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Missouri Department of Economic Development

January 24, 2020

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

Dear Governor Parson:

The Department of Economic Development (DED) is pleased to provide you with the Department's Fiscal Year 2021 Budget Proposal with Governor's Recommendations. Our mission is to help Missourians prosper by fostering job creation and economic growth. With a mission so critical to Missouri citizens, DED aspires to become the best economic development department in the Midwest.

Over the last year, we've transformed our Department into a laser focused, data driven, customer centric, and regionally targeted organization. Our transformation represents a new approach to economic development strategy in Missouri.

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

Sincerely,

Robert B. Dixon
Director



Missouri Department of Economic Development

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

DEPARTMENT DIVISIONS

Regional Engagement Division

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

Business and Community Solutions Division

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

Administration Division

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

Missouri One Start Division

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

Strategy and Performance Division

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

Division of Tourism

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

Missouri Housing Development Commission

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

Department strategic overview: FY21 Budget

DEPARTMENT:	<i>Department of Economic Development</i>
DIRECTOR:	<i>Robert B. Dixon</i>
DEPARTMENT ASPIRATION:	<i>We will be the best economic development department in the Midwest</i>
HIGHLIGHTS FROM FY19-FY20	<p><i>* Assisted in more than 20,800 new and retained job commitments with nearly \$2.15 billion of new capital investment in FY19.</i></p> <p><i>* Over 18,000 individuals trained through customized workforce training in FY19.</i></p> <p><i>* Reorganized DED and shifted divisions that fit better outside of DED. The reorganization helped DED move from having the largest, least-focused economic development agency in the Midwest to becoming laser-focused on serving businesses and communities. The reorganization also enabled activities vital to the public interest to join agencies where their alignment was deeper and more strategic. This included:</i></p> <ul style="list-style-type: none"> <i>- The Division of Workforce Development and Missouri Economic Research and Information Center (MERIC) joined forces with higher education, forming the Department of Higher Education and Workforce Development (DHEWD).</i> <i>- The Public Service Commission (PSC) and Office of Public Counsel joined what is now the Department of Commerce and Insurance.</i> <i>- The Division of Energy rejoined the Department of Natural Resources.</i> <i>- The Missouri Arts Council joined the Office of the Lieutenant Governor.</i> <p><i>* DED transitioned to a regionally-targeted service model, enabling its business development team to move from being concentrated in Jefferson City to being distributed much closer to DED's business and community partners in six geographic regions.</i></p> <p><i>* Governor Parson signed into law Missouri One Start so that DED can better help businesses recruit, onboard, and train team members.</i></p> <p><i>* Launched Missouri's \$5 million broadband grant program to help bring high speed internet access to more Missourians.</i></p> <p><i>* Partnered with MoDOT for the Governor's Transportation Cost-Share Program to advance both transportation and economic development.</i></p> <p><i>* Received \$58,535,000 in federal HUD disaster recovery funds that were allocated to DED to alleviate unmet housing needs caused by extreme weather in 2017.</i></p>
FY21 PRIORITIES	<p><i>* Further build out DED's customer-centric and regionally-targeted approach to economic development.</i></p> <p><i>* Leverage Missouri One Start so that Missouri becomes a national workforce development leader for businesses considering expanding or relocating in Missouri.</i></p> <p><i>* Gain process and technological efficiencies as well as customer quality improvements by beginning the overhaul of DED's incentive and grant management system.</i></p> <p><i>* Build DED's research and data analytics capabilities to better meet modern economic opportunities and challenges.</i></p>
FY22 PREVIEW	<p><i>* Solidify Missouri's gains as a national workforce development leader through Missouri One Start.</i></p> <p><i>* Gain process and technological efficiencies and customer quality improvements by finalizing the overhaul of DED's incentive and grant management system.</i></p> <p><i>* Leverage DED's data analytics strengths to build program evaluation capabilities so that programs can be re-designed and re-imagined to meet modern economic development opportunities and challenges.</i></p>



MISSOURI

Department of Economic Development

ASPIRATION	We will be the best economic development department in the Midwest				
THEMES	Laser Focused on supporting job creation, connecting businesses with talent, and strengthening Missouri's communities	Data Driven using forward-looking insights to continuously inform our decisions and improve our programs	Customer Centric with every aspect of the organization designed around the businesses and communities we serve	Regionally Targeted because Missouri's economies and communities have different needs	One Team that empowers and values the people who carry out our mission
INITIATIVES	<ul style="list-style-type: none"> Launch the broadband grant program Develop, promote, and distribute a new transportation infrastructure cost share program in partnership with MoDOT to stimulate economic development projects Amplify Opportunity Zone development, including pilot projects in southeastern Missouri 	<ul style="list-style-type: none"> Develop a dashboard that is used regularly by DED program managers to inform decision-making 	<ul style="list-style-type: none"> Develop Missouri One Start's marketing and branding plan and create promotional resources Develop a communications plan and brand that drives customer awareness about DED services Identify and implement new CMS solution to streamline DED's processes 	<ul style="list-style-type: none"> Provide necessary tools and standard operating procedures to enable regional service delivery 	<ul style="list-style-type: none"> Improve the physical layout of DED teams to facilitate cross-functional collaboration Standardize on-boarding process for all new employees

