64</b>	<b>0</b>
Marketing Team EE	888,651						888,651		
Sales Team EE	124,020						124,020		
Finance Team EE	107,318						107,318		
<b>Total EE</b>	<b>1,119,989</b>		<b>0</b>		<b>0</b>		<b>1,119,989</b>		<b>0</b>
Marketing Team Program Distributions	450,000						450,000		
Sales Team Program Distributions	8,000						8,000		
Finance Team Program Distributions	5,000						5,000		
<b>Total PSD</b>	<b>463,000</b>		<b>0</b>		<b>0</b>		<b>463,000</b>		<b>0</b>
Transfers									
<b>Total TRF</b>	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>
<b>Grand Total</b>	<b>3,250,000</b>	<b>32.64</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>3,250,000</b>	<b>32.64</b>	<b>0</b>

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>	<b>Budget Unit 41945C, 41955C and 41965C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR-Marketing, Sales, Finance Teams</b>	<b>DI# 1419002</b>

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

NEW DECISION ITEM  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

Department: Economic Development	Budget Unit	41945C, 41955C and 41965C
Division: Business and Community Services		
DI Name: Restoration of GR-Marketing, Sales, Finance Teams	DI#	1419002

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

**6a. Provide an effectiveness measure.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams effectiveness measures.

**6b. Provide an efficiency measure.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams efficiency measures.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams number of clients served.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams customer satisfaction.

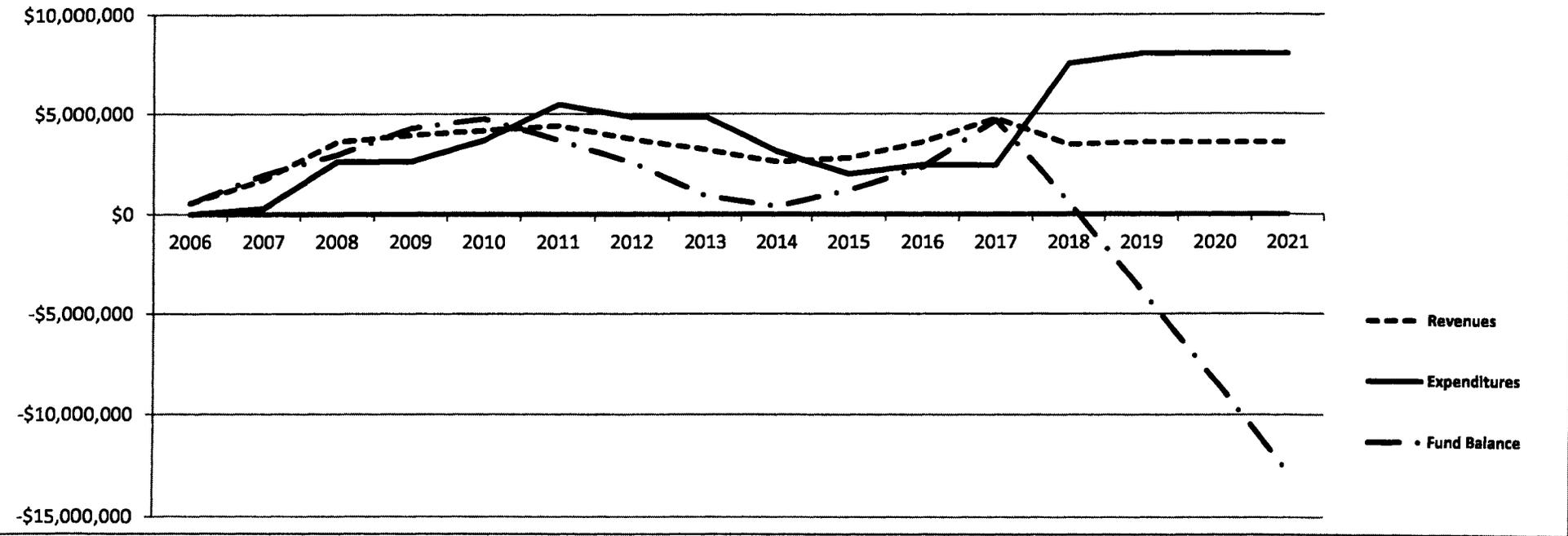
**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>	<b>Budget Unit 41945C, 41955C and 41965C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR-Marketing, Sales, Finance Teams</b>	<b>DI# 1419002</b>

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.

**EDAF - Estimated Expenditures**



**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MARKETING</b>								
<b>Restore GR-Mktg/Sales/Finance - 1419002</b>								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	4,029	0.13	0	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	26,683	0.50	0	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	27,599	0.38	0	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	92,435	3.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	13,275	0.05	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	6,070	0.06	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	8,648	0.00	0	0.00
<b>TOTAL - PS</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>178,739</b>	<b>4.12</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	0	0.00	0	0.00	87,564	0.00	0	0.00
TRAVEL, OUT-OF-STATE	0	0.00	0	0.00	5,360	0.00	0	0.00
FUEL & UTILITIES	0	0.00	0	0.00	3,508	0.00	0	0.00
SUPPLIES	0	0.00	0	0.00	131,118	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	0	0.00	141,357	0.00	0	0.00
COMMUNICATION SERV & SUPP	0	0.00	0	0.00	180,788	0.00	0	0.00
PROFESSIONAL SERVICES	0	0.00	0	0.00	290,755	0.00	0	0.00
M&R SERVICES	0	0.00	0	0.00	15,000	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	0	0.00	2,000	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	0	0.00	11,508	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	0	0.00	10,408	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	0	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	0	0.00	3,122	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	0	0.00	2,079	0.00	0	0.00
MISCELLANEOUS EXPENSES	0	0.00	0	0.00	2,084	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	0	0.00	1,000	0.00	0	0.00
<b>TOTAL - EE</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>888,651</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	450,000	0.00	0	0.00
<b>TOTAL - PD</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>450,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$1,517,390</b>	<b>4.12</b>	<b>\$0</b>	<b>0.00</b>
<b>GENERAL REVENUE</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$1,517,390</b>	<b>4.12</b>		<b>0.00</b>
<b>FEDERAL FUNDS</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>		<b>0.00</b>
<b>OTHER FUNDS</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>		<b>0.00</b>

**CORE DECISION ITEM**

<b>Department:</b> Economic Development	<b>Budget Unit</b> <u>41955C</u>
<b>Division:</b> Business and Community Services	
<b>Core:</b> Sales Team	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	7,088	7,088	PS		0		0
EE	0	0	0	0	EE		0	0	0
PSD	0	0	0	0	PSD		0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>7,088</b>	<b>7,088</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.25	0.25	FTE				0.00

<b>Est. Fringe</b>	0	0	4,682	4,682
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

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

Other Funds: Economic Development Administrative Revolving Fund (0547)  
Economic Development Advancement Fund (0783)

Other Funds: Economic Development Administrative Revolving Fund (0547)  
Economic Development Advancement Fund (0783)

**2. CORE DESCRIPTION**

The Sales Team, within the Division of Business and Community Services (BCS), is responsible for facilitating and assisting the expansion of existing businesses in Missouri, international development and export trade, and new business startups. With a knowledge of real estate and site selection opportunities, available workforce, utilities, permitting and local, state and federal resources and incentives, Regional Project Managers work with existing business and new business start-ups. Regional International Trade Managers work with businesses to facilitate exporting and international business opportunities. Both professional staff work in the field to gain in-depth knowledge of the needs and opportunities of the businesses within that region. Regions covered by Sales staff include in-state, national and international.

BCS serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate international development and export trade; and to facilitate the startup of new business in the State. BCS also partners with the contracted business recruiters to bring new business to the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.

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

Sales Team

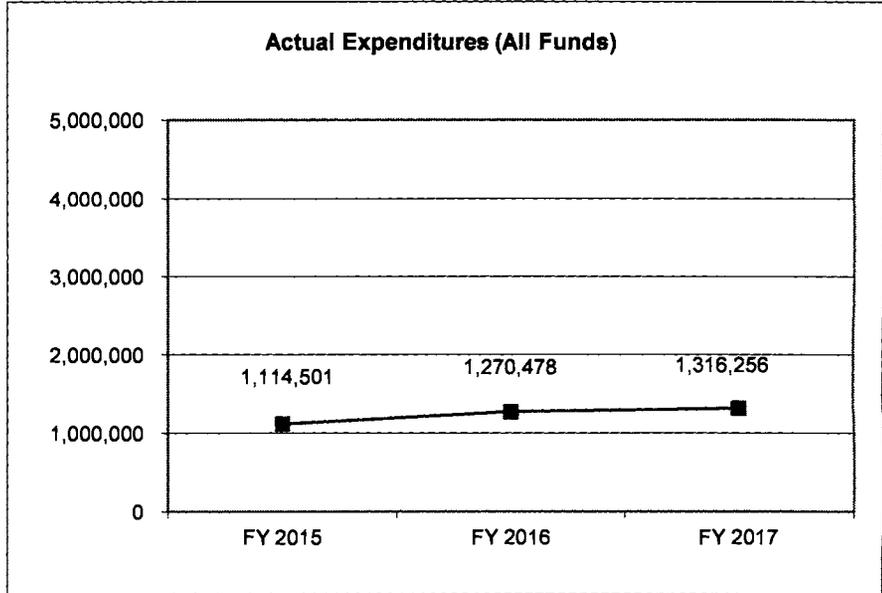
**CORE DECISION ITEM**

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Sales Team

**Budget Unit** 41955C

**4. FINANCIAL HISTORY**

	<u>FY 2015</u> <u>Actual</u>	<u>FY 2016</u> <u>Actual</u>	<u>FY 2017</u> <u>Actual</u>	<u>FY 2018</u> <u>Current Yr.</u>
Appropriation (All Funds)	1,465,879	1,376,630	1,401,523	1,401,523
Less Reverted (All Funds)	(42,104)	(41,091)	(41,833)	0
Less Restricted ( All Funds)*	0	0	0	0
Budget Authority (All Funds)	<u>1,423,775</u>	<u>1,335,539</u>	<u>1,359,690</u>	<u>1,401,523</u>
Actual Expenditures (All Funds)	<u>1,114,501</u>	<u>1,270,478</u>	<u>1,316,256</u>	N/A
Unexpended (All Funds)	<u>309,274</u>	<u>65,061</u>	<u>43,434</u>	N/A
Unexpended, by Fund:				
General Revenue	267,954	58,112	36,346	N/A
Federal	34,409	0	0	N/A
Other	6,911	6,949	7,088	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
SALES**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PS	25.77	0	0	1,269,503	1,269,503	
	EE	0.00	0	0	124,020	124,020	
	PD	0.00	0	0	8,000	8,000	
	<b>Total</b>	<b>25.77</b>	<b>0</b>	<b>0</b>	<b>1,401,523</b>	<b>1,401,523</b>	
<b>DEPARTMENT CORE ADJUSTMENTS</b>							
Core Reduction	1279 2801 PS	(25.52)	0	0	(1,262,415)	(1,262,415)	Reduce EDAF funding for GR NDI.
Core Reduction	1279 2802 EE	0.00	0	0	(124,020)	(124,020)	Reduce EDAF funding for GR NDI.
Core Reduction	1279 2802 PD	0.00	0	0	(8,000)	(8,000)	Reduce EDAF funding for GR NDI.
	<b>NET DEPARTMENT CHANGES</b>	<b>(25.52)</b>	<b>0</b>	<b>0</b>	<b>(1,394,435)</b>	<b>(1,394,435)</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PS	0.25	0	0	7,088	7,088	
	EE	0.00	0	0	0	0	
	PD	0.00	0	0	0	0	
	<b>Total</b>	<b>0.25</b>	<b>0</b>	<b>0</b>	<b>7,088</b>	<b>7,088</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PS	0.25	0	0	7,088	7,088	
	EE	0.00	0	0	0	0	
	PD	0.00	0	0	0	0	
	<b>Total</b>	<b>0.25</b>	<b>0</b>	<b>0</b>	<b>7,088</b>	<b>7,088</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund								
<b>SALES</b>								
<b>CORE</b>								
PERSONAL SERVICES								
GENERAL REVENUE	1,188,196	24.56	0	0.00	0	0.00	0	0.00
DED ADMINISTRATIVE	0	0.00	7,088	0.25	7,088	0.25	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	1,262,415	25.52	0	0.00	0	0.00
TOTAL - PS	1,188,196	24.56	1,269,503	25.77	7,088	0.25	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	128,060	0.00	0	0.00	0	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	124,020	0.00	0	0.00	0	0.00
TOTAL - EE	128,060	0.00	124,020	0.00	0	0.00	0	0.00
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	8,000	0.00	0	0.00	0	0.00
TOTAL - PD	0	0.00	8,000	0.00	0	0.00	0	0.00
<b>TOTAL</b>	<b>1,316,256</b>	<b>24.56</b>	<b>1,401,523</b>	<b>25.77</b>	<b>7,088</b>	<b>0.25</b>	<b>0</b>	<b>0.00</b>
<b>Restore GR-Mktg/Sales/Finance - 1419002</b>								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	1,262,415	25.52	0	0.00
TOTAL - PS	0	0.00	0	0.00	1,262,415	25.52	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	0	0.00	124,020	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	124,020	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	0	0.00	8,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	8,000	0.00	0	0.00
<b>TOTAL</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>1,394,435</b>	<b>25.52</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$1,316,256</b>	<b>24.56</b>	<b>\$1,401,523</b>	<b>25.77</b>	<b>\$1,401,523</b>	<b>25.77</b>	<b>\$0</b>	<b>0.00</b>

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## FLEXIBILITY REQUEST FORM

<b>BUDGET UNIT NUMBER:</b> 41955C  <b>BUDGET UNIT NAME:</b> Sales Team See complete list of budget units below.	<b>DEPARTMENT:</b> Economic Development  <b>DIVISION:</b> Business and Community Services
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**1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.**

### DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations for the Sales Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.

- EDAF: Sales PS (2801-0783) - \$1,262,415 \* 10% = \$126,242 and Sales EE (2802-0783) - \$132,020 \* 10% = \$13,202

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

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

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

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, the Sales Team flexed \$0.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

**FLEXIBILITY REQUEST FORM**

<b>BUDGET UNIT NUMBER:</b> 42183C, 41945C, 41955C, and 41965C	<b>DEPARTMENT:</b> Economic Development
<b>BUDGET UNIT NAME:</b> MERIC, Marketing, Sales, and Finance	<b>DIVISION:</b> Business and Community Services

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

**DEPARTMENT REQUEST**

The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.

- General Revenue: PS \$2,411,993 \* 10% = \$241,199 (52.24 FTE \* 10% = 5.22); EE \$1,602,149 \* 10% = \$160,215

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

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

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

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, there was \$0 flexed between the BCS Teams.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>SALES</b>								
<b>CORE</b>								
ADMIN OFFICE SUPPORT ASSISTANT	11,843	0.38	41,124	1.00	0	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	56,526	2.00	65,667	2.00	0	0.00	0	0.00
PLANNER III	0	0.00	56,447	1.00	0	0.00	0	0.00
MARKETING SPECIALIST I	129,218	3.68	174,765	3.75	0	0.00	0	0.00
MARKETING SPECIALIST II	167,932	4.25	11,475	2.80	0	0.00	0	0.00
MARKETING SPECIALIST III	387,807	7.85	567,596	9.74	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	9,314	0.22	33,921	1.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	38,545	0.87	29,357	1.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	56,908	0.85	88,929	1.13	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	142,700	2.00	77,919	0.75	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	102	0.00	0	0.00	0	0.00
DIVISION DIRECTOR	40,068	0.38	40,085	0.25	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	72,072	0.87	74,766	1.10	0	0.00	0	0.00
LEGAL COUNSEL	0	0.00	257	0.00	0	0.00	0	0.00
OFFICE WORKER MISCELLANEOUS	10,412	0.33	0	0.00	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	2,363	0.04	0	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	55,928	0.79	0	0.00	0	0.00	0	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	7,088	0.25	7,088	0.25	0	0.00
OTHER	0	0.00	5	0.00	0	0.00	0	0.00
DIR OF LEGISLATIVE AFFAIRS	6,560	0.05	0	0.00	0	0.00	0	0.00
<b>TOTAL - PS</b>	<b>1,188,196</b>	<b>24.56</b>	<b>1,269,503</b>	<b>25.77</b>	<b>7,088</b>	<b>0.25</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	46,965	0.00	28,213	0.00	0	0.00	0	0.00
TRAVEL, OUT-OF-STATE	3,935	0.00	12,837	0.00	0	0.00	0	0.00
FUEL & UTILITIES	0	0.00	2,013	0.00	0	0.00	0	0.00
SUPPLIES	2,598	0.00	12,111	0.00	0	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	18,679	0.00	17,319	0.00	0	0.00	0	0.00
COMMUNICATION SERV & SUPP	28,604	0.00	26,563	0.00	0	0.00	0	0.00
PROFESSIONAL SERVICES	21,927	0.00	12,184	0.00	0	0.00	0	0.00
M&R SERVICES	2,816	0.00	574	0.00	0	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	1,830	0.00	0	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	600	0.00	0	0.00	0	0.00
OFFICE EQUIPMENT	449	0.00	2,426	0.00	0	0.00	0	0.00

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>SALES</b>								
<b>CORE</b>								
OTHER EQUIPMENT	1,199	0.00	961	0.00	0	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	600	0.00	0	0.00	0	0.00
BUILDING LEASE PAYMENTS	700	0.00	192	0.00	0	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	1,069	0.00	0	0.00	0	0.00
MISCELLANEOUS EXPENSES	188	0.00	3,219	0.00	0	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	1,309	0.00	0	0.00	0	0.00
<b>TOTAL - EE</b>	<b>128,060</b>	<b>0.00</b>	<b>124,020</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
PROGRAM DISTRIBUTIONS	0	0.00	8,000	0.00	0	0.00	0	0.00
<b>TOTAL - PD</b>	<b>0</b>	<b>0.00</b>	<b>8,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$1,316,256</b>	<b>24.56</b>	<b>\$1,401,523</b>	<b>25.77</b>	<b>\$7,088</b>	<b>0.25</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$1,316,256	24.56	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$1,401,523	25.77	\$7,088	0.25		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Sales Team**

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

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

Facilitate Quality Jobs and Investment

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

- The Sales Team is responsible for the increase of high quality private sector jobs and leveraging of private sector investment.
- Facilitate the growth of existing businesses and new business startups.
- Access existing resources needed for growth of the business community.
- Provide education and resources to local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri companies.

**2. 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.

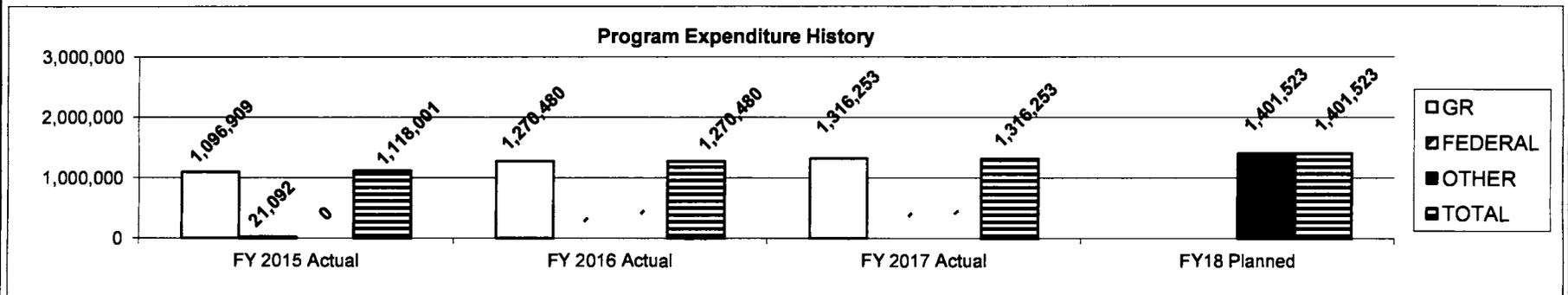
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

FY15-FY17: Economic Development Administrative Revolving Fund (0547).

FY18: Economic Development Advancement Fund (0783) and Economic Development Administrative Revolving Fund (0547).

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Sales Team**  
**Program is found in the following core budget(s): Sales Team**

**7a. Provide an effectiveness measure.**

	<b>FY16 &amp; FY17 Average</b>	<b>FY2018 Base**</b>
Increase the number of announced projects*	145	148
Increase the jobs created/retained*	11,413	11,645
Increase the statewide average wage of all jobs created and retained as a direct result of DED's involvement	\$46,283	\$47,227
Increase the average wage of all jobs created and retained based on the county's average wage as a direct result of DED's involvement	New measure not previously tracked	Baseline to be created
Increase the amount of private capital investment made by announced projects as a direct result of DED's involvement	\$1,853,774,732	\$1,890,850,226

\*This metric is reflective of projects that DED and Missouri Partnership actively participated in. \*\*\*Stretch goal is a 5% increase over the FYs 16

**7b. Provide an efficiency measure.**

	<b>FY16 &amp; FY17 Average</b>	<b>FY2018 Base</b>
Decrease the state incentives awarded to create a new job or retain an existing job	\$15,797	\$15,482

**7c. Provide the number of clients/individuals served, if applicable.**

	<b>FY16 &amp; FY17 Average</b>	<b>FY2018 Base**</b>
Increase the number of active projects in the pipeline	New metric not previously tracked	TBD

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

**Department: Economic Development** **Budget Unit 41945C, 41955C and 41965C**  
**Division: Business and Community Services**  
**DI Name: Restoration of GR-Marketing, Sales, Finance Teams** **DI# 1419002**

**1. AMOUNT OF REQUEST**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	1,667,011	0	0	1,667,011
EE	1,119,989	0	0	1,119,989
PSD	463,000	0	0	463,000
TRF	0	0	0	0
<b>Total</b>	<b>3,250,000</b>	<b>0</b>	<b>0</b>	<b>3,250,000</b>
<b>FTE</b>	<b>32.64</b>	<b>0.00</b>	<b>0.00</b>	<b>32.64</b>

	FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

<b>Est. Fringe</b>	336,453	0	0	336,453
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

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

Other Funds:

Other Funds:

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

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

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

This New Decision Item is being requested in order to restore General Revenue funding for the Marketing, Sales and Finance Teams. In Fiscal Year 2018, several BCS budget appropriations originally funded by GR were fund switched to the Economic Development Advancement Fund (0783). Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues to the fund.

In order to continue to provide the critical services provided by the Marketing, Sales and Finance Teams it is imperative that General Revenue funding is restored for both Personal Service and Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

**Department: Economic Development** **Budget Unit 41945C, 41955C and 41965C**  
**Division: Business and Community Services**  
**DI Name: Restoration of GR-Marketing, Sales, Finance Teams** **DI# 1419002**

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

The specific amount was derived based on the FY18 fund switches from GR to EDAF for the Marketing, Sales and Finance Teams. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

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

<b>Budget Object Class/Job Class</b>	<b>Dept Req GR DOLLARS</b>	<b>Dept Req GR FTE</b>	<b>Dept Req FED DOLLARS</b>	<b>Dept Req FED FTE</b>	<b>Dept Req OTHER DOLLARS</b>	<b>Dept Req OTHER FTE</b>	<b>Dept Req TOTAL DOLLARS</b>	<b>Dept Req TOTAL FTE</b>	<b>Dept Req One-Time DOLLARS</b>
Marketing Team Personal Service	178,739	4.12					178,739	4.12	
Sales Team Personal Service	1,262,415	25.52					1,262,415	25.52	
Finance Team Personal Service	225,857	3.00					225,857	3.00	
<b>Total PS</b>	<b>1,667,011</b>	<b>32.64</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>1,667,011</b>	<b>32.64</b>	<b>0</b>
Marketing Team EE	888,651						888,651		
Sales Team EE	124,020						124,020		
Finance Team EE	107,318						107,318		
<b>Total EE</b>	<b>1,119,989</b>		<b>0</b>		<b>0</b>		<b>1,119,989</b>		<b>0</b>
Marketing Team Program Distributions	450,000						450,000		
Sales Team Program Distributions	8,000						8,000		
Finance Team Program Distributions	5,000						5,000		
<b>Total PSD</b>	<b>463,000</b>		<b>0</b>		<b>0</b>		<b>463,000</b>		<b>0</b>
Transfers									
<b>Total TRF</b>	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>
<b>Grand Total</b>	<b>3,250,000</b>	<b>32.64</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>3,250,000</b>	<b>32.64</b>	<b>0</b>

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>		<b>Budget Unit 41945C, 41955C and 41965C</b>							
<b>Division: Business and Community Services</b>									
<b>DI Name: Restoration of GR-Marketing, Sales, Finance Teams</b>		<b>DI# 1419002</b>							
<b>Budget Object Class/Job Class</b>	<b>Gov Rec GR DOLLARS</b>	<b>Gov Rec GR FTE</b>	<b>Gov Rec FED DOLLARS</b>	<b>Gov Rec FED FTE</b>	<b>Gov Rec OTHER DOLLARS</b>	<b>Gov Rec OTHER FTE</b>	<b>Gov Rec TOTAL DOLLARS</b>	<b>Gov Rec TOTAL FTE</b>	<b>Gov Rec One-Time DOLLARS</b>
<b>Total PS</b>	0	0.0	0	0.0	0	0.0	0	0.0	0
<b>Total EE</b>	0		0		0		0		0
<b>Program Distributions</b>							0		
<b>Total PSD</b>	0		0		0		0		0
<b>Transfers</b>							0		
<b>Total TRF</b>	0		0		0		0		0
<b>Grand Total</b>	0	0.0	0	0.0	0	0.0	0	0.0	0

**NEW DECISION ITEM**  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department: Economic Development</b>	<b>Budget Unit 41945C, 41955C and 41965C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR-Marketing, Sales, Finance Teams</b>	<b>DI# 1419002</b>

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

**6a. Provide an effectiveness measure.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams effectiveness measures.

**6b. Provide an efficiency measure.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams efficiency measures.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams number of clients served.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams customer satisfaction.

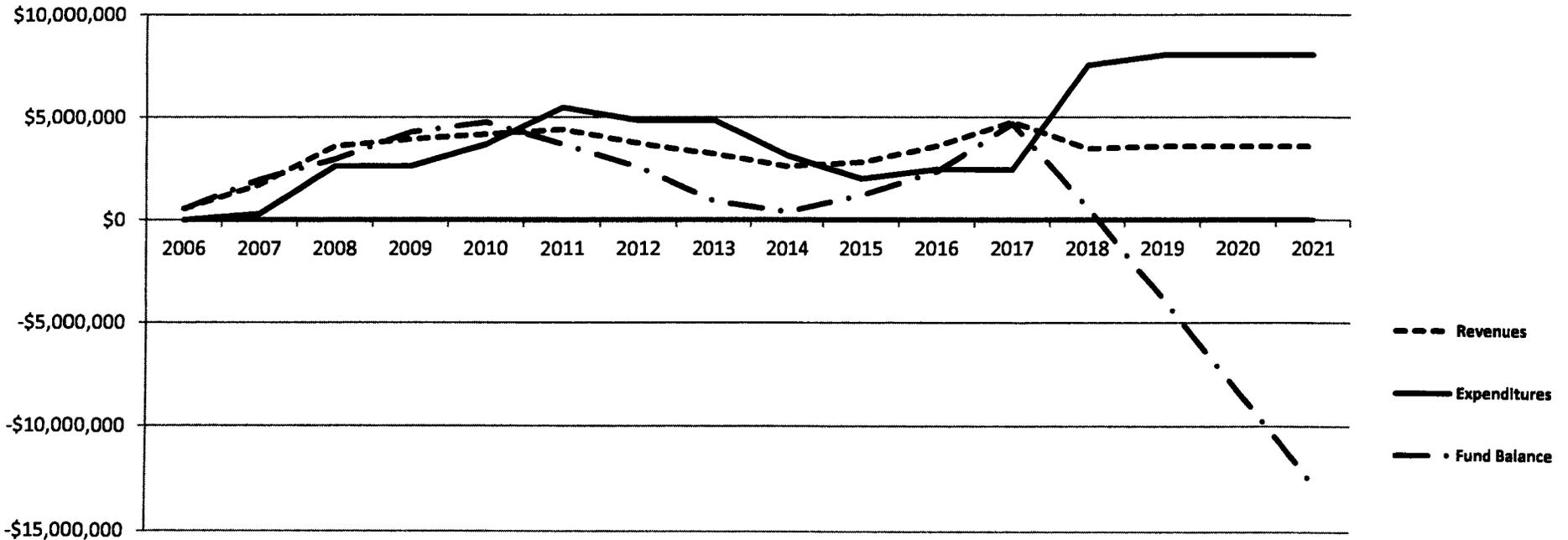
NEW DECISION ITEM  
 RANK: \_\_\_\_\_ OF \_\_\_\_\_

Department: Economic Development Budget Unit 41945C, 41955C and 41965C  
 Division: Business and Community Services  
 DI Name: Restoration of GR-Marketing, Sales, Finance Teams DI# 1419002

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.

**EDAF - Estimated Expenditures**



**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>SALES</b>								
<b>Restore GR-Mktg/Sales/Finance - 1419002</b>								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	41,124	1.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	65,667	2.00	0	0.00
PLANNER III	0	0.00	0	0.00	56,447	1.00	0	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	174,765	3.75	0	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	11,737	2.80	0	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	567,596	9.74	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	33,921	1.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	29,357	1.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	88,929	1.13	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	77,919	0.75	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	0	0.00	102	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	40,085	0.25	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	74,766	1.10	0	0.00
<b>TOTAL - PS</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>1,262,415</b>	<b>25.52</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	0	0.00	0	0.00	30,043	0.00	0	0.00
TRAVEL, OUT-OF-STATE	0	0.00	0	0.00	12,837	0.00	0	0.00
FUEL & UTILITIES	0	0.00	0	0.00	2,013	0.00	0	0.00
SUPPLIES	0	0.00	0	0.00	12,111	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	0	0.00	17,319	0.00	0	0.00
COMMUNICATION SERV & SUPP	0	0.00	0	0.00	26,563	0.00	0	0.00
PROFESSIONAL SERVICES	0	0.00	0	0.00	12,184	0.00	0	0.00
M&R SERVICES	0	0.00	0	0.00	574	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	0	0.00	600	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	0	0.00	2,426	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	0	0.00	961	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	0	0.00	600	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	0	0.00	192	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	0	0.00	1,069	0.00	0	0.00
MISCELLANEOUS EXPENSES	0	0.00	0	0.00	3,219	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	0	0.00	1,309	0.00	0	0.00
<b>TOTAL - EE</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>124,020</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>SALES</b>								
Restore GR-Mktg/Sales/Finance - 1419002								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	8,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	8,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$1,394,435</b>	<b>25.52</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$1,394,435	25.52		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit 41965C</b>
<b>Division: Business and Community Services</b>	
<b>Core: Finance Team</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	631,527	0	44,352	675,879	PS		0		0
EE	0	0	3,890	3,890	EE		0		0
PSD	0	0	0	0	PSD		0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
<b>Total</b>	<b>631,527</b>	<b>0</b>	<b>48,242</b>	<b>679,769</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	15.52	0.00	1.00	16.52	FTE		0.00		0.00
<b>Est. Fringe</b>	347,544	0	23,481	371,024	<b>Est. Fringe</b>	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:	State Supplemental Downtown Development (0766) Economic Development Advancement Fund (0783)				Other Funds:	State Supplemental Downtown Development (0766) Economic Development Advancement Fund (0783)			

**2. CORE DESCRIPTION**

The Finance Team, within the Division of Business and Community Services (BCS), is responsible for evaluating community projects for state financial assistance and packaging incentive proposals attractive to companies interested in locating or expanding in Missouri. The Finance Team is responsible for the management of over 30 financial tools offered by the Department and processing large volumes of financial program applications including tax credits, loans and grants.

BCS serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional, technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.

