

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

Department Divisions

Regional Engagement Division

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

Business and Community Solutions Division

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

Administration Division

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

Missouri One Start Division

The Missouri One Start Division fosters regional economic growth by delivering tailored workforce solutions that make businesses more competitive, so they can create and retain jobs in Missouri. The Missouri One Start Division provides dedicated staff, funding assistance and targeted marketing to assist businesses with recruiting and training workers.

Strategy and Performance Division

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

Division of Tourism

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

Missouri Housing Development Commission

MHDC provides financing for the construction of affordable housing and funding for home loans.

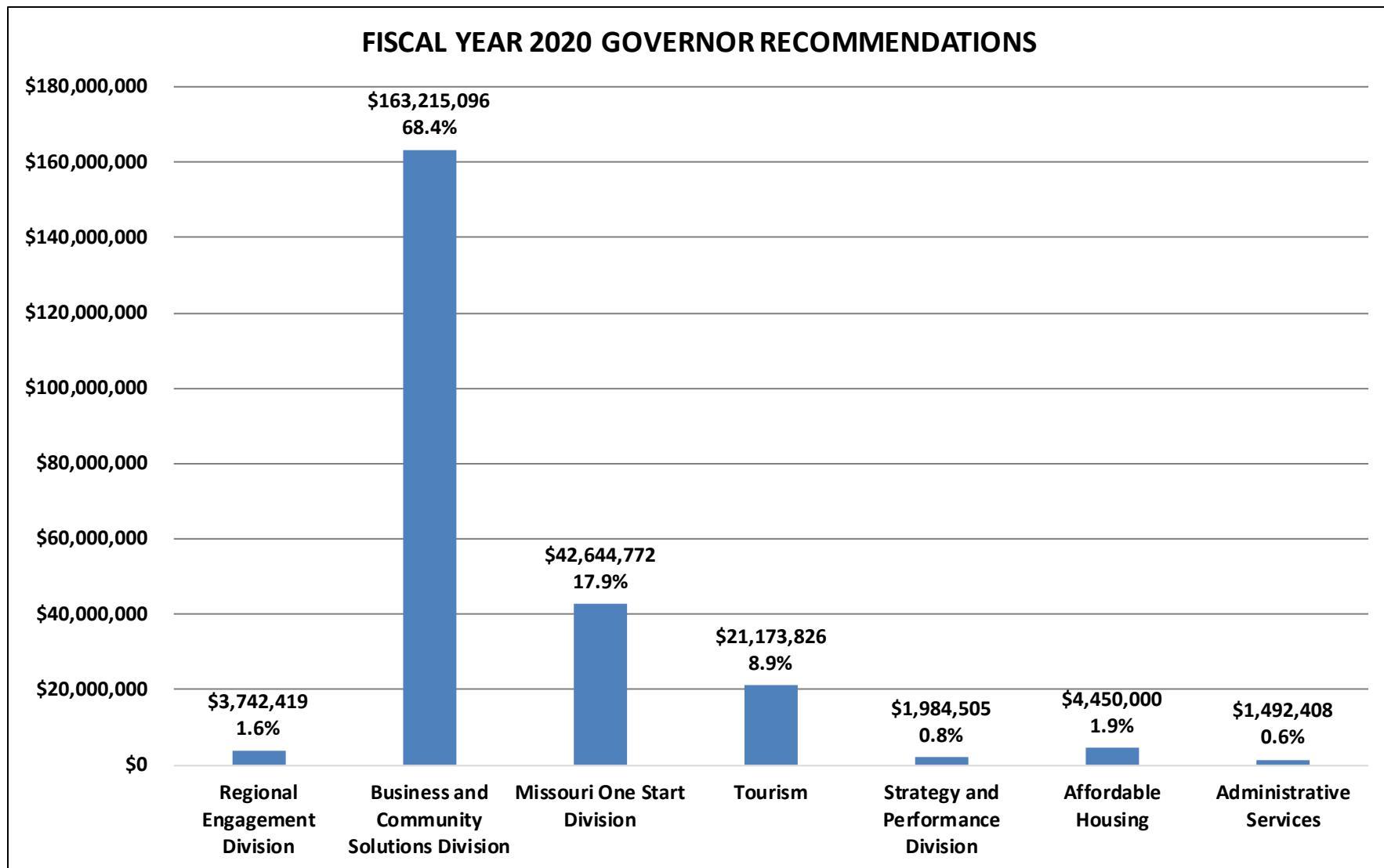


DEPARTMENT OF ECONOMIC DEVELOPMENT

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 REQUEST	FY 2020 GOVERNOR RECOMMENDS
Regional Engagement Division	\$ 0	\$ 0	\$ 0	\$ 3,742,419
Business and Community Solutions Division	0	0	0	163,215,096
Missouri One Start Division	0	0	0	42,644,772
Tourism	10,626,744	15,758,761	21,258,761	21,173,826
Strategy and Performance Division	0	0	0	1,984,505
Affordable Housing	3,673,123	5,378,014	5,380,814	4,450,000
Administrative Services	1,911,291	3,141,835	3,155,015	1,492,408
Business and Community Services	95,312,757	170,333,487	178,352,084	0
Workforce Development	72,169,708	129,018,664	147,866,126	0
Energy	9,233,062	23,025,414	31,439,581	0
Utility Regulation	12,979,730	17,161,771	17,236,614	0
State Legal Expense Fund Transfer	0	1	1	1
DEPARTMENTAL TOTAL	\$ 205,906,415	\$ 363,817,947	* \$ 404,688,996	\$ 238,703,027
General Revenue Fund	56,767,296	69,813,153	100,237,656	85,211,984
Federal Funds	109,887,059	225,229,366	234,587,722	115,584,498
Other Funds	39,252,060	68,775,428	69,863,618	37,906,545
Total Full-time Equivalent Employees	681.44	862.71	862.71	177.60
General Revenue Fund	24.78	65.86	65.86	65.86
Federal Funds	355.70	498.67	498.67	52.51
Other Funds	300.96	298.18	298.18	59.23

* Does not include \$827,500 recommended in the Fiscal Year 2019 Supplemental Appropriations. See the Supplemental section of the Missouri Budget for details regarding the Department of Economic Development supplemental appropriations.