State Auditor's Reports and Oversight Evaluations

Program or Division Name	Type of Report	Date Issued	Website
Economic Development Advancement Fund	Audit Report (2018-092)	Sep-18	https://app.auditor.mo.gov/Repository/Press/2018092210144.pdf
Follow-up Report on Audit Findings Small Business Regulatory Fairness Board	Audit Report (2017-135)	Nov-17	https://app.auditor.mo.gov/Repository/Press/2017135997923.pdf
Tax Credit Programs	Audit Report (2017-051)	Jun-17	https://app.auditor.mo.gov/Repository/Press/2017020228917.pdf
Transportation Development Districts	Audit Report (2017-020)	Apr-17	https://app.auditor.mo.gov/Repository/Press/2017020228917.pdf
Small Business Regulatory Fairness Board	Audit Report (2016-030)	May-16	https://app.auditor.mo.gov/Repository/Press/2016030238982.pdf

Missouri Sunset Act Report

Program	Statutes Establishing	Sunset Date	Review Status
Missouri Downtown Economic Stimulus Act (MODESA)	99.915 - 99.980, RSMo	1/1/2013	
Distressed Area Land Assemblage Tax Credit	99.1025, RSMo	8/28/2013	
Qualified Equity Investments Tax Credit (New Markets)	135.680 - 135.682, RSMo	9/4/2013	
Film Production Project Tax Credit	135.750, RSMo	11/28/2013	
Missouri Automotive Manufacturing Jobs Act	620.1910, RSMo	10/12/2016	
Missouri Works New Jobs Training	620.800 - 620.809, RSMo	7/1/2030	
Missouri Works Job Retention Training	620.800 - 620.809, RSMo	7/1/2030	
Missouri Works Job Development Fund	620.800 - 620.809, RSMo	7/1/2030	
Missouri Works Business Incentives	620.2000 - 620.2020, RSMo	8/28/2030	
Amateur Sporting Tax Credit	67.3000, RSMo	8/28/2025	
Amateur Sporting Contribution Tax Credit	67.3005, RSMo	8/28/2025	
Division of Tourism Supplemental Revenue Fund	620.467, RSMo	6/30/2020	
Bring Jobs Home Act	143.1100, RSMo	8/28/2022	
Advanced Industrial Manufacturing Zones Act (AIM Zone)	68.075, RSMo	8/28/2023	
Innovation Campus Tax Credit Program	620.2600, RSMo	8/28/2020	

NEW DECISION ITEM
RANK: 2 OF

Department: Economic Development	Budget Unit Various
Division:	
DI Name: Pay Plan - FY2020 Cost to Continue DI# 0000013	HB Section Various

1. AMOUNT OF REQUEST

FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	99,950	33,436	45,139	178,525	PS	69,056	20,237	48,147	137,440
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	46,283	0	0	46,283
Total	99,950	33,436	45,139	178,525	Total	115,339	20,237	48,147	183,723
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	32,084	10,733	14,490	57,307	Est. Fringe	22,167	6,496	15,455	44,118
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

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

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

The FY2020 budget includes appropriation authority for a 3% pay increase for employees beginning January 1, 2020. The remaining six months were unfunded, but the stated intent of the legislature was to provide the funding in FY2021.

NEW DECISION ITEM
RANK: 2 OF

Department: Economic Development	Budget Unit	Various
Division:		
DI Name: Pay Plan - FY2020 Cost to Continue	DI# 0000013	HB Section Various

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

The appropriated amount for the Fiscal Year 2020 pay plan was based on a 3% pay increase for employees beginning January 1, 2020. The Fiscal Year 2021 requested amount is equivalent to the remaining six months in order to provide the core funding necessary for a full fiscal year.