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

Finance Team

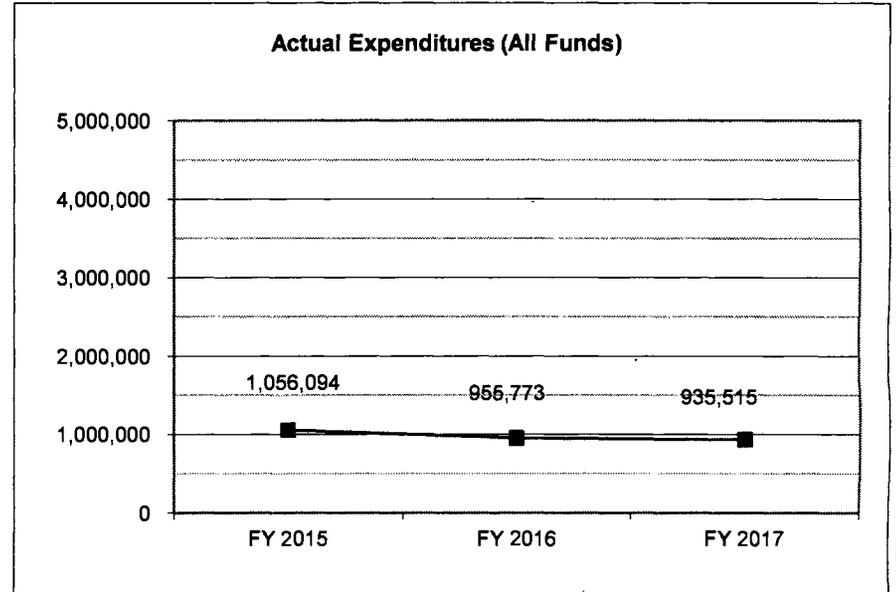
**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Finance Team**

**Budget Unit 41965C**

**4. FINANCIAL HISTORY**

	<u>FY 2015</u> <u>Actual</u>	<u>FY 2016</u> <u>Actual</u>	<u>FY 2017</u> <u>Actual</u>	<u>FY 2018</u> <u>Current Yr.</u>
Appropriation (All Funds)	1,296,853	1,000,264	1,017,944	1,017,944
Less Reverted (All Funds)	(31,381)	(28,587)	(29,092)	(18,946)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	<u>1,265,472</u>	<u>971,677</u>	<u>988,852</u>	<u>998,998</u>
Actual Expenditures (All Funds)	<u>1,056,094</u>	<u>955,773</u>	<u>935,515</u>	N/A
Unexpended (All Funds)	<u>209,378</u>	<u>15,904</u>	<u>53,337</u>	N/A
Unexpended, by Fund:				
General Revenue	78,958	10,960	47,306	N/A
Federal	118,119	0	0	N/A
Other	12,301	4,944	6,031	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
FINANCE**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PS	19.52	631,527	0	270,209	901,736	
	EE	0.00	0	0	111,208	111,208	
	PD	0.00	0	0	5,000	5,000	
	<b>Total</b>	<b>19.52</b>	<b>631,527</b>	<b>0</b>	<b>386,417</b>	<b>1,017,944</b>	
<b>DEPARTMENT CORE ADJUSTMENTS</b>							
Core Reduction	1291 2812 PS	(3.00)	0	0	(225,857)	(225,857)	Reduce EDAF funding for GR NDI.
Core Reduction	1291 2812 EE	0.00	0	0	(107,318)	(107,318)	Reduce EDAF funding for GR NDI.
Core Reduction	1291 2812 PD	0.00	0	0	(5,000)	(5,000)	Reduce EDAF funding for GR NDI.
Core Reallocation	460 2407 PS	0.00	0	0	0	0	More closely align to budget actuals.
	<b>NET DEPARTMENT CHANGES</b>	<b>(3.00)</b>	<b>0</b>	<b>0</b>	<b>(338,175)</b>	<b>(338,175)</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PS	16.52	631,527	0	44,352	675,879	
	EE	0.00	0	0	3,890	3,890	
	PD	0.00	0	0	0	0	
	<b>Total</b>	<b>16.52</b>	<b>631,527</b>	<b>0</b>	<b>48,242</b>	<b>679,769</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PS	16.52	631,527	0	44,352	675,879	
	EE	0.00	0	0	3,890	3,890	
	PD	0.00	0	0	0	0	
	<b>Total</b>	<b>16.52</b>	<b>631,527</b>	<b>0</b>	<b>48,242</b>	<b>679,769</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund								
<b>FINANCE</b>								
<b>CORE</b>								
PERSONAL SERVICES								
GENERAL REVENUE	784,356	17.51	631,527	15.52	631,527	15.52	0	0.00
STATE SUPP DOWNTOWN DEVELOPMNT	41,904	1.01	44,352	1.00	44,352	1.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	225,857	3.00	0	0.00	0	0.00
TOTAL - PS	826,260	18.52	901,736	19.52	675,879	16.52	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	60,992	0.00	0	0.00	0	0.00	0	0.00
STATE SUPP DOWNTOWN DEVELOPMNT	307	0.00	3,890	0.00	3,890	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	107,318	0.00	0	0.00	0	0.00
TOTAL - EE	61,299	0.00	111,208	0.00	3,890	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	47,956	0.00	0	0.00	0	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	5,000	0.00	0	0.00	0	0.00
TOTAL - PD	47,956	0.00	5,000	0.00	0	0.00	0	0.00
<b>TOTAL</b>	<b>935,515</b>	<b>18.52</b>	<b>1,017,944</b>	<b>19.52</b>	<b>679,769</b>	<b>16.52</b>	<b>0</b>	<b>0.00</b>
<b>Restore GR-Mktg/Sales/Finance - 1419002</b>								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	225,857	3.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	225,857	3.00	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	0	0.00	107,318	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	107,318	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	0	0.00	5,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	5,000	0.00	0	0.00
<b>TOTAL</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>338,175</b>	<b>3.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$935,515</b>	<b>18.52</b>	<b>\$1,017,944</b>	<b>19.52</b>	<b>\$1,017,944</b>	<b>19.52</b>	<b>\$0</b>	<b>0.00</b>

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**FLEXIBILITY REQUEST FORM**

<b>BUDGET UNIT NUMBER:</b> 41965C	<b>DEPARTMENT:</b> Economic Development
<b>BUDGET UNIT NAME:</b> Finance Team See complete list of budget units below.	<b>DIVISION:</b> Business and Community Services

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

**DEPARTMENT REQUEST**

The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations in the Finance Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.

- General Revenue: Finance PS (2407-0101) -  $\$631,527 * 10\% = \$63,153$   
 - State Supplemental Downtown Dev Fund: Finance PS (8389-0766) -  $\$44,352 * 10\% = \$4,435$  and Finance EE (8390-0766) -  $\$3,890 * 10\% = \$389$   
 - Economic Development Advance Fund: Finance PS (2812-0783) -  $\$225,857 * 10\% = \$22,586$  and Finance EE (2816-0783) -  $\$112,318 * 10\% = \$11,232$

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

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

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

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, the Finance Team flexed \$0.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

**FLEXIBILITY REQUEST FORM**

<b>BUDGET UNIT NUMBER:</b> 42183C, 41945C, 41955C, and 41965C	<b>DEPARTMENT:</b> Economic Development
<b>BUDGET UNIT NAME:</b> MERIC, Marketing, Sales, and Finance	<b>DIVISION:</b> Business and Community Services

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

**DEPARTMENT REQUEST**

The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.

- General Revenue: PS \$2,411,993 \* 10% = \$241,199 (52.24 FTE \* 10% = 5.22); EE \$1,602,149 \* 10% = \$160,215

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

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

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

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, there was \$0 flexed between the BCS Teams.	In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>FINANCE</b>								
<b>CORE</b>								
ADMIN OFFICE SUPPORT ASSISTANT	9,214	0.29	4,075	0.25	4,075	0.25	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	31,660	1.37	0	0.00	0	0.00
ACCOUNT CLERK II	0	0.00	10,925	0.25	0	0.00	0	0.00
TRAINING TECH II	0	0.00	7	0.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	168,043	5.02	111,417	1.75	162,895	4.85	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	103,395	2.61	95,032	8.00	94,551	2.61	0	0.00
ECONOMIC DEV INCENTIVE SPC III	420,777	8.98	559,567	6.51	337,890	7.59	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	9,570	0.13	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	86,413	1.26	70,340	1.15	69,965	1.15	0	0.00
DIVISION DIRECTOR	37,851	0.35	6,055	0.06	6,022	0.06	0	0.00
MISCELLANEOUS PROFESSIONAL	567	0.01	481	0.01	481	0.01	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	2,607	0.04	0	0.00	0	0.00
<b>TOTAL - PS</b>	<b>826,260</b>	<b>18.52</b>	<b>901,736</b>	<b>19.52</b>	<b>675,879</b>	<b>16.52</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	3,818	0.00	6,418	0.00	3,090	0.00	0	0.00
TRAVEL, OUT-OF-STATE	519	0.00	14,855	0.00	0	0.00	0	0.00
FUEL & UTILITIES	0	0.00	8,018	0.00	0	0.00	0	0.00
SUPPLIES	9,819	0.00	10,331	0.00	100	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	9,445	0.00	8,825	0.00	300	0.00	0	0.00
COMMUNICATION SERV & SUPP	8,957	0.00	17,224	0.00	400	0.00	0	0.00
PROFESSIONAL SERVICES	22,022	0.00	27,158	0.00	0	0.00	0	0.00
M&R SERVICES	827	0.00	901	0.00	0	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	1,932	0.00	0	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	3,000	0.00	0	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	2,519	0.00	0	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	1,018	0.00	0	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	0	0.00	0	0.00
BUILDING LEASE PAYMENTS	1,100	0.00	751	0.00	0	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	2,080	0.00	0	0.00	0	0.00
MISCELLANEOUS EXPENSES	4,792	0.00	3,178	0.00	0	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	2,000	0.00	0	0.00	0	0.00
<b>TOTAL - EE</b>	<b>61,299</b>	<b>0.00</b>	<b>111,208</b>	<b>0.00</b>	<b>3,890</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>FINANCE</b>								
<b>CORE</b>								
PROGRAM DISTRIBUTIONS	47,956	0.00	5,000	0.00	0	0.00	0	0.00
TOTAL - PD	47,956	0.00	5,000	0.00	0	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$935,515</b>	<b>18.52</b>	<b>\$1,017,944</b>	<b>19.52</b>	<b>\$679,769</b>	<b>16.52</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$893,304	17.51	\$631,527	15.52	\$631,527	15.52		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$42,211	1.01	\$386,417	4.00	\$48,242	1.00		0.00

## PROGRAM DESCRIPTION

**Department: Economic Development**  
**Program Name: Finance Team**  
**Program is found in the following core budget(s): Finance Team**

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

Facilitate Quality Jobs and Investment

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

The Division of Business and Community Services Finance Team administers programs designed to encourage redevelopment, community development and business development to create thriving communities in Missouri.

- Redevelopment programs are designed to incent private investment using tax credits to build stronger and more resilient communities through the cleanup and revitalization of a community's facilities/infrastructure and preserving the State's historic buildings/homes.
- Community Development programs are designed to incent not-for-profits to create public/private partnerships where organizations leverage private dollars using state tax credits to benefit Missouri citizens. These programs provide: workforce training, youth development services, physical revitalization, crime prevention, and academic supports to primarily endangered communities and populations.
- Business Development programs are designed to incent companies to locate or expand in the State of Missouri and create new jobs and investment, as well as retain jobs and businesses in the State that would otherwise relocate, using tax credits and retention of withholdings.

**2. 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.

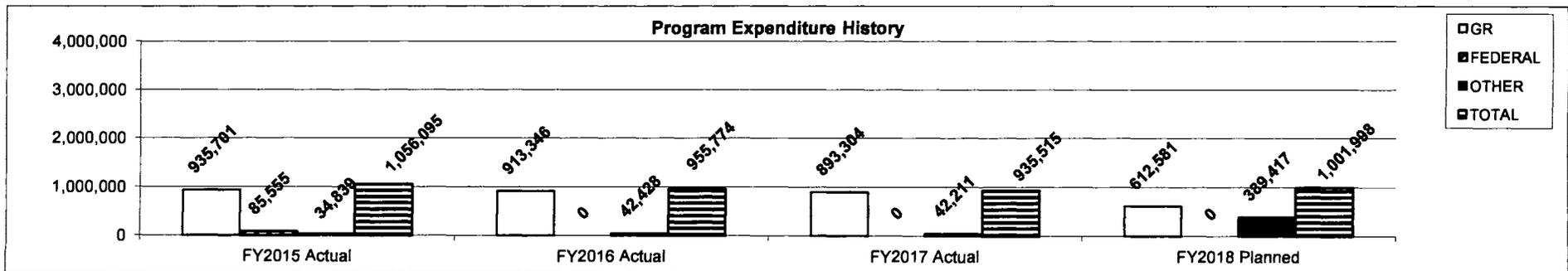
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

FY15-FY17: State Supplemental Downtown Development Fund (0766).

FY18: Economic Development Advancement Fund (0783) and State Supplemental Downtown Development Fund (0766).

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Finance Team**  
**Program is found in the following core budget(s): Finance Team**

**7a. Provide an effectiveness measure.**

Measure 1: Amount of private investment compared to the amount of benefits issued for all Redevelopment, Community Development and Business Development projects.

Base Target 1: For every \$1 of incentive issued, a minimum of \$4.40 in private funds will be invested.

Stretch Target 1: For every \$1 of incentive issued, \$5.00 in private funds will be invested.

Measure 2: Number of distressed and/or underserved communities assisted through community and economic development projects.

Base Target 1: A minimum of 50% of projects receiving incentives are located in distressed or underserved communities.

Stretch Target 1: 55% of projects receiving incentives are located in distressed or underserved communities.

Measure 3: Average wages of new jobs created using economic development incentives - Work in Progress.

Base Target 1: Average wage of new jobs created using incentives will equal or exceed X% of county average wage.

Stretch Target 1: Average wage of jobs created using incentives will equal or exceed X% of county average wage.

**7b. Provide an efficiency measure.**

Measure 1: Cost per job incented - FY17 Actual was \$2,438/job incented (includes both new and retention projects).

Measure 2: Cost per beneficiary - FY17 Actual was \$13.02/beneficiary for community development programs.

Measure 3: Cost per public/private structure - FY17 Actual was \$491,802/public or private structure in which BCS participated.

**7c. Provide the number of clients/individuals served, if applicable.**

FY17 Actual - 616 clients served (number of organizations/businesses that were approved for incentives).

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>	<b>Budget Unit 41945C, 41955C and 41965C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR-Marketing, Sales, Finance Teams</b>	<b>DI# 1419002</b>

**1. AMOUNT OF REQUEST**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	1,667,011	0	0	1,667,011	PS	0	0	0	0
EE	1,119,989	0	0	1,119,989	EE	0	0	0	0
PSD	463,000	0	0	463,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
<b>Total</b>	<b>3,250,000</b>	<b>0</b>	<b>0</b>	<b>3,250,000</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	32.64	0.00	0.00	32.64	FTE	0.00	0.00	0.00	0.00

<b>Est. Fringe</b>	336,453	0	0	336,453
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

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

Other Funds: \_\_\_\_\_ Other Funds: \_\_\_\_\_

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

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

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

This New Decision Item is being requested in order to restore General Revenue funding for the Marketing, Sales and Finance Teams. In Fiscal Year 2018, several BCS budget appropriations originally funded by GR were fund switched to the Economic Development Advancement Fund (0783). Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues to the fund.

In order to continue to provide the critical services provided by the Marketing, Sales and Finance Teams it is imperative that General Revenue funding is restored for both Personal Service and Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

**Department: Economic Development** **Budget Unit 41945C, 41955C and 41965C**  
**Division: Business and Community Services**  
**DI Name: Restoration of GR-Marketing, Sales, Finance Teams** **DI# 1419002**

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

The specific amount was derived based on the FY18 fund switches from GR to EDAF for the Marketing, Sales and Finance Teams. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

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

<b>Budget Object Class/Job Class</b>	<b>Dept Req GR DOLLARS</b>	<b>Dept Req GR FTE</b>	<b>Dept Req FED DOLLARS</b>	<b>Dept Req FED FTE</b>	<b>Dept Req OTHER DOLLARS</b>	<b>Dept Req OTHER FTE</b>	<b>Dept Req TOTAL DOLLARS</b>	<b>Dept Req TOTAL FTE</b>	<b>Dept Req One-Time DOLLARS</b>
Marketing Team Personal Service	178,739	4.12					178,739	4.12	
Sales Team Personal Service	1,262,415	25.52					1,262,415	25.52	
Finance Team Personal Service	225,857	3.00					225,857	3.00	
<b>Total PS</b>	<b>1,667,011</b>	<b>32.64</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>1,667,011</b>	<b>32.64</b>	<b>0</b>
Marketing Team EE	888,651						888,651		
Sales Team EE	124,020						124,020		
Finance Team EE	107,318						107,318		
<b>Total EE</b>	<b>1,119,989</b>		<b>0</b>		<b>0</b>		<b>1,119,989</b>		<b>0</b>
Marketing Team Program Distributions	450,000						450,000		
Sales Team Program Distributions	8,000						8,000		
Finance Team Program Distributions	5,000						5,000		
<b>Total PSD</b>	<b>463,000</b>		<b>0</b>		<b>0</b>		<b>463,000</b>		<b>0</b>
Transfers									
<b>Total TRF</b>	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>
<b>Grand Total</b>	<b>3,250,000</b>	<b>32.64</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>3,250,000</b>	<b>32.64</b>	<b>0</b>

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>	<b>Budget Unit 41945C, 41955C and 41965C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR-Marketing, Sales, Finance Teams</b>	<b>DI# 1419002</b>

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

NEW DECISION ITEM  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

Department: Economic Development Budget Unit 41945C, 41955C and 41965C  
Division: Business and Community Services  
DI Name: Restoration of GR-Marketing, Sales, Finance Teams DI# 1419002

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

**6a. Provide an effectiveness measure.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams effectiveness measures.

**6b. Provide an efficiency measure.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams efficiency measures.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams number of clients served.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams customer satisfaction.

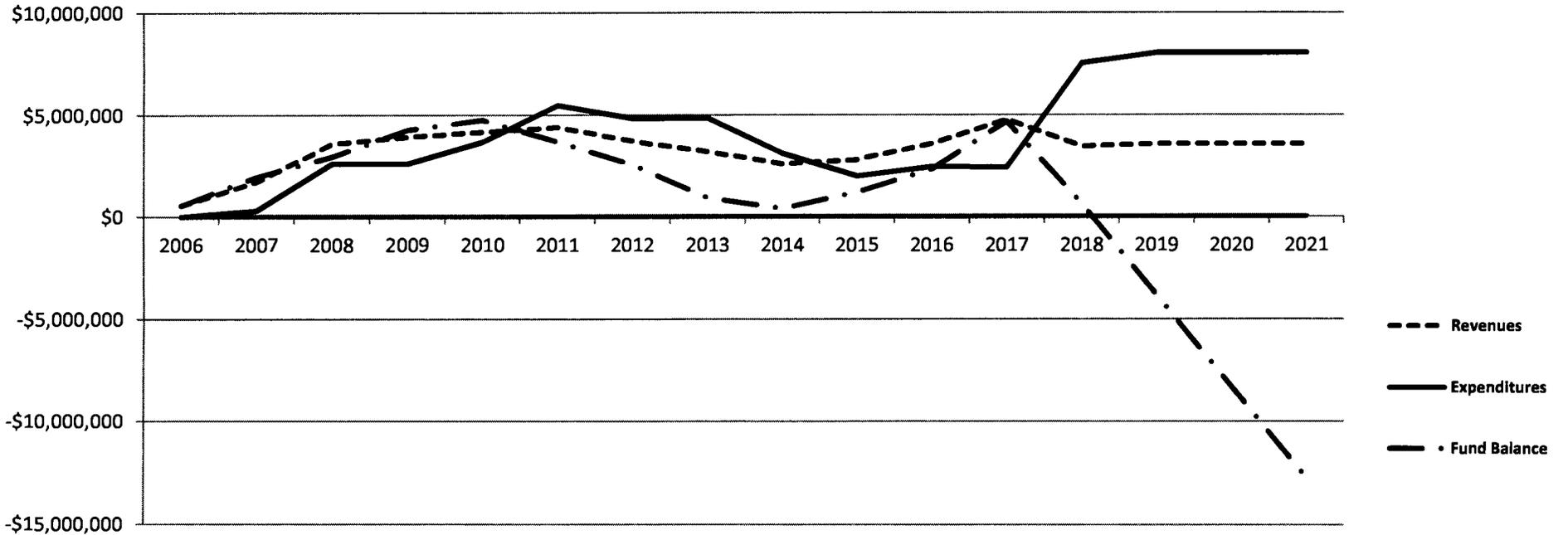
**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>	<b>Budget Unit 41945C, 41955C and 41965C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR-Marketing, Sales, Finance Teams</b>	<b>DI# 1419002</b>

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.

**EDAF - Estimated Expenditures**



**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>FINANCE</b>								
<b>Restore GR-Mktg/Sales/Finance - 1419002</b>								
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	225,857	3.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	225,857	3.00	0	0.00
TRAVEL, IN-STATE	0	0.00	0	0.00	3,328	0.00	0	0.00
TRAVEL, OUT-OF-STATE	0	0.00	0	0.00	14,855	0.00	0	0.00
FUEL & UTILITIES	0	0.00	0	0.00	8,018	0.00	0	0.00
SUPPLIES	0	0.00	0	0.00	10,231	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	0	0.00	10,457	0.00	0	0.00
COMMUNICATION SERV & SUPP	0	0.00	0	0.00	16,824	0.00	0	0.00
PROFESSIONAL SERVICES	0	0.00	0	0.00	27,158	0.00	0	0.00
M&R SERVICES	0	0.00	0	0.00	901	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	0	0.00	3,000	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	0	0.00	2,519	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	0	0.00	1,018	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	0	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	0	0.00	751	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	0	0.00	2,080	0.00	0	0.00
MISCELLANEOUS EXPENSES	0	0.00	0	0.00	3,178	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	0	0.00	2,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	107,318	0.00	0	0.00
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	5,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	5,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$338,175</b>	<b>3.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$338,175	3.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit 41975C</b>
<b>Division: Business and Community Services</b>	
<b>Core: Compliance Team</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

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

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

Other Funds:

Other Funds:

**2. CORE DESCRIPTION**

The Compliance Team core funding of \$71,212 PS, \$21,336 EE, and 2.01 FTE has been core reallocated to the Community Development Block Grant (CDBG) Program Administration core.

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

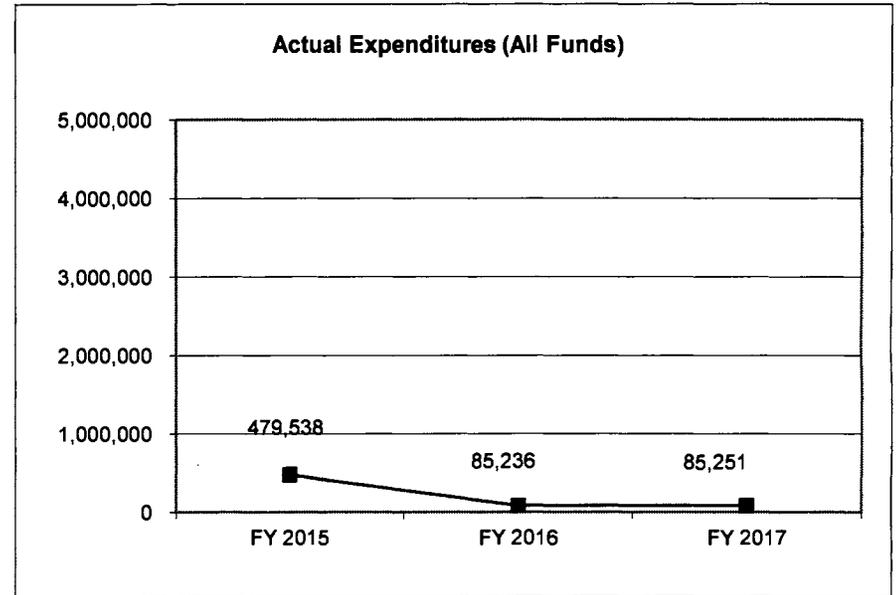
Compliance Team

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit 41975C</b>
<b>Division: Business and Community Services</b>	
<b>Core: Compliance Team</b>	

**4. FINANCIAL HISTORY**

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	846,618	91,152	92,548	0
Less Reverted (All Funds)	(4,748)	(2,734)	(2,776)	0
Less Restricted ( All Funds)*	0	0	0	0
Budget Authority (All Funds)	841,870	88,418	89,772	0
Actual Expenditures (All Funds)	479,538	85,236	85,251	N/A
Unexpended (All Funds)	362,332	3,182	4,521	N/A
Unexpended, by Fund:				
General Revenue	10,434	3,182	4,521	N/A
Federal	351,898	0	0	N/A
Other	0	0	0	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund								
<b>COMPLIANCE</b>								
<b>CORE</b>								
PERSONAL SERVICES								
GENERAL REVENUE	64,556	1.23	0	0.00	0	0.00	0	0.00
TOTAL - PS	64,556	1.23	0	0.00	0	0.00	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	20,695	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	20,695	0.00	0	0.00	0	0.00	0	0.00
<b>TOTAL</b>	<b>85,251</b>	<b>1.23</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$85,251</b>	<b>1.23</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>COMPLIANCE</b>								
<b>CORE</b>								
ECONOMIC DEV INCENTIVE SPEC I	16,798	0.51	0	0.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	4,688	0.12	0	0.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	41,937	0.58	0	0.00	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	1,133	0.02	0	0.00	0	0.00	0	0.00
<b>TOTAL - PS</b>	<b>64,556</b>	<b>1.23</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	1,437	0.00	0	0.00	0	0.00	0	0.00
TRAVEL, OUT-OF-STATE	964	0.00	0	0.00	0	0.00	0	0.00
SUPPLIES	1,205	0.00	0	0.00	0	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	2,863	0.00	0	0.00	0	0.00	0	0.00
COMMUNICATION SERV & SUPP	1,207	0.00	0	0.00	0	0.00	0	0.00
PROFESSIONAL SERVICES	12,405	0.00	0	0.00	0	0.00	0	0.00
M&R SERVICES	325	0.00	0	0.00	0	0.00	0	0.00
BUILDING LEASE PAYMENTS	238	0.00	0	0.00	0	0.00	0	0.00
MISCELLANEOUS EXPENSES	51	0.00	0	0.00	0	0.00	0	0.00
<b>TOTAL - EE</b>	<b>20,695</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$85,251</b>	<b>1.23</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
<b>GENERAL REVENUE</b>	<b>\$85,251</b>	<b>1.23</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>		<b>0.00</b>
<b>FEDERAL FUNDS</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>		<b>0.00</b>
<b>OTHER FUNDS</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>		<b>0.00</b>

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Compliance Team**  
**Program is found in the following core budget(s): Compliance Team**

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

Refer to CDBG Administration Core.

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

The funding and FTE for the Compliance Team were transferred to the CDBG Administration Core with FY18 budget.

**2. 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.

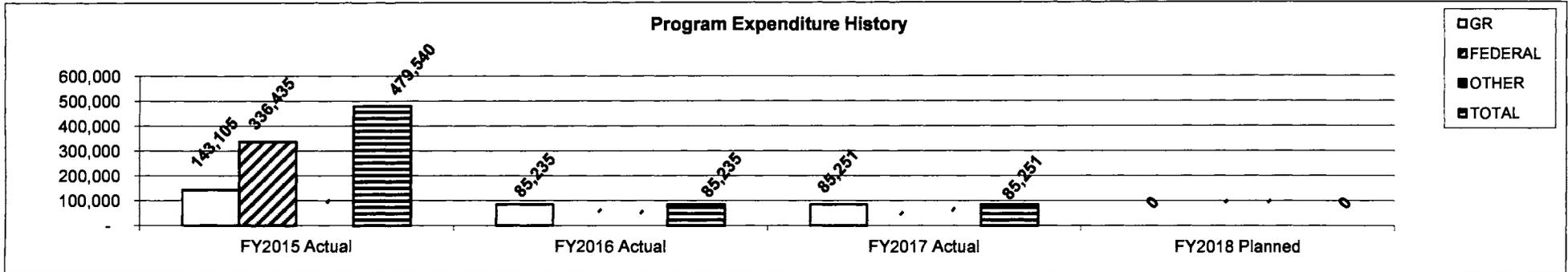
**3. Are there federal matching requirements? If yes, please explain.**

No.

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

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Funding transferred to CDBG Administration Core in FY18.

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

N/A

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Compliance Team**

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

**7a. Provide an effectiveness measure.**

Funding transferred to CDBG Administration Core in FY18

**7b. Provide an efficiency measure.**

Funding transferred to CDBG Administration Core in FY18

**7c. Provide the number of clients/individuals served, if applicable.**

Funding transferred to CDBG Administration Core in FY18

**7d. Provide a customer satisfaction measure, if available.**

Funding transferred to CDBG Administration Core in FY18

**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Econ Dev Advancement Fund Refunds (EDAF)**

**Budget Unit** 41980C

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	10,000	10,000
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>10,000</b>	<b>10,000</b>
FTE	0.00	0.00	0.00	0.00

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

Other Funds: Economic Development Advancement Fund (0783)

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0		0 E
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.00	0.00

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

Other Funds: Economic Development Advancement Fund (0783)  
 An "E" is requested on \$1 Other Funds

**2. CORE DESCRIPTION**

The Economic Development Advancement Fund (EDAF) was created per 620.1900, RSMo, in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½% of the amount of the issued tax credit. Upon issuance of the tax credits, the fees are paid by the recipient. This core item provides the Department of Economic Development the ability to refund an overpayment or erroneous payment of any amount credited to the EDAF.

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

Economic Development Advancement Fund.

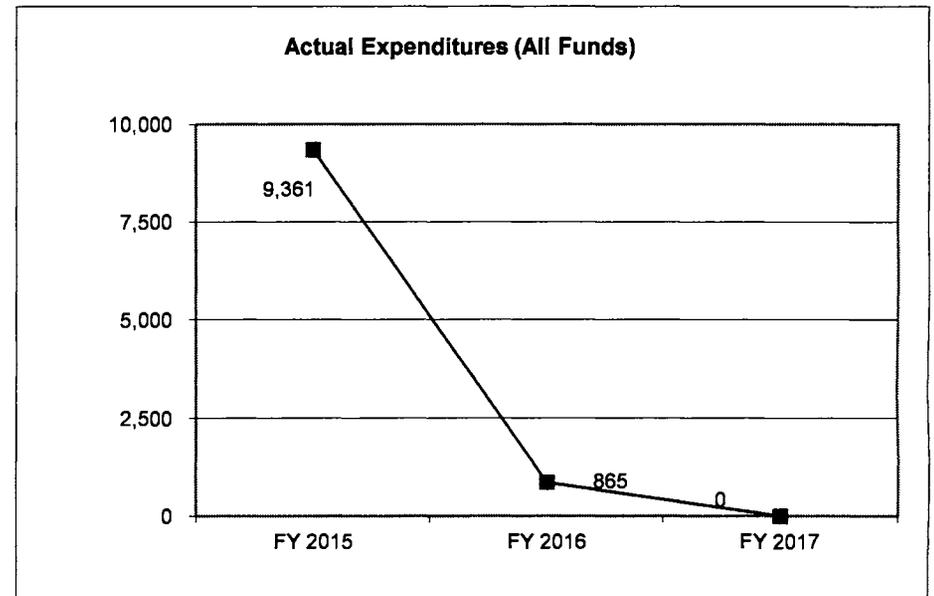
**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Econ Dev Advancement Fund Refunds (EDAF)**

**Budget Unit 41980C**

**4. FINANCIAL HISTORY**

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1	1	1	10,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1	1	1	10,000
Actual Expenditures (All Funds)	9,361	865	0	N/A
Unexpended (All Funds)	(9,360)	(864)	1	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	(9,360)	(864)	1	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
TAX CREDIT REFUNDS**

**5. CORE RECONCILIATION DETAIL**

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

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>TAX CREDIT REFUNDS</b>								
<b>CORE</b>								
<b>PROGRAM-SPECIFIC</b>								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	10,000	0.00	10,000	0.00	0	0.00
TOTAL - PD	0	0.00	10,000	0.00	10,000	0.00	0	0.00
<b>TOTAL</b>	<b>0</b>	<b>0.00</b>	<b>10,000</b>	<b>0.00</b>	<b>10,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$0</b>	<b>0.00</b>	<b>\$10,000</b>	<b>0.00</b>	<b>\$10,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit Decision Item Budget Object Class	FY 2017 ACTUAL DOLLAR	FY 2017 ACTUAL FTE	FY 2018 BUDGET DOLLAR	FY 2018 BUDGET FTE	FY 2019 DEPT REQ DOLLAR	FY 2019 DEPT REQ FTE	***** SECURED COLUMN	***** SECURED COLUMN
<b>TAX CREDIT REFUNDS</b>								
<b>CORE</b>								
PROGRAM DISTRIBUTIONS	0	0.00	9,999	0.00	9,999	0.00	0	0.00
REFUNDS	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL - PD	0	0.00	10,000	0.00	10,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$0</b>	<b>0.00</b>	<b>\$10,000</b>	<b>0.00</b>	<b>\$10,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$10,000	0.00	\$10,000	0.00		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**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?**

Provides ability to refund an overpayment.