**DEPARTMENT OF ECONOMIC DEVELOPMENT
REGIONAL ENGAGEMENT DIVISION**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Regional Engagement	\$ 0	\$ 0	\$ 1,492,419
Business Recruitment and Marketing	0	0	2,250,000
TOTAL	\$ 0	\$ 0	\$ 3,742,419
PERSONAL SERVICE			
General Revenue Fund	0	0	909,963
Federal Funds	0	0	145,501
Other Funds	0	0	41,987
EXPENSE AND EQUIPMENT			
General Revenue Fund	0	0	328,410
Federal Funds	0	0	58,558
Other Funds	0	0	2,250,000
PROGRAM SPECIFIC DISTRIBUTION			
General Revenue Fund	0	0	8,000
TOTAL	General Revenue Fund	0	1,246,373
Federal Funds	0	0	204,059
Other Funds	0	0	2,291,987
Total Full-time Equivalent Employees	0.00	0.00	31.59
General Revenue Fund	0.00	0.00	18.82
Federal Funds	0.00	0.00	12.20
Other Funds	0.00	0.00	0.57

The Regional Engagement Division fosters regional economic growth by coordinating the delivery of tailored solutions for business retention and expansion and community development projects.

REGIONAL ENGAGEMENT

The Regional Engagement Division serves as the first and primary contact for the Department of Economic Development's local partners and business and community customers as they access state and federal agency resources. The division consists of six regional teams that span the entire state.

Fiscal Year 2020 Governor's Recommendations

- \$16,217 for pay plan, including \$13,446 general revenue.
- \$8,385 for the remaining pay periods of the Fiscal Year 2019 approved pay plan, including \$7,070 general revenue.
- \$150 for pay plan associated with the recently completed compensation study to move to market-based minimums.
- \$1,467,667 and 31.59 staff reallocated from various divisions, including \$1,225,707 general revenue.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
REGIONAL ENGAGEMENT DIVISION**

BUSINESS RECRUITMENT AND MARKETING

Business Recruitment and Marketing markets 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, which subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at state, regional and local levels to increase the visibility of Missouri as a globally competitive business location.

Fiscal Year 2020 Governor's Recommendations

- \$2,250,000 Economic Development Advancement Fund reallocated from the Business and Community Services Division.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUSINESS AND COMMUNITY SOLUTIONS DIVISION**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Business and Community Solutions	\$ 0	\$ 0	\$ 5,153,009
International Trade and Investment Offices	0	0	1,500,000
Missouri Technology Investment	0	0	2,250,000
Community Development Block Grant Program	0	0	105,000,000
State Small Business Credit Initiative	0	0	2,000,000
Community Redevelopment and Assistance	0	0	47,312,087
TOTAL	\$ 0	\$ 0	\$ 163,215,096
PERSONAL SERVICE			
General Revenue Fund	0	0	1,440,092
Federal Funds	0	0	1,079,680
Other Funds	0	0	245,863
EXPENSE AND EQUIPMENT			
General Revenue Fund	0	0	743,131
Federal Funds	0	0	1,328,951
Other Funds	0	0	2,384,675
PROGRAM SPECIFIC DISTRIBUTION			
General Revenue Fund	0	0	43,323,185
Federal Funds	0	0	111,851,956
Other Funds	0	0	817,563
TOTAL			
General Revenue Fund	0	0	45,506,408
Federal Funds	0	0	114,260,587
Other Funds	0	0	3,448,101
Total Full-time Equivalent Employees	0.00	0.00	43.76
General Revenue Fund	0.00	0.00	23.25
Federal Funds	0.00	0.00	16.51
Other Funds	0.00	0.00	4.00

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

Fiscal Year 2020 Governor's Recommendations

- \$34,694 for pay plan, including \$18,258 general revenue.
- \$16,671 for the remaining pay periods of the Fiscal Year 2019 approved pay plan, including \$10,167 general revenue.
- \$4,855 for pay plan associated with the recently completed compensation study to move to market-based minimums, including \$2,540 general revenue.
- \$5,096,789 and 37.26 staff reallocated from various divisions, including \$2,355,213 general revenue.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUSINESS AND COMMUNITY SOLUTIONS DIVISION**

INTERNATIONAL TRADE AND INVESTMENT OFFICES

The purpose of Missouri's International Trade and Investment Offices, located in Canada, China, Europe, India, Israel, Japan, the Republic of Korea, Mexico, the United Arab Emirates, and the United States, is to increase the number of Missouri companies exporting, increase the volume of Missouri exports to international markets, and increase foreign direct investments in Missouri. Each office provides trade counseling and technical advice to Missouri interests regarding possible market entry strategies. The International Trade and Investment Offices also provide technical information about the Department's incentive programs and client solutions, which includes preparing comprehensive investment packages on behalf of the state and its partners.

Fiscal Year 2020 Governor's Recommendations

- \$1,500,000 Economic Development Advancement Fund reallocated from the Business and Community Services Division.