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

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS
100-Salaries and Wages	99,950		33,436		45,139		178,525	0.0	
Total PS	99,950	0.0	33,436	0.0	45,139	0.0	178,525	0.0	0
Grand Total	99,950	0.0	33,436	0.0	45,139	0.0	178,525	0.0	0

Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS
100-Salaries and Wages	69,056		20,237		48,147		137,440	0.0	
Total PS	69,056	0.0	20,237	0.0	48,147	0.0	137,440	0.0	0
100-Salaries and Wages	46,283							0.0	
Total TRF	46,283	0.0	0	0.0	0	0.0	0	0.0	0
Grand Total	115,339	0.0	20,237	0.0	48,147	0.0	137,440	0.0	0

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL ENGAGEMENT								
Pay Plan FY20-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	627	0.00	627	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	503	0.00	503	0.00
ACCOUNT CLERK II	0	0.00	0	0.00	535	0.00	535	0.00
ACCOUNTANT II	0	0.00	0	0.00	1,088	0.00	1,088	0.00
PLANNER III	0	0.00	0	0.00	857	0.00	857	0.00
PERSONNEL CLERK	0	0.00	0	0.00	534	0.00	534	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	1,242	0.00	1,242	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	132	0.00	132	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	4,198	0.00	4,198	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	519	0.00	519	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	515	0.00	515	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	3,258	0.00	3,258	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	2,104	0.00	2,104	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	0	0.00	2	0.00	2	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	103	0.00	103	0.00
TOTAL - PS	0	0.00	0	0.00	16,217	0.00	16,217	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$16,217	0.00	\$16,217	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$13,446	0.00	\$13,446	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$2,151	0.00	\$2,151	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$620	0.00	\$620	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS & COMMUNITY SOLUTIONS								
Pay Plan FY20-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	421	0.00	421	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	662	0.00	662	0.00
ACCOUNTING GENERALIST II	0	0.00	0	0.00	1,272	0.00	1,272	0.00
RESEARCH ANAL I	0	0.00	0	0.00	574	0.00	574	0.00
RESEARCH ANAL III	0	0.00	0	0.00	678	0.00	678	0.00
PLANNER III	0	0.00	0	0.00	790	0.00	790	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	1,704	0.00	1,704	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	73	0.00	73	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	3,769	0.00	3,769	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	3,510	0.00	3,510	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	2,246	0.00	2,246	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	10,623	0.00	10,623	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	2,375	0.00	2,375	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	3,011	0.00	3,011	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	1,443	0.00	1,443	0.00
MISCELLANEOUS TECHNICAL	0	0.00	0	0.00	1	0.00	1	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	7	0.00	7	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	2,211	0.00	2,211	0.00
TOTAL - PS	0	0.00	0	0.00	35,370	0.00	35,370	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$35,370	0.00	\$35,370	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$18,258	0.00	\$18,258	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$12,801	0.00	\$12,801	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$4,311	0.00	\$4,311	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO COMMUNITY SVS COMM								
Pay Plan FY20-Cost to Continue - 0000013								
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	443	0.00	443	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	314	0.00	314	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	1,471	0.00	1,471	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	1,424	0.00	1,424	0.00
TOTAL - PS	0	0.00	0	0.00	3,652	0.00	3,652	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$3,652	0.00	\$3,652	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$533	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$3,119	0.00	\$3,652	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START								
Pay Plan FY20-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	457	0.00	457	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	473	0.00	473	0.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	0	0.00	5,737	0.00	5,737	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	1,377	0.00	1,377	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	131	0.00	131	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	1,424	0.00	1,424	0.00
TOTAL - PS	0	0.00	0	0.00	9,599	0.00	9,599	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$9,599	0.00	\$9,599	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$604	0.00	\$604	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$3,008	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$5,987	0.00	\$8,995	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO JOB DEV FUND TRANSFER								
Pay Plan FY20-Cost to Continue - 0000013								
TRANSFERS OUT	0	0.00	0	0.00	7,755	0.00	11,723	0.00
TOTAL - TRF	0	0.00	0	0.00	7,755	0.00	11,723	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$7,755	0.00	\$11,723	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$7,755	0.00	\$11,723	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STRATEGY AND PERFORM								
Pay Plan FY20-Cost to Continue - 0000013								