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

This item provides the ability to refund an overpayment or erroneous payment of any amount credited to the Economic Development Advancement Fund (EDAF) per 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% of the amount of the issued tax credit. Upon issuance of the tax credits, the fees are paid by the recipient. The fund is also structured to receive gifts, contributions, grants, or bequests received from federal, private and other sources including any appropriations to the fund.

**2. 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.

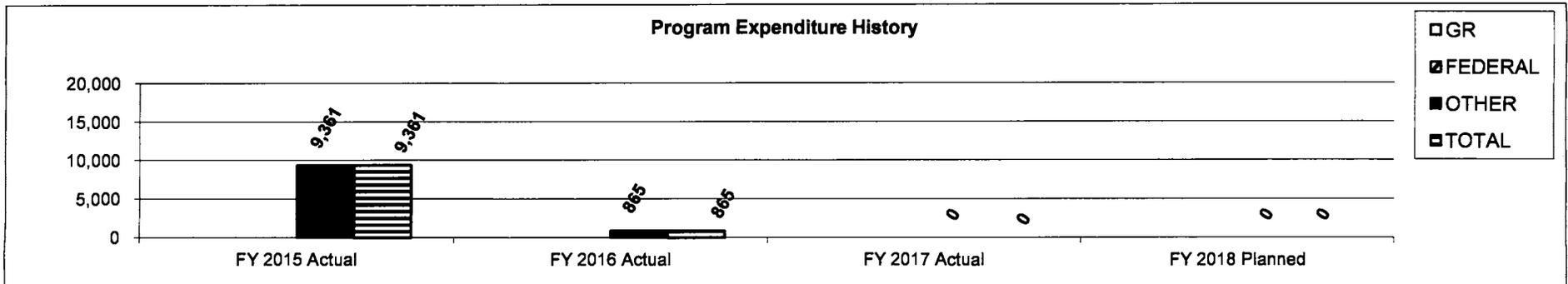
**3. Are there federal matching requirements? If yes, please explain.**

No.

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

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

Economic Development Advancement Fund (0783)

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Economic Development Advancement Fund Refunds**

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

**7a. Provide an effectiveness measure.**

Provides ability to refund an overpayment. Measure not required.

**7b. Provide an efficiency measure.**

Provides ability to refund an overpayment. Measure not required.

**7c. Provide the number of clients/individuals served, if applicable.**

Provides ability to refund an overpayment. Measure not required.

**7d. Provide a customer satisfaction measure, if available.**

Provides ability to refund an overpayment. Measure not required.

**CORE DECISION ITEM**

<b>Department:</b> Economic Development	<b>Budget Unit</b> <u>42013C</u>
<b>Division:</b> Business and Community Services	
<b>Core:</b> International Trade and Investment Offices	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00

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

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

Other Funds:

Other Funds:

**2. CORE DESCRIPTION**

Missouri's International Trade & Investment Offices located in London, United Kingdom; Monterey, Mexico; Shanghai, China; Tokyo, Japan; Seoul, Republic of South Korea; Mumbai, India; Sao Paulo, Brazil; Hong Kong; Singapore; Toronto, Canada; and Tel Aviv, Israel are responsible for Sales Promotion, Market Entry Strategies, and Investment Strategies as outlined below.

**Sales Promotion:** Each office is required to provide the necessary promotion of Missouri products and services to individuals, businesses, and government entities for the purpose of facilitating commercial transactions.

**Market Entry Strategies:** Each office is required to provide trade counseling and technical advice to Missouri interests regarding possible market entry strategies for the purpose of exporting their products and services.

**Investment Strategies:** Each office is required to promote the State of Missouri as the ideal location for foreign direct investment partners. Provide technical information on the Department of Economic Development incentive programs; client solutions; community (local) benefits; and to include the delivery of a comprehensive investment proposal from the State and its partners.

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

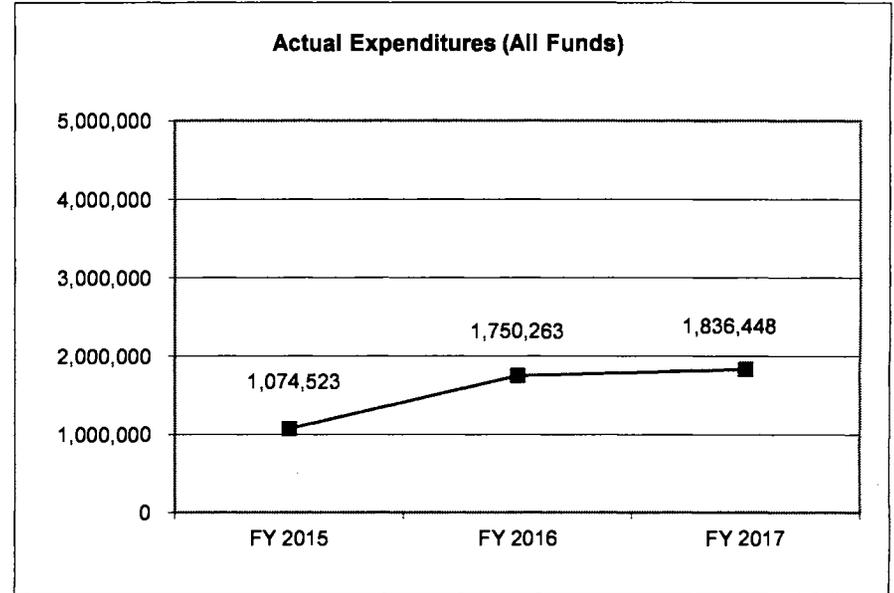
International Trade and Investment Offices

**CORE DECISION ITEM**

<b>Department:</b>	<b>Economic Development</b>	<b>Budget Unit</b>	<b>42013C</b>
<b>Division:</b>	<b>Business and Community Services</b>		
<b>Core:</b>	<b>International Trade and Investment Offices</b>		

**4. FINANCIAL HISTORY**

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1,710,000	1,910,000	1,910,000	1,500,000
Less Reverted (All Funds)	(51,300)	(57,300)	(57,300)	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,658,700	1,852,700	1,852,700	1,500,000
Actual Expenditures (All Funds)	1,074,523	1,750,263	1,836,448	N/A
Unexpended (All Funds)	584,177	102,437	16,252	N/A
Unexpended, by Fund:				
General Revenue	584,177	102,437	16,252	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



\*Restricted amount as of: \_\_\_\_\_

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

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
INTRN TRADE & INVEST OFFICES**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	EE	0.00	0	0	1,500,000	1,500,000	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>1,500,000</b>	<b>1,500,000</b>	
<b>DEPARTMENT CORE ADJUSTMENTS</b>							
Core Reduction	1301 7643 EE	0.00	0	0	(1,500,000)	(1,500,000)	Reduce EDAF funding for GR NDI.
	<b>NET DEPARTMENT CHANGES</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>(1,500,000)</b>	<b>(1,500,000)</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	EE	0.00	0	0	0	0	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	EE	0.00	0	0	0	0	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund								
<b>INTRN TRADE &amp; INVEST OFFICES</b>								
<b>CORE</b>								
EXPENSE & EQUIPMENT								
GENERAL REVENUE	1,836,448	0.00	0	0.00	0	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	1,500,000	0.00	0	0.00	0	0.00
TOTAL - EE	1,836,448	0.00	1,500,000	0.00	0	0.00	0	0.00
<b>TOTAL</b>	<b>1,836,448</b>	<b>0.00</b>	<b>1,500,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>Restore GR for Int'l Trade - 1419003</b>								
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	0	0.00	1,910,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	1,910,000	0.00	0	0.00
<b>TOTAL</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>1,910,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$1,836,448</b>	<b>0.00</b>	<b>\$1,500,000</b>	<b>0.00</b>	<b>\$1,910,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>INTRN TRADE &amp; INVEST OFFICES</b>								
<b>CORE</b>								
PROFESSIONAL SERVICES	1,836,448	0.00	1,500,000	0.00	0	0.00	0	0.00
TOTAL - EE	1,836,448	0.00	1,500,000	0.00	0	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$1,836,448</b>	<b>0.00</b>	<b>\$1,500,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$1,836,448	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$1,500,000	0.00	\$0	0.00		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**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?**

Facilitate Quality Jobs and Investment.

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

- This program is designed to attract foreign direct investors and provide export transaction generating services to the state's manufacturers and professional services companies.
- Foreign-based contractors in Brazil, Canada, China (Hong Kong and Shanghai), Europe (UK and Germany) India, Israel, Japan, Republic of Korea, Mexico, Singapore and UAE) and domestic staff work in tandem to execute services.
- Foreign-based associates identify foreign direct investment leads for the Missouri Partnership and DED project management teams by promoting Missouri as an ideal location to foreign investors by offering client solutions; technical assistance on DED incentive programs; community and other local benefits.
- Export assistance based on transactional support includes technical guidance on market entry strategies; sector/product research; foreign partner (distributors/agents) identification; trade show; and trade mission execution.

**2. 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.

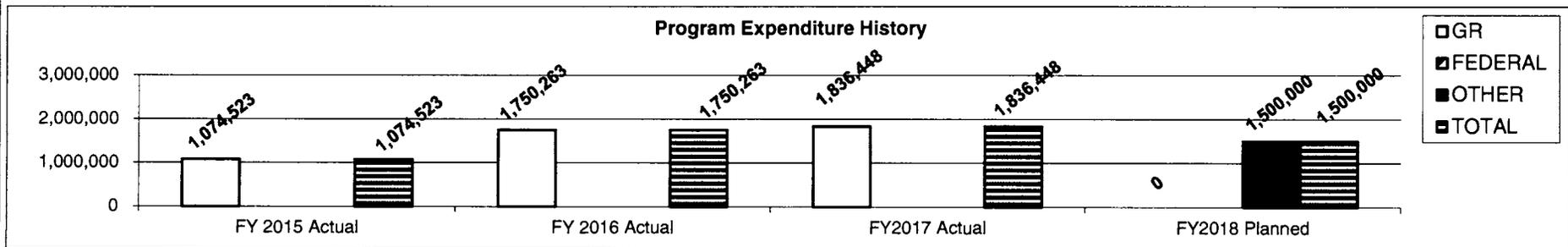
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

FY18: Economic Development Advancement Fund (0783)

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: International Trade and Investment Offices**  
**Program is found in the following core budget(s): International Trade and Investment Offices**

**7a. Provide an effectiveness measure.**

Measure: Number of Missouri exporters assisted - trade services. Increasing the number of exporters assisted directly correlates with a higher probability of increasing export transactions.

Base Target: In 2017, 595 companies received assistance from the program. A 15% increase in companies assisted.

Stretch Target: A 25% increase in companies assisted.

Measure: Number of jobs supported - trade services.

Base Target: A 20% increase in export transactions generated by the program will support 515 jobs in the state.

Stretch Target: A 30% increase in export transactions generated by the program will support 560 jobs in the state.

*\*As per the International Trade Administration, for every \$155,218 in export transactions, one job is supported in Missouri, i.e., in 2017, 430 jobs were supported by the program.*

Measure: Number of trade events (trade shows/missions/outreach) conducted results in contacts generated, i.e., 68 events executed in 2017 to capture 7,550 contacts (5,436 trade contacts and 2,114 investment contacts). Trade events are the key method for proactively generating foreign direct investment leads and trade contracts.

Base Target: 68 executed in order to capture a 15% increase of contacts generated-trade/investment.

Stretch Target: 78 executed in order to capture a 25% increase of contacts generated-trade/investment.

**7b. Provide an efficiency measure.**

	<b>FY2015 Projected</b>	<b>FY2015 Actual</b>	<b>FY2016 Projected</b>	<b>FY2016 Actual</b>	<b>FY2017 Projected</b>	<b>FY2017 Actual</b>	<b>FY2018 Projected</b>	<b>FY2019 Projected</b>
\$ Amount of Export Sales	\$25.75M	\$48.9M	\$28.33M	\$45.46M	\$44.87M	\$66.7M	\$80.04M	\$86.71M
# of FDI leads generated	107	95	95	172	114	125	144	156
Cost of Foreign Offices	\$1,658,700	\$1,074,523	\$1,852,700	\$1,750,263	\$1,852,700	\$1,836,448	\$1,852,700	\$1,500,000
Cost Benefit to Achieve Results	\$ 0.06	\$ 0.02	\$ 0.07	\$ 0.04	\$ 0.04	\$ 0.03	\$0.04	\$0.02

Note: The International Trade & Investment Office's performance is measured in two key areas: Trade and Investment. The performance of each office is reported by Missouri firms in the form of a Client Impact Statement (CIS) once service is provided. The CIS reporting system was implemented in FY2010.

Note: Documented Export Sales are attributable to agency programs and marketing activities.

Note: For every \$0.03 of state funding, \$1 in export transactions is returned to the state in addition to the economic impact noted above.

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: International Trade and Investment Offices**

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

**7c. Provide the number of clients/individuals served, if applicable.**

	<b>FY2015 Projected</b>	<b>FY2015 Actual</b>	<b>FY2016 Projected</b>	<b>FY2016 Actual</b>	<b>FY2017 Projected</b>	<b>FY2017 Actual</b>	<b>FY2018 Projected</b>	<b>FY2019 Projected</b>
Number of Missouri Firms Assisted	441	265	485	508	362	595	484	530
Number of Trade Events Conducted	138	50	50	84	61	68	63	60
Number of Invest. Networking Events	20	41	20	32	32	26	32	25

**7d. Provide a customer satisfaction measure, if available.**

	<b>FY2015 Projected</b>	<b>FY2015 Actual</b>	<b>FY2016 Projected</b>	<b>FY2016 Actual</b>	<b>FY2017 Projected</b>	<b>FY2017 Actual</b>	<b>FY2018 Projected</b>	<b>FY2019 Projected</b>
Customer Satisfaction Rating	94%	95%	94%	92%	94%	96%	95%	94%

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>	<b>Budget Unit 42013C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR for Int'l Trade &amp; Investment Offices</b>	<b>DI#1419003 HB Section 7.015</b>

**1. AMOUNT OF REQUEST**

	FY 2019 Budget Request				E		FY 2019 Governor's Recommendation				E
	GR	Federal	Other	Total			GR	Federal	Other	Total	
PS	0	0	0	0		PS	0	0	0		
EE	1,910,000	0	0	1,910,000		EE	0	0	0		
PSD	0	0	0	0		PSD	0	0	0		
TRF	0	0	0	0		TRF	0	0	0		
<b>Total</b>	<b>1,910,000</b>	<b>0</b>	<b>0</b>	<b>1,910,000</b>		<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>		
FTE	0.00	0.00	0.00	0.00		FTE	0.00	0.00	0.00		

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

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

Other Funds: \_\_\_\_\_ Other Funds: \_\_\_\_\_

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

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

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

This New Decision Item is being requested in order to restore the General Revenue funding for the International Trade and Investment Offices. In Fiscal Year 2018, the International Trade & Investment Offices which previously was funded by GR was fund switched to the Economic Development Advancement Fund. Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues to the fund.

In order to continue to provide the critical services provided by the International Trade & Investment Offices, it is imperative that General Revenue funding is restored for Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>	<b>Budget Unit 42013C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR for Int'l Trade &amp; Investment Offices</b>	<b>DI#1419003 HB Section 7.015</b>

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

The specific amount was derived based on the original appropriation amount in FY17 and the FY18 fund switches from GR to EDAF for the International Trade & Investment Offices. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

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

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
<b>Total PS</b>	0	0.0	0	0.0	0	0.0	0	0.0	0	
400/Professional Services	1,910,000						1,910,000			
							0			
<b>Total EE</b>	1,910,000		0		0		1,910,000		0	
Program Distributions							0			
<b>Total PSD</b>	0		0		0		0		0	
Transfers							0			
<b>Total TRF</b>	0		0		0		0		0	
<b>Grand Total</b>	1,910,000	0.0	0	0.0	0	0.0	1,910,000	0.0	0	

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

<b>Department: Economic Development</b>	<b>Budget Unit 42013C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of GR for Int'l Trade &amp; Investment Offices</b>	<b>DI#1419003 HB Section 7.015</b>

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

**NEW DECISION ITEM**  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department:</b> <u>Economic Development</u>	<b>Budget Unit</b> <u>42013C</u>
<b>Division:</b> <u>Business and Community Services</u>	
<b>DI Name:</b> <u>Restoration of GR for Int'l Trade &amp; Investment Offices</u>	<b>DI#</b> <u>1419003</u> <b>HB Section</b> <u>7.015</u>

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

**6a. Provide an effectiveness measure.**

Refer to the Core Decision Item forms for International Trade & Investment Offices effectiveness measure.

**6b. Provide an efficiency measure.**

Refer to the Core Decision Item forms for International Trade & Investment Offices efficiency measure.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Decision Item forms for International Trade & Investment Offices clients served.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Decision Item forms for International Trade & Investment Offices customer satisfaction measure.

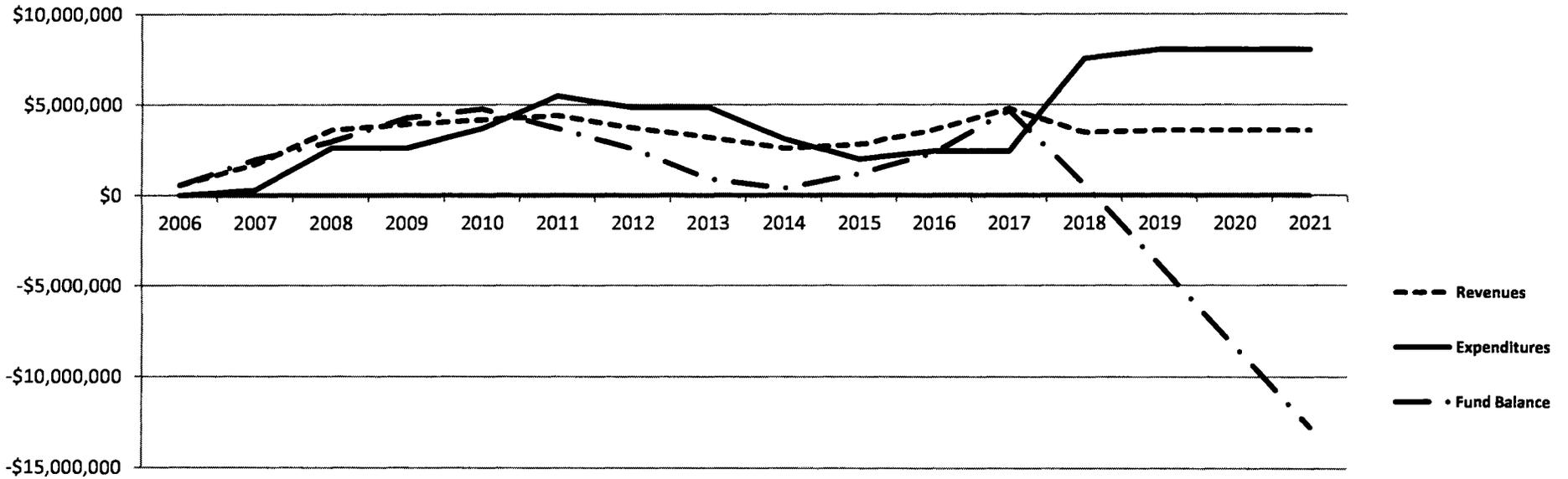
**NEW DECISION ITEM**  
 RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department:</b> Economic Development	<b>Budget Unit:</b> 42013C
<b>Division:</b> Business and Community Services	
<b>DI Name:</b> Restoration of GR for Int'l Trade & Investment Offices	<b>DI#1419003 HB Section:</b> 7.015

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.

**EDAF - Estimated Expenditures**



**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>INTRN TRADE &amp; INVEST OFFICES</b>								
<b>Restore GR for Int'l Trade - 1419003</b>								
PROFESSIONAL SERVICES	0	0.00	0	0.00	1,910,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	1,910,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$1,910,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$1,910,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

**CORE DECISION ITEM**

<b>Department:</b>	<b>Economic Development</b>	<b>Budget Unit</b> <u>42014C</u>
<b>Division:</b>	<b>Business and Community Services</b>	
<b>Core:</b>	<b>Business Recruitment and Marketing</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00

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

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

Other Funds: Economic Development Advancement Fund (0783)

Other Funds:

**2. CORE DESCRIPTION**

The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners, including but not limited to, maintaining a working relationship with national site selection firms and coordinating opportunities with DED overseas offices.

The contract provides for an integrated partnership with the Missouri Department of Economic Development, Division of Business and Community Services staff who oversee the business development incentives for the State. The private component of the initiative currently calls for matching private dollars to be contributed to the annual budget. This fund was created by the General Assembly and grants the DED the authority to collect a 2.5 percent fee from awardees on certain state tax credits issued in order to direct those fees to the fund and pay the costs of the contract.

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

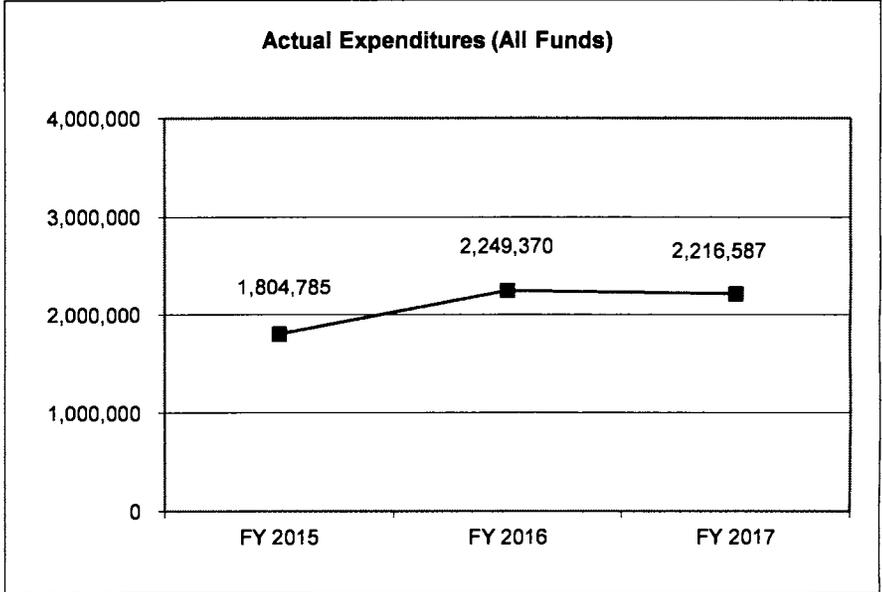
Business Recruitment and Marketing

**CORE DECISION ITEM**

<b>Department:</b>	<b>Economic Development</b>	<b>Budget Unit <u>42014C</u></b>
<b>Division:</b>	<b>Business and Community Services</b>	
<b>Core:</b>	<b>Business Recruitment and Marketing</b>	

**4. FINANCIAL HISTORY**

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	2,250,000	2,250,000	2,250,000	0
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	2,250,000	2,250,000	2,250,000	0
Actual Expenditures (All Funds)	1,804,785	2,249,370	2,216,587	N/A
Unexpended (All Funds)	445,215	630	33,413	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	445,215	630	33,413	N/A



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

**NOTES:**

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>BUSINESS RECRUITMENT&amp;MARKETING</b>								
<b>CORE</b>								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	2,216,587	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	2,216,587	0.00	0	0.00	0	0.00	0	0.00
<b>TOTAL</b>	<b>2,216,587</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>Restore Bus Recruit/Mktg - 1419001</b>								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	0	0.00	2,250,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	2,250,000	0.00	0	0.00
<b>TOTAL</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>2,250,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$2,216,587</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$2,250,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>BUSINESS RECRUITMENT&amp;MARKETING</b>								
<b>CORE</b>								
TRAVEL, IN-STATE	150,347	0.00	0	0.00	0	0.00	0	0.00
PROFESSIONAL SERVICES	2,066,240	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	<u>2,216,587</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
<b>GRAND TOTAL</b>	<b>\$2,216,587</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$2,216,587	0.00	\$0	0.00	\$0	0.00		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**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?**

Facilitate Quality Jobs and Investment

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

The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners, including but not limited to, maintaining a working relationship with national site selection firms and coordinating opportunities with DED overseas offices.

**2. 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.

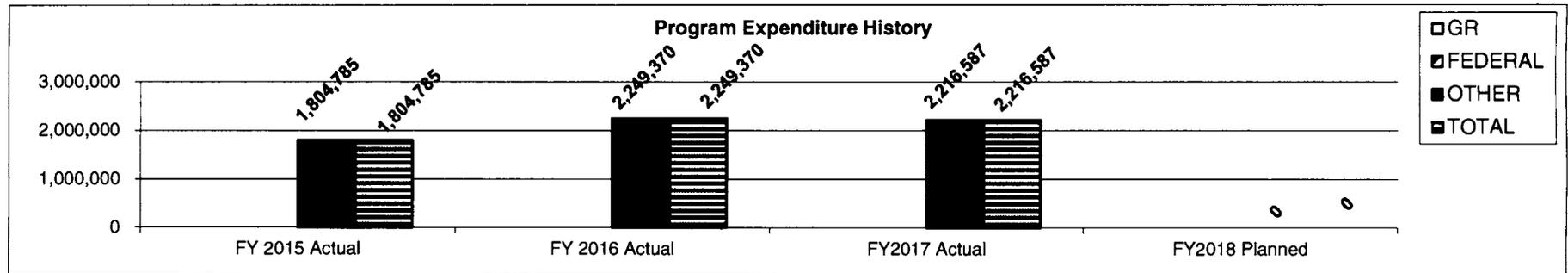
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

Economic Development Advancement Fund (0783)

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Business Recruitment and Marketing**

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

**7a. Provide an effectiveness measure.**

	<b>FY2015 Projected</b>	<b>FY2015 Actual</b>	<b>FY2016 Projected</b>	<b>FY2016 Actual</b>	<b>FY2017 Projected</b>	<b>FY2017 Actual</b>	<b>FY2018 Base</b>	<b>FY2018 Stretch</b>
Number of Projects Successfully Recruited to Missouri	14	18	15	11	16	23	20	25
Jobs recruited		2,423		1,265		2,216		
Statewide average wage of all jobs		\$ 64,526		\$ 63,467		\$ 55,852	\$ 47,227	\$ 48,718
Amount of private capital investment		\$ 188,628,882		\$ 116,279,578		\$496,135,124		

**7b. Provide an efficiency measure.**

	<b>FY2015 Actual</b>	<b>FY2016 Actual</b>	<b>FY2017 Actual</b>
Business Recruitment and Marketing Investment per New Job Created	\$576	\$1,407	\$532

NOTE: Efficiency Measure Actuals are a result of a recruitment project worked by the program.

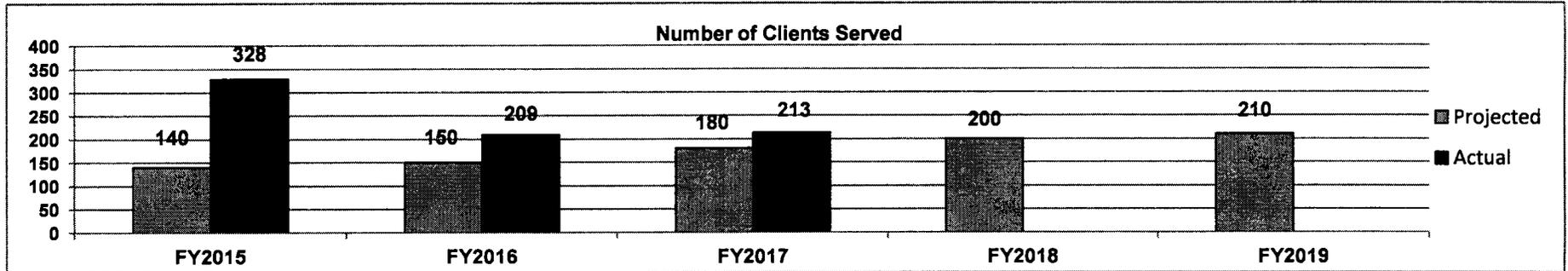
**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Business Recruitment and Marketing**

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

**7c. Provide the number of clients/individuals served, if applicable.**



NOTE: Actual Clients Served (i.e., new recruitment projects/leads serviced) does not include projects that are re-started and serviced by the program.

NOTE: "Number of Clients Served" includes only the 12-month average of prospective and active recruitment projects; it excludes additional clients served that do not fall into either project category. These additional clients served typically account for 20 to 30 per year.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department:</b> Economic Development	<b>Budget Unit</b> 42014C
<b>Division:</b> Business and Community Services	
<b>DI Name:</b> Restoration of Business Recruitment & Marketing	<b>DI #1419001</b> <b>HB Section</b> 07.015

**1. AMOUNT OF REQUEST**

	FY 2019 Budget Request				E		FY 2019 Governor's Recommendation				E
	GR	Federal	Other	Total			GR	Federal	Other	Total	
PS	0	0	0	0		PS	0	0	0	0	
EE	0	0	2,250,000	2,250,000		EE	0	0	0	0	
PSD	0	0	0	0		PSD	0	0	0	0	
TRF	0	0	0	0		TRF	0	0	0	0	
<b>Total</b>	<b>0</b>	<b>0</b>	<b>2,250,000</b>	<b>2,250,000</b>		<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
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<b>Est. Fringe</b>	0	0	0	0
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<b>Est. Fringe</b>	0	0	0	0
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

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

Other Funds: Economic Development Advancement Fund (0783)

Other Funds:

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

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

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

A restoration of the Business Recruitment & Marketing Core appropriation is needed as it was inadvertently removed from the FY18 budget. The purpose of this program is to market the state both nationally and internationally produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners, including but not limited to, maintaining a working relationship with national site selection firms and coordinating opportunities with DED overseas offices.

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department:</b> Economic Development	<b>Budget Unit</b> 42014C
<b>Division:</b> Business and Community Services	
<b>DI Name:</b> Restoration of Business Recruitment & Marketing	<b>DI #1419001 HB Section</b> 07.015

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

\$2,250,000 is the amount being requested by the Division of Business and Community Services for FY19 as this was the previous original appropriation amount. Please see the EDAF Trend Chart under 7.

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

Budget Object Class/Job Class	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req				
	GR	GR	FED	FED	OTHER	OTHER	TOTAL	TOTAL	One-Time
	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS
							0		
<b>Total PS</b>	0	0.0	0	0.0	0	0.0	0	0.0	0
400/Professional Services					2,250,000		2,250,000		
							0		
<b>Total EE</b>	0		0		2,250,000		2,250,000		0
Program Distributions							0		
<b>Total PSD</b>	0		0		0		0		0
Transfers							0		
<b>Total TRF</b>	0		0		0		0		0
<b>Grand Total</b>	0	0.0	0	0.0	2,250,000	0.0	2,250,000	0.0	0

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department: Economic Development</b>	<b>Budget Unit 42014C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of Business Recruitment &amp; Marketing</b>	<b>DI #1419001 HB Section 07.015</b>

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

**NEW DECISION ITEM**

**RANK:** \_\_\_\_\_ **OF** \_\_\_\_\_

<b>Department: Economic Development</b>	<b>Budget Unit</b> <u>42014C</u>
<b>Division: Business and Community Services</b>	
<b>DI Name: Restoration of Business Recruitment &amp; Marketing</b>	<b>DI #1419001 HB Section</b> <u>07.015</u>

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

**6a. Provide an effectiveness measure.**

Refer to the Business Recruitment & Marketing Core for the effectiveness measure.

**6b. Provide an efficiency measure.**

Refer to the Business Recruitment & Marketing Core for the efficiency measure.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Business Recruitment & Marketing Core for the number of clients served.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Business Recruitment & Marketing Core for the customer satisfaction measure.