MISSOURI TECHNOLOGY INVESTMENT

The Missouri Technology Corporation (MTC) is a public-private partnership created to promote entrepreneurship and foster the growth of new and emerging high-tech companies. Corporation staff focuses on 21st century bioscience industries that build on Missouri's rich history in agriculture. Staff administers the Missouri Technology Investment Fund in support of the following programs:

Innovation Centers – The innovation centers, located in ten communities throughout the state, provide specialized entrepreneurial and small business support services (and often physical incubator space) to transform new ideas and scientific discoveries into Missouri-based businesses that put Missourians to work. The centers often serve as the hub of entrepreneurial activity in their local communities.

Manufacturing Extension Partnership – The Manufacturing Extension Partnership (MEP) is a public-private partnership which includes the U.S. Department of Commerce's National Institute of Standards and Technology and Missouri Enterprise. The MEP assists small and medium-sized manufacturers throughout the state, including innovation center clients that require manufacturing expertise, by bringing the benefits of new technology to bear on traditional industries. The MEP also helps Missouri manufacturers increase productivity, achieve growth objectives, and obtain necessary quality certifications for exporting Missouri-made products.

Fiscal Year 2020 Governor's Recommendations

- \$2,250,000 reallocated from the Business and Community Services Division.

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM

The Community Development Block Grant (CDBG) program is a formula block grant provided to the state of Missouri, 70 percent of which is allocated directly to entitlement cities and 30 percent of which is allocated for non-entitlement areas in the state. The Department administers the 30 percent non-entitlement portion of the program by providing grants for community development activities. These activities must benefit at least 51 percent low and moderate income persons, eliminate slum and blight, or meet urgent threats to health and safety. Typical projects include infrastructure expansion and improvements, downtown revitalization, housing rehabilitation, Americans with Disabilities Act accessibility improvements, and community facility projects.

Fiscal Year 2020 Governor's Recommendations

- \$105,000,000 federal funds reallocated from the Business and Community Services Division.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUSINESS AND COMMUNITY SOLUTIONS DIVISION**

STATE SMALL BUSINESS CREDIT INITIATIVE

The State Small Business Credit Initiative (SSBCI) is a federal initiative that provides funds to states in order to increase the amount of private capital available to small businesses. The SSBCI program in Missouri assists small businesses in accessing credit and venture capital via two programs. The Grow Missouri Loan Participation Fund supports the formation and growth of businesses in the industrial, commercial, agricultural, and recreational sectors. The Missouri Innovation, Development, and Entrepreneurial Advancement (IDEA) Fund provides seed and venture capital to promote the formation and growth of businesses that engage in the transfer of science and technology into job creation.

Fiscal Year 2020 Governor's Recommendations

- \$2,000,000 federal funds reallocated from the Business and Community Services Division.

COMMUNITY REDEVELOPMENT AND ASSISTANCE

Community Redevelopment and Assistance consists of the various Tax Increment Financing programs, various military assistance activities, Missouri Main Street program, and the Missouri Community Service Commission. These programs promote volunteerism and community services, and administer a range of financing programs through revenue bonds, notes, and tax credits.

Fiscal Year 2020 Governor's Recommendations

- \$5,000,000 for grants to provide broadband access to underserved areas pursuant to House Bill 1872 (2018).
- \$1,376,333 for current tax increment financing projects.
- \$782,500 federal funds for the Missouri Community Service Commission.
- \$576,033 for current tax increment financing redevelopment projects (Missouri Downtown Economic Stimulus Act).
- \$95,000 for current tax increment financing downtown redevelopment projects (Downtown Revitalization Preservation Program).
- \$6,105 for pay plan, including \$2,986 general revenue.
- \$2,560 for the remaining pay periods of the Fiscal Year 2019 approved pay plan, including \$809 general revenue.
- \$150 federal funds for pay plan associated with the recently completed compensation study to move to market-based minimums.
- \$39,473,406 and 6.5 staff reallocated from the Business and Community Services Division, including \$33,819,069 general revenue.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MISSOURI ONE START DIVISION**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Missouri One Start	\$ 0	\$ 0	\$ 274,356
Missouri One Start Job Development Fund	0	0	15,370,416
Missouri One Start Community College New Jobs Training	0	0	16,000,000
Missouri One Start Community College Job Retention Training	0	0	11,000,000
TOTAL	\$ 0	\$ 0	\$ 42,644,772
PERSONAL SERVICE			
General Revenue Fund	0	0	40,852
Federal Funds	0	0	204,662
EXPENSE AND EQUIPMENT			
Federal Funds	0	0	28,842
PROGRAM SPECIFIC DISTRIBUTION			
General Revenue Fund	0	0	15,370,416
Other Funds	0	0	27,000,000
TOTAL	0	0	27,000,000
General Revenue Fund	0	0	15,411,268
Federal Funds	0	0	233,504
Other Funds	0	0	27,000,000
Total Full-time Equivalent Employees	0.00	0.00	12.00
General Revenue Fund	0.00	0.00	1.00
Federal Funds	0.00	0.00	3.00
Other Funds	0.00	0.00	8.00

The Missouri One Start Division fosters regional economic growth by delivering tailored workforce solutions that make businesses more competitive, so they can create and retain jobs in Missouri. The Missouri One Start Division provides dedicated staff, funding assistance and targeted marketing to assist businesses with recruiting and training workers.