RESEARCH ANAL II	0	0.00	0	0.00	1,441	0.00	1,441	0.00
RESEARCH ANAL III	0	0.00	0	0.00	768	0.00	768	0.00
RESEARCH ANAL IV	0	0.00	0	0.00	3	0.00	3	0.00
EXECUTIVE II	0	0.00	0	0.00	561	0.00	561	0.00
PLANNER II	0	0.00	0	0.00	621	0.00	621	0.00
PLANNER III	0	0.00	0	0.00	797	0.00	797	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	405	0.00	405	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	584	0.00	584	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	3,236	0.00	3,236	0.00
WORKFORCE DEVELOPMENT SPEC II	0	0.00	0	0.00	1,719	0.00	1,719	0.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	0	0.00	4,259	0.00	4,259	0.00
RESEARCH MANAGER B2	0	0.00	0	0.00	485	0.00	485	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	545	0.00	545	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	0	0.00	3,370	0.00	3,370	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	2,575	0.00	2,575	0.00
LEGAL COUNSEL	0	0.00	0	0.00	1,276	0.00	1,276	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	468	0.00	468	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	1,450	0.00	1,450	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	0	0.00	109	0.00	109	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	888	0.00	888	0.00
TOTAL - PS	0	0.00	0	0.00	25,560	0.00	25,560	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$25,560	0.00	\$25,560	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$11,347	0.00	\$22,071	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$11,612	0.00	\$888	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$2,601	0.00	\$2,601	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MILITARY ADVOCATE								
Pay Plan FY20-Cost to Continue - 0000013								
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	1,912	0.00	1,912	0.00
OTHER	0	0.00	0	0.00	541	0.00	541	0.00
TOTAL - PS	0	0.00	0	0.00	2,453	0.00	2,453	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$2,453	0.00	\$2,453	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$2,453	0.00	\$2,453	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM-TRANSFER								
Pay Plan FY20-Cost to Continue - 0000013								
TRANSFERS OUT	0	0.00	0	0.00	33,330	0.00	34,560	0.00
TOTAL - TRF	0	0.00	0	0.00	33,330	0.00	34,560	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$33,330	0.00	\$34,560	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$33,330	0.00	\$34,560	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM								
Pay Plan FY20-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	1,131	0.00	1,131	0.00
ACCOUNTANT I	0	0.00	0	0.00	5	0.00	5	0.00
ACCOUNTING ANAL II	0	0.00	0	0.00	5	0.00	5	0.00
PUBLIC INFORMATION SPEC I	0	0.00	0	0.00	614	0.00	614	0.00
PUBLIC INFORMATION SPEC II	0	0.00	0	0.00	2,773	0.00	2,773	0.00
PUBLIC INFORMATION COOR	0	0.00	0	0.00	1,330	0.00	1,330	0.00
TOURIST ASST	0	0.00	0	0.00	3,311	0.00	3,311	0.00
TOURIST CENTER SPV	0	0.00	0	0.00	4,136	0.00	4,136	0.00
MANAGEMENT ANALYSIS SPEC I	0	0.00	0	0.00	712	0.00	712	0.00
ECON DEV INFO & ADV COOR	0	0.00	0	0.00	380	0.00	380	0.00
COMMUNITY DEV REP I	0	0.00	0	0.00	585	0.00	585	0.00
COMMUNITY DEV REP II	0	0.00	0	0.00	693	0.00	693	0.00
FISCAL & ADMINISTRATIVE MGR B1	0	0.00	0	0.00	858	0.00	858	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	1,717	0.00	1,717	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	2,084	0.00	2,084	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	1,426	0.00	1,426	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	3,257	0.00	3,257	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	700	0.00	700	0.00
TOTAL - PS	0	0.00	0	0.00	25,717	0.00	25,717	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$25,717	0.00	\$25,717	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$25,717	0.00	\$25,717	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ADMINISTRATIVE SERVICES								
Pay Plan FY20-Cost to Continue - 0000013								
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	503	0.00	503	0.00
ACCOUNTANT I	0	0.00	0	0.00	617	0.00	617	0.00
ACCOUNTANT II	0	0.00	0	0.00	726	0.00	726	0.00
BUDGET ANAL III	0	0.00	0	0.00	980	0.00	980	0.00
PERSONNEL OFFICER	0	0.00	0	0.00	657	0.00	657	0.00
EXECUTIVE I	0	0.00	0	0.00	661	0.00	661	0.00
FISCAL & ADMINISTRATIVE MGR B1	0	0.00	0	0.00	1,137	0.00	1,137	0.00
FISCAL & ADMINISTRATIVE MGR B2	0	0.00	0	0.00	1,229	0.00	1,229	0.00
HUMAN RESOURCES MGR B1	0	0.00	0	0.00	900	0.00	900	0.00
HUMAN RESOURCES MGR B2	0	0.00	0	0.00	1,239	0.00	1,239	0.00
STATE DEPARTMENT DIRECTOR	0	0.00	0	0.00	2,065	0.00	2,065	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	0	0.00	1,233	0.00	1,233	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	974	0.00	974	0.00
LEGAL COUNSEL	0	0.00	0	0.00	634	0.00	634	0.00
CHIEF COUNSEL	0	0.00	0	0.00	1,903	0.00	1,903	0.00
SENIOR COUNSEL	0	0.00	0	0.00	818	0.00	818	0.00
OFFICE WORKER MISCELLANEOUS	0	0.00	0	0.00	189	0.00	189	0.00
DEPUTY GENERAL COUNSEL	0	0.00	0	0.00	1,445	0.00	1,445	0.00
MISCELLANEOUS TECHNICAL	0	0.00	0	0.00	1	0.00	1	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	9	0.00	9	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	665	0.00	665	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	0	0.00	136	0.00	136	0.00
DIR OF LEGISLATIVE AFFAIRS	0	0.00	0	0.00	151	0.00	151	0.00
TOTAL - PS	0	0.00	0	0.00	18,872	0.00	18,872	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$18,872	0.00	\$18,872	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$12,224	0.00	\$12,224	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$745	0.00	\$745	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$5,903	0.00	\$5,903	0.00