**NEW DECISION ITEM**

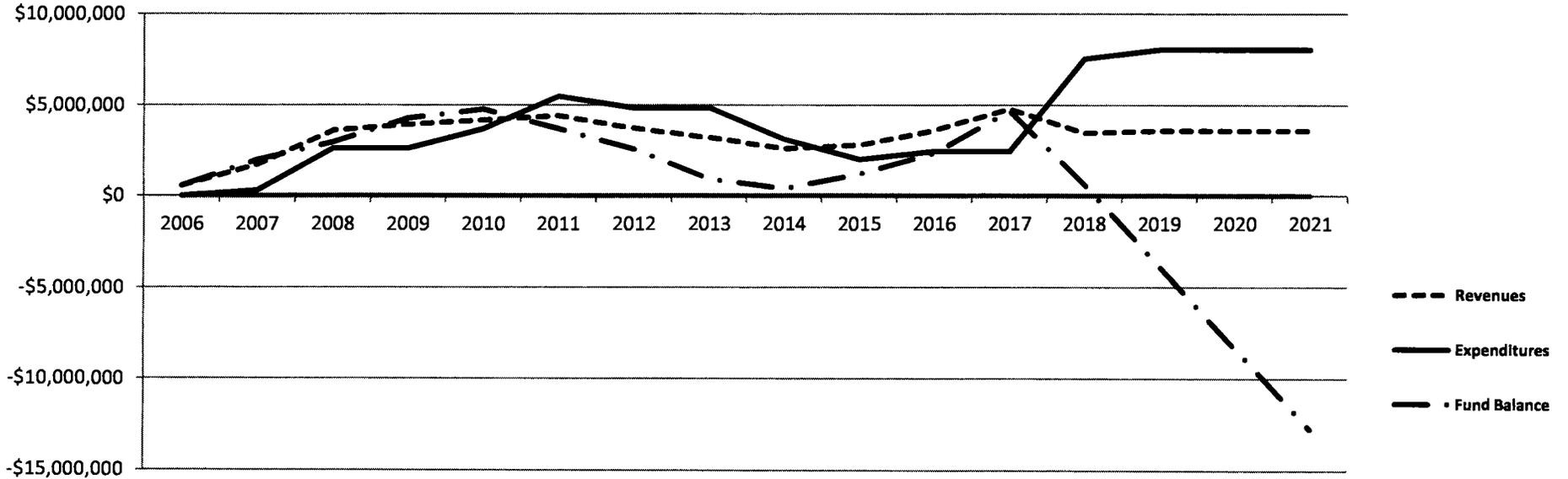
RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department:</b> Economic Development	<b>Budget Unit:</b> 42014C
<b>Division:</b> Business and Community Services	
<b>DI Name:</b> Restoration of Business Recruitment & Marketing	<b>DI #1419001 HB Section:</b> 07.015

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.

**EDAF - Estimated Expenditures**



**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>BUSINESS RECRUITMENT&amp;MARKETING</b>								
<b>Restore Bus Recruit/Mktg - 1419001</b>								
PROFESSIONAL SERVICES	0	0.00	0	0.00	2,250,000	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	2,250,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$2,250,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$2,250,000	0.00		0.00

**CORE DECISION ITEM**

<b>Department:</b>	Economic Development	<b>Budget Unit</b>	42075C
<b>Division:</b>	Business and Community Services		
<b>Core:</b>	BRAC Analysis		

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

	FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

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

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

Other Funds:

Other Funds:

**2. CORE DESCRIPTION**

Combined with Military Advocate budget for FY 2018.

The purpose of the BRAC appropriation is to implement strategies identified in the analysis of the impact of Missouri's military bases on the nation's military readiness and the state's economy in order to best position the state to retain its existing military operations and secure additional missions as they may become available. This was in response to a January 2012 announcement that Congress would seek future BRAC (Base Re-alignment and Closure) authorizations.

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

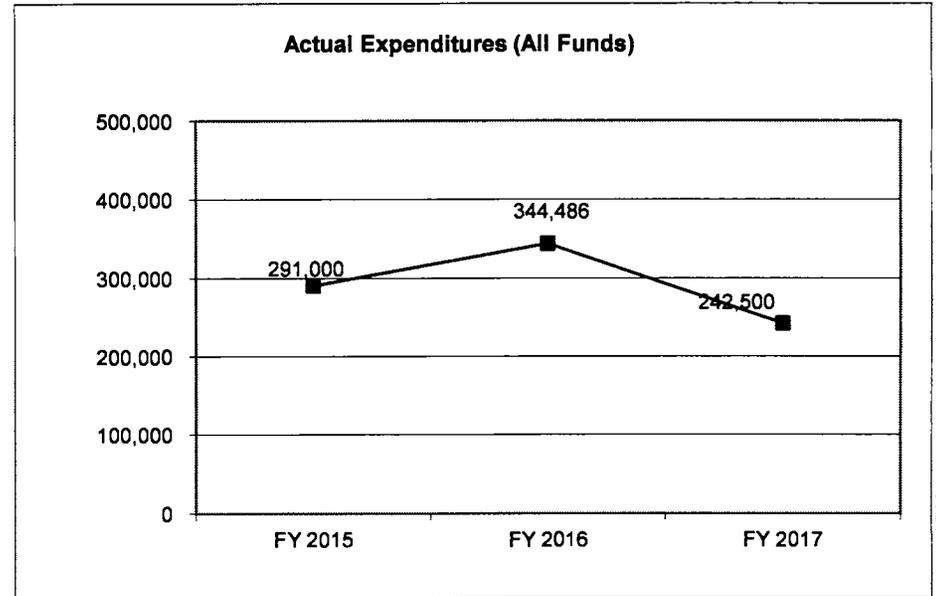
BRAC Analysis

**CORE DECISION ITEM**

<b>Department:</b>	Economic Development	<b>Budget Unit</b>	42075C
<b>Division:</b>	Business and Community Services		
<b>Core:</b>	BRAC Analysis		

**4. FINANCIAL HISTORY**

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 20187 Current Yr.
Appropriation (All Funds)	300,000	400,000	250,000	0
Less Reverted (All Funds)	(9,000)	(12,000)	(7,500)	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	291,000	388,000	242,500	0
Actual Expenditures (All Funds)	291,000	344,486	242,500	N/A
Unexpended (All Funds)	0	43,514	0	N/A
Unexpended, by Fund:				
General Revenue	0	43,514	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund								
<b>BRAC ANALYSIS</b>								
<b>CORE</b>								
PROGRAM-SPECIFIC								
GENERAL REVENUE	242,500	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	242,500	0.00	0	0.00	0	0.00	0	0.00
<b>TOTAL</b>	<b>242,500</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$242,500</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>BRAC ANALYSIS</b>								
<b>CORE</b>								
PROGRAM DISTRIBUTIONS	242,500	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	242,500	0.00	0	0.00	0	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$242,500</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$242,500	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

## PROGRAM DESCRIPTION

**Department: Economic Development**  
**Program Name: BRAC Analysis**  
**Program is found in the following core budget(s): BRAC Analysis**

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

Funding transferred to the Office of the Military Advocate Core.

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

The purpose of the BRAC appropriation is to implement strategies identified in the analysis of the impact of Missouri's military bases on the nation's military readiness and the state's economy in order to best position the state to retain its existing military operations and secure additional missions as they may become available. This was in response to a January 2012 announcement that Congress would seek future BRAC (Base Re-alignment and Closure) authorizations.

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

N/A

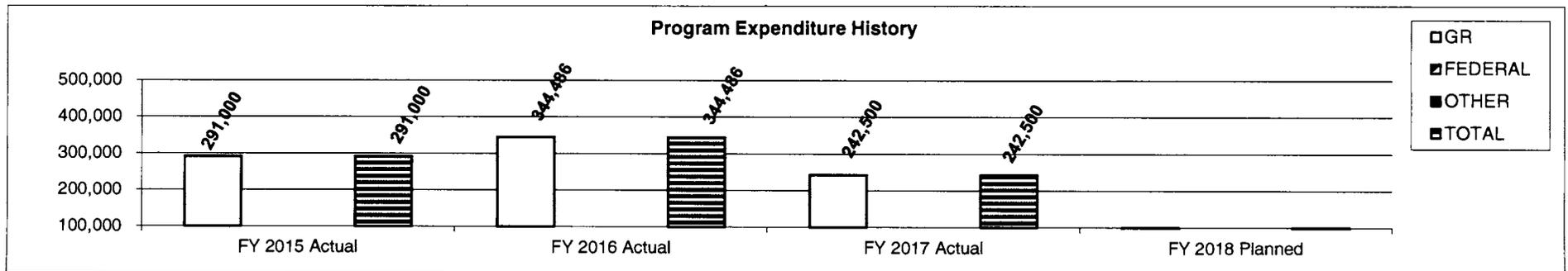
**3. Are there federal matching requirements? If yes, please explain.**

No.

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

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: BRAC funding transferred to Military Advocate Core with FY18 budget.

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

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: BRAC Analysis**

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

**7a. Provide an effectiveness measure.**

Funding transferred to the Office of Military Advocate Core.

**7b. Provide an efficiency measure.**

Funding transferred to the Office of Military Advocate Core.

**7c. Provide the number of clients/individuals served, if applicable.**

Funding transferred to the Office of Military Advocate Core.

**7d. Provide a customer satisfaction measure, if available.**

Funding transferred to the Office of Military Advocate Core.

**CORE DECISION ITEM**

<b>Department:</b>	Economic Development	<b>Budget Unit</b> <u>42076C</u>
<b>Division:</b>	Business and Community Services	
<b>Core:</b>	Office of the Military Advocate	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	161,880	0	0	161,880
EE	50,000	0	0	50,000
PSD	390,120	0	0	390,120
TRF	0	0	0	0
<b>Total</b>	<b>602,000</b>	<b>0</b>	<b>0</b>	<b>602,000</b>
<b>FTE</b>	<b>1.50</b>	<b>0.00</b>	<b>0.00</b>	<b>1.50</b>

	FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total
PS		0	0	0
EE		0	0	0
PSD		0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>		<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

<b>Est. Fringe</b>	63,540	0	0	63,540
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

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

Other Funds:

Other Funds:

**2. CORE DESCRIPTION**

The Office of the Military Advocate (including consultants working on behalf of the Military Advocate), and the Missouri Military Preparedness and Enhancement Commission, work in concert with governments and private sector stakeholders around the state and nation on strategies to achieve the following goals:

- preserve and enhance the military installations, missions and agencies located in Missouri;
- create a more supportive environment for military Service members and their families; and
- support the retention and growth of Missouri's defense and national security businesses.

A high priority of the program is to continue to work with Missouri's military bases and installations and defense agencies, and the Missouri communities in which they operate, to prepare for a Base Realignment and Closure (BRAC) process that is being debated in Congress. The work of the Military Advocate and its consultants, and the Military Preparedness and Enhancement Commission is guided by a biennial strategic plan.

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

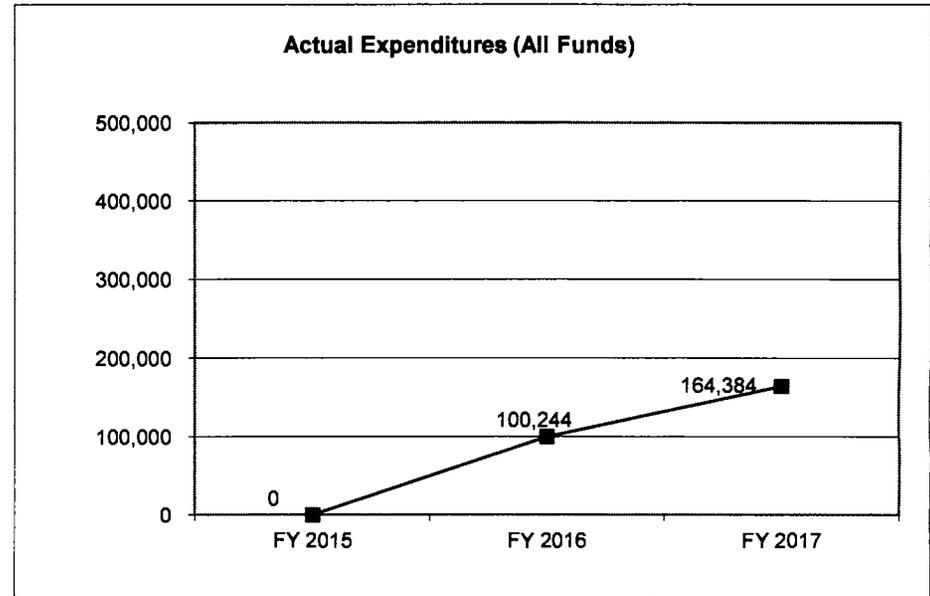
Office of the Military Advocate.

**CORE DECISION ITEM**

**Department:** Economic Development **Budget Unit** 42076C  
**Division:** Business and Community Services  
**Core:** Office of the Military Advocate

**4. FINANCIAL HISTORY**

	<b>FY 2015 Actual</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Current Yr.</b>
Appropriation (All Funds)	0	200,000	352,000	602,000
Less Reverted (All Funds)	0	(6,000)	(10,560)	(16,989)
Less Restricted (All Funds)*	0	0		(35,690)
Budget Authority (All Funds)	0	194,000	341,440	549,321
Actual Expenditures (All Funds)	0	100,244	164,384	N/A
Unexpended (All Funds)	0	93,756	177,056	N/A
Unexpended, by Fund:				
General Revenue	0	93,756	177,056	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



\*Restricted amount is as of: 7/1/2017

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

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MILITARY ADVOCATE**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PS	1.50	161,880	0	0	161,880	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	<b>Total</b>	<b>1.50</b>	<b>602,000</b>	<b>0</b>	<b>0</b>	<b>602,000</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PS	1.50	161,880	0	0	161,880	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	<b>Total</b>	<b>1.50</b>	<b>602,000</b>	<b>0</b>	<b>0</b>	<b>602,000</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PS	1.50	161,880	0	0	161,880	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	<b>Total</b>	<b>1.50</b>	<b>602,000</b>	<b>0</b>	<b>0</b>	<b>602,000</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MILITARY ADVOCATE</b>								
<b>CORE</b>								
PERSONAL SERVICES								
GENERAL REVENUE	122,300	1.00	161,880	1.50	161,880	1.50	0	0.00
TOTAL - PS	122,300	1.00	161,880	1.50	161,880	1.50	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	34,718	0.00	50,000	0.00	50,000	0.00	0	0.00
TOTAL - EE	34,718	0.00	50,000	0.00	50,000	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	7,366	0.00	390,120	0.00	390,120	0.00	0	0.00
TOTAL - PD	7,366	0.00	390,120	0.00	390,120	0.00	0	0.00
<b>TOTAL</b>	<b>164,384</b>	<b>1.00</b>	<b>602,000</b>	<b>1.50</b>	<b>602,000</b>	<b>1.50</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$164,384</b>	<b>1.00</b>	<b>\$602,000</b>	<b>1.50</b>	<b>\$602,000</b>	<b>1.50</b>	<b>\$0</b>	<b>0.00</b>

## FLEXIBILITY REQUEST FORM

<b>BUDGET UNIT NUMBER:</b> 42076C <b>BUDGET UNIT NAME:</b> Military Advocate <b>HOUSE BILL SECTION:</b> 07.020	<b>DEPARTMENT:</b> Economic Development  <b>DIVISION:</b> Business and Community Services
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**1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.**

### DEPARTMENT REQUEST

The department is requesting 25% flexibility between the Personal Service and Expense and Equipment appropriations for the Military Advocate Section. This flexibility is needed to ensure our ability to immediately address any identified operation modifications in order to provide the highest quality service to Missourians. Areas of need include special or emergency projects, training, travel, purchase supplies and other equipment to make the position more efficient.

General Revenue: Military Advocate PS (9400-0101) - \$161,880 \* 25% = \$40,470 and Military Advocate EE (9401-0101) - \$440,120 \* 25% = \$110,030

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

PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$23,360	Expenditures in PS and EE will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and EE will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.

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

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2017, the Military Advocate flexed \$23,360 from EE to PS in order to meet payroll.	In FY 2018, the Military Advocate was appropriated 25% flexibility between PS and EE appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MILITARY ADVOCATE</b>								
<b>CORE</b>								
DESIGNATED PRINCIPAL ASST DIV	0	0.00	126,190	1.00	126,190	1.00	0	0.00
SPECIAL ASST PROFESSIONAL	122,300	1.00	0	0.00	0	0.00	0	0.00
OTHER	0	0.00	35,690	0.50	35,690	0.50	0	0.00
<b>TOTAL - PS</b>	<b>122,300</b>	<b>1.00</b>	<b>161,880</b>	<b>1.50</b>	<b>161,880</b>	<b>1.50</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	5,412	0.00	4,268	0.00	4,268	0.00	0	0.00
TRAVEL, OUT-OF-STATE	9,431	0.00	8,536	0.00	8,536	0.00	0	0.00
SUPPLIES	6,518	0.00	33,151	0.00	33,151	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	5,236	0.00	41	0.00	41	0.00	0	0.00
COMMUNICATION SERV & SUPP	1,898	0.00	3,679	0.00	3,679	0.00	0	0.00
PROFESSIONAL SERVICES	710	0.00	20	0.00	20	0.00	0	0.00
OTHER EQUIPMENT	5,513	0.00	224	0.00	224	0.00	0	0.00
MISCELLANEOUS EXPENSES	0	0.00	81	0.00	81	0.00	0	0.00
<b>TOTAL - EE</b>	<b>34,718</b>	<b>0.00</b>	<b>50,000</b>	<b>0.00</b>	<b>50,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
PROGRAM DISTRIBUTIONS	7,366	0.00	390,120	0.00	390,120	0.00	0	0.00
<b>TOTAL - PD</b>	<b>7,366</b>	<b>0.00</b>	<b>390,120</b>	<b>0.00</b>	<b>390,120</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$164,384</b>	<b>1.00</b>	<b>\$602,000</b>	<b>1.50</b>	<b>\$602,000</b>	<b>1.50</b>	<b>\$0</b>	<b>0.00</b>
<b>GENERAL REVENUE</b>	<b>\$164,384</b>	<b>1.00</b>	<b>\$602,000</b>	<b>1.50</b>	<b>\$602,000</b>	<b>1.50</b>		<b>0.00</b>
<b>FEDERAL FUNDS</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>		<b>0.00</b>
<b>OTHER FUNDS</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>		<b>0.00</b>

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**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?**

Facilitate Quality Jobs and Investment

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

The Office of the Military Advocate (including consultants working on behalf of the Military Advocate), and the Missouri Military Preparedness and Enhancement Commission, work in concert with governments and private sector stakeholders around the state and nation on strategies to achieve the following goals:

- preserve and enhance the military installations, missions and agencies located in Missouri;
- create a more supportive environment for military Service members and their families; and
- support the retention and growth of Missouri's defense and national security businesses.

A high priority of the program is to continue to work with Missouri's military bases and installations and defense agencies, and the Missouri communities in which they operate, to prepare for a Base Realignment and Closure (BRAC) process that is being debated in Congress. The work of the Military Advocate and its consultants, and the Military Preparedness and Enhancement Commission is guided by a biennial strategic plan.

**2. 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)

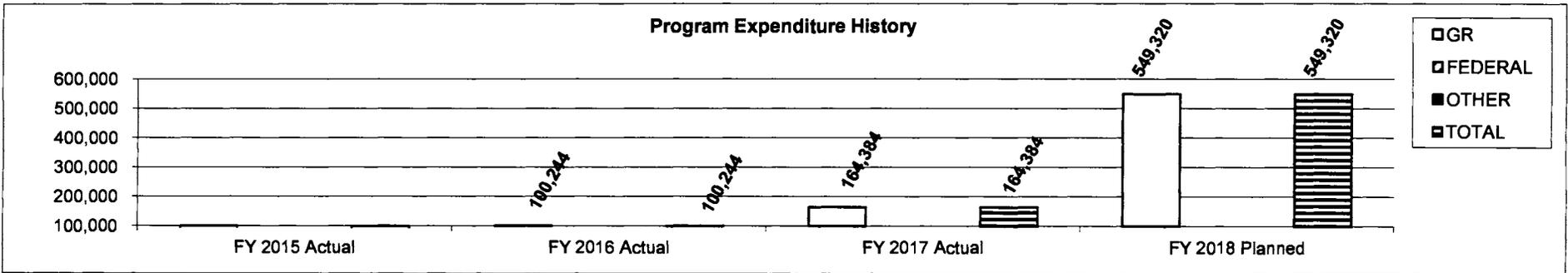
**3. Are there federal matching requirements? If yes, please explain.**

No.

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

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note 1: Planned Expenditures for GR reflect 3% Governor's Reserve.

Note 2: Funding for the Office of Military Advocate and "BRAC Study" funding were combined into a Military Advocate Core with FY 18 budget.

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

N/A

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Office of the Military Advocate**

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

**7a. Provide an effectiveness measure.**

1. Increase the number of new and retained jobs attributed to defense spending for targeted military installations, missions and agencies in Missouri;  
Base target: Utilize the CY 2016 report, "An Assessment of the Economic Impact of Military Spending in Missouri", to establish the baseline for jobs attributed to the presence of defense and national security installations, missions and agencies in Missouri. A 2017 update to the "Assessment" will be produced at the end of December 2017 and annually thereafter. The target for FY 2019 is the retention of all jobs present in Missouri as estimated in the CY 2016 report.  
Stretch target: Utilizing the CY 2016 baseline report, any net increase in the number of new jobs attributed to the presence of defense and national security installations, missions and agencies in Missouri.
2. Increase the number of Service members with a Missouri home of record who choose to live in Missouri after separation from the military;  
Base target: A net increase in the annual number of Service members who choose to live in Missouri, based on a yet to be performed 2017 estimate of the number of Service members who list Missouri as their home of record.
3. Increase the number of defense and national security companies doing business in Missouri.  
Base target: Based on a completed 2017 St. Louis Economic Development Partnership "Defense Supply Chain Map and Database", increase the absolute number of defense and national security companies present in Missouri.

**7b. Provide an efficiency measure.**

1. Cost to the state for each job retained that is attributed to the presence of defense spending for military installations, missions and agencies in Missouri;
2. Cost to the state for each net new transitioning Service member with a Missouri home of record who chooses to live in Missouri after separation from the military;
3. Cost to the state for each net new defense or national security company doing business in Missouri.

**7c. Provide the number of clients/individuals served, if applicable.**

1. Number of community-installation and community-defense agency support organizations to which services are provided;
2. Number of economic development, higher education and related organizations to which services are provided that increase the value of defense contracts and defense-related R&D awarded; and
3. Number of military member and family support services organizations assisted.

**7d. Provide a customer satisfaction measure, if available.**

1. Annual evaluation by members of the Missouri Military Preparedness and Enhancement Commission regarding their view of the job performance of the Military Advocate, based on the Commission's strategic plan.
2. Annual survey of the major stakeholders of the Office of Military Advocate to establish a measure of customer satisfaction. Stakeholders will include community installation and agency-support organizations, economic development organizations, and organizations that provide support and assistance to Service members and families.

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit</b> <u>42078C</u>
<b>Division: Business and Community Services</b>	
<b>Core: Small Business Development Centers Transfer</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

	FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

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

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

Other Funds:

Other Funds:

**2. CORE DESCRIPTION**

Small Business Development Centers Transfer Fiscal Year 2017 - This core decision item will spend the remaining cash balance in the Missouri Small Business Development Center Fund. The moneys in the Missouri Small Business Development Centers Fund provided funding to the Missouri Federal and State Technology Partnership Program (MOFAST). MTC plans to spend the remaining funds on initiatives to support high tech entrepreneurship.

Lewis and Clark Discovery Fund Transfer Fiscal Year 2016 - This core decision item will spend the remaining cash balance in the Lewis and Clark Discovery Fund. The moneys in the Lewis and Clark Discovery Fund provided funds to Missouri's colleges and universities for facility and infrastructure improvements in order to enhance the Missouri higher education system's position as a national leader in scientific research and education.

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

N/A

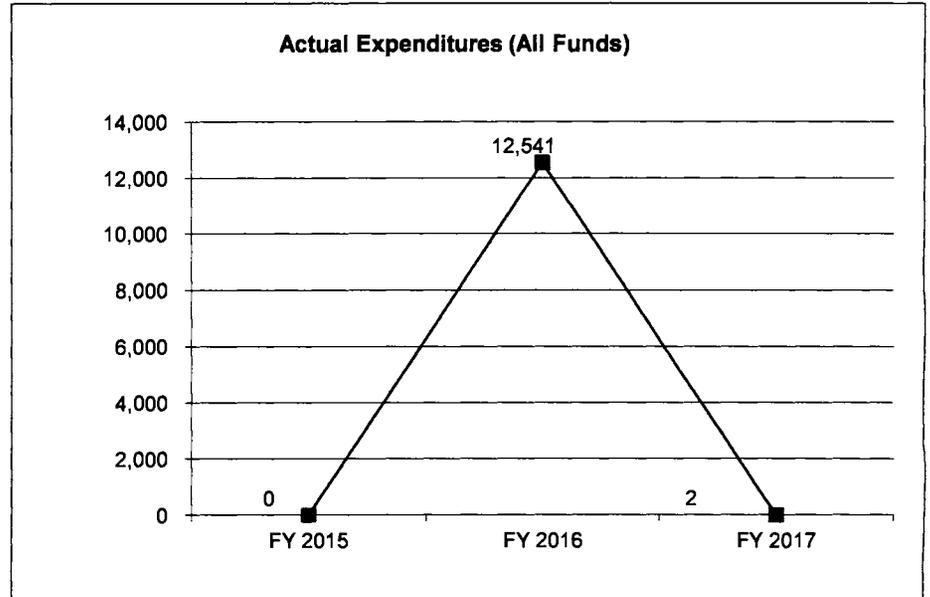
**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Small Business Development Centers Transfer**

**Budget Unit** 42078C

**4. FINANCIAL HISTORY**

	<b>FY 2015 Actual</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Current Yr.</b>
Appropriation (All Funds)	0	15,000	100	0
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	15,000	100	0
Actual Expenditures (All Funds)	0	12,541	2	0
Unexpended (All Funds)	0	2,459	98	0
Unexpended, by Fund:				
General Revenue	0	0	0	0
Federal	0	0	0	0
Other	0	2,459	98	0
		(1)	(2)	



\*Restricted amount is as of: \_\_\_\_\_

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

- NOTES:**
- (1) Remaining balance in the Lewis and Clark Discovery Fund expended in FY16
  - (2) Remaining balance in the Missouri Small Business Development Centers Fund expended in FY17

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>SMALL BUS DEV CENTERS TRANSFER</b>								
<b>CORE</b>								
<b>FUND TRANSFERS</b>								
MO SMALL BUS DEVELOPMENT CTRS	2	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF	2	0.00	0	0.00	0	0.00	0	0.00
<b>TOTAL</b>	<b>2</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$2</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>SMALL BUS DEV CENTERS TRANSFER</b>								
<b>CORE</b>								
TRANSFERS OUT	2	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF	2	0.00	0	0.00	0	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$2</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$2	0.00	\$0	0.00	\$0	0.00		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Small Business Development Centers Transfer**  
**Program is found in the following core budget(s): Business and Community Services**

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

Facilitate Quality Jobs and Investment

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

FY17: Small Business Development Centers Transfer - This core decision item will spend the remaining cash balance in the Missouri Small Business Development Center Fund. The moneys in the Missouri Small Business Development Centers Fund provided funding to the Missouri Federal and State Technology Partnership Program (MOFAST). MTC plans to spend the remaining funds on initiatives to support high tech entrepreneurship.

FY16: Lewis and Clark Discovery Fund Transfer - This core decision item will spend the remaining cash balance in the Lewis and Clark Discovery Fund. The moneys in the Lewis and Clark Discovery Fund provided funds to Missouri's colleges and universities for facility and infrastructure improvements in order to enhance the Missouri higher education system's position as a national leader in scientific research and education. MTC plans to spend the remaining funds on initiatives to support high tech entrepreneurship.

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

Section 620.1001, RSMo for Small Business Development Fund and Section 173.392, RSMo for the Lewis and Clark Discovery Fund.

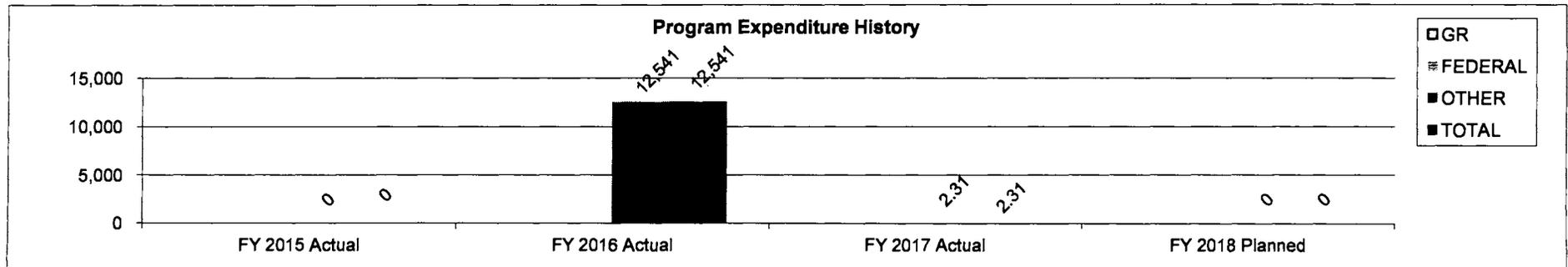
**3. Are there federal matching requirements? If yes, please explain.**

No.

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

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

FY17: Transfer fund balance from Small Business Development Centers Fund (0294) to Missouri Technology Investment Fund (0172).  
 FY16: Transfer fund balance from Lewis and Clark Discovery Fund (0790) to Missouri Technology Investment Fund (0172).

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Small Business Development Centers Transfer**

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

**7a. Provide an effectiveness measure.**

This is a Transfer. Refer to Missouri Technology Corporation Core.

**7b. Provide an efficiency measure.**

This is a Transfer. Refer to Missouri Technology Corporation Core.

**7c. Provide the number of clients/individuals served, if applicable.**

This is a Transfer. Refer to Missouri Technology Corporation Core.

**7d. Provide a customer satisfaction measure, if available.**

This is a Transfer. Refer to Missouri Technology Corporation Core.

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit 41962C</b>
<b>Division: Business and Community Services</b>	
<b>Core: Missouri Technology Corporation (MTC)</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	3,500,000	3,500,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>3,500,000</b>	<b>3,500,000</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00

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

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

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

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

**2. CORE DESCRIPTION**

This core decision item establishes the spending authority for the Missouri Technology Corporation, Innovation Centers, and Missouri Manufacturing Extension Partnership (MEP) programs.

The Missouri Technology Corporation (MTC) is a public-private partnership created by the Missouri General Assembly to promote entrepreneurship and foster the growth of new and emerging high-tech companies. MTC focuses on 21<sup>st</sup> Century bioscience industries that build on Missouri's rich history in agriculture. It is governed by a 15-member board of directors appointed by Missouri's Governor, Speaker of the House, and President Pro Tem of the Senate. The President of the University of Missouri System and the Director of the Department of Economic Development are *ex officio* members of the board.

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

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

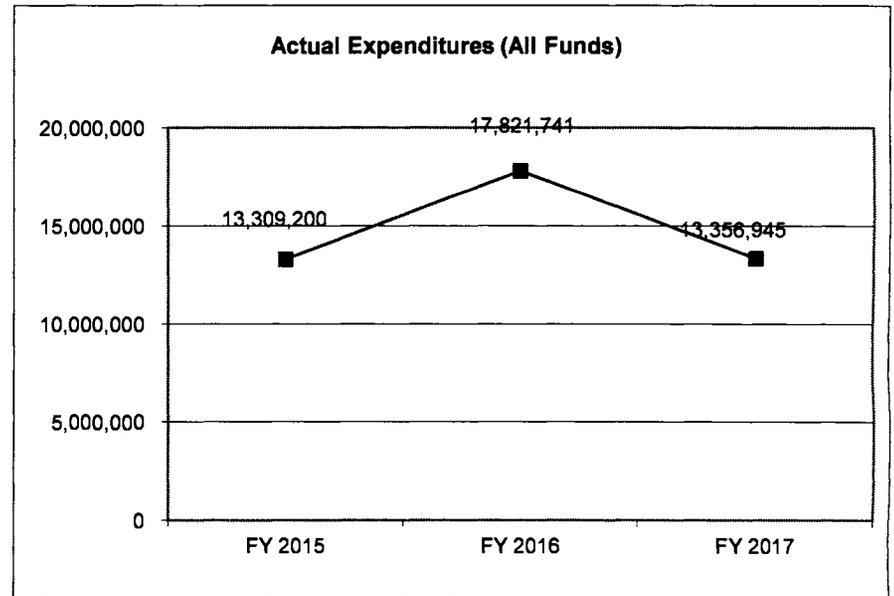
**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Missouri Technology Corporation (MTC)**

**Budget Unit 41962C**

**4. FINANCIAL HISTORY**

	<b>FY 2015 Actual</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Current Yr.</b>
Appropriation (All Funds)	13,860,000	18,360,000	22,910,000	3,500,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	(4,550,000)	0
Budget Authority (All Funds)	13,860,000	18,360,000	18,360,000	3,500,000
Actual Expenditures (All Funds)	13,309,200	17,821,741	13,356,945	N/A
Unexpended (All Funds)	550,800	538,259	5,003,055	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	550,800	538,259	5,003,055	N/A
	(1)	(2)	(3)	



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

- (1) Unexpended amount includes Governor's standard 3% reserve on GR funds from combined MTC Core and Early Stage Business Grants.
- (2) Unexpended amount includes Governor's standard 3% reserve on GR funds from MTC Core, Soybean Research, and Beef Cattle Research less transfer from Lewis and Clark Discovery Fund remaining balance \$12,541.
- (3) Unexpended amount includes Governor's standard 3% GR reserve and restrictions for MTC Core (\$50,000), MU Research Reactor (\$2M) and R&D facility for Bio Char (\$2.5M).