Fiscal Year 2020 Governor's Recommendations

- \$3,612 for pay plan, including \$604 general revenue.
- \$1,444 for the remaining pay periods of the Fiscal Year 2019 approved pay plan, including \$394 general revenue.
- \$1,120 federal funds for pay plan associated with the recently completed compensation study to move to market-based minimums.
- \$268,180 and 12 staff reallocated from various divisions, including \$39,854 general revenue.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MISSOURI ONE START DIVISION**

MISSOURI ONE START JOB DEVELOPMENT FUND

The Missouri One Start Job Development Fund helps new and expanding businesses by providing and covering the costs of training. In addition, this fund provides assistance to existing businesses for the purpose of upgrading workers' skills. The Missouri One Start Training Program assists small, medium, and large companies that are either creating jobs or making significant capital investment. This name of this fund was previously the Missouri Works Job Development Fund.

Fiscal Year 2020 Governor's Recommendations

- \$10,795,000 for the Missouri One Start Program.
- \$7,755 for increased transfer to the Missouri One Start Job Development Fund for pay plan and related fringe costs.
- \$3,760 for increased transfer to the Missouri One Start Job Development Fund for the remaining pay periods of the Fiscal Year 2019 approved pay plan and related fringe costs.
- \$4,563,901 reallocated from the Division of Workforce Development.

MISSOURI ONE START COMMUNITY COLLEGE NEW JOBS TRAINING PROGRAM

The Missouri One Start Community College New Jobs Training Program provides an incentive for the creation of new jobs by providing education and training of workers for new or expanding industries. The program is operated locally by community colleges and is used to attract a large number of new jobs. The name of the fund associated with this program was previously Missouri Works Community College New Jobs Training Fund.

Fiscal Year 2020 Governor's Recommendations

- \$16,000,000 Missouri One Start Community College New Jobs Training Fund reallocated from the Division of Workforce Development.

MISSOURI ONE START COMMUNITY COLLEGE JOB RETENTION TRAINING PROGRAM

The Missouri One Start Community College Job Retention Training Program provides an incentive for the retention of existing jobs by providing education and training to employees of Missouri industries. The program is operated locally by community colleges and used in large job retention situations. The name of the fund associated with this program was previously Missouri Works Community College Job Retention Training Fund.

Fiscal Year 2020 Governor's Recommendations

- \$1,000,000 Missouri One Start Community College Job Retention Training Fund to assist additional Missouri companies with job training.
- \$10,000,000 Missouri One Start Community College Job Retention Training Fund reallocated from the Division of Workforce Development.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
TOURISM**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Tourism Commission			
TOTAL	\$ 10,626,744	\$ 15,758,761	\$ 21,173,826
EXPENSE AND EQUIPMENT			
Other Funds	6,754	24,500	24,500
PROGRAM SPECIFIC DISTRIBUTION			
General Revenue Fund	10,619,990	15,734,261	21,149,326
TOTAL			
General Revenue Fund	10,619,990	15,734,261	21,149,326
Other Funds	6,754	24,500	24,500
Total Full-time Equivalent Employees	32.62	38.50	38.50
Other Funds	32.62	38.50	38.50

The Division of Tourism is responsible for promoting Missouri as a premier destination for domestic and international travelers. The division implements strategic investments in travel promotion with integrated marketing strategies that provide economic benefits for Missouri. Travel promotion programs spur interest in visiting destinations among potential travelers. Stronger travel interest generates more visitors. The division operates nine official welcome centers and works with community-based affiliate welcome centers that meet inspection guidelines. In addition to these duties, the Division of Tourism is responsible for the Missouri Film Office and the support of the Missouri Film Commission. The Commission and Film Office work to establish a reliable and consistent conduit to Missouri for the creative media industry to stimulate new production work across the state.

Fiscal Year 2020 Governor's Recommendations

- \$5,000,000 for Missouri tourism promotion.
- \$350,000 to promote the celebration of Missouri's bicentennial.
- \$33,330 for increased transfer to the Division of Tourism Supplemental Revenue Fund for pay plan and related fringe costs.
- \$17,680 for increased transfer to the Division of Tourism Supplemental Revenue Fund for the remaining pay periods of the Fiscal Year 2019 approved pay plan and related fringe costs.
- \$14,055 for increased transfer to the Division of Tourism Supplemental Revenue Fund for pay plan and related fringe costs associated with the recently completed compensation study to move to market-based minimums.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STRATEGY AND PERFORMANCE DIVISION**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Strategy and Performance			
TOTAL	\$ 0	\$ 0	\$ 1,984,505
PERSONAL SERVICE			
General Revenue Fund	0	0	767,841
Federal Funds	0	0	791,129
Other Funds	0	0	176,697
EXPENSE AND EQUIPMENT			
General Revenue Fund	0	0	205,779
Federal Funds	0	0	39,840
PROGRAM SPECIFIC DISTRIBUTION			
Federal Funds	0	0	3,219
TOTAL			
General Revenue Fund	0	0	973,620
Federal Funds	0	0	834,188
Other Funds	0	0	176,697
Total Full-time Equivalent Employees	0.00	0.00	27.76
General Revenue Fund	0.00	0.00	11.90
Federal Funds	0.00	0.00	12.59
Other Funds	0.00	0.00	3.27

The Strategy and Performance Division provides forward-looking insights to inform the Department of Economic Development's strategic planning, program development and performance management. It also houses the Department's legislative, communications and marketing services, and provides subject matter expertise in specialized areas.