NEW DECISION ITEM

RANK: 2 OF _____

Department: <u>Economic Development</u> Division: _____ DI Name: <u>Market Adjustment Pay Plan - FY2020</u> Cost to Continue DI# 0000014	Budget Unit <u>Various</u> HB Section <u>Various</u>
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1. AMOUNT OF REQUEST

	FY 2021 Budget Request			
	GR	Federal	Other	Total
PS	16,792	8,955	13,886	39,633
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	16,792	8,955	13,886	39,633

FTE	0.00	0.00	0.00	0.00
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Est. Fringe	5,390	2,875	4,457	12,722
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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:

	FY 2021 Governor's Recommendation			
	GR	Federal	Other	Total
PS	8,107	2,465	15,006	25,578
EE	0	0	0	0
PSD	0	0	0	0
TRF	19,878	0	0	19,878
Total	27,985	2,465	15,006	45,456

FTE	0.00	0.00	0.00	0.00
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Est. Fringe	2,602	791	4,817	8,211
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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:

2. THIS REQUEST CAN BE CATEGORIZED AS:

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

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

The FY2020 budget includes appropriation authority for a pay plan associated with the recently completed compensation study to move employee salaries to market-based minimums, with increases capped at 15%. The pay plan begins on January 1, 2020. The remaining six months were unfunded, but the stated intent of the legislature was to provide the funding in FY2021.

NEW DECISION ITEM
RANK: 2 OF

Department: Economic Development	Budget Unit <u>Various</u>
Division:	
DI Name: Market Adjustment Pay Plan - FY2020	
Cost to Continue	HB Section <u>Various</u>
DI# 0000014	

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

The appropriated amount for the Fiscal Year 2020 pay plan was based on a CBIZ compensation study which identified job classes below the market median pay level and job classes below the market-based minimum, with salary increases beginning on January 1, 2020. The Fiscal Year 2021 requested amount will provide funding for salary increases for impacted employees for a full fiscal year.

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

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS
100-Salaries and Wages	16,792		8,955		13,886		39,633	0.0	
Total PS	16,792	0.0	8,955	0.0	13,886	0.0	39,633	0.0	0
Grand Total	16,792	0.0	8,955	0.0	13,886	0.0	39,633	0.0	0

Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS
100-Salaries and Wages	8,107		2,465		15,006		25,578	0.0	
Total PS	8,107	0.0	2,465	0.0	15,006	0.0	25,578	0.0	0
100-Salaries and Wages	19,878							0.0	
Total TRF	19,878	0.0	0	0.0	0	0.0	0	0.0	0
Grand Total	27,985	0.0	2,465	0.0	15,006	0.0	25,578	0.0	0

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL ENGAGEMENT								
Market Adj Pay PI FY20 C-to-C - 0000014								
MARKETING SPECIALIST I	0	0.00	0	0.00	75	0.00	75	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	75	0.00	75	0.00
TOTAL - PS	0	0.00	0	0.00	150	0.00	150	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$150	0.00	\$150	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$150	0.00	\$150	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS & COMMUNITY SOLUTIONS								
Market Adj Pay PI FY20 C-to-C - 0000014								
RESEARCH ANAL I	0	0.00	0	0.00	75	0.00	75	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	300	0.00	300	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	4,480	0.00	4,480	0.00
TOTAL - PS	0	0.00	0	0.00	4,855	0.00	4,855	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$4,855	0.00	\$4,855	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$2,540	0.00	\$2,540	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$2,315	0.00	\$2,315	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO COMMUNITY SVS COMM								
Market Adj Pay PI FY20 C-to-C - 0000014								
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	150	0.00	150	0.00
TOTAL - PS	0	0.00	0	0.00	150	0.00	150	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$150	0.00	\$150	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$150	0.00	\$150	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START								
Market Adj Pay PI FY20 C-to-C - 0000014								
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	0	0.00	3,500	0.00	3,500	0.00
TOTAL - PS	0	0.00	0	0.00	3,500	0.00	3,500	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$3,500	0.00	\$3,500	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$1,120	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$2,380	0.00	\$3,500	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO JOB DEV FUND TRANSFER								
Market Adj Pay PI FY20 C-to-C - 0000014								
OTHER	0	0.00	0	0.00	0	0.00	4,562	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	4,562	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$4,562	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$4,562	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STRATEGY AND PERFORM								
Market Adj Pay PI FY20 C-to-C - 0000014								
RESEARCH ANAL II	0	0.00	0	0.00	426	0.00	426	0.00
EXECUTIVE II	0	0.00	0	0.00	78	0.00	78	0.00
PLANNER II	0	0.00	0	0.00	2,144	0.00	2,144	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	560	0.00	560	0.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	0	0.00	2,800	0.00	2,800	0.00
TOTAL - PS	0	0.00	0	0.00	6,008	0.00	6,008	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$6,008	0.00	\$6,008	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$47	0.00	\$5,417	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$5,370	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$591	0.00	\$591	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM-TRANSFER								
Market Adj Pay PI FY20 C-to-C - 0000014								
TRANSFERS OUT	0	0.00	0	0.00	14,055	0.00	15,316	0.00
TOTAL - TRF	0	0.00	0	0.00	14,055	0.00	15,316	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$14,055	0.00	\$15,316	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$14,055	0.00	\$15,316	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM								
Market Adj Pay PI FY20 C-to-C - 0000014								
PUBLIC INFORMATION SPEC II	0	0.00	0	0.00	2,135	0.00	2,135	0.00
TOURIST ASST	0	0.00	0	0.00	3	0.00	3	0.00
MANAGEMENT ANALYSIS SPEC I	0	0.00	0	0.00	2,882	0.00	2,882	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	5,895	0.00	5,895	0.00
TOTAL - PS	0	0.00	0	0.00	10,915	0.00	10,915	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$10,915	0.00	\$10,915	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$10,915	0.00	\$10,915	0.00