**CORE RECONCILIATION DETAIL**

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**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MO TECH CORP-RAM**

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**5. CORE RECONCILIATION DETAIL**

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	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PD	0.00	0	0	3,500,000	3,500,000	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>3,500,000</b>	<b>3,500,000</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PD	0.00	0	0	3,500,000	3,500,000	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>3,500,000</b>	<b>3,500,000</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PD	0.00	0	0	3,500,000	3,500,000	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>3,500,000</b>	<b>3,500,000</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit		FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item		ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MO TECH CORP-RAM</b>									
<b>CORE</b>									
<b>PROGRAM-SPECIFIC</b>									
MISSOURI TECHNOLOGY INVESTMENT		13,356,945	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00
TOTAL - PD		13,356,945	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00
<b>TOTAL</b>		<b>13,356,945</b>	<b>0.00</b>	<b>3,500,000</b>	<b>0.00</b>	<b>3,500,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>		<b>\$13,356,945</b>	<b>0.00</b>	<b>\$3,500,000</b>	<b>0.00</b>	<b>\$3,500,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MO TECH CORP-RAM</b>								
<b>CORE</b>								
PROGRAM DISTRIBUTIONS	13,356,945	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00
TOTAL - PD	13,356,945	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$13,356,945</b>	<b>0.00</b>	<b>\$3,500,000</b>	<b>0.00</b>	<b>\$3,500,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$13,356,945	0.00	\$3,500,000	0.00	\$3,500,000	0.00		0.00

## PROGRAM DESCRIPTION

**Department: Economic Development**

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

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

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

Facilitate Quality Jobs and Investment

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

Innovation drives economic growth. Economists have calculated that approximately 50% of U.S. annual GDP growth is attributed to increases in innovation. The states and regions that lead the transformation to the knowledge- and technology-based economy will have an enormous advantage.

MTC operates programs that provide co-investment capital to early-stage entrepreneurial ventures and financial support to organizations that support entrepreneurs and the generation of new ideas and technologies. These organizations include innovation centers, non-profit organizations and research and higher education institutions. MTC also provides the state match for the Missouri Manufacturing Extension Partnership (MEP) program which assists small and medium-sized manufacturers to adopt new technologies and innovative practices to increase their competitiveness in the global marketplace.

**2. 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.

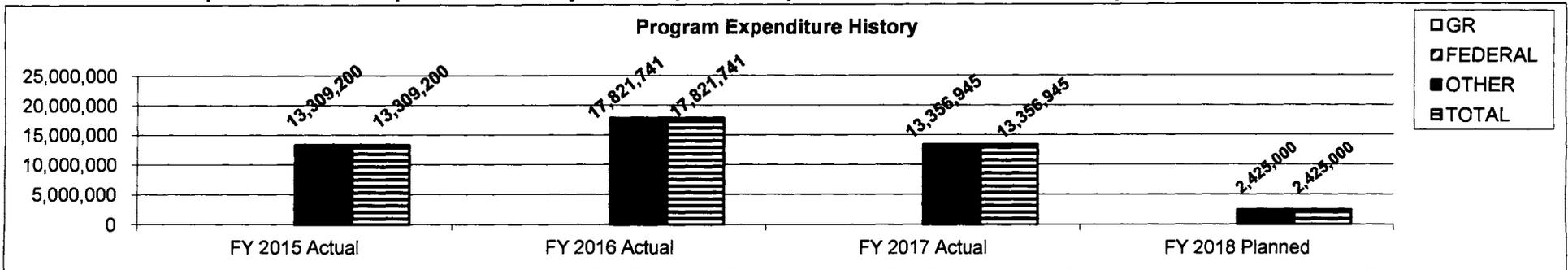
**3. Are there federal matching requirements? If yes, please explain.**

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.

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures for GR includes 3% Governor's Reserve from GR transfer.

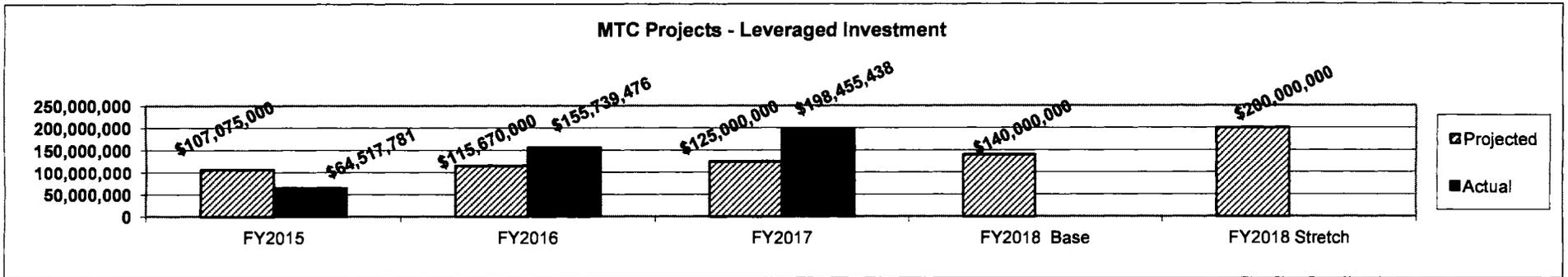
**6. What are the sources of the "Other" funds?**

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

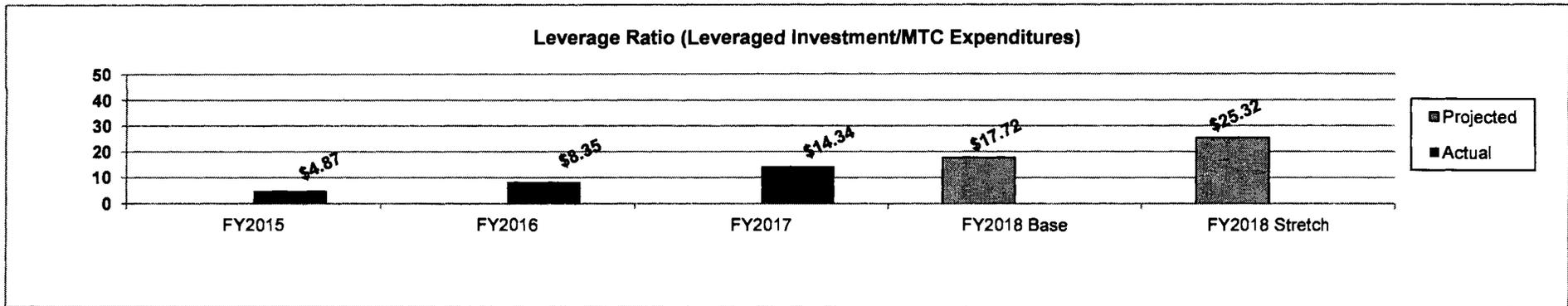
**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Missouri Technology Corporation (MTC)**  
**Program is found in the following core budget(s):**

**7a. Provide an effectiveness measure.**



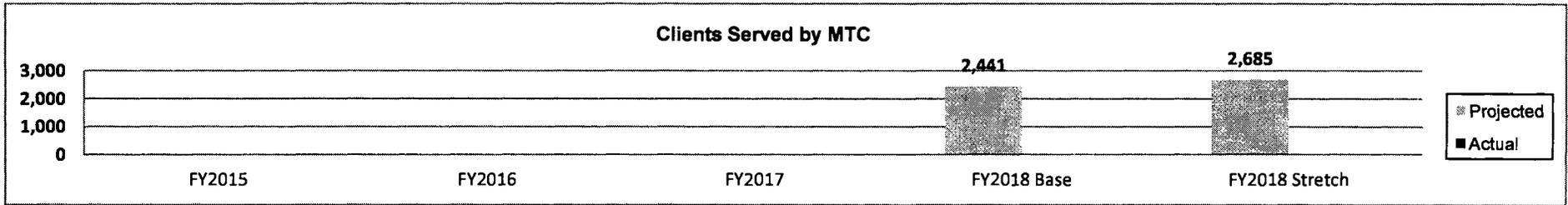
**7b. Provide an efficiency measure.**



**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Missouri Technology Corporation (MTC)**  
**Program is found in the following core budget(s):**

**7c. Provide the number of clients/individuals served, if applicable.**



Note: The number of clients served includes businesses and entrepreneurs served by innovation centers, MEP and entrepreneurial support organizations that receive financial support through MTC programs.

**7d. Provide a customer satisfaction measure, if available.**  
A customer satisfaction measure is under development and is a work in progress.

**CORE DECISION ITEM**

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

**Budget Unit** 42080C

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	2,500,000	0	0	2,500,000
<b>Total</b>	<b>2,500,000</b>	<b>0</b>	<b>0</b>	<b>2,500,000</b>
FTE	0.00	0.00	0.00	0.00

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.00	0.00

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

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

Other Funds:  
Notes:

Other Funds:

**2. CORE DESCRIPTION**

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

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

MO Technology Investment Fund Transfer

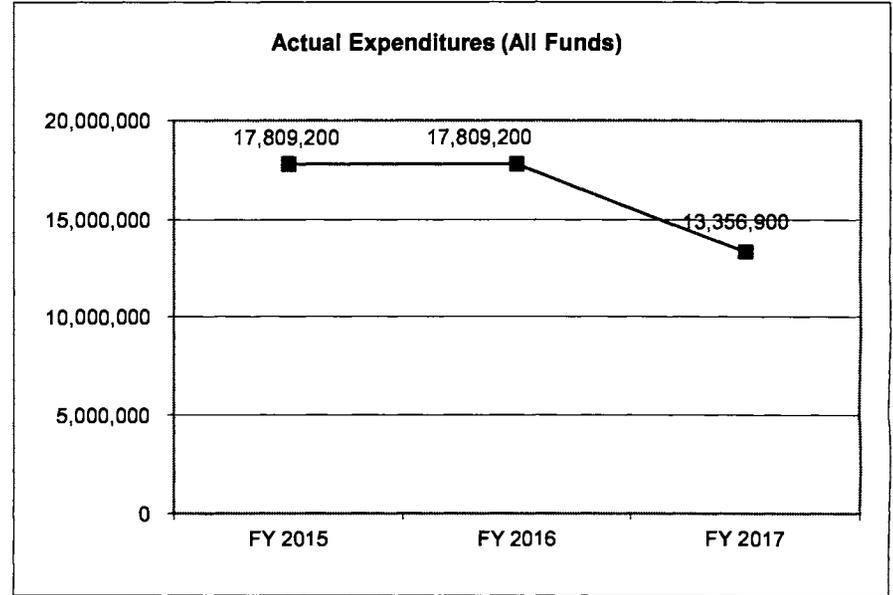
**CORE DECISION ITEM**

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

**Budget Unit 42080C**

**4. FINANCIAL HISTORY**

	<u>FY 2015</u> Actual	<u>FY 2016</u> Actual	<u>FY 2017</u> Actual	<u>FY 2018</u> Current Yr.
Appropriation (All Funds)	18,360,000	18,360,000	22,910,000	2,500,000
Less Reverted (All Funds)	(550,800)	(550,800)	(550,800)	(75,000)
Less Restricted (All Funds)*	0	0	(9,002,300)	0
Budget Authority (All Funds)	<u>17,809,200</u>	<u>17,809,200</u>	<u>13,356,900</u>	<u>2,425,000</u>
Actual Expenditures (All Funds)	<u>17,809,200</u>	<u>17,809,200</u>	<u>13,356,900</u>	N/A
Unexpended (All Funds)	<u>0</u>	<u>0</u>	<u>0</u>	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
			(1)	



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

(1) Funding restricted for new projects including MU Research Reactor (\$2M), R&D Facility for Biochar (\$2.5M) and MTC Core (\$50,000).

**CORE RECONCILIATION DETAIL**

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

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**5. CORE RECONCILIATION DETAIL**

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	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	TRF	0.00	2,500,000	0	0	2,500,000	
	<b>Total</b>	<b>0.00</b>	<b>2,500,000</b>	<b>0</b>	<b>0</b>	<b>2,500,000</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	TRF	0.00	2,500,000	0	0	2,500,000	
	<b>Total</b>	<b>0.00</b>	<b>2,500,000</b>	<b>0</b>	<b>0</b>	<b>2,500,000</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	TRF	0.00	2,500,000	0	0	2,500,000	
	<b>Total</b>	<b>0.00</b>	<b>2,500,000</b>	<b>0</b>	<b>0</b>	<b>2,500,000</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MO TECH INVESTMENT TRANSFER</b>								
<b>CORE</b>								
<b>FUND TRANSFERS</b>								
GENERAL REVENUE	13,356,900	0.00	2,500,000	0.00	2,500,000	0.00	0	0.00
TOTAL - TRF	13,356,900	0.00	2,500,000	0.00	2,500,000	0.00	0	0.00
<b>TOTAL</b>	<b>13,356,900</b>	<b>0.00</b>	<b>2,500,000</b>	<b>0.00</b>	<b>2,500,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$13,356,900</b>	<b>0.00</b>	<b>\$2,500,000</b>	<b>0.00</b>	<b>\$2,500,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MO TECH INVESTMENT TRANSFER</b>								
<b>CORE</b>								
TRANSFERS OUT	13,356,900	0.00	2,500,000	0.00	2,500,000	0.00	0	0.00
<b>TOTAL - TRF</b>	<b>13,356,900</b>	<b>0.00</b>	<b>2,500,000</b>	<b>0.00</b>	<b>2,500,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$13,356,900</b>	<b>0.00</b>	<b>\$2,500,000</b>	<b>0.00</b>	<b>\$2,500,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$13,356,900	0.00	\$2,500,000	0.00	\$2,500,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

## PROGRAM DESCRIPTION

**Department: Economic Development**

**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?**

Facilitate Quality Jobs and Investment

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

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

**2. 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.

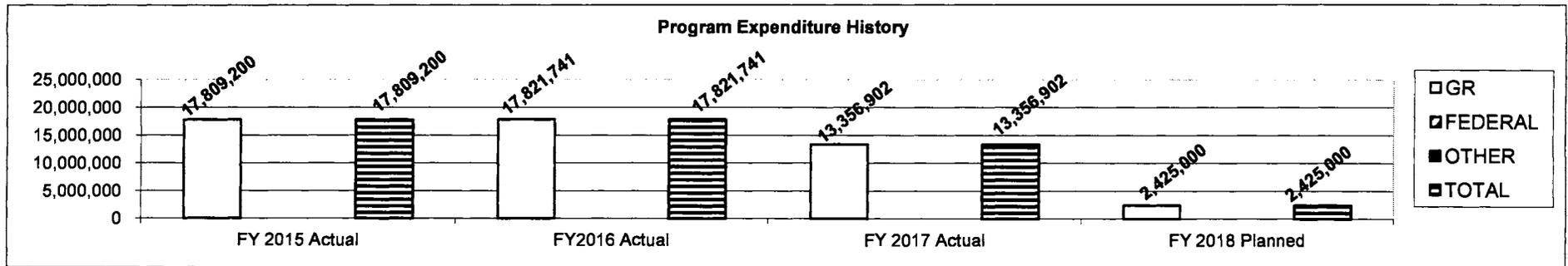
**3. Are there federal matching requirements? If yes, please explain.**

Yes, for the Missouri Manufactured Extension Partnership program.

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

Transfer from General Revenue to Missouri Technology Investment Fund (0172). FY17 included transfer from Small Business Development Center Fund (0294) and FY16 included transfer from Lewis and Clark Discovery Fund (0790) to transfer remaining fund balances.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: MO Technology Investment Fund Transfer**

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

**7a. Provide an effectiveness measure.**

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

**7b. Provide an efficiency measure.**

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

**7c. Provide the number of clients/individuals served, if applicable.**

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

**7d. Provide a customer satisfaction measure, if available.**

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit 42165C</b>
<b>Division: Business and Community Services</b>	
<b>Core: Community Development Block Grant (CDBG)</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	169,992	806,966	0	976,958
EE	176,341	1,066,451	0	1,242,792
PSD	0	39,183,800	0	39,183,800
TRF	0	0	0	0
<b>Total</b>	<b>346,333</b>	<b>41,057,217</b>	<b>0</b>	<b>41,403,550</b>

FTE	5.65	10.59	0.00	16.24
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<b>Est. Fringe</b>	108,728	348,831	0	457,558
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

Other Funds:  
Notes:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS			0	0
EE			0	0
PSD	0		0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

FTE			0.00	0.00
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<b>Est. Fringe</b>	0	0	0	0
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

Other Funds:  
Notes:

**2. CORE DESCRIPTION**

The Community Development Block Grant (CDBG) program provides grants to non-entitlement cities and counties for community development activities that: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety. Typical projects include infrastructure expansion and improvements (water, sewer, bridge, street, drainage); downtown revitalization; housing rehabilitation; Americans with Disabilities Act accessibility improvements; and community facility projects (senior centers, day care, Sheltered Workshop, community centers).

Of the federal program distribution amount, \$5 million is appropriated for authorization of funding in the current Fiscal Year and the remainder is appropriated for previous Fiscal Year authorizations.

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

Community Development Block Grant Program

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit <u>42165C</u></b>
<b>Division: Business and Community Services</b>	
<b>Core: Community Development Block Grant (CDBG)</b>	

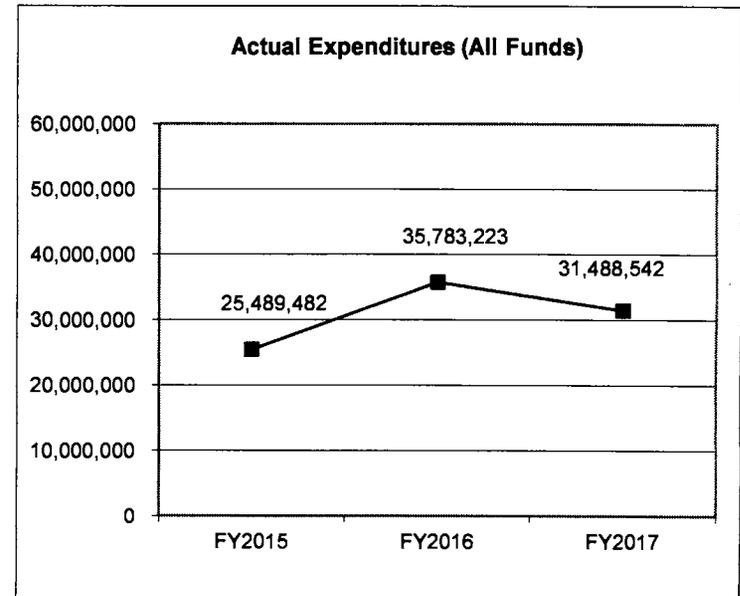
**4. FINANCIAL HISTORY**

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Current Yr.
Appropriation (All Funds)	70,000,000	71,018,242	63,036,002	41,403,550
Less Reverted (All Funds)	0	(7,555)	(7,613)	(10,390)
Less Restricted (All Funds)*	0	0	0	(88,170)
Budget Authority (All Funds)	70,000,000	71,010,687	63,028,389	41,304,990
Actual Expenditures (All Funds)	25,489,482	35,783,223	31,488,542	N/A
Unexpended (All Funds)	44,510,518	35,227,464	31,539,847	N/A
Unexpended, by Fund:				
General Revenue	0	47,064	5,855	N/A
Federal	44,510,518	37,180,400	29,533,992	N/A
Other	0	0	2,000,000	N/A
		(1) and (2)	(2) and (3)	

\*Restricted amount is as of: 7/1/2017

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

- NOTES:**
- (1) GR and Federal PS, E&E and corresponding FTE transferred from BCS Teams and consolidated under CDBG Program.
  - (2) \$2M appropriation from Humanities Council Trust Fund was a one-time appropriation and expended in FY16.
  - (3) Compliance Team PS, E&E and corresponding FTE transferred to the CDBG Program.



**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Community Development Block Grant Program**  
**Program is found in the following core budget(s): CDBG Program**

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

Facilitate Quality Jobs and Investment

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

- The Community Development and Block Grant Program (CDBG) is a federally funded program that provides grants to non-entitlement cities and counties (municipalities with populations under 50,000 and counties with populations under 200,000).
- Community development and enhancement activities funded by the grants must meet the one or more of the following criteria: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety.
- Typical projects in Missouri include infrastructure expansion and improvements (water, sewer, bridge, street, drainage); Americans with Disabilities Act accessibility improvements; and community facility.

**2. 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.

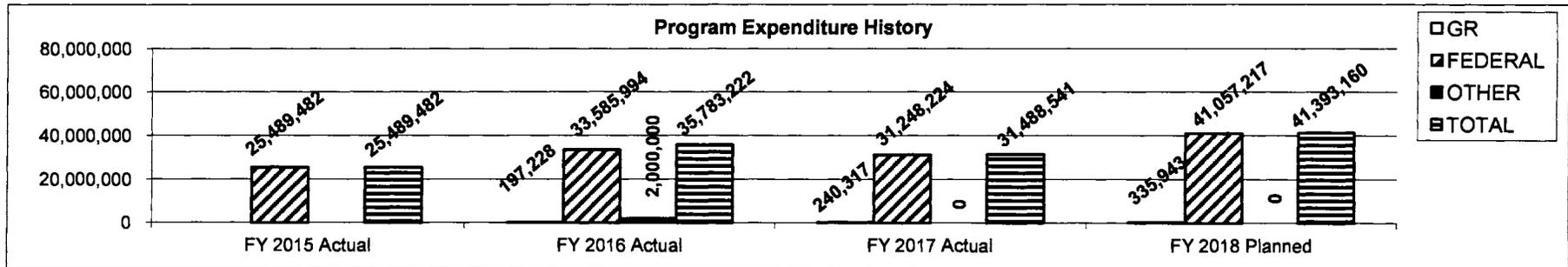
**3. Are there federal matching requirements? If yes, please explain.**

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

**4. 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.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note 1: In FY16, GR and Federal PS, E&E and corresponding FTE transferred from BCS Teams and were consolidated under CDBG program.

Note 2: Planned Expenditures for GR reflect 3% Governor's Reserve.

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

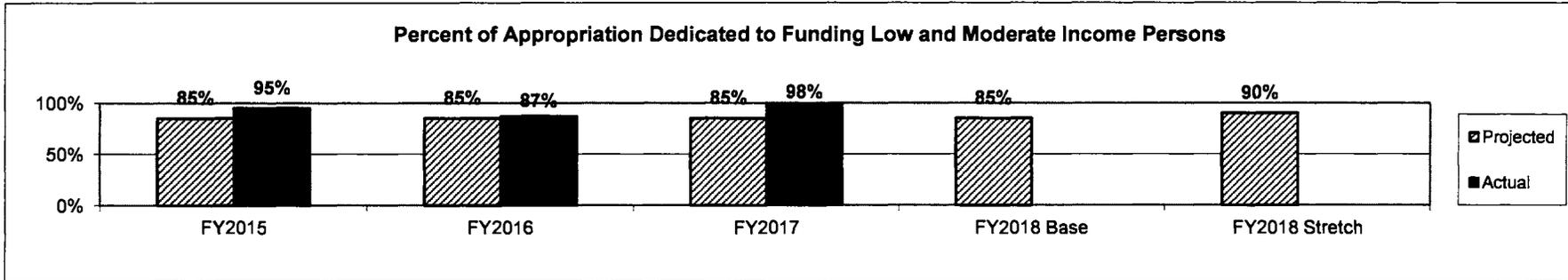
FY16: Missouri Humanities Council Trust Fund (0177) for one-time appropriation expended in FY16.

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Community Development Block Grant Program**  
**Program is found in the following core budget(s): CDBG Program**

**7a. Provide an effectiveness measure.**

Federal regulations require a minimum of 70% of the appropriation be dedicated to benefiting 51% low and moderate income persons.



Base target: A minimum of 85% of the annual state CDBG allocation will be dedicated to benefiting LMI persons.

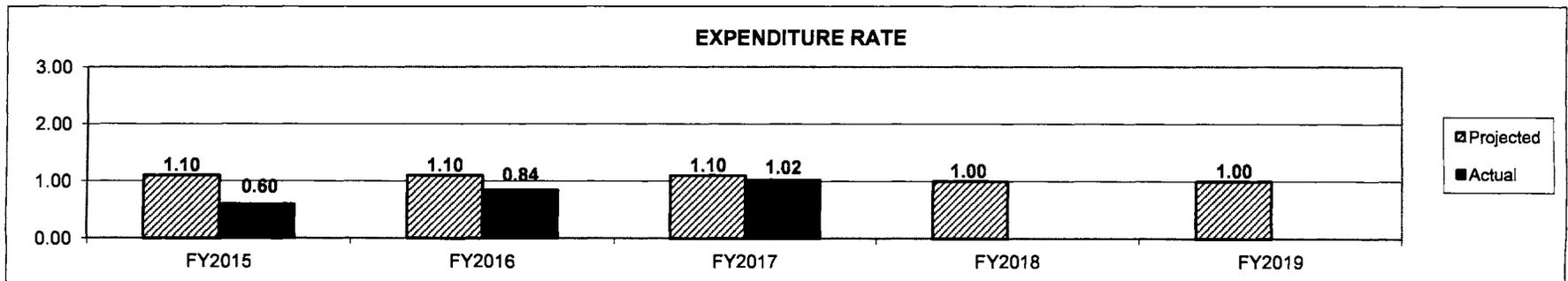
Stretch target: A minimum of 90% of the annual state CDBG allocation will be dedicated to benefiting LMI persons.

Number of distressed and/or underserved communities assisted through community and economic development projects.

Base: A minimum of 50% of projects receiving incentives are located in distressed or underserved communities.

**7b. Provide an efficiency measure.**

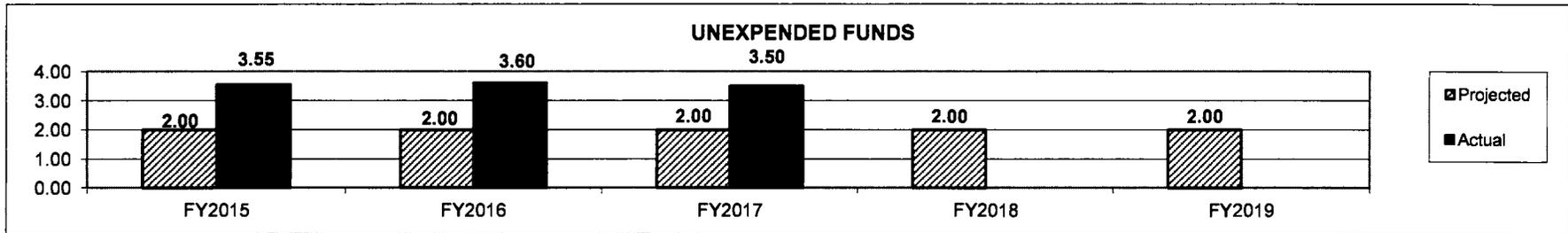
HUD recommends, although there is as yet no mandate, that states maintain an annual expenditure rate of 1.0 or higher. This means that the CDBG funds, expended in a year, at a minimum, equal the yearly HUD CDBG allocation. This is an indicator that the states are fully spending the amount of their yearly allocation. It is also recommended that the states maintain an annual unexpended funds ratio of 2.0 or less. This means that the amount of unexpended CDBG funds is less than two times the amount of the annual HUD allocation. This is an indicator whether or not the states' CDBG projects are actively spending their CDBG funds or if the funded projects are moving slowly and not spending the obligated funds in a timely manner.



**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Community Development Block Grant Program**  
**Program is found in the following core budget(s): CDBG Program**

**7b. Provide an efficiency measure (continued).**



Potential: Cost per job incented. (In FY17 258 jobs were reported created on closed economic development projects. Those projects totaled \$2,323,995 in CDBG grant funds. The cost per job incented was \$9,007.)

Potential: Cost per beneficiary. Based on projects that were closed in FY17, there were 495,557 beneficiaries served. The amount of CDBG grant funds awarded to the closed projects in FY17 was \$39,522,178. The cost per beneficiary in FY17 was \$79.75.