Fiscal Year 2020 Governor's Recommendations

- \$25,560 for pay plan, including \$11,347 general revenue.
- \$9,412 for the remaining pay periods of the Fiscal Year 2019 approved pay plan, including \$3,827 general revenue.
- \$6,008 for pay plan associated with the recently completed compensation study to move to market-based minimums, including \$47 general revenue.
- \$1,943,525 and 27.76 staff reallocated from various divisions, including \$958,399 general revenue.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
AFFORDABLE HOUSING**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Missouri Housing Trust	\$ 3,301,405	\$ 4,450,000	\$ 4,450,000
Manufactured Housing Program	371,718	928,014	0
TOTAL	\$ 3,673,123	\$ 5,378,014	\$ 4,450,000
PERSONAL SERVICE	270,308	361,548	0
EXPENSE AND EQUIPMENT	94,226	354,466	0
PROGRAM SPECIFIC DISTRIBUTION	3,308,589	4,662,000	4,450,000
TOTAL			
Other Funds	3,673,123	5,378,014	4,450,000
Total Full-time Equivalent Employees	6.80	8.00	0.00
Other Funds	6.80	8.00	0.00

MISSOURI HOUSING TRUST FUND

The Missouri Housing Development Commission administers the Missouri Housing Trust Fund, which provides grants to housing service providers to help meet the needs of very low income families and individuals. Funding is available for a variety of housing needs, such as homeless prevention, rehabilitation or construction of rental housing, rental assistance, and home repair. The Missouri Housing Trust Fund is funded through a \$3 recording fee authorized in Section 59.319, RSMo.

Fiscal Year 2020 Governor's Recommendations

Continue funding at the current level.

MANUFACTURED HOUSING PROGRAM

Under the jurisdiction of the Public Service Commission, the staff of the Manufactured Housing Program oversees the annual registration of home installers, dealers, and manufacturers of new manufactured homes and modular units. Program staff also enforces construction and safety standards, conducts code inspections, addresses consumer complaints, and enforces home set-up and tie-down requirements.

Fiscal Year 2020 Governor's Recommendations

- (\$928,014) other funds and (eight) staff transferred to the Department of Insurance, Financial Institutions and Professional Registration.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ADMINISTRATIVE SERVICES**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Administrative Services			
TOTAL	\$ 1,911,291	\$ 3,141,835	\$ 1,492,408
PERSONAL SERVICE			
General Revenue Fund	336,887	409,487	827,269
Federal Funds	676,981	1,119,914	50,383
Other Funds	735,395	793,484	399,538
EXPENSE AND EQUIPMENT			
General Revenue Fund	37,241	49,309	97,719
Federal Funds	56,872	422,468	1,777
Other Funds	61,572	347,172	115,721
PROGRAM SPECIFIC DISTRIBUTION			
General Revenue Fund	1,649	0	0
Other Funds	4,694	1	1
TOTAL			
General Revenue Fund	375,777	458,796	924,988
Federal Funds	733,853	1,542,382	52,160
Other Funds	801,661	1,140,657	515,260
Total Full-time Equivalent Employees	29.94	31.54	23.99
General Revenue Fund	5.47	7.47	10.89
Federal Funds	12.29	13.74	8.21
Other Funds	12.18	10.33	4.89

The Administrative Services Division provides direction and guidance to the department. This division aligns the work of each of the other divisions through coordinated policy development, legislative planning, legal assistance, communications, and public information. The Administrative Services Division also provides centralized support in the areas of financial systems, personnel functions, budget, and general services.

Fiscal Year 2020 Governor's Recommendations

- \$18,872 for pay plan, including \$12,224 general revenue.
- \$6,767 for the remaining pay periods of the Fiscal Year 2019 approved pay plan, including \$4,707 general revenue.
- \$449,261 and 3.42 staff reallocated from various divisions.
- (\$1,501,032) federal and other funds core reduction from the Fiscal Year 2019 appropriation level.
- (\$401,513) other funds and (5.44) staff reallocated to various divisions.
- (\$221,782) federal funds and (5.53) staff transferred to the Department of Higher Education.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUSINESS AND COMMUNITY SERVICES**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Missouri Economic Research and Information Center	\$ 1,172,567	\$ 1,976,880	\$ 0
Marketing	3,347,820	5,268,703	0
Sales	1,150,894	1,410,835	0
Finance	933,546	976,197	0
International Trade and Investment Offices	1,372,411	1,500,000	0
Missouri Technology Investment	2,425,000	2,250,000	0
Community Development Block Grant Program	41,652,900	106,322,117	0
State Small Business Credit Initiative	36,659	2,000,000	0
Community Redevelopment and Assistance	35,145,023	39,473,406	0
Arts and Cultural Development	8,075,937	9,155,349	0
TOTAL	\$ 95,312,757	\$ 170,333,487	\$ 0
PERSONAL SERVICE			
General Revenue Fund	1,021,431	2,800,265	0
Federal Funds	1,796,155	2,964,275	0
Other Funds	1,356,631	53,026	0
EXPENSE AND EQUIPMENT			
General Revenue Fund	164,422	1,277,320	0
Federal Funds	373,162	1,625,404	0
Other Funds	2,370,745	4,634,675	0
PROGRAM SPECIFIC DISTRIBUTION			
General Revenue Fund	39,426,333	42,942,509	0
Federal Funds	45,274,828	111,708,450	0
Other Funds	3,529,050	2,327,563	0
TOTAL			
General Revenue Fund	40,612,186	47,020,094	0
Federal Funds	47,444,145	116,298,129	0
Other Funds	7,256,426	7,015,264	0
Total Full-time Equivalent Employees	94.63	116.95	0.00
General Revenue Fund	19.31	58.39	0.00
Federal Funds	39.59	47.16	0.00
Other Funds	35.73	11.40	0.00

The Business and Community Services Division consists of the Missouri Economic Research and Information Center, and the Marketing, Sales, and Finance Teams. The Teams also support international export expansion. The Missouri Community Service Commission and the Missouri Technology Corporation are funded through the division's budget. The division partners with the professional economic development community to facilitate the expansion, relocation, and start-up of businesses in the state. The division also partners with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUSINESS AND COMMUNITY SERVICES**

MISSOURI ECONOMIC RESEARCH AND INFORMATION CENTER

The responsibilities of the Missouri Economic Research and Information Center (MERIC) include gathering data, conducting applied research, performing innovative analysis, and reporting to policymakers and the public. Staff researches and analyzes labor market trends, employment and unemployment figures, new business start-ups, wages, and the state's targeted industries and economic development initiatives. Staff at MERIC also work in cooperation with the U.S. Department of Labor to conduct research and produce reports on economic conditions and the labor market.