NEW DECISION ITEM
RANK: 2 OF

Department: Economic Development	Budget Unit Various
Division:	
DI Name: FY2021 Pay Plan	DI# 0000012
	HB Section Various

1. AMOUNT OF REQUEST

FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	49,339	17,688	32,463	99,490
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	31,937	0	0	31,937
Total	0	0	0	0	Total	81,276	17,688	32,463	131,427
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	15,838	5,678	10,421	31,936
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

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

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

The Governor's Fiscal Year 2021 budget includes appropriation authority for a 2% pay raise for state employees beginning January 1, 2021.

RANK: 2 **OF**

Department: Economic Development		Budget Unit	Various
Division:			
DI Name:	FY2021 Pay Plan	DI# 0000012	HB Section Various

The appropriated amount for the Fiscal Year 2021 pay plan was based on personal service appropriations.

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

	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS
100-Salaries and Wages	49,339		17,688		32,463		99,490	0.0	
Total PS	49,339	0.0	17,688	0.0	32,463	0.0	99,490	0.0	0
100-Salaries and Wages	31,937							0.0	
Total TRF	31,937	0.0	0	0.0	0	0.0	0	0.0	0
Grand Total	81,276	0.0	17,688	0.0	32,463	0.0	99,490	0.0	0

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL ENGAGEMENT								
Pay Plan - 0000012								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	6	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	5	0.00
ACCOUNT CLERK II	0	0.00	0	0.00	0	0.00	5	0.00
ACCOUNTANT II	0	0.00	0	0.00	0	0.00	747	0.00
PLANNER III	0	0.00	0	0.00	0	0.00	9	0.00
PERSONNEL CLERK	0	0.00	0	0.00	0	0.00	161	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	0	0.00	853	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	0	0.00	1,217	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	0	0.00	6,556	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	0	0.00	357	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	0	0.00	5	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	0	0.00	888	0.00
WORKFORCE DEVELOPMENT SPEC II	0	0.00	0	0.00	0	0.00	1,139	0.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	0	0.00	0	0.00	2,825	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	0	0.00	2,652	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	0	0.00	72	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	17,497	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$17,497	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$12,587	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$4,484	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$426	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS & COMMUNITY SOLUTIONS								
Pay Plan - 0000012								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	289	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	454	0.00
ACCOUNTING GENERALIST II	0	0.00	0	0.00	0	0.00	873	0.00
RESEARCH ANAL I	0	0.00	0	0.00	0	0.00	6	0.00
RESEARCH ANAL III	0	0.00	0	0.00	0	0.00	466	0.00
PLANNER III	0	0.00	0	0.00	0	0.00	542	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	0	0.00	1,170	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	0	0.00	50	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	0	0.00	2,588	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	0	0.00	2,414	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	0	0.00	2,264	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	0	0.00	9,886	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	0	0.00	1,631	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	0	0.00	3,210	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	0	0.00	1,380	0.00
MISCELLANEOUS TECHNICAL	0	0.00	0	0.00	0	0.00	1	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	0	0.00	5	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	0	0.00	1,518	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	28,747	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$28,747	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$15,596	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$9,769	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$3,382	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO COMMUNITY SVS COMM								
Pay Plan - 0000012								
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	0	0.00	306	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	0	0.00	216	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	0	0.00	1,110	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	0	0.00	617	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	2,249	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$2,249	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$2,249	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START								
Pay Plan - 0000012								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	314	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	0	0.00	2,460	0.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	0	0.00	0	0.00	2,522	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	0	0.00	351	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	0	0.00	1	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	0	0.00	978	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	6,626	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$6,626	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$414	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$6,212	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO JOB DEV FUND TRANSFER								