**7c. Provide the number of clients/individuals served, if applicable.**

Work in Progress: There were 495,557 beneficiaries served, based on projects that were closed in FY17. Note: The number of beneficiaries is higher than in the past 3 years due to the fact that a number of disaster projects, which served a large number of people over a large area, were closed in FY17.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
CDBG PROGRAM**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PS	16.24	169,992	806,966	0	976,958	
	EE	0.00	176,341	1,066,451	0	1,242,792	
	PD	0.00	0	39,183,800	0	39,183,800	
	<b>Total</b>	<b>16.24</b>	<b>346,333</b>	<b>41,057,217</b>	<b>0</b>	<b>41,403,550</b>	
<b>DEPARTMENT CORE ADJUSTMENTS</b>							
Core Reallocation	1699 9361 PS	0.00	0	0	0	0	0 More closely align to budget actuals.
	<b>NET DEPARTMENT CHANGES</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PS	16.24	169,992	806,966	0	976,958	
	EE	0.00	176,341	1,066,451	0	1,242,792	
	PD	0.00	0	39,183,800	0	39,183,800	
	<b>Total</b>	<b>16.24</b>	<b>346,333</b>	<b>41,057,217</b>	<b>0</b>	<b>41,403,550</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PS	16.24	169,992	806,966	0	976,958	
	EE	0.00	176,341	1,066,451	0	1,242,792	
	PD	0.00	0	39,183,800	0	39,183,800	
	<b>Total</b>	<b>16.24</b>	<b>346,333</b>	<b>41,057,217</b>	<b>0</b>	<b>41,403,550</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>CDBG PROGRAM</b>								
<b>CORE</b>								
<b>PERSONAL SERVICES</b>								
GENERAL REVENUE	89,962	1.32	169,992	5.65	169,992	5.65	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	473,285	10.34	806,966	10.59	806,966	10.59	0	0.00
TOTAL - PS	563,247	11.66	976,958	16.24	976,958	16.24	0	0.00
<b>EXPENSE &amp; EQUIPMENT</b>								
GENERAL REVENUE	103,730	0.00	176,341	0.00	176,341	0.00	0	0.00
DED-ED PRO -CDBG- PASSTHROUGH	3,673	0.00	866,200	0.00	866,200	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	154,424	0.00	200,251	0.00	200,251	0.00	0	0.00
TOTAL - EE	261,827	0.00	1,242,792	0.00	1,242,792	0.00	0	0.00
<b>PROGRAM-SPECIFIC</b>								
GENERAL REVENUE	46,625	0.00	0	0.00	0	0.00	0	0.00
DED-ED PRO -CDBG- PASSTHROUGH	30,616,843	0.00	39,133,800	0.00	39,133,800	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	50,000	0.00	50,000	0.00	0	0.00
TOTAL - PD	30,663,468	0.00	39,183,800	0.00	39,183,800	0.00	0	0.00
<b>TOTAL</b>	<b>31,488,542</b>	<b>11.66</b>	<b>41,403,550</b>	<b>16.24</b>	<b>41,403,550</b>	<b>16.24</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$31,488,542</b>	<b>11.66</b>	<b>\$41,403,550</b>	<b>16.24</b>	<b>\$41,403,550</b>	<b>16.24</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>CDBG PROGRAM</b>								
<b>CORE</b>								
ADMIN OFFICE SUPPORT ASSISTANT	4,603	0.15	18,815	0.63	18,815	0.63	0	0.00
OFFICE SUPPORT ASSISTANT	0	0.00	1,511	0.00	0	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	16,681	0.61	0	0.00	0	0.00
ACCOUNT CLERK II	28,893	0.92	16,803	0.62	34,995	0.92	0	0.00
TRAINING TECH II	0	0.00	121	0.06	0	0.00	0	0.00
MARKETING SPECIALIST I	5,283	0.15	18,713	0.45	18,713	0.45	0	0.00
MARKETING SPECIALIST II	0	0.00	13,009	0.52	0	0.00	0	0.00
MARKETING SPECIALIST III	27,958	0.55	73,443	0.50	73,443	1.50	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	69,140	2.10	101,245	1.50	66,963	1.12	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	51,664	1.28	60,021	1.70	53,811	1.60	0	0.00
ECONOMIC DEV INCENTIVE SPC III	200,259	4.00	378,487	6.00	387,667	6.15	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	38,404	0.69	67,884	0.25	67,884	0.62	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	97,765	1.33	129,278	1.60	189,316	2.60	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	13,536	1.00	0	0.00	0	0.00
DIVISION DIRECTOR	15,573	0.15	43,062	0.15	43,062	0.15	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	24,349	0.65	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	1,133	0.02	0	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	22,572	0.32	0	0.00	22,289	0.50	0	0.00
<b>TOTAL - PS</b>	<b>563,247</b>	<b>11.66</b>	<b>976,958</b>	<b>16.24</b>	<b>976,958</b>	<b>16.24</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	22,040	0.00	109,336	0.00	109,336	0.00	0	0.00
TRAVEL, OUT-OF-STATE	6,228	0.00	8,911	0.00	8,911	0.00	0	0.00
FUEL & UTILITIES	0	0.00	7,418	0.00	7,418	0.00	0	0.00
SUPPLIES	11,443	0.00	38,577	0.00	38,577	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	21,429	0.00	91,393	0.00	91,393	0.00	0	0.00
COMMUNICATION SERV & SUPP	5,664	0.00	18,112	0.00	18,112	0.00	0	0.00
PROFESSIONAL SERVICES	165,639	0.00	907,925	0.00	907,925	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	1	0.00	1	0.00	0	0.00
M&R SERVICES	23,420	0.00	17,323	0.00	17,323	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	3	0.00	3	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	7,904	0.00	7,904	0.00	0	0.00
OFFICE EQUIPMENT	1,287	0.00	4,872	0.00	4,872	0.00	0	0.00
OTHER EQUIPMENT	420	0.00	3,657	0.00	3,657	0.00	0	0.00

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>CDBG PROGRAM</b>								
<b>CORE</b>								
PROPERTY & IMPROVEMENTS	294	0.00	1,011	0.00	1,011	0.00	0	0.00
BUILDING LEASE PAYMENTS	1,152	0.00	2,195	0.00	2,195	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	4,764	0.00	4,764	0.00	0	0.00
MISCELLANEOUS EXPENSES	2,811	0.00	7,391	0.00	7,391	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	11,999	0.00	11,999	0.00	0	0.00
<b>TOTAL - EE</b>	<b>261,827</b>	<b>0.00</b>	<b>1,242,792</b>	<b>0.00</b>	<b>1,242,792</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
PROGRAM DISTRIBUTIONS	30,663,468	0.00	39,183,800	0.00	39,183,800	0.00	0	0.00
<b>TOTAL - PD</b>	<b>30,663,468</b>	<b>0.00</b>	<b>39,183,800</b>	<b>0.00</b>	<b>39,183,800</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$31,488,542</b>	<b>11.66</b>	<b>\$41,403,550</b>	<b>16.24</b>	<b>\$41,403,550</b>	<b>16.24</b>	<b>\$0</b>	<b>0.00</b>
<b>GENERAL REVENUE</b>	<b>\$240,317</b>	<b>1.32</b>	<b>\$346,333</b>	<b>5.65</b>	<b>\$346,333</b>	<b>5.65</b>		<b>0.00</b>
<b>FEDERAL FUNDS</b>	<b>\$31,248,225</b>	<b>10.34</b>	<b>\$41,057,217</b>	<b>10.59</b>	<b>\$41,057,217</b>	<b>10.59</b>		<b>0.00</b>
<b>OTHER FUNDS</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>		<b>0.00</b>

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit</b> <u>42170C</u>
<b>Division: Business and Community Services</b>	
<b>Core: State Small Business Credit Initiative (SSBCI)</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	2,000,000	0	2,000,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>2,000,000</b>	<b>0</b>	<b>2,000,000</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00

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

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

Other Funds:  
Notes:

**2. CORE DESCRIPTION**

The State Small Business Credit Initiative (SSBCI) Act of 2010 appropriated funds to be disbursed by the U.S. Department of Treasury to states that have created programs to increase the amount of private capital made available to small businesses and to cover reasonable administrative expenses. The State of Missouri was approved to receive an allocation of \$26.9 million through the Department of Economic Development, which implemented programs to assist Missouri small businesses in accessing credit and venture capital to create jobs for Missourians. Missouri's approved plan dedicates \$20.9 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement (IDEA) seed and venture capital funds and \$6 million to the Grow Missouri Loan Participation Fund.

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

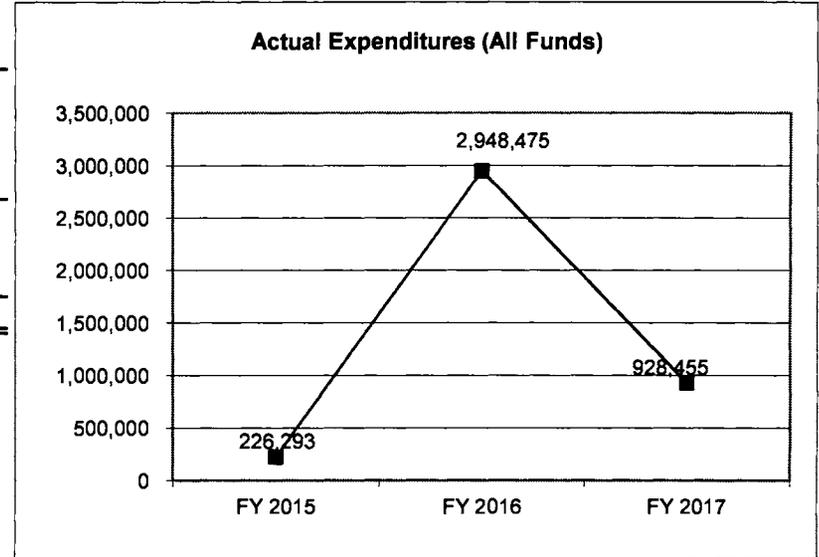
State Small Business Credit Initiative

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit</b> <u>42170C</u>
<b>Division: Business and Community Services</b>	
<b>Core: State Small Business Credit Initiative (SSBCI)</b>	

**4. FINANCIAL HISTORY**

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	9,386,222	9,386,222	9,386,222	6,000,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	9,386,222	9,386,222	9,386,222	6,000,000
Actual Expenditures (All Funds)	226,293	2,948,475	928,455	N/A
Unexpended (All Funds)	9,159,929	6,437,747	8,457,767	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	9,159,929	6,437,747	8,457,767	N/A
Other	0	0	0	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
SMALL BUSINESS CREDIT**

**5. CORE RECONCILIATION DETAIL**

		<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>								
		PD	0.00	0	6,000,000	0	6,000,000	
		<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>6,000,000</b>	<b>0</b>	<b>6,000,000</b>	
<b>DEPARTMENT CORE ADJUSTMENTS</b>								
Core Reduction	1627 8089	PD	0.00	0	(1,000,000)	0	(1,000,000)	Core reduction to reflect decreased spending.
Core Reduction	1627 8088	PD	0.00	0	(3,000,000)	0	(3,000,000)	Core reduction to reflect decreased spending.
	<b>NET DEPARTMENT CHANGES</b>		<b>0.00</b>	<b>0</b>	<b>(4,000,000)</b>	<b>0</b>	<b>(4,000,000)</b>	
<b>DEPARTMENT CORE REQUEST</b>								
		PD	0.00	0	2,000,000	0	2,000,000	
		<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>2,000,000</b>	<b>0</b>	<b>2,000,000</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>								
		PD	0.00	0	2,000,000	0	2,000,000	
		<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>2,000,000</b>	<b>0</b>	<b>2,000,000</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>SMALL BUSINESS CREDIT</b>								
<b>CORE</b>								
PROGRAM DISTRIBUTIONS	928,455	0.00	6,000,000	0.00	2,000,000	0.00	0	0.00
TOTAL - PD	928,455	0.00	6,000,000	0.00	2,000,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$928,455</b>	<b>0.00</b>	<b>\$6,000,000</b>	<b>0.00</b>	<b>\$2,000,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$928,455	0.00	\$6,000,000	0.00	\$2,000,000	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019		
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ		
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE		
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE		
<b>SMALL BUSINESS CREDIT</b>								
<b>CORE</b>								
<b>PROGRAM-SPECIFIC</b>								
DED-ED PROGRAMS-FEDERAL OTHER	928,455	0.00	6,000,000	0.00	2,000,000	0.00		
TOTAL - PD	928,455	0.00	6,000,000	0.00	2,000,000	0.00		
<b>TOTAL</b>	<b>928,455</b>	<b>0.00</b>	<b>6,000,000</b>	<b>0.00</b>	<b>2,000,000</b>	<b>0.00</b>		
<b>GRAND TOTAL</b>	<b>\$928,455</b>	<b>0.00</b>	<b>\$6,000,000</b>	<b>0.00</b>	<b>\$2,000,000</b>	<b>0.00</b>		

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: State Small Business Credit Initiative (SSBCI)**

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

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

Facilitate Quality Jobs and Investment

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

The State Small Business Credit Initiative (SSBCI) Act of 2010 appropriated funds to be disbursed by the U.S. Department of Treasury to states that have created programs to increase the amount of private capital made available to small businesses and to cover reasonable administrative expenses. The State of Missouri was approved to receive an allocation of \$27 million through the Department of Economic Development, which will implement the program to assist Missouri small businesses in accessing credit and venture capital to create jobs for Missourians. Missouri's approved plan dedicates \$24.8 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement (IDEA) seed and venture capital funds and \$2.2 million to the Grow Missouri Loan Participation Fund. The IDEA program is implemented by the Missouri Technology Corporation and provides equity, convertible debt and low-interest debt financing to startup and early-stage technology-driven businesses through co-investment with private investors on private market financial terms. These co-investments are designed to help high-tech Missouri entrepreneurs overcome the principal challenges of launching new technology start-ups by accelerating private investment in these Missouri companies that will result in high-paying jobs in targeted high-tech clusters. The IDEA program is also funded with state appropriations through the Missouri Technology Investment Fund. The Grow Missouri Loan program was administered by the DED Division of Business and Community Service and seeks to provide a flexible loan to targeted companies in order to facilitate the complete funding of the project. The Grow Missouri Loan program ended in 2015.

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

Title III of the Small Business Jobs Act of 2010, Public Law 111-240, 124 Stat. 2568, 2582

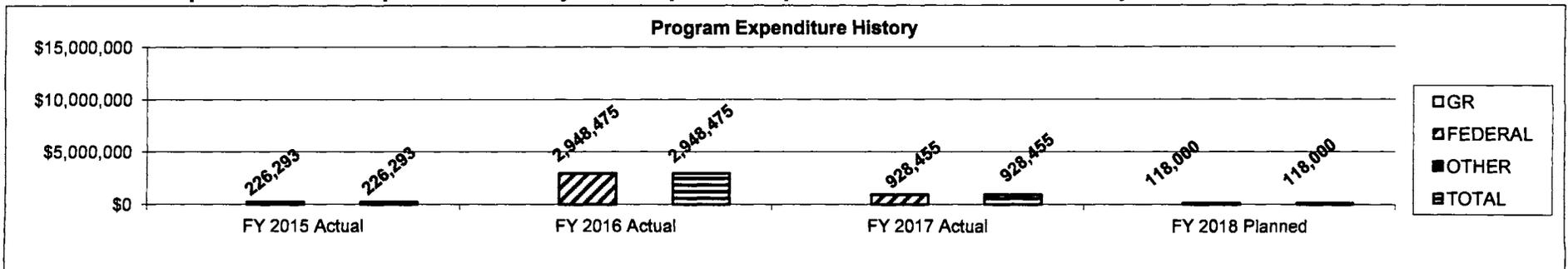
**3. Are there federal matching requirements? If yes, please explain.**

No.

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

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: FY2018 Planned includes the remaining cash in the fund.

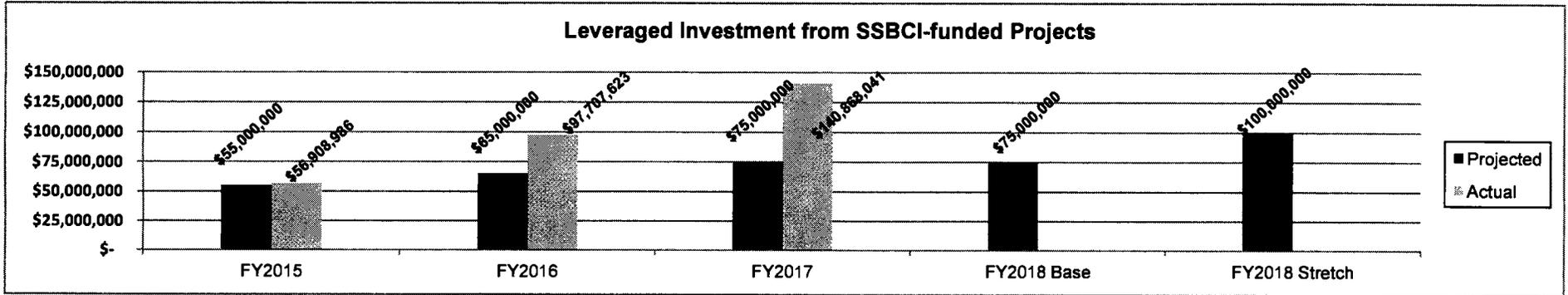
**6. What are the sources of the "Other " funds?**

N/A

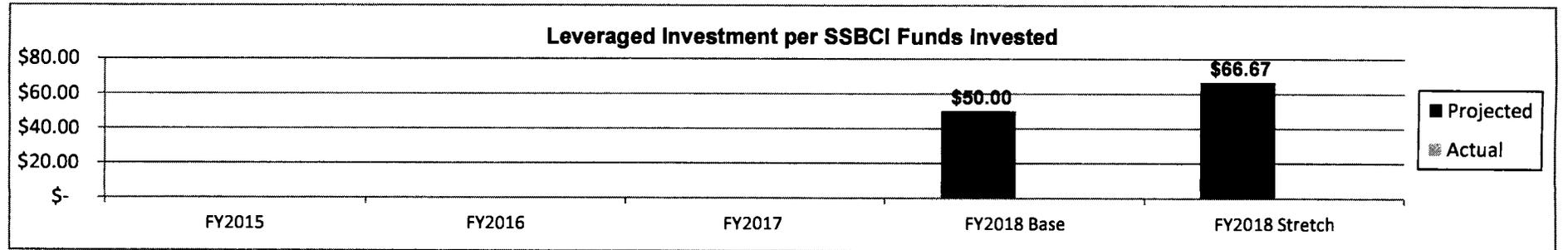
**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: State Small Business Credit Initiative (SSBCI)**  
**Program is found in the following core budget(s):**

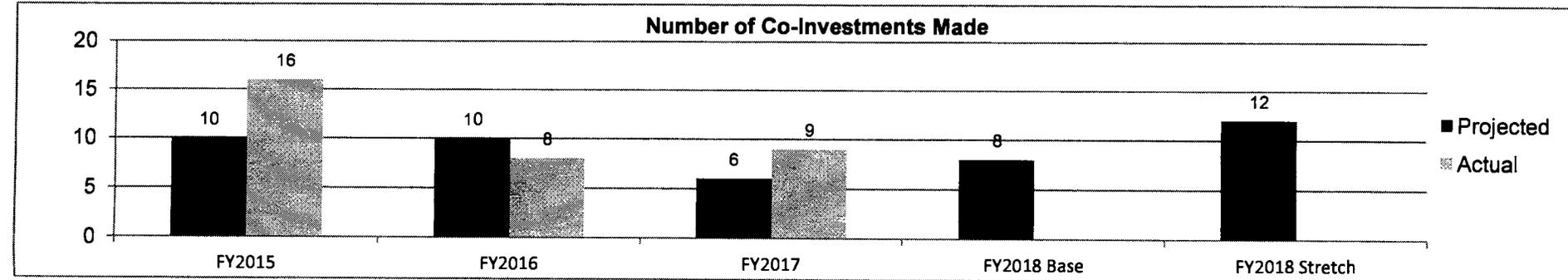
**7a. Provide an effectiveness measure.**



**7b. Provide an efficiency measure.**



**7c. Provide the number of clients/individuals served, if applicable.**



**7d. Provide a customer satisfaction measure, if available.**

Customer Satisfaction measure under development. Work in progress.

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit</b> <u>42140C</u>
<b>Division: Business and Community Services</b>	
<b>Core: Main Street Program</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	157,386	0	42,614	200,000
TRF	0	0	0	0
<b>Total</b>	<b>157,386</b>	<b>0</b>	<b>42,614</b>	<b>200,000</b>
FTE	0.00	0.00	0.00	0.00

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.00	0.00

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

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

Other Funds: Economic Development Advancement Fund (0783)

Other Funds: Economic Development Advancement Fund (0783)

Notes:

Notes:

**2. CORE DESCRIPTION**

This core decision item establishes the spending authority for the Main Street Program, administered by the Missouri Main Street Connection (MMSC), a non-profit. The Department of Economic Development (DED) contracts with the National Main Street and MMSC programs on behalf of Missouri communities. The program provides technical assistance and training for cities' governments, business organizations, merchants and property owners to accomplish community and economic revitalization and development of older central business districts and neighborhoods.

The National Main Street Center provides the services of a Senior Program Officer to review the communities progress and accomplishments and to determine if they are meeting the 10 designated criteria established by National Main Street Center to become nationally recongnized.

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

Main Street Program

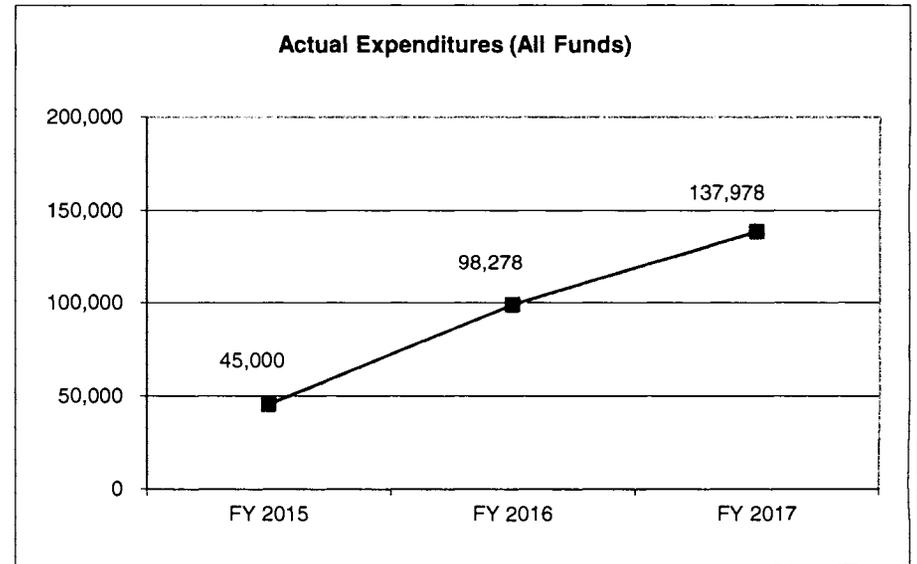
**CORE DECISION ITEM**

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

Budget Unit 42140C

**4. FINANCIAL HISTORY**

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	82,614	100,000	200,000	200,000
Less Reverted (All Funds)	0	(1,722)	(4,722)	(4,722)
Less Restricted (All Funds)*	0	0	(57,300)	
Budget Authority (All Funds)	82,614	98,278	137,978	195,278
Actual Expenditures (All Funds)	45,000	98,278	137,978	N/A
Unexpended (All Funds)	37,614	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	37,614	0	0	N/A
	(1)	(2)	(3)	



\*Restricted amount is as of: \_\_\_\_\_

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

- NOTES:**
- (1) Source of appropriation was EDAF (0783) and BEST (0280), but contract amount remained \$45,000.
  - (2) Source of appropriation was GR and EDAF (0783).
  - (3) GR restriction.

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MAINSTREET PROGRAM**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PD	0.00	157,386	0	42,614	200,000	
	<b>Total</b>	<b>0.00</b>	<b>157,386</b>	<b>0</b>	<b>42,614</b>	<b>200,000</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PD	0.00	157,386	0	42,614	200,000	
	<b>Total</b>	<b>0.00</b>	<b>157,386</b>	<b>0</b>	<b>42,614</b>	<b>200,000</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PD	0.00	157,386	0	42,614	200,000	
	<b>Total</b>	<b>0.00</b>	<b>157,386</b>	<b>0</b>	<b>42,614</b>	<b>200,000</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MAINSTREET PROGRAM</b>								
<b>CORE</b>								
<b>PROGRAM-SPECIFIC</b>								
GENERAL REVENUE	95,364	0.00	157,386	0.00	157,386	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	42,614	0.00	42,614	0.00	42,614	0.00	0	0.00
TOTAL - PD	137,978	0.00	200,000	0.00	200,000	0.00	0	0.00
<b>TOTAL</b>	<b>137,978</b>	<b>0.00</b>	<b>200,000</b>	<b>0.00</b>	<b>200,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$137,978</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MAINSTREET PROGRAM</b>								
<b>CORE</b>								
PROGRAM DISTRIBUTIONS	137,978	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL - PD	137,978	0.00	200,000	0.00	200,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$137,978</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$95,364	0.00	\$157,386	0.00	\$157,386	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$42,614	0.00	\$42,614	0.00	\$42,614	0.00		0.00

## PROGRAM DESCRIPTION

**Department: Economic Development**  
**Program Name: Main Street Program**  
**Program is found in the following core budget(s): Main Street**

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

Facilitate Quality Jobs and Investment

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

The Main Street Program is administered by the Missouri Main Street Connection (MMSC), a non-profit. The Department of Economic Development (DED) contracts with the National Main Street and MMSC programs on behalf of Missouri communities. The program provides technical assistance and training for cities' governments, business organizations, merchants and property owners to accomplish community and economic revitalization and development of older central business districts and neighborhoods.

The National Main Street Center provides the services of a Senior Program Officer to review the communities progress and accomplishments and to determine if they are meeting the 10 designated criteria established by National Main Street Center to become recognized nationally.

**2. 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.

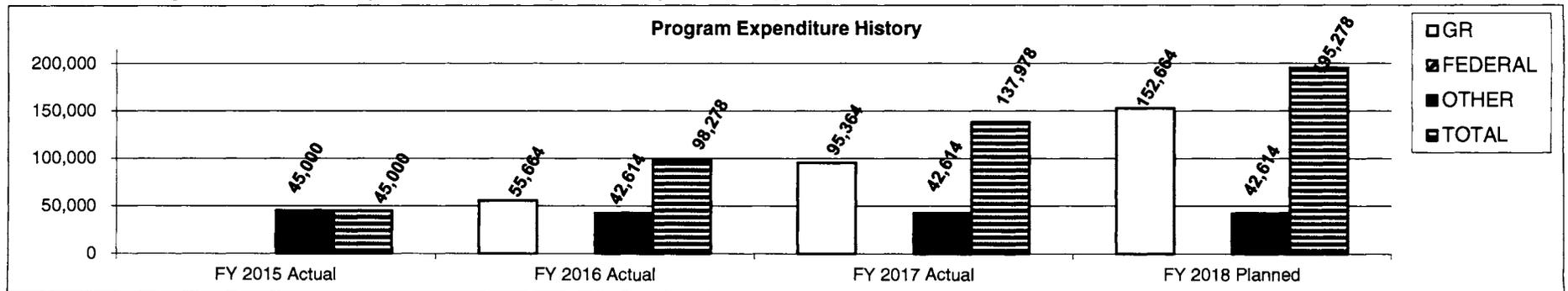
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures for GR includes 3% Governor's Reserve from GR transfer.

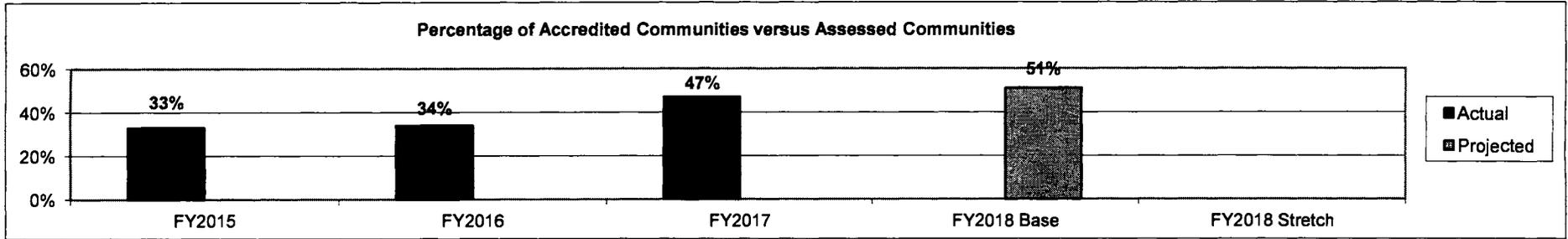
**6. What are the sources of the "Other" funds?**

FY15: Economic Development Advancement Fund (0783) and Business Extension Services Team (BEST) Fund (0280); FY16: Economic Development Advancement Fund (0783); and FY17: Economic Development Advancement Fund (0783).

**PROGRAM DESCRIPTION**

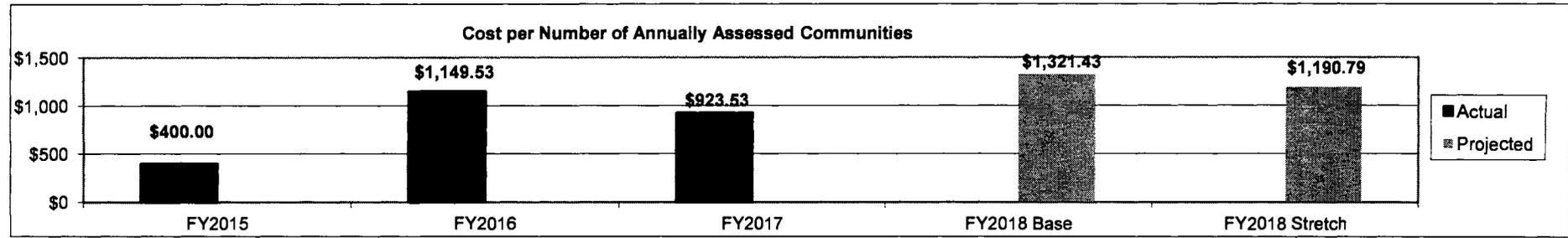
**Department: Economic Development**  
**Program Name: Main Street Program**  
**Program is found in the following core budget(s): Main Street**

**7a. Provide an effectiveness measure.**

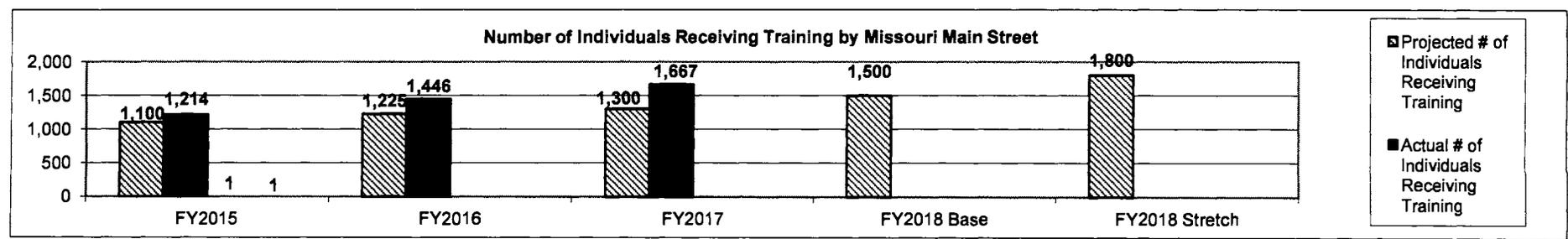


Base Target: Percentage of assessed communities that are accredited.  
 Stretch Target: Increase the percentage of annually assessed communities that achieve accreditation by [TBD]%

**7b. Provide an efficiency measure.**



**7c. Provide the number of clients/individuals served, if applicable.**



## PROGRAM DESCRIPTION

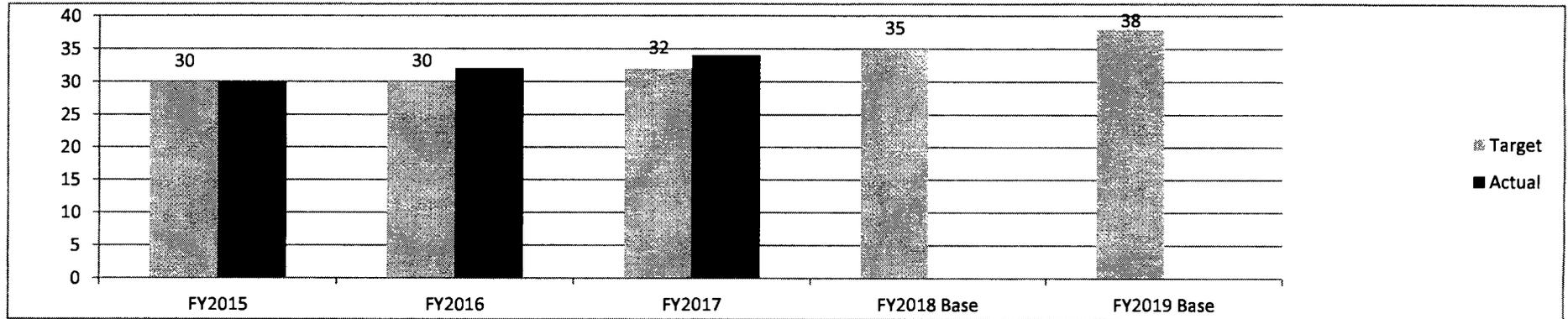
Department: Economic Development

Program Name: Main Street Program

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

7c. Provide the number of clients/individuals served, if applicable (continued).

Number of Assessed Communities



7d. Provide a customer satisfaction measure, if available.

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit 42290C</b>
<b>Division: Business and Community Services</b>	
<b>Core: Tax Increment Financing (TIF)</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	30,103,350	30,103,350	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>30,103,350</b>	<b>30,103,350</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00

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

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

Other Funds: State Tax Increment Financing Fund (0848)  
 Notes: Requires a GR transfer to the TIF Fund (0848)

Other Funds: State Tax Increment Financing Fund (0848)  
 Notes: Requires a GR transfer to the TIF Fund (0848)

**2. CORE DESCRIPTION**

This core decision item establishes the spending authority for the State Tax Increment Financing (TIF) Program. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

Current TIF obligations include the following projects:

- (1) Kansas City Midtown: infrastructure improvements and retail development at Mill Street & Westport Rd and at Linwood & Main;
- (2) Independence Santa Fe Neighborhood: infrastructure redevelopment to support commercial development and housing;
- (3) St. Louis City Convention Hotel: construction of a 1,083 room convention headquarters hotel complex;
- (4) Springfield Jordan Valley Park: redevelopment of former industrial district south of downtown Springfield to include exposition center, public facilities & supporting infrastructure;
- (5) Kansas City Bannister Retail/Three Trails Office: development of retail, dining and hospitality on the site of the old Bannister Mall to compliment an adjoining technology/business park to be developed on the site in south Kansas City;
- (6) St. Louis Lambert Airport Eastern Perimeter: redevelopment of 500 acres of land just east of Lambert Airport between I-170 and I-70 developed for light industrial, warehouse, office, and some residential;
- (7) Old Post Office in Kansas City: renovation of old post office building and other development on south side of Pershing Road to house IRS Service Center;
- (8) 1200 Main Garage Project in Kansas City: new development for H&R Block Corporation headquarters;
- (9) Riverside Levee: infrastructure and levee improvements at 1600-acre site, City of Riverside;
- (10) Branson Landing: redevelopment of 208-acre riverfront area in downtown Branson;
- (11) Eastern Jackson County Bass Pro: construction of Bass Pro Outdoor World store, lodging and complimentary retail and dining establishments in a 400-acre undeveloped parcel south of I-70 and west of I-435; (Continued on next page)

**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Tax Increment Financing (TIF)**

**Budget Unit 42290C**

- (12) Kansas City East Village: J.E. Dunn headquarters, infrastructure improvements and mixed use development in east end of downtown KC west of I-70;
- (13) St. Louis Innovation District: redevelopment of a blighted and aging industrial zone into a live-work-play technology district; and
- (14) National Geospatial Agency West: Redevelopment of land for use by a government agency.
- (15) Fenton Logistics Park: Redevelopment of the former Fenton Chrysler assembly plant into a mixed-use site.