Fiscal Year 2020 Governor's Recommendations

- (\$1,422,167) federal funds and (19.31) staff transferred to the Department of Higher Education.
- (\$554,713) and (9.08) staff reallocated to various divisions, including (\$133,388) general revenue.

MARKETING

The Marketing Team is responsible for promoting Missouri in regional, national, and international marketplaces in order to attract capital investment. The Marketing Team supports the Business and Community Services Division by providing all print advertising, publishing, videography, and other media production services.

Fiscal Year 2020 Governor's Recommendations

- (\$5,217,029) and (5.27) staff reallocated to various divisions, including (\$1,518,941) general revenue.
- (\$51,674) federal funds and (0.26) staff transferred to the Department of Higher Education.

SALES

The Sales Team is responsible for promoting Missouri communities, infrastructure, and the state's well-trained, dedicated workforce. With an emphasis on creating additional high quality jobs for Missourians, members of the Sales Team work in the field to gain in-depth knowledge of resources and needs in specific regions and have continuous contact with communities and businesses within that region.

Fiscal Year 2020 Governor's Recommendations

- (\$1,410,835) and (25.77) staff reallocated to various divisions, including (\$1,403,659) general revenue.

FINANCE

The Finance Team is responsible for evaluating community projects for state financial assistance and packaging incentive proposals for companies interested in locating or expanding in Missouri. This team also manages financial tools offered by the department and processes large volumes of financial program applications including those for tax credits, loans, and grants.

Fiscal Year 2020 Governor's Recommendations

- (\$976,197) and (19.52) staff reallocated to various divisions.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUSINESS AND COMMUNITY SERVICES**

INTERNATIONAL TRADE AND INVESTMENT OFFICES

The purpose of Missouri's International Trade and Investment Offices, located in the United Kingdom, Germany, Canada, Mexico, Israel, Brazil, India, China, Japan, Taiwan, Singapore, Hong Kong, the United Arab Emirates, and South Korea, is to increase the number of Missouri companies exporting, increase the volume of Missouri exports to international markets, and increase foreign direct investments in Missouri. Each office provides trade counseling and technical advice to Missouri interests regarding possible market entry strategies. The International Trade and Investment Offices also provide technical information about Department of Economic Development incentive programs and client solutions, which includes preparing comprehensive investment packages on behalf of the state and its partners.

Fiscal Year 2020 Governor's Recommendations

- (\$1,500,000) Economic Development Advancement Fund reallocated to the Business and Community Solutions Division.

MISSOURI TECHNOLOGY INVESTMENT

The Missouri Technology Corporation (MTC) is a public-private partnership created to promote entrepreneurship and foster the growth of new and emerging high-tech companies. Corporation staff focuses on 21st century bioscience industries that build on Missouri's rich history in agriculture. Staff administers the Missouri Technology Investment Fund in support of the following programs:

Innovation Centers – The innovation centers, located in ten communities throughout the state, provide specialized entrepreneurial and small business support services (and often physical incubator space) to transform new ideas and scientific discoveries into Missouri-based businesses that put Missourians to work. The centers often serve as the hub of entrepreneurial activity in their local communities.

Manufacturing Extension Partnership – The Manufacturing Extension Partnership (MEP) is a public-private partnership which includes the U.S. Department of Commerce's National Institute of Standards and Technology and Missouri Enterprise. The MEP assists small- and medium-sized manufacturers throughout the state, including innovation center clients that require manufacturing expertise, by bringing the benefits of new technology to bear on traditional industries. The MEP also helps Missouri manufacturers increase productivity, achieve growth objectives, and obtain necessary quality certifications for exporting Missouri-made products.

Fiscal Year 2020 Governor's Recommendations

- (\$2,250,000) reallocated to the Business and Community Solutions Division.

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM

The Community Development Block Grant (CDBG) program is a formula block grant provided to the state of Missouri, 70 percent of which is allocated directly to entitlement cities and 30 percent of which is allocated for non-entitlement areas in the state. The Department administers the 30 percent non-entitlement portion of the program by providing grants for community development activities. These activities must benefit at least 51 percent low and moderate income persons, eliminate slum and blight, or meet urgent threats to health and safety. Typical projects include infrastructure expansion and improvements, downtown revitalization, housing rehabilitation, Americans with Disabilities Act accessibility improvements, and community facility projects.

Fiscal Year 2020 Governor's Recommendations

- (\$106,322,117) and (16.24) staff reallocated to the Business and Community Solutions Division, including (\$260,150) general revenue.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUSINESS AND COMMUNITY SERVICES**

STATE SMALL BUSINESS CREDIT INITIATIVE

The State Small Business Credit Initiative (SSBCI) is a federal initiative that provides funds to states in order to increase the amount of private capital available to small businesses. The SSBCI program in Missouri assists small businesses in accessing credit and venture capital via two programs. The Grow Missouri Loan Participation Fund supports the formation and growth of businesses in the industrial, commercial, agricultural, and recreational sectors. The Missouri Innovation, Development, and Entrepreneurial Advancement (IDEA) Fund provides seed and venture capital to promote the formation and growth of businesses that engage in the transfer of science and technology into job creation.