Pay Plan - 0000012								
TRANSFERS OUT	0	0.00	0	0.00	0	0.00	8,096	0.00
TOTAL - TRF	0	0.00	0	0.00	0	0.00	8,096	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$8,096	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$8,096	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STRATEGY AND PERFORM								
Pay Plan - 0000012								
RESEARCH ANAL II	0	0.00	0	0.00	0	0.00	611	0.00
RESEARCH ANAL III	0	0.00	0	0.00	0	0.00	73	0.00
RESEARCH ANAL IV	0	0.00	0	0.00	0	0.00	2	0.00
EXECUTIVE II	0	0.00	0	0.00	0	0.00	386	0.00
PLANNER II	0	0.00	0	0.00	0	0.00	6	0.00
PLANNER III	0	0.00	0	0.00	0	0.00	1,903	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	0	0.00	278	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	0	0.00	851	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	0	0.00	2,228	0.00
WORKFORCE DEVELOPMENT SPEC II	0	0.00	0	0.00	0	0.00	17	0.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	0	0.00	0	0.00	43	0.00
RESEARCH MANAGER B2	0	0.00	0	0.00	0	0.00	694	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	0	0.00	374	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	0	0.00	0	0.00	2,314	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	0	0.00	1,586	0.00
LEGAL COUNSEL	0	0.00	0	0.00	0	0.00	13	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	0	0.00	5	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	0	0.00	996	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	0	0.00	0	0.00	75	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	0	0.00	674	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	13,129	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$13,129	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$10,662	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$674	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$1,793	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MILITARY ADVOCATE								
Pay Plan - 0000012								
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	0	0.00	1,313	0.00
OTHER	0	0.00	0	0.00	0	0.00	371	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	1,684	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$1,684	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$1,684	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM-TRANSFER								
Pay Plan - 0000012								
TRANSFERS OUT	0	0.00	0	0.00	0	0.00	23,841	0.00
TOTAL - TRF	0	0.00	0	0.00	0	0.00	23,841	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$23,841	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$23,841	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM								
Pay Plan - 0000012								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	777	0.00
PUBLIC INFORMATION SPEC I	0	0.00	0	0.00	0	0.00	406	0.00
PUBLIC INFORMATION SPEC II	0	0.00	0	0.00	0	0.00	1,525	0.00
PUBLIC INFORMATION COOR	0	0.00	0	0.00	0	0.00	513	0.00
TOURIST ASST	0	0.00	0	0.00	0	0.00	2,274	0.00
TOURIST CENTER SPV	0	0.00	0	0.00	0	0.00	2,840	0.00
MANAGEMENT ANALYSIS SPEC I	0	0.00	0	0.00	0	0.00	518	0.00
ECON DEV INFO & ADV COOR	0	0.00	0	0.00	0	0.00	4	0.00
COMMUNITY DEV REP I	0	0.00	0	0.00	0	0.00	402	0.00
COMMUNITY DEV REP II	0	0.00	0	0.00	0	0.00	476	0.00
FISCAL & ADMINISTRATIVE MGR B1	0	0.00	0	0.00	0	0.00	589	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	0	0.00	2,929	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	0	0.00	831	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	0	0.00	968	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	0	0.00	2,237	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	0	0.00	480	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	17,769	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$17,769	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$17,769	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ADMINISTRATIVE SERVICES								
Pay Plan - 0000012								
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	5	0.00
ACCOUNTANT I	0	0.00	0	0.00	0	0.00	424	0.00
ACCOUNTANT II	0	0.00	0	0.00	0	0.00	499	0.00
BUDGET ANAL III	0	0.00	0	0.00	0	0.00	673	0.00
PERSONNEL OFFICER	0	0.00	0	0.00	0	0.00	451	0.00
PERSONNEL ANAL I	0	0.00	0	0.00	0	0.00	381	0.00
EXECUTIVE I	0	0.00	0	0.00	0	0.00	454	0.00
FISCAL & ADMINISTRATIVE MGR B1	0	0.00	0	0.00	0	0.00	781	0.00
FISCAL & ADMINISTRATIVE MGR B2	0	0.00	0	0.00	0	0.00	844	0.00
HUMAN RESOURCES MGR B1	0	0.00	0	0.00	0	0.00	618	0.00
HUMAN RESOURCES MGR B2	0	0.00	0	0.00	0	0.00	850	0.00
STATE DEPARTMENT DIRECTOR	0	0.00	0	0.00	0	0.00	1,388	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	0	0.00	0	0.00	904	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	0	0.00	669	0.00
LEGAL COUNSEL	0	0.00	0	0.00	0	0.00	6	0.00
CHIEF COUNSEL	0	0.00	0	0.00	0	0.00	1,500	0.00
SENIOR COUNSEL	0	0.00	0	0.00	0	0.00	8	0.00
OFFICE WORKER MISCELLANEOUS	0	0.00	0	0.00	0	0.00	2	0.00
DEPUTY GENERAL COUNSEL	0	0.00	0	0.00	0	0.00	742	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	0	0.00	586	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	0	0.00	0	0.00	2	0.00
DIR OF LEGISLATIVE AFFAIRS	0	0.00	0	0.00	0	0.00	2	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	11,789	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$11,789	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$8,396	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$512	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$2,881	0.00