TIF Projects Completed and Closed:

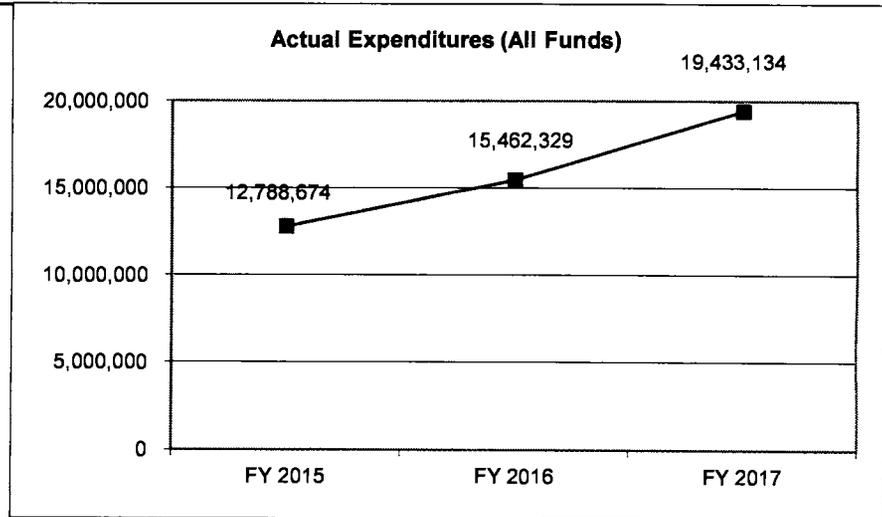
Excelsior Springs: Elms Hotel and supporting infrastructure.

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

State Tax Increment Financing Program

**4. FINANCIAL HISTORY**

	<b>FY 2015 Actual</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Current Yr.</b>
Appropriation (All Funds)	13,760,000	16,400,000	23,772,860	30,103,350
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	13,760,000	16,400,000	23,772,860	30,103,350
Actual Expenditures (All Funds)	12,788,674	15,462,329	19,433,134	N/A
Unexpended (All Funds)	971,326	937,671	4,339,726	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	971,326	937,671	4,339,726	N/A
	(1)	(1)	(1)	



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:** (1) Funds are only expended as projects generate increment.

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
STATE TIF PROGRAM**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PD	0.00	0	0	30,103,350	30,103,350	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>30,103,350</b>	<b>30,103,350</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PD	0.00	0	0	30,103,350	30,103,350	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>30,103,350</b>	<b>30,103,350</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PD	0.00	0	0	30,103,350	30,103,350	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>30,103,350</b>	<b>30,103,350</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>STATE TIF PROGRAM</b>								
<b>CORE</b>								
<b>PROGRAM-SPECIFIC</b>								
MO SUPP TAX INCREMENT FINANCE	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
TOTAL - PD	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
<b>TOTAL</b>	<b>19,433,134</b>	<b>0.00</b>	<b>30,103,350</b>	<b>0.00</b>	<b>30,103,350</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$19,433,134</b>	<b>0.00</b>	<b>\$30,103,350</b>	<b>0.00</b>	<b>\$30,103,350</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>STATE TIF PROGRAM</b>								
<b>CORE</b>								
PROGRAM DISTRIBUTIONS	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
TOTAL - PD	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$19,433,134</b>	<b>0.00</b>	<b>\$30,103,350</b>	<b>0.00</b>	<b>\$30,103,350</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$19,433,134	0.00	\$30,103,350	0.00	\$30,103,350	0.00		0.00

## PROGRAM DESCRIPTION

**Department: Economic Development**

**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?**

Facilitate Quality Jobs and Investment

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

Tax increment financing (TIF) redirects 50% of the withholding taxes or 50% of the economic activity taxes generated as a result of planned redevelopment activities within a prescribed area.

- The net new taxes generated are used to pay eligible redevelopment costs.
- Costs include public infrastructure necessary to generate reuse of the properties.

TIF Projects Included in Performance Measures: Kansas City Midtown; Independence Santa Fe Trail Neighborhood; St. Louis City Convention Hotel; Springfield Jordan Valley Park; St. Louis Lambert Airport Eastern Perimeter; Old Post Office in Kansas City; 1200 Main Garage Project in Kansas City; Riverside Levee; Branson Landing; Eastern Jackson County Bass Pro; Kansas City East Village Project; St. Louis Innovation District; and Kansas City Bannister Mall/Three Trails Office; NGA West; and Fenton Logistics Park.

**2. 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

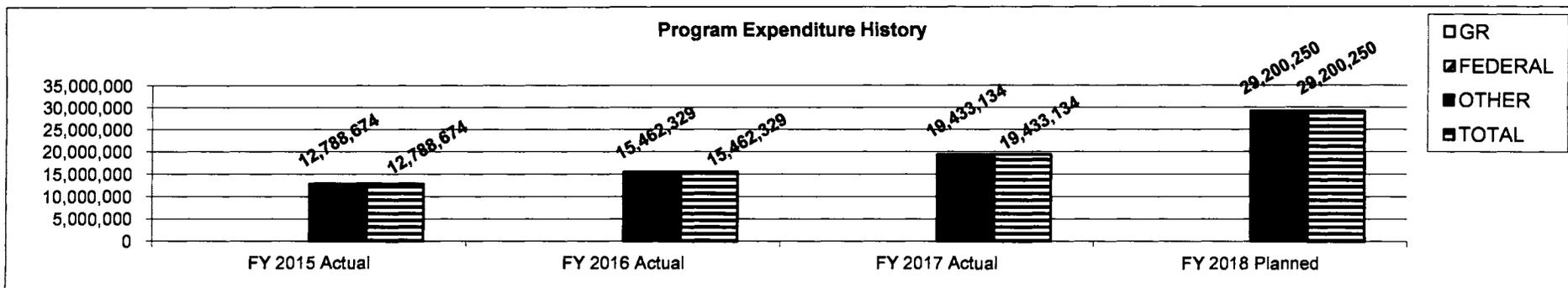
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

Requires GR Transfer to the Missouri Supplement Tax Increment Finance Fund (0848).

**PROGRAM DESCRIPTION**

**Department:** Economic Development  
**Program Name:** State Tax Increment Financing (TIF) Program  
**Program is found in the following core budget(s):** Tax Increment Financing

**7a. Provide an effectiveness measure.**

**Measure 1:** Annual increase in the amount of average wages in area declared blighted as compared to base amount prior to redevelopment.

**Base Target 1:** Amount of average wages in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

**Stretch Target 1:** Amount of average wages in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

**Measure 2:** Annual increase in the amount of average sales in area declared blighted as compared to base amount prior to redevelopment.

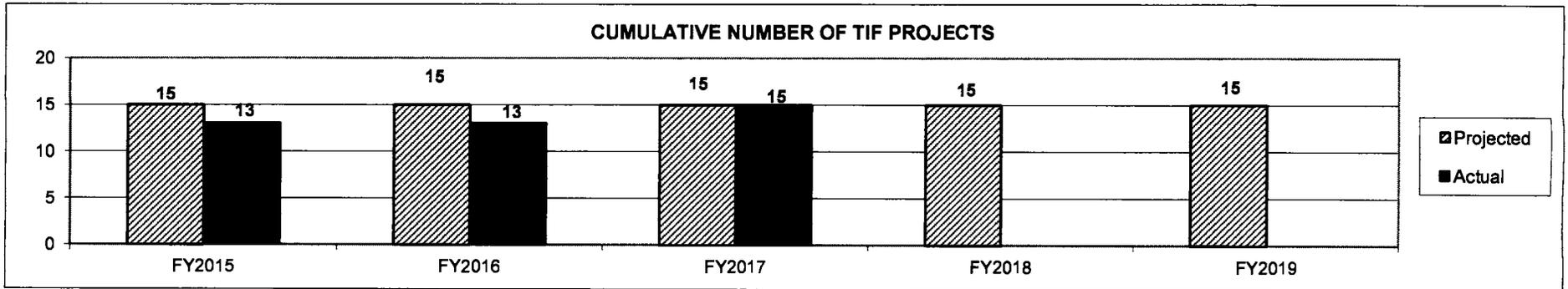
**Base Target 2:** Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

**Stretch Target 2:** Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

**7b. Provide an efficiency measure.**

Cost per increased sales tax dollar.

**7c. Provide the number of clients/individuals served, if applicable.**



**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit 42280C</b>
<b>Division: Business and Community Services</b>	
<b>Core: Tax Increment Financing (TIF) Transfer</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	30,103,350	0	0	30,103,350
<b>Total</b>	<b>30,103,350</b>	<b>0</b>	<b>0</b>	<b>30,103,350</b>

<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
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<b>Est. Fringe</b>	0	0	0	0
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
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<b>Est. Fringe</b>	0	0	0	0
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

Other Funds:

Notes:

Other Funds:

Notes:

**2. CORE DESCRIPTION**

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

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

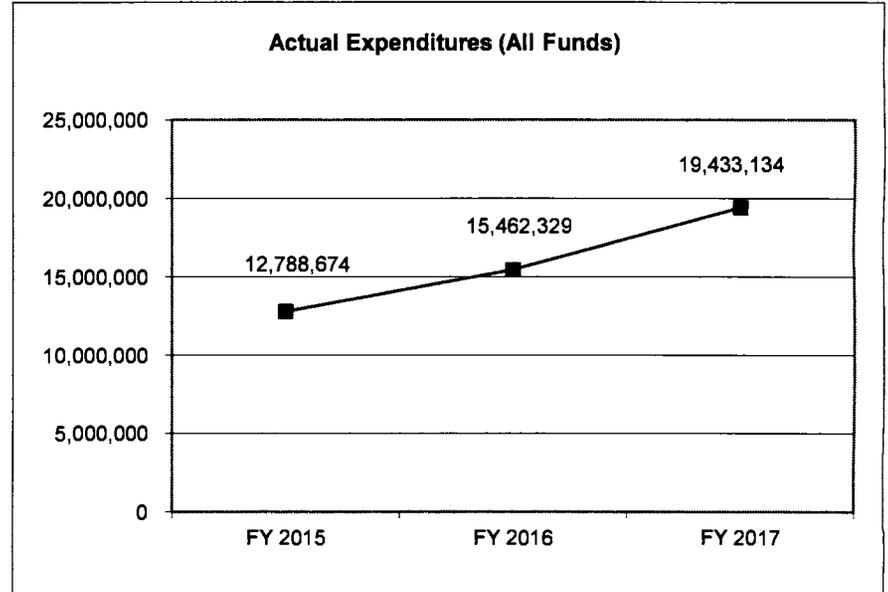
State Tax Increment Financing Program

**CORE DECISION ITEM**

**Department: Economic Development** **Budget Unit 42280C**  
**Division: Business and Community Services**  
**Core: Tax Increment Financing (TIF) Transfer**

**4. FINANCIAL HISTORY**

	<u>FY 2015 Actual</u>	<u>FY 2016 Actual</u>	<u>FY 2017 Actual</u>	<u>FY 2018 Current Yr.</u>
Appropriation (All Funds)	13,510,000	16,400,000	23,772,860	30,103,350
Less Reverted (All Funds)	(405,300)	(492,000)	(713,186)	(903,101)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	13,104,700	15,908,000	23,059,674	29,200,249
Actual Expenditures (All Funds)	12,788,674	15,462,329	19,433,134	N/A
Unexpended (All Funds)	316,026	445,671	3,626,540	N/A
Unexpended, by Fund:				
General Revenue	316,026	445,671	3,626,540	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)	(1)	(1)	



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable) and any extraordinary withholdings.  
 Restricted includes any Governor's Expenditure Restrictions which remained at the end of the fiscal year (when applicable)

**NOTES:** (1) Transfer from GR to Missouri Supplement Tax Increment Financing Fund. Funds are only paid out as projects generate increment.

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
STATE TIF PROGRAM-TRANSFER**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	TRF	0.00	30,103,350	0	0	30,103,350	
	<b>Total</b>	<b>0.00</b>	<b>30,103,350</b>	<b>0</b>	<b>0</b>	<b>30,103,350</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	TRF	0.00	30,103,350	0	0	30,103,350	
	<b>Total</b>	<b>0.00</b>	<b>30,103,350</b>	<b>0</b>	<b>0</b>	<b>30,103,350</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	TRF	0.00	30,103,350	0	0	30,103,350	
	<b>Total</b>	<b>0.00</b>	<b>30,103,350</b>	<b>0</b>	<b>0</b>	<b>30,103,350</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit		FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item		ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>STATE TIF PROGRAM-TRANSFER</b>									
<b>CORE</b>									
<b>FUND TRANSFERS</b>									
GENERAL REVENUE		19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
TOTAL - TRF		19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
<b>TOTAL</b>		<b>19,433,134</b>	<b>0.00</b>	<b>30,103,350</b>	<b>0.00</b>	<b>30,103,350</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>		<b>\$19,433,134</b>	<b>0.00</b>	<b>\$30,103,350</b>	<b>0.00</b>	<b>\$30,103,350</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>STATE TIF PROGRAM-TRANSFER</b>								
<b>CORE</b>								
TRANSFERS OUT	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
TOTAL - TRF	19,433,134	0.00	30,103,350	0.00	30,103,350	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$19,433,134</b>	<b>0.00</b>	<b>\$30,103,350</b>	<b>0.00</b>	<b>\$30,103,350</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$19,433,134	0.00	\$30,103,350	0.00	\$30,103,350	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**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?**

Facilitate Quality Jobs and Investment

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

This transfer provides 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 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.

**2. 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

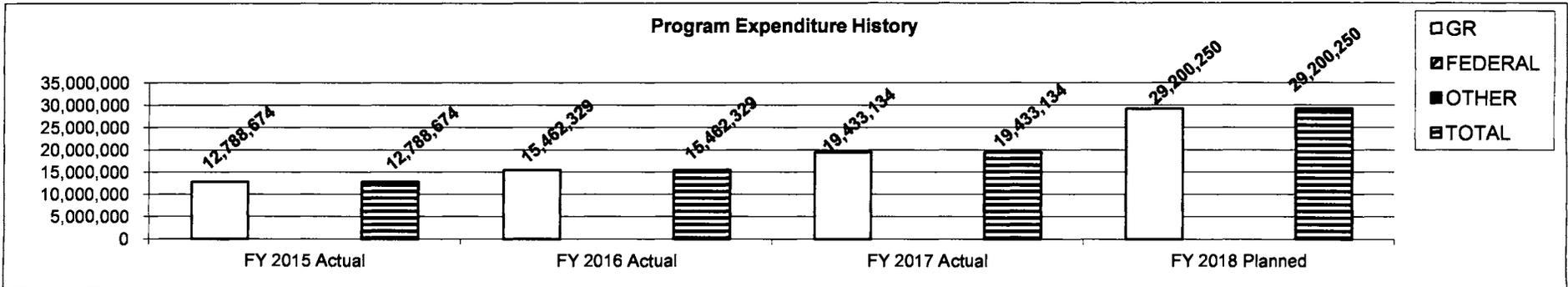
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

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

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Tax Increment Financing (TIF) Program**

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

**7a. Provide an effectiveness measure.**

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

**7b. Provide an efficiency measure.**

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

**7c. Provide the number of clients/individuals served, if applicable.**

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

**7d. Provide a customer satisfaction measure, if available.**

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit 42295C</b>
<b>Division: Business and Community Services</b>	
<b>Core: Missouri Downtown Economic Stimulus Act (MODESA)</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
<b>PS</b>	0	0	0	0	<b>PS</b>	0	0	0	0
<b>EE</b>	0	0	0	0	<b>EE</b>	0	0	0	0
<b>PSD</b>	0	0	1,729,133	1,729,133	<b>PSD</b>	0	0	0	0
<b>TRF</b>	0	0	0	0	<b>TRF</b>	0	0	0	0
<b>Total</b>	<u>0</u>	<u>0</u>	<u>1,729,133</u>	<u>1,729,133</u>	<b>Total</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>FTE</b>	0.00	0.00	0.00	0.00	<b>FTE</b>	0.00	0.00	0.00	0.00

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

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

Other Funds:      MODESA Fund (0766)

Notes:

Other Funds: MODESA Fund (0766)

Notes:

**2. CORE DESCRIPTION**

This core decision item establishes spending authority for the Missouri Downtown Economic Stimulus (MODESA) program. This program is designed to use 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 this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

Active Projects:

(1) Kansas City Live!: restore/rebuild an eight city block, approximately 425,000 sq. feet in the south central part of downtown Kansas City for an entertainment district that has live entertainment, dining, specialty retail establishments and loft housing.

(2) Ballpark Village: redevelop an area adjacent to Busch Stadium in St. Louis into restaurant, retail, entertainment, and office space.

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

Missouri Downtown Economic Stimulus Act (MODESA)

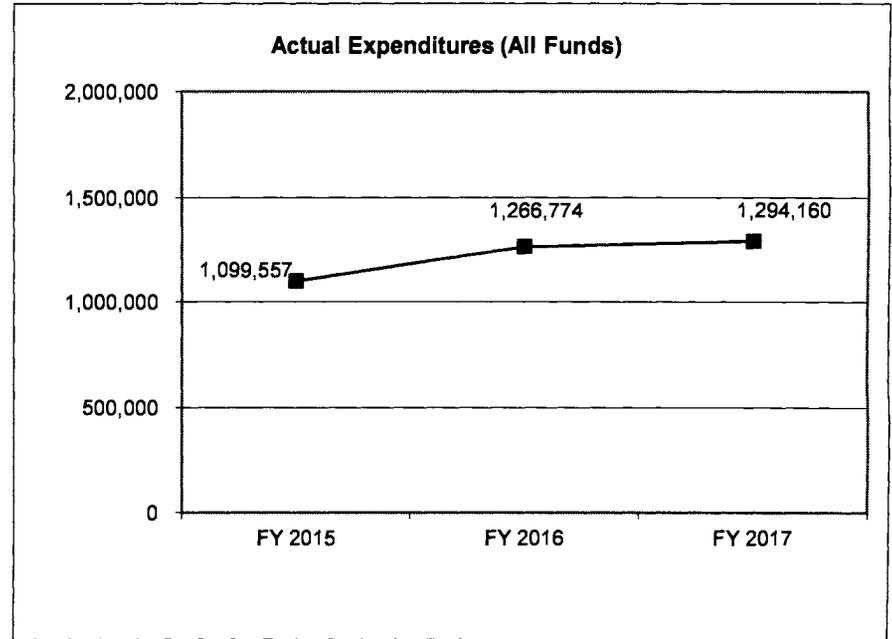
**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Missouri Downtown Economic Stimulus Act (MODESA)**

**Budget Unit 42295C**

**4. FINANCIAL HISTORY**

	<b>FY 2015 Actual</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Current Yr.</b>
Appropriation (All Funds)	1,200,000	1,396,647	1,507,209	1,729,133
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	1,200,000	1,396,647	1,507,209	1,729,133
Actual Expenditures (All Funds)	1,099,557	1,266,774	1,294,160	N/A
Unexpended (All Funds)	100,443	129,873	213,049	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	100,443	129,873	213,049	N/A
	(1)	(1)	(1)	



\*Restricted amount is as of:

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

**NOTES:** (1) Funds are only expended as projects generate increment.

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MODESA PROGRAM**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PD	0.00	0	0	1,729,133	1,729,133	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>1,729,133</b>	<b>1,729,133</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PD	0.00	0	0	1,729,133	1,729,133	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>1,729,133</b>	<b>1,729,133</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PD	0.00	0	0	1,729,133	1,729,133	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>1,729,133</b>	<b>1,729,133</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MODESA PROGRAM</b>								
<b>CORE</b>								
<b>PROGRAM-SPECIFIC</b>								
STATE SUPP DOWNTOWN DEVELOPMNT	1,294,160	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
TOTAL - PD	1,294,160	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
<b>TOTAL</b>	<b>1,294,160</b>	<b>0.00</b>	<b>1,729,133</b>	<b>0.00</b>	<b>1,729,133</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$1,294,160</b>	<b>0.00</b>	<b>\$1,729,133</b>	<b>0.00</b>	<b>\$1,729,133</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MODESA PROGRAM</b>								
<b>CORE</b>								
PROGRAM DISTRIBUTIONS	1,294,160	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
TOTAL - PD	1,294,160	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$1,294,160</b>	<b>0.00</b>	<b>\$1,729,133</b>	<b>0.00</b>	<b>\$1,729,133</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$1,294,160	0.00	\$1,729,133	0.00	\$1,729,133	0.00		0.00

## PROGRAM DESCRIPTION

**Department: Economic Development**

**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?**

Facilitate Quality Jobs and Investment

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

MODESA redirects 50% of the withholding taxes and 50% of the economic activity taxes to fund eligible public infrastructure and related costs.

- The program limits these activities to downtown central business districts and is intended to offer financing to revitalize Missouri downtowns.
- The local authority has the statutory capacity to sell bonds for infrastructure improvements.

MODESA Projects Included in Performance Measures: Kansas City Live! and St. Louis Ballpark Village.

**2. 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.

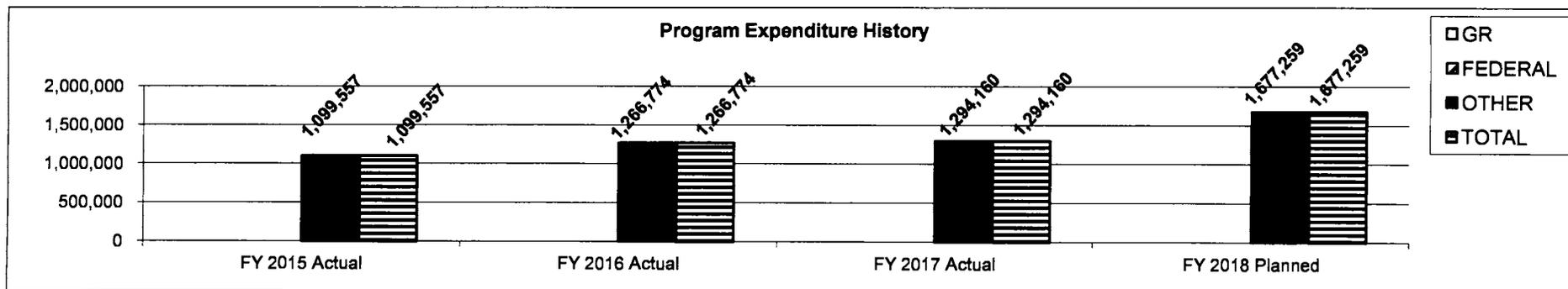
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

GR Transfer to the Missouri Downtown Economic Stimulus Act Fund (0766)

**PROGRAM DESCRIPTION**

**Department: Economic Development**

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

**Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)**

**7a. Provide an effectiveness measure.**

**Measure 1:** Annual increase in the amount of average wages in area declared blighted as compared to base amount prior to redevelopment.

**Base Target 1:** Amount of average wages in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

**Stretch Target 1:** Amount of average wages in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

**Measure 2:** Annual increase in the amount of average sales in area declared blighted as compared to base amount prior to redevelopment.

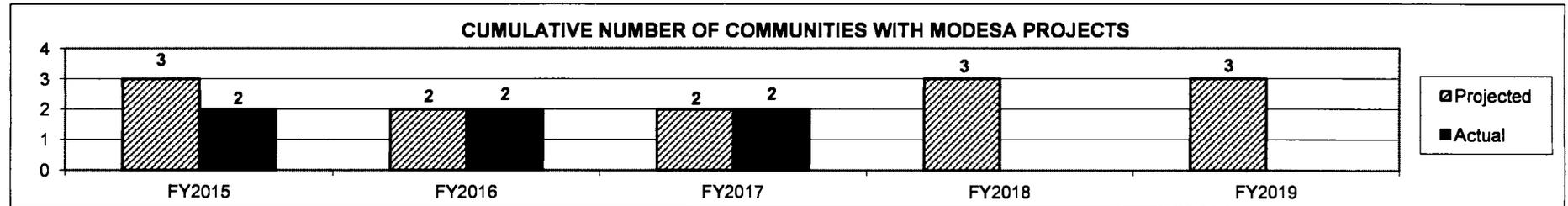
**Base Target 2:** Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

**Stretch Target 2:** Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

**7b. Provide an efficiency measure.**

Cost per increased sales tax dollar.

**7c. Provide the number of clients/individuals served, if applicable.**



**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**CORE DECISION ITEM**

<b>Department:</b>	<b>Economic Development</b>	<b>Budget Unit</b>	<b>42296C</b>
<b>Division:</b>	<b>Business and Community Services</b>		
<b>Core:</b>	<b>State Supp Downtown Dev Trf (MODESA)</b>		

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request					FY 2019 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	1,775,575	0	0	1,775,575	TRF	0	0	0	0
<b>Total</b>	<b>1,775,575</b>	<b>0</b>	<b>0</b>	<b>1,775,575</b>	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00

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

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

Other Funds: \_\_\_\_\_ Notes: \_\_\_\_\_

**2. CORE DESCRIPTION**

This transfer provides funding for the Missouri Downtown Economic Stimulus (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 this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

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

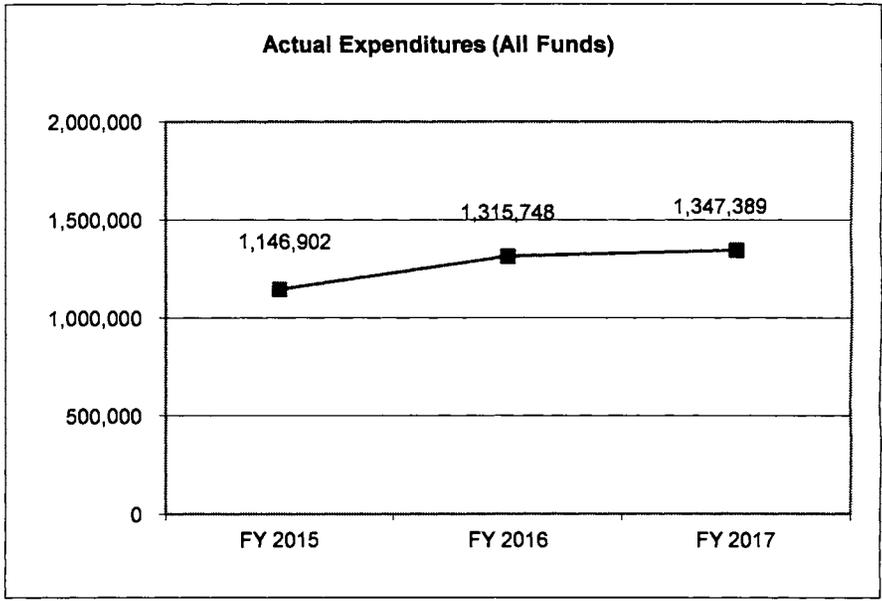
Missouri Downtown Economic Stimulus (MODESA)

**CORE DECISION ITEM**

<b>Department:</b>	<b>Economic Development</b>	<b>Budget Unit</b>	<b>42296C</b>
<b>Division:</b>	<b>Business and Community Services</b>		
<b>Core:</b>	<b>State Supp Downtown Dev Trf (MODESA)</b>		

**4. FINANCIAL HISTORY**

	<u>FY 2015 Actual</u>	<u>FY 2016 Actual</u>	<u>FY 2017 Actual</u>	<u>FY 2018 Current Yr.</u>
Appropriation (All Funds)	1,246,442	1,443,089	1,553,651	1,775,575
Less Reverted (All Funds)	(37,393)	(43,293)	(46,610)	(53,267)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,209,049	1,399,796	1,507,041	1,722,308
Actual Expenditures (All Funds)	1,146,902	1,315,748	1,347,389	N/A
Unexpended (All Funds)	62,147	84,048	159,652	N/A
Unexpended, by Fund:				
General Revenue	62,147	84,048	159,652	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPME  
STATE SUPP DOWNTOWN DEV TRNSFR**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	TRF	0.00	1,775,575	0	0	1,775,575	
	<b>Total</b>	<b>0.00</b>	<b>1,775,575</b>	<b>0</b>	<b>0</b>	<b>1,775,575</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	TRF	0.00	1,775,575	0	0	1,775,575	
	<b>Total</b>	<b>0.00</b>	<b>1,775,575</b>	<b>0</b>	<b>0</b>	<b>1,775,575</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	TRF	0.00	1,775,575	0	0	1,775,575	
	<b>Total</b>	<b>0.00</b>	<b>1,775,575</b>	<b>0</b>	<b>0</b>	<b>1,775,575</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>STATE SUPP DOWNTOWN DEV TRNSFR</b>								
<b>CORE</b>								
FUND TRANSFERS								
GENERAL REVENUE	1,347,389	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
TOTAL - TRF	1,347,389	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
<b>TOTAL</b>	<b>1,347,389</b>	<b>0.00</b>	<b>1,775,575</b>	<b>0.00</b>	<b>1,775,575</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$1,347,389</b>	<b>0.00</b>	<b>\$1,775,575</b>	<b>0.00</b>	<b>\$1,775,575</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE SUPP DOWNTOWN DEV TRNSFR								
CORE								
TRANSFERS OUT	1,347,389	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
TOTAL - TRF	1,347,389	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$1,347,389</b>	<b>0.00</b>	<b>\$1,775,575</b>	<b>0.00</b>	<b>\$1,775,575</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$1,347,389	0.00	\$1,775,575	0.00	\$1,775,575	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**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?**

Facilitate Quality Jobs and Investment

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

This transfer provides funding for the Missouri Downtown Economic Stimulus (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 this case, it 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.

**2. 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

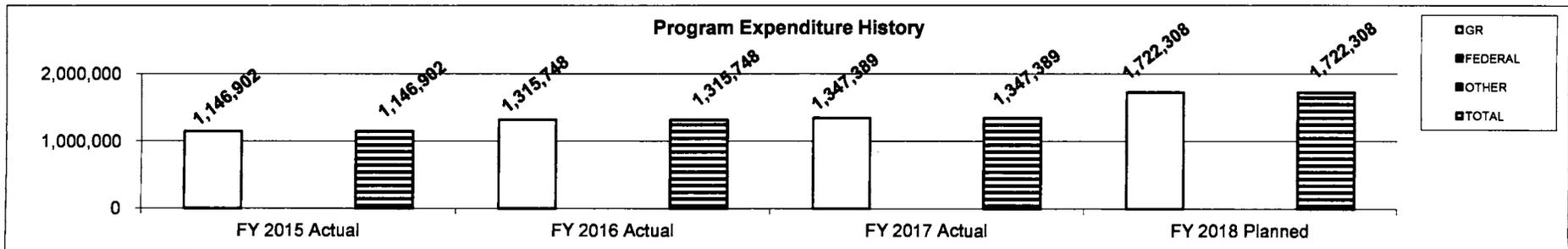
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

GR Transfer to the Missouri Downtown Economic Stimulus Act Fund (0766).

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Supp Downtown Development Trf (MODESA)**

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

**7a. Provide an effectiveness measure.**

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

**7b. Provide an efficiency measure.**

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

**7c. Provide the number of clients/individuals served, if applicable.**

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

**7d. Provide a customer satisfaction measure, if available.**

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

**CORE DECISION ITEM**

<b>Department: Economic Development</b>	<b>Budget Unit 42297C</b>
<b>Division: Business and Community Services</b>	
<b>Core: Downtown Revitalization Preservation Program</b>	

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	200,000	200,000
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>200,000</b>	<b>200,000</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

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

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

Other Funds: Downtown Revitalization Preservation Fund (0907)  
Notes:

Other Funds: Downtown Revitalization Preservation Fund (0907)  
Notes:

**2. CORE DESCRIPTION**

The Downtown Revitalization Preservation Program (better known as MODESA Lite) is authorized in 99.1080 to 99.1092, RSMo. It allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project. The purpose of the program is to facilitate the redevelopment of downtown areas and the creation of jobs by providing essential public infrastructure.

Current Obligations:

- (1) College Station/Heer's Tower-located in the downtown core of Springfield; consists of mixed use of entertainment, dining, residential, retail, office space and parking needs; and
- (2) Hannibal Clemens Redevelopment-located in the downtown core of Hannibal; consists of a complete renovation of the existing stadium, playing field, boundary wall and certain smaller buildings on the site for the location of a summer college baseball league.