Fiscal Year 2020 Governor's Recommendations

- (\$2,000,000) federal funds reallocated to the Business and Community Solutions Division.

COMMUNITY REDEVELOPMENT AND ASSISTANCE

Community Redevelopment and Assistance consists of the Missouri Community Service Commission, Missouri Small Business Regulatory Fairness Board, various military assistance activities, Missouri Development Finance Board, and Missouri Main Street Connection. These programs promote volunteerism and community services, monitor the impact of state regulations on small business, design and implement measures to retain and protect military posts or bases in Missouri, and administer a range of financing programs through revenue bonds, notes, and tax credits.

Fiscal Year 2020 Governor's Recommendations

- (\$39,473,406) and (6.50) staff reallocated to the Business and Community Solutions Division, including (\$33,819,069) general revenue.

ARTS AND CULTURAL DEVELOPMENT

Missouri Arts Council – The Missouri Arts Council oversees the distribution of state and federal funds in support of the arts. Funds are distributed statewide on a matching-grant basis to Missouri nonprofit organizations through a competitive process with specific guidelines, evaluation criteria, and a citizen advisory panel review. Grants are provided in a wide range of specific arts discipline and program areas. Council staff provides assistance and expertise in arts and nonprofit management, community development, grant writing, fundraising, marketing, arts education, board development, and program development.

Missouri Humanities Council – The Missouri Humanities Council is the state affiliate of the National Endowment for the Humanities. The council's mission is to help citizens of Missouri explore subjects including history, literature, languages, law, philosophy, and ethics, and consider the ideas that shape and facilitate participatory democracy. Council programs help communities understand and share their unique history, and to utilize those stories as a resource that can generate new economic development opportunities. Programs also help local institutions develop the capacity to engage the public in lifelong learning activities.

Public Television and Public Radio – Funds are distributed to Missouri public television and radio stations for instructional, local programming, and operating assistance.

Fiscal Year 2020 Governor's Recommendations

- (\$9,155,349) and (15) staff transferred to the Office of the Lieutenant Governor, including (\$6,658,690) general revenue.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
WORKFORCE DEVELOPMENT**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Workforce Development Administration	\$ 12,311,951	\$ 19,547,065	\$ 0
Workforce Programs	45,550,919	78,100,000	0
Missouri One Start Job Development Fund	5,141,000	5,300,000	0
Missouri Women's Council	45,061	71,599	0
Missouri One Start Community College Job Retention Training Program	3,520,566	10,000,000	0
Missouri One Start Community College New Jobs Training Program	5,600,211	16,000,000	0
TOTAL	\$ 72,169,708	\$ 129,018,664	\$ 0
PERSONAL SERVICE			
Federal Funds	11,029,619	16,100,870	0
EXPENSE AND EQUIPMENT			
Federal Funds	1,252,916	3,019,203	0
Other Funds	1,747,216	2,000,000	0
PROGRAM SPECIFIC DISTRIBUTION			
General Revenue Fund	5,141,000	5,600,000	0
Federal Funds	43,838,376	76,298,591	0
Other Funds	9,160,581	26,000,000	0
TOTAL	General Revenue Fund	5,141,000	5,600,000
	Federal Funds	56,120,911	95,418,664
	Other Funds	10,907,797	28,000,000
Total Full-time Equivalent Employees	293.11	422.72	0.00
Federal Funds	287.61	414.72	0.00
Other Funds	5.50	8.00	0.00

The Division of Workforce Development (DWD) supports economic growth for individuals and businesses through innovative workforce programs and services. DWD provides information, supportive services, and training in demand industries and occupations for job seekers and assists businesses to acquire and develop skilled workers. Services are provided through a collaborative workforce system that includes multiple state agencies, over 30 Missouri Job Centers, 14 local Workforce Development Boards, and 12 community colleges and other local educational agencies throughout the state.

WORKFORCE DEVELOPMENT ADMINISTRATION

Missouri's workforce system was authorized and is funded by two pieces of federal job training legislation: the Workforce Innovation and Opportunity Act and the Wagner-Peyser Act. The division administers federal job training funds in accordance with federal and state policy.

Fiscal Year 2020 Governor's Recommendations

- (\$18,761,745) federal funds and (318.92) staff transferred to the Department of Higher Education.
- (\$785,320) federal funds and (29.71) staff reallocated to various divisions.
- (73.09) staff core reduction from the Fiscal Year 2019 appropriation level.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
WORKFORCE DEVELOPMENT**

WORKFORCE PROGRAMS

Missouri's Career Center system provides training and employment services through the coordinated integration of several workforce development programs: Workforce Innovation and Opportunity Act, Wagner-Peyser/Employment Services, Trade Adjustment Assistance, Rapid Response, and Missouri Employment and Training Program. While individuals must meet eligibility requirements to receive certain services via these programs, the majority of services—including valuable skills assessments and career counseling—are available to all Missourians at no cost. Services available at Career Centers include referral to job openings, job readiness skill training, referral to classroom or employer training, and payment of support services such as transportation.

Fiscal Year 2020 Governor's Recommendations

- (\$78,100,000) transferred to the Department of Higher Education, including (\$300,000) general revenue.

MISSOURI ONE START JOB DEVELOPMENT FUND

The Missouri One Start Job Development Fund helps new and expanding businesses by providing and covering the costs of training. In addition, this fund provides assistance to existing businesses for the purpose of upgrading workers' skills. The Missouri One Start Training Program assists small, medium, and large companies that are either creating jobs or making significant capital investment.

Fiscal Year 2020 Governor's Recommendations

- (\$5,300,000) reallocated to various divisions.

MISSOURI WOMEN'S COUNCIL

The Missouri Women's Council works closely with other agencies and community-based organizations to connect Missouri women in business and women in the workforce to information and resources. The council prepares a comprehensive resource guide for its constituents and serves as a resource and referral center to help encourage, educate, and support Missouri women as they pursue their economic goals. The Missouri Women's Council portal is designed to connect women to a network of accessible, high quality advisory services, and information ranging from employment and training to information on starting or growing a business. The council also partners with other state and federal organizations in offering programs and events that benefit women entrepreneurs and women in the workforce.

Fiscal Year 2020 Governor's Recommendations

- (\$71,599) federal funds and (one) staff reallocated to the Strategy and Performance Division.

MISSOURI ONE START COMMUNITY COLLEGE JOB RETENTION TRAINING PROGRAM

The Missouri One Start Community College Job Retention Training Program provides an incentive for the retention of existing jobs by providing education and training to employees of Missouri industries. The program is operated locally by community colleges and used in large job retention situations.

Fiscal Year 2020 Governor's Recommendations

- (\$10,000,000) Missouri One Start Community College Job Retention Training Fund reallocated to the Missouri One Start Division.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
WORKFORCE DEVELOPMENT**

MISSOURI ONE START COMMUNITY COLLEGE NEW JOBS TRAINING PROGRAM

The Missouri One Start Community College New Jobs Training Program provides an incentive for the creation of new jobs by providing education and training of workers for new or expanding industries. The program is operated locally by community colleges and is used to attract a large number of new jobs.

Fiscal Year 2020 Governor's Recommendations

- (\$16,000,000) Missouri One Start Community College New Jobs Training Fund reallocated to the Missouri One Start Division.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ENERGY**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Division of Energy Operations	\$ 1,782,330	\$ 2,797,613	\$ 0
Division of Energy Services	7,432,389	19,227,800	0
Wood Energy/Alternative Fuel Infrastructure Tax Credits	18,343	1,000,001	0
TOTAL	\$ 9,233,062	\$ 23,025,414	\$ 0
PERSONAL SERVICE			
Federal Funds	782,861	1,260,092	0
Other Funds	770,710	791,592	0
EXPENSE AND EQUIPMENT			
Federal Funds	234,366	731,300	0
Other Funds	60,613	2,304,130	0
PROGRAM SPECIFIC DISTRIBUTION			
General Revenue Fund	18,343	1,000,001	0
Federal Funds	4,570,923	9,978,799	0
Other Funds	2,795,246	6,959,500	0
TOTAL	18,343	1,000,001	0
General Revenue Fund	5,588,150	11,970,191	0
Federal Funds	3,626,569	10,055,222	0
Other Funds			
Total Full-time Equivalent Employees	31.46	37.00	0.00
Federal Funds	16.21	23.05	0.00
Other Funds	15.25	13.95	0.00

The Division of Energy assists, educates, and encourages Missourians to advance the efficient use of diverse energy resources to drive economic growth, provide for a healthier environment, and achieve greater energy security for future generations.

Fiscal Year 2020 Governor's Recommendations

- \$7,000,000 federal funds transferred from the Department of Social Services.
- (\$30,025,413) and (37) staff transferred to the Department of Natural Resources, including (\$1,000,000) general revenue.
- (\$1) transferred to the Department of Revenue.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
UTILITY REGULATION**

FINANCIAL SUMMARY

	FY 2018 EXPENDITURE	FY 2019 APPROPRIATION	FY 2020 GOVERNOR RECOMMENDS
Office of Public Counsel	\$ 1,034,955	\$ 1,171,194	\$ 0
Public Service Commission	11,944,775	15,990,577	0
TOTAL	\$ 12,979,730	\$ 17,161,771	\$ 0
PERSONAL SERVICE			
Other Funds	10,934,490	11,863,892	0
EXPENSE AND EQUIPMENT			
Other Funds	2,045,240	5,297,879	0
TOTAL	Other Funds	12,979,730	17,161,771
Total Full-time Equivalent Employees	192.88	208.00	0.00
Other Funds	192.88	208.00	0.00

OFFICE OF PUBLIC COUNSEL

The Office of Public Counsel is the state's consumer advocate in matters of utility ratemaking and regulation. Attorneys and technical staff analyze utility rate cases and provide testimony and cross-examination in hearings held before the Public Service Commission. The Public Counsel also has the right to appeal Public Service Commission cases through the court system. Through the Ombudsman for Property Rights, the Public Counsel provides guidance to citizens regarding the condemnation process and procedures.

Fiscal Year 2020 Governor's Recommendations

- (\$1,171,194) Public Service Commission Fund and (16) staff transferred to the Department of Insurance, Financial Institutions and Professional Registration.

PUBLIC SERVICE COMMISSION

The Public Service Commission (PSC) regulates the rates and practices of investor-owned natural gas, electric, steam, water, and sewer utilities. The commission has limited regulatory authority over investor-owned telephone companies. The PSC also administers safety standards for the rural electric cooperatives and municipal natural 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 Relay Missouri service, which gives hearing-impaired citizens access to the telephone network.

Fiscal Year 2020 Governor's Recommendations

- (\$15,990,577) other funds and (192) staff transferred to the Department of Insurance, Financial Institutions and Professional Registration.