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

Downtown Revitalization Preservation Program (DRPP)

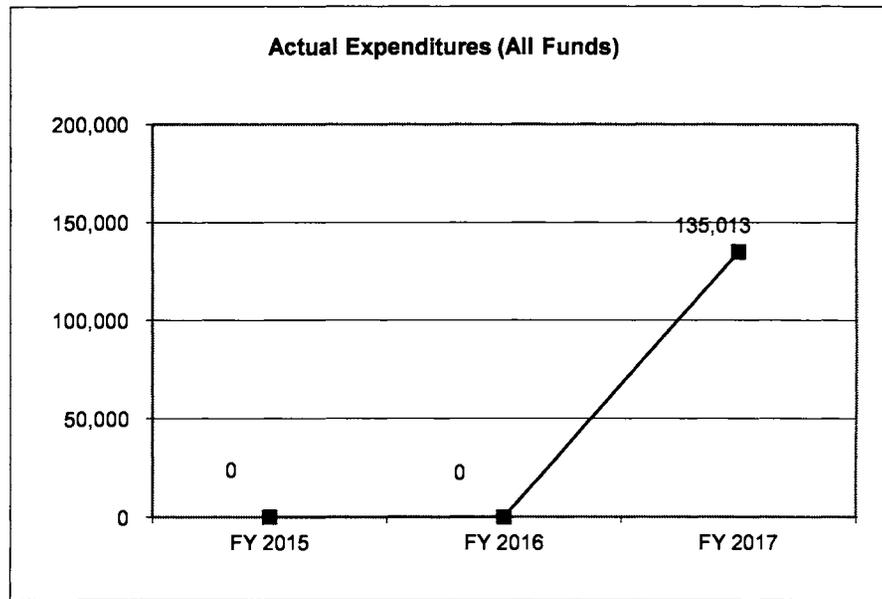
**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Downtown Revitalization Preservation Program**

**Budget Unit 42297C**

**4. FINANCIAL HISTORY**

	<b>FY 2015 Actual</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Current Yr.</b>
Appropriation (All Funds)	200,000	200,000	200,000	200,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	200,000	200,000	200,000	200,000
Actual Expenditures (All Funds)	0	0	135,013	N/A
Unexpended (All Funds)	200,000	200,000	64,987	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	200,000	200,000	64,987	N/A
	(1)	(1)	(1)	



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:** (1) Funds are only expended as projects generate increment. It is estimated that approved projects will begin generating increment within the next two years.

**CORE RECONCILIATION DETAIL**

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**DEPARTMENT OF ECONOMIC DEVELOPMENT  
DWTN REVITAL PRSRVTN PRG**

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**5. CORE RECONCILIATION DETAIL**

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	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PD	0.00	0	0	200,000	200,000	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>200,000</b>	<b>200,000</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	PD	0.00	0	0	200,000	200,000	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>200,000</b>	<b>200,000</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PD	0.00	0	0	200,000	200,000	
	<b>Total</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>200,000</b>	<b>200,000</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>DWTN REVITAL PRSRVTN PRG</b>								
<b>CORE</b>								
<b>PROGRAM-SPECIFIC</b>								
DOWNTOWN REVITALIZ PRESERVATN	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL - PD	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
<b>TOTAL</b>	<b>135,013</b>	<b>0.00</b>	<b>200,000</b>	<b>0.00</b>	<b>200,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$135,013</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DWTN REVITAL PRSRVTN PRG								
CORE								
PROGRAM DISTRIBUTIONS	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL - PD	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$135,013</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$135,013	0.00	\$200,000	0.00	\$200,000	0.00		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**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?**

Facilitate Quality Jobs and Investment.

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

The Downtown Revitalization Preservation Program (better known as MODESA Lite) allows a portion of the new state sales taxes to be diverted to fund eligible infrastructure and related costs.

- The local authority has the statutory capacity to sell bonds for infrastructure improvements.
- Net new taxes generated as a result of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project.

DRPP Projects included in Performance Measures: College Station/Heer's Tower located in the downtown core of Springfield; and Hannibal Clemens Redevelopment located in the downtown core of Hannibal.

**2. 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.

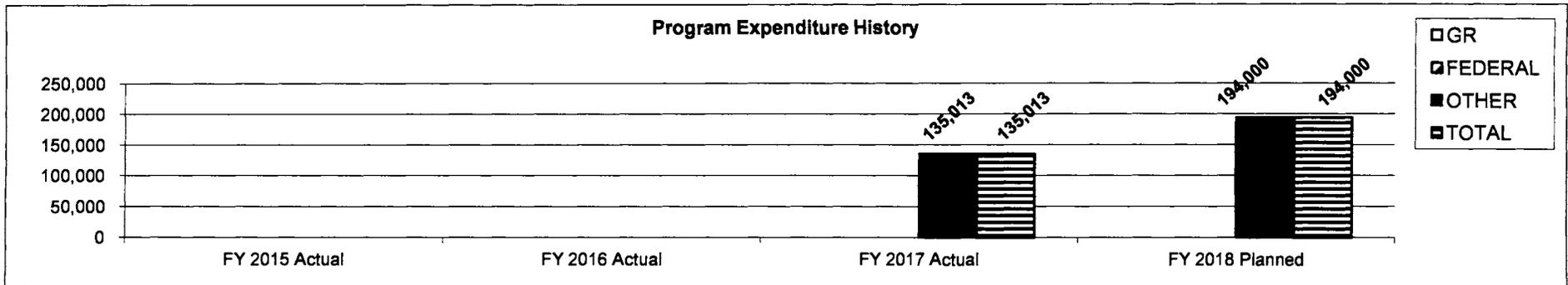
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

GR Transfer to Downtown Revitalization Preservation Fund (0907)

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Downtown Revitalization Preservation Program**

**Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)**

**7a. Provide an effectiveness measure.**

Measure: Annual increase in the amount of average sales in area declared blighted as compared to base amount prior to redevelopment.

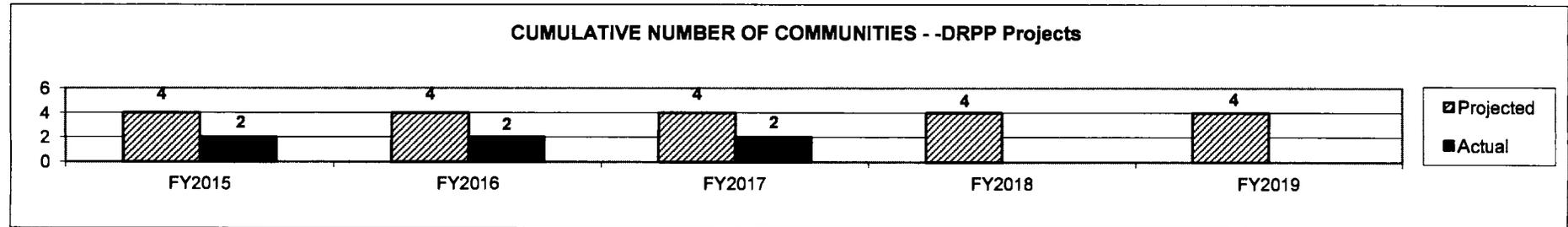
Base Target: Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

Stretch Target: Amount of average sales in area declared blighted will increase by \$[TBD] as compared to amount in prior year.

**7b. Provide an efficiency measure.**

Cost per increased sales tax dollar.

**7c. Provide the number of clients/individuals served, if applicable.**



**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**CORE DECISION ITEM**

<b>Department</b>	<b>Economic Development</b>	<b>Budget Unit</b>	<b>42310C</b>
<b>Division</b>	<b>Business and Community Services</b>		
<b>Core</b>	<b>Downtown Revitalization Pres Pgm (DRPP) Trf</b>		

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	200,000	0	0	200,000
<b>Total</b>	<b>200,000</b>	<b>0</b>	<b>0</b>	<b>200,000</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FTE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

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

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

Other Funds:

Other Funds:

**2. CORE DESCRIPTION**

This core decision item is the 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, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

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

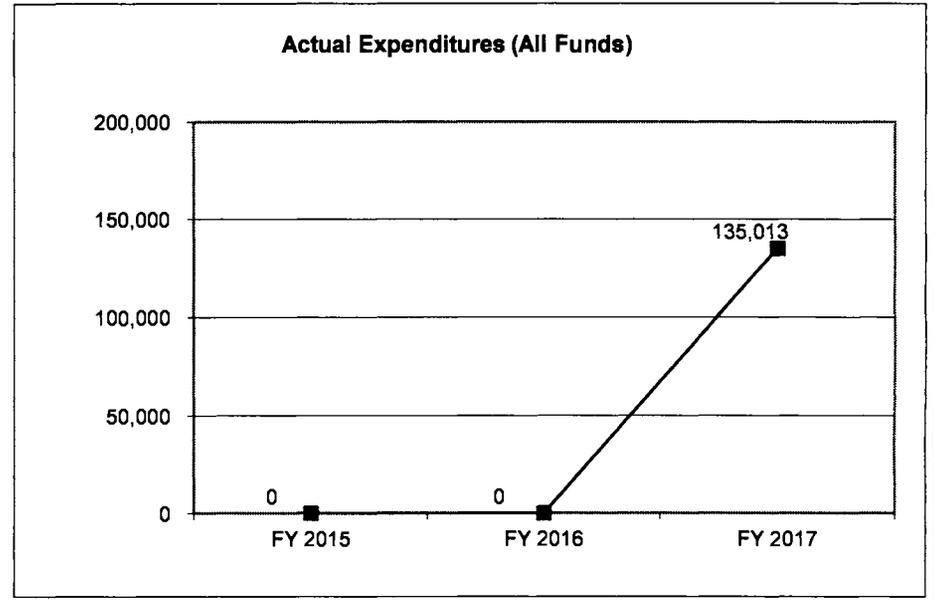
Downtown Revitalization Preservation Program (DRPP) Transfer

**CORE DECISION ITEM**

<b>Department</b>	<b>Economic Development</b>	<b>Budget Unit</b>	<b>42310C</b>
<b>Division</b>	<b>Business and Community Services</b>		
<b>Core</b>	<b>Downtown Revitalization Pres Pgm (DRPP) Trf</b>		

**4. FINANCIAL HISTORY**

	<b>FY 2015 Actual</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Current Yr.</b>
Appropriation (All Funds)	200,000	200,000	200,000	200,000
Less Reverted (All Funds)	(6,000)	(6,000)	(6,000)	(6,000)
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	194,000	194,000	194,000	194,000
Actual Expenditures (All Funds)	0	0	135,013	N/A
Unexpended (All Funds)	194,000	194,000	58,987	N/A
Unexpended, by Fund:				
General Revenue	194,000	194,000	58,987	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
DOWNTOWN REVITAL PRESER TRNSFR**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	TRF	0.00	200,000	0	0	200,000	
	<b>Total</b>	<b>0.00</b>	<b>200,000</b>	<b>0</b>	<b>0</b>	<b>200,000</b>	
<b>DEPARTMENT CORE REQUEST</b>							
	TRF	0.00	200,000	0	0	200,000	
	<b>Total</b>	<b>0.00</b>	<b>200,000</b>	<b>0</b>	<b>0</b>	<b>200,000</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	TRF	0.00	200,000	0	0	200,000	
	<b>Total</b>	<b>0.00</b>	<b>200,000</b>	<b>0</b>	<b>0</b>	<b>200,000</b>	

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit								
Decision Item	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>DOWNTOWN REVITAL PRESER TRNSFR</b>								
<b>CORE</b>								
<b>FUND TRANSFERS</b>								
GENERAL REVENUE	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL - TRF	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
<b>TOTAL</b>	<b>135,013</b>	<b>0.00</b>	<b>200,000</b>	<b>0.00</b>	<b>200,000</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$135,013</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>DOWNTOWN REVITAL PRESER TRNSFR</b>								
<b>CORE</b>								
TRANSFERS OUT	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
TOTAL - TRF	135,013	0.00	200,000	0.00	200,000	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$135,013</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$200,000</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$135,013	0.00	\$200,000	0.00	\$200,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

**PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: Downtown Revitalization Pres Trf (DRPP)**

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

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

Facilitate Quality Jobs and Investment

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

This core decision item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects, along with 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.

**2. 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

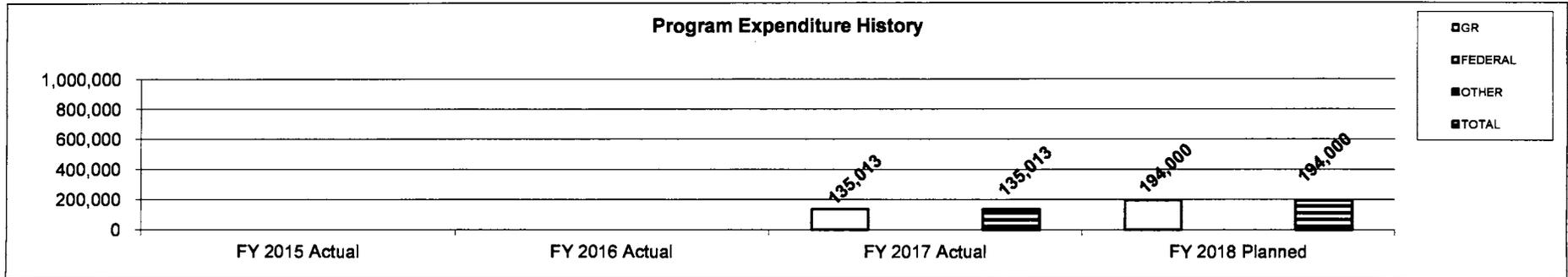
**3. Are there federal matching requirements? If yes, please explain.**

No

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

GR Transfer to Downtown Revitalization Preservation Program (0907).

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Downtown Revitalization Pres Trf (DRPP)**

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

**7a. Provide an effectiveness measure.**

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

**7b. Provide an efficiency measure.**

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

**7c. Provide the number of clients/individuals served, if applicable.**

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

**7d. Provide a customer satisfaction measure, if available.**

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

**CORE DECISION ITEM**

<b>Department:</b>	<b>Economic Development</b>	<b>Budget Unit</b>	<b>42180C</b>
<b>Division:</b>	<b>Business and Community Services</b>		
<b>Core:</b>	<b>MO Community Service Commission</b>		

**1. CORE FINANCIAL SUMMARY**

	FY 2019 Budget Request			
	GR	Federal	Other	Total
PS	35,211	199,780	0	234,991
EE	0	262,500	0	262,500
PSD	0	3,487,500	0	3,487,500
TRF	0	0	0	0
<b>Total</b>	<b>35,211</b>	<b>3,949,780</b>	<b>0</b>	<b>3,984,991</b>

<b>FTE</b>	<b>1.00</b>	<b>4.00</b>	<b>0.00</b>	<b>5.00</b>
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<b>Est. Fringe</b>	<b>20,766</b>	<b>100,567</b>	<b>0</b>	<b>121,332</b>
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

Other Funds:  
Notes:

	FY 2019 Governor's Recommendation			
	GR	Fed	Other	Total
PS			0	0
EE	0		0	0
PSD	0		0	0
TRF	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

<b>FTE</b>			<b>0.00</b>	<b>0.00</b>
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<b>Est. Fringe</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

Other Funds:  
Notes:

**2. CORE DESCRIPTION**

The Missouri Community Service Commission (MCSC) receives funding from the Corporation for National and Community Service (CNCS) in Washington, D.C., to administer the AmeriCorps State and Education Awards programs in Missouri. AmeriCorps is a national service network program that provides opportunities for individuals to serve their communities as full-time or less than full-time AmeriCorps members. These funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)3 status. MCSC staff is located within the Department of Economic Development's Business and Community Services division. MCSC is composed of 15-25 Governor-appointed commissioners and five full-time staff. AmeriCorps brings people of all ages from 17 to 100 together to serve in areas of education, youth mentoring, public safety, housing rehabilitation, health care, environmental issues, disaster relief and veterans. It provides communities and neighborhoods with the human resources necessary to address their most pressing civic needs and gives individuals a way to serve their country by completing community service projects.

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

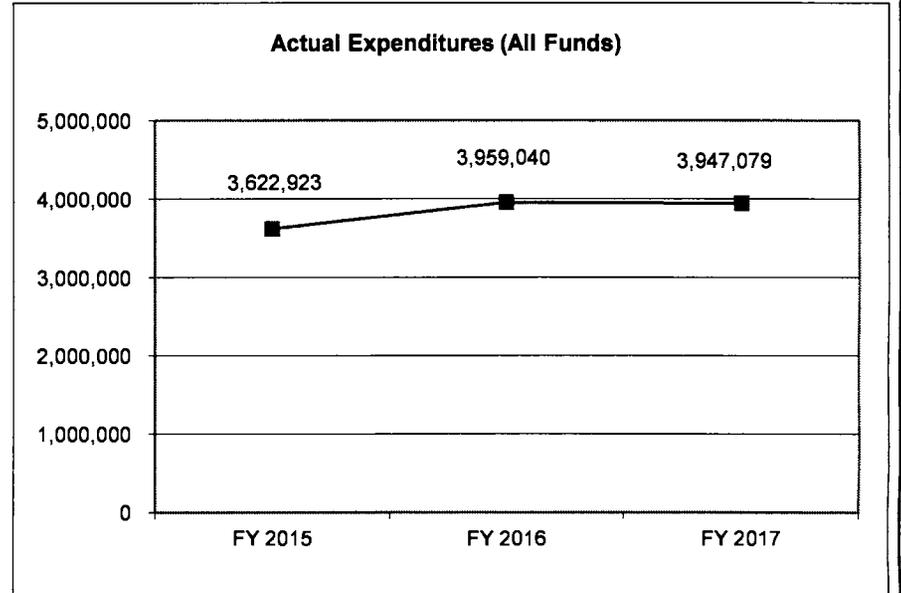
Missouri Community Service Commission

**CORE DECISION ITEM**

<b>Department:</b>	<b>Economic Development</b>	<b>Budget Unit</b> <u>42180C</u>
<b>Division:</b>	<b>Business and Community Services</b>	
<b>Core:</b>	<b>MO Community Service Commission</b>	

**4. FINANCIAL HISTORY**

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	3,979,152	3,980,384	3,984,991	3,984,991
Less Reverted (All Funds)	(1,030)	(1,036)	(1,056)	(1,056)
Less Restricted ( All Funds)	0	0	0	0
Budget Authority (All Funds)	<u>3,978,122</u>	<u>3,979,348</u>	<u>3,983,935</u>	<u>3,983,935</u>
Actual Expenditures (All Funds)	<u>3,622,923</u>	<u>3,959,040</u>	<u>3,947,079</u>	N/A
Unexpended (All Funds)	<u>355,199</u>	<u>20,308</u>	<u>36,856</u>	N/A
Unexpended, by Fund:				
General Revenue	1,919	485	522	N/A
Federal	353,280	19,823	36,334	N/A
Other	0	0	0	N/A



\*Restricted amount is as of: \_\_\_\_\_

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

**NOTES:**

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM SUMMARY**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Summary	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
Fund								
<b>MO COMMUNITY SVS COMMISSION</b>								
<b>CORE</b>								
PERSONAL SERVICES								
GENERAL REVENUE	33,633	0.55	35,211	1.00	35,211	1.00	0	0.00
COMMUNITY SERV COMM-FED/OTHER	164,958	3.73	199,780	4.00	199,780	4.00	0	0.00
TOTAL - PS	198,591	4.28	234,991	5.00	234,991	5.00	0	0.00
EXPENSE & EQUIPMENT								
COMMUNITY SERV COMM-FED/OTHER	142,483	0.00	262,500	0.00	262,500	0.00	0	0.00
TOTAL - EE	142,483	0.00	262,500	0.00	262,500	0.00	0	0.00
PROGRAM-SPECIFIC								
COMMUNITY SERV COMM-FED/OTHER	3,606,005	0.00	3,487,500	0.00	3,487,500	0.00	0	0.00
TOTAL - PD	3,606,005	0.00	3,487,500	0.00	3,487,500	0.00	0	0.00
<b>TOTAL</b>	<b>3,947,079</b>	<b>4.28</b>	<b>3,984,991</b>	<b>5.00</b>	<b>3,984,991</b>	<b>5.00</b>	<b>0</b>	<b>0.00</b>
<b>MO Community Svc Comm Inc Fed - 1419004</b>								
PERSONAL SERVICES								
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	5,000	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	5,000	0.00	0	0.00
PROGRAM-SPECIFIC								
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	1,398,156	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	1,398,156	0.00	0	0.00
<b>TOTAL</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>1,403,156</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$3,947,079</b>	<b>4.28</b>	<b>\$3,984,991</b>	<b>5.00</b>	<b>\$5,388,147</b>	<b>5.00</b>	<b>\$0</b>	<b>0.00</b>

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MO COMMUNITY SVS COMMISSION</b>								
<b>CORE</b>								
ECONOMIC DEV INCENTIVE SPEC I	28,552	0.88	29,082	0.64	29,082	0.64	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	15,760	0.40	40,673	0.81	20,673	0.36	0	0.00
ECONOMIC DEV INCENTIVE SPC III	93,128	2.00	76,659	1.55	96,659	2.00	0	0.00
STUDENT INTERN	0	0.00	3	0.00	3	0.00	0	0.00
FISCAL MANAGER	0	0.00	7	0.00	0	0.00	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	61,151	1.00	88,567	2.00	88,574	2.00	0	0.00
<b>TOTAL - PS</b>	<b>198,591</b>	<b>4.28</b>	<b>234,991</b>	<b>5.00</b>	<b>234,991</b>	<b>5.00</b>	<b>0</b>	<b>0.00</b>
TRAVEL, IN-STATE	16,727	0.00	56,250	0.00	56,250	0.00	0	0.00
TRAVEL, OUT-OF-STATE	21,561	0.00	22,500	0.00	22,500	0.00	0	0.00
SUPPLIES	1,153	0.00	18,750	0.00	18,750	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	5,930	0.00	15,000	0.00	15,000	0.00	0	0.00
COMMUNICATION SERV & SUPP	3,595	0.00	11,250	0.00	11,250	0.00	0	0.00
PROFESSIONAL SERVICES	77,110	0.00	77,750	0.00	77,750	0.00	0	0.00
M&R SERVICES	709	0.00	3,750	0.00	3,750	0.00	0	0.00
OFFICE EQUIPMENT	507	0.00	7,500	0.00	7,500	0.00	0	0.00
OTHER EQUIPMENT	151	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	1,264	0.00	3,700	0.00	3,700	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	295	0.00	3,750	0.00	3,750	0.00	0	0.00
MISCELLANEOUS EXPENSES	13,481	0.00	41,250	0.00	41,250	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	50	0.00	50	0.00	0	0.00
<b>TOTAL - EE</b>	<b>142,483</b>	<b>0.00</b>	<b>262,500</b>	<b>0.00</b>	<b>262,500</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
PROGRAM DISTRIBUTIONS	3,606,005	0.00	3,487,500	0.00	3,487,500	0.00	0	0.00
<b>TOTAL - PD</b>	<b>3,606,005</b>	<b>0.00</b>	<b>3,487,500</b>	<b>0.00</b>	<b>3,487,500</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>\$3,947,079</b>	<b>4.28</b>	<b>\$3,984,991</b>	<b>5.00</b>	<b>\$3,984,991</b>	<b>5.00</b>	<b>\$0</b>	<b>0.00</b>
<b>GENERAL REVENUE</b>	<b>\$33,633</b>	<b>0.55</b>	<b>\$35,211</b>	<b>1.00</b>	<b>\$35,211</b>	<b>1.00</b>		<b>0.00</b>
<b>FEDERAL FUNDS</b>	<b>\$3,913,446</b>	<b>3.73</b>	<b>\$3,949,780</b>	<b>4.00</b>	<b>\$3,949,780</b>	<b>4.00</b>		<b>0.00</b>
<b>OTHER FUNDS</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>		<b>0.00</b>

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Business and Community Services**  
**Program is found in the following core budget(s): MO Community Service Commission**

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

Facilitate Quality Jobs and Investment

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

MCSC and AmeriCorps is part of a national service network and is supported by the Corporation for National and Community Service( CNCS ). The program provides opportunities for individuals to serve their communities through alignment with community based non profit organizations, educational institutions and faith based organizations with 501(c)3 status. MCSC provides funding for the core priorities of education , public safety, healthy futures, economic opportunity, disaster relief, and veterans and their families. MCSC programs currently group in four areas of influence: Disaster Services, Educational Services, Healthy Futures and Economic Opportunity.

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

Section 26.600, RSMo.; Federal - National and Community Service Act of 1993; HR 4854

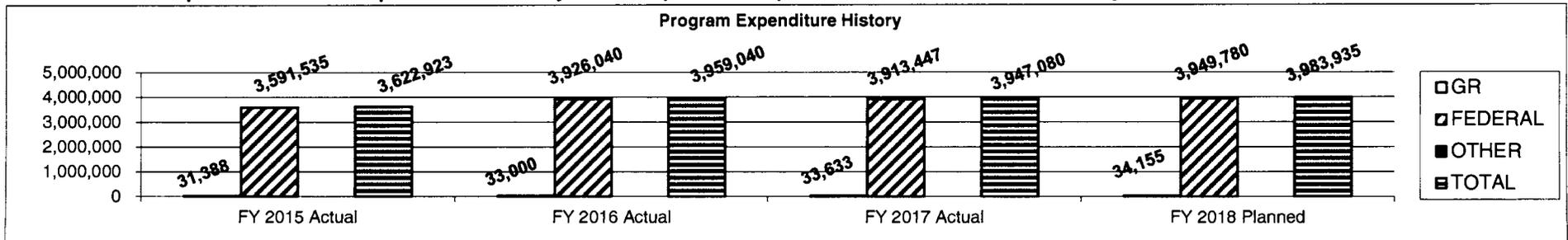
**3. Are there federal matching requirements? If yes, please explain.**

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.

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

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



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

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

N/A

**PROGRAM DESCRIPTION**

**Department: Economic Development**  
**Program Name: Business and Community Services**  
**Program is found in the following core budget(s): MO Community Service Commission**

**7a. Provide an effectiveness measure.**

Increase the annual number/monetary value of volunteer hours served.  
 Base Target: A minimum of \$2,100,000 is saved by non-profits and schools annually by deploying volunteer service.  
 Stretch Target: MCSC will work to increase the volunteer hours and annual savings to \$2,300,000.

**7b. Provide an efficiency measure.**

Missouri Value per hour of volunteer service: \$21.57 per hour.  
 MCSC has 700 members serving in 21 programs. Members contribute 1,190,000 hours of serve at a cost per hour of \$3.36 per hour.

**7c. Provide the number of clients/individuals served, if applicable.**

	FY2016 Target	FY2016 Actual	FY2017 Target	FY2017 Actual	FY2018 Base	FY2018 Stretch
Number of Clients Served	68,000	85,768	160,000	160,736	160,000	200,000
Number of Volunteer Hours Contributed	300,000	1,300,500	1,000,000	913,456	1,000,000	1,200,000

**7d. Provide a customer satisfaction measure, if available.**

Annual Program Survey. BCS will create a ten question survey. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**CORE RECONCILIATION DETAIL**

**DEPARTMENT OF ECONOMIC DEVELOPME  
MO COMMUNITY SVS COMMISSION**

**5. CORE RECONCILIATION DETAIL**

	<b>Budget Class</b>	<b>FTE</b>	<b>GR</b>	<b>Federal</b>	<b>Other</b>	<b>Total</b>	<b>Explanation</b>
<b>TAFP AFTER VETOES</b>							
	PS	5.00	35,211	199,780	0	234,991	
	EE	0.00	0	262,500	0	262,500	
	PD	0.00	0	3,487,500	0	3,487,500	
	<b>Total</b>	<b>5.00</b>	<b>35,211</b>	<b>3,949,780</b>	<b>0</b>	<b>3,984,991</b>	
<b>DEPARTMENT CORE ADJUSTMENTS</b>							
Core Reallocation	1700 3642 PS	0.00	0	0	0		(0) More closely align to budget actuals.
	<b>NET DEPARTMENT CHANGES</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>		<b>(0)</b>
<b>DEPARTMENT CORE REQUEST</b>							
	PS	5.00	35,211	199,780	0	234,991	
	EE	0.00	0	262,500	0	262,500	
	PD	0.00	0	3,487,500	0	3,487,500	
	<b>Total</b>	<b>5.00</b>	<b>35,211</b>	<b>3,949,780</b>	<b>0</b>	<b>3,984,991</b>	
<b>GOVERNOR'S RECOMMENDED CORE</b>							
	PS	5.00	35,211	199,780	0	234,991	
	EE	0.00	0	262,500	0	262,500	
	PD	0.00	0	3,487,500	0	3,487,500	
	<b>Total</b>	<b>5.00</b>	<b>35,211</b>	<b>3,949,780</b>	<b>0</b>	<b>3,984,991</b>	

NEW DECISION ITEM  
 RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department: Economic Development</b>	<b>Budget Unit 42180C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: MO Community Service Commission Increase</b>	<b>DI#1419004 HB Section 7.08</b>

**1. AMOUNT OF REQUEST**

	FY 2019 Budget Request				E
	GR	Federal	Other	Total	
PS	0	5,000	0	5,000	
EE	0	0	0	0	
PSD	0	1,398,156	0	1,398,156	
TRF	0	0	0	0	
<b>Total</b>	<b>0</b>	<b>1,403,156</b>	<b>0</b>	<b>1,403,156</b>	
FTE	0.00	0.00	0.00	0.00	

	FY 2019 Governor's Recommendation				E
	GR	Federal	Other	Total	
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
FTE	0.00	0.00	0.00	0.00	

<b>Est. Fringe</b>	0	1,485	0	1,485
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*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

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

Other Funds:

Other Funds:

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

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

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

This new decision item is being requested in order to increase the federal appropriation authority for the Missouri Community Service Commission (MCSC), Section 7.080 in House Bill 7. Two new grants were recently awarded which exceeded \$4 million. The current appropriation authority of \$3,949,780 is inadequate based on the amount of federal grants available, which totals \$5,352,936.

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department:</b> Economic Development	<b>Budget Unit</b> 42180C
<b>Division:</b> Business and Community Services	
<b>DI Name:</b> MO Community Service Commission Increase	DI#1419004 HB Section 7.08

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

The current federal appropriation authority is \$3,949,780. The amount of available federal grants is \$5,352,936; therefore, the request totals the difference of \$1,403,156.

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

Budget Object Class/Job Class	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req	E
	GR	GR	FED	FED	OTHER	OTHER	TOTAL	TOTAL	One-Time	
	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	
100/009878			5,000				5,000	0.0		
<b>Total PS</b>	<b>0</b>	<b>0.0</b>	<b>5,000</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>5,000</b>	<b>0.0</b>	<b>0</b>	
<b>Total EE</b>	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	
800/Program Distributions			1,398,156				1,398,156			
<b>Total PSD</b>	<b>0</b>		<b>1,398,156</b>		<b>0</b>		<b>1,398,156</b>		<b>0</b>	
Transfers										
<b>Total TRF</b>	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	
<b>Grand Total</b>	<b>0</b>	<b>0.0</b>	<b>1,403,156</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>1,403,156</b>	<b>0.0</b>	<b>0</b>	

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

<b>Department: Economic Development</b>	<b>Budget Unit 42180C</b>
<b>Division: Business and Community Services</b>	
<b>DI Name: MO Community Service Commission Increase</b>	<b>DI#1419004 HB Section 7.08</b>

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

**NEW DECISION ITEM**

**RANK:** \_\_\_\_\_ **OF** \_\_\_\_\_

<b>Department:</b> Economic Development	<b>Budget Unit</b> 42180C
<b>Division:</b> Business and Community Services	
<b>DI Name:</b> MO Community Service Commission Increase	<b>DI#1419004</b> <b>HB Section</b> 7.08

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

**6a. Provide an effectiveness measure.**

Refer to the Core Program Description for the Missouri Community Service Commission.

**6b. Provide an efficiency measure.**

Refer to the Core Program Description for the Missouri Community Service Commission.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Program Description for the Missouri Community Service Commission.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Program Description for the Missouri Community Service Commission.

**NEW DECISION ITEM**

**RANK:** \_\_\_\_\_ **OF** \_\_\_\_\_

<b>Department: Economic Development</b>	<b>Budget Unit</b> <u>42180C</u>
<b>Division: Business and Community Services</b>	
<b>DI Name: MO Community Service Commission Increase</b>	<b>DI#1419004</b> <b>HB Section</b> <u>7.08</u>

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

MCSC receives funding from the Corporation for National and Community Service to administer the AmeriCorps State and Education Awards program in Missouri. These funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)3 status. These grants provide communities and neighborhoods with the human resources necessary to address their most pressing civic needs and gives individuals a way to serve by completing community service projects.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**

**DECISION ITEM DETAIL**

Budget Unit	FY 2017	FY 2017	FY 2018	FY 2018	FY 2019	FY 2019	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
<b>MO COMMUNITY SVS COMMISSION</b>								
<b>MO Community Svc Comm Inc Fed - 1419004</b>								
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	5,000	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	5,000	0.00	0	0.00
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	1,398,156	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	1,398,156	0.00	0	0.00
<b>GRAND TOTAL</b>	<b>\$0</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>	<b>\$1,403,156</b>	<b>0.00</b>	<b>\$0</b>	<b>0.00</b>
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$1,403,156	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00