NEW DECISION ITEM
RANK: 2 OF

Department: Economic Development	Budget Unit <u>Various</u>
Division:	
DI Name Above & Beyond Performance Incentives DI# 0000017	HB Section <u>Various</u>

1. AMOUNT OF REQUEST

	FY 2021 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
Total	0	0	0	0

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

Est. Fringe	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:

	FY 2021 Governor's Recommendation			
	GR	Federal	Other	Total
PS	10,137	36,948	36,196	83,281
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	10,137	36,948	36,196	83,281

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

Est. Fringe	3,254	11,860	11,619	26,733
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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:

2. THIS REQUEST CAN BE CATEGORIZED AS:

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

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

The Governor's Fiscal Year 2021 budget includes appropriation authority for Above and Beyond performance incentives. The ability to provide a link between compensation, "above and beyond" performance, and accountability is a proven best practice for employee reward and recognition programs used in other state governments and the private sector. The Division of Personnel partnered with all executive branch departments and a consulting firm to develop a new, top quality evaluation process, with supporting training for all supervisors and tools, to enable department leadership to identify those team members who are delivering exceptional performance. The program is designed to incentivize these individuals to continue this high level of performance and others to raise their game. With the goal of retaining those identified as top performers and the anticipation that these top performers will continue to deliver exceptional results, the request is for funding to be appropriated which provides top performers with a temporary salary increase for the services to be performed over the next year.

NEW DECISION ITEM
RANK: 2 **OF**

Department: <u>Economic Development</u>	Budget Unit <u>Various</u>
Division: <u> </u>	
DI Name <u>Above & Beyond Performance Incentives</u> DI# <u>0000017</u>	HB Section <u>Various</u>

3. WHY IS THIS FUNDING NEEDED? (Continued)

This request is essential to the state government's transformation of its approach to compensation and incentive practices to be in line with proven best practices in high performing organizations. Along with other rewards and recognition, such monetary incentives help sustain and motivate performance. Other state governments have adopted similar approaches to incentivize individuals to continue truly exceptional performance. Such approaches can incentivize not only continued excellent performance in current roles but also a commitment to continuous improvement and additional professional development.

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

The appropriated amount is based on departments providing performance incentives of 5% for the top 10% of employees with incentives capped at \$2,500 per employee. The appropriated amount will cover half of the anticipated cost of the performance incentives. Departments will cover the remaining half of the cost within their core budgets.

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

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

Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS
100-Salaries and Wages							0		
100-Salaries and Wages	10,137		36,948		36,196		83,281	0.0	
Total PS	10,137	0.0	36,948	0.0	36,196	0.0	83,281	0.0	0
Grand Total	10,137	0.0	36,948	0.0	36,196	0.0	83,281	0.0	0

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ABOVE AND BEYOND								
Above & Beyond Perf Incentives - 0000017								
OTHER	0	0.00	0	0.00	0	0.00	83,281	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	83,281	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$83,281	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$10,137	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$36,948	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$36,196	0.00

NEW DECISION ITEM
RANK: 2 OF _____

Department: Economic Development	Budget Unit <u>Various</u>
Division:	
DI Name: Mileage Reimbursement Rate Increase DI# 0000015	HB Section <u>Various</u>

1. AMOUNT OF REQUEST

FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	762	1,149	1,388	3,299	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	762	1,149	1,388	3,299	Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00

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

Est. Fringe	0	0	0	0
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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: _____

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>Mileage Reimbursement Rate Increase</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.

Departments were appropriated FY 2020 funding for a \$.06 increase in the mileage reimbursement rate, from \$.37 to \$.43, the first year of a proposed three-year \$.18 increase. This request is for an additional \$.06 increase, which would bring the mileage reimbursement rate to \$.49.

NEW DECISION ITEM
RANK: 2 OF _____

Department: Economic Development	Budget Unit Various
Division:	
DI Name: Mileage Reimbursement Rate Increase DI# 0000015	HB Section Various

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

This request will increase the State of Missouri mileage reimbursement rate from \$.43 to \$.49. As can be seen in the table below, the current federal mileage reimbursement rate is \$.58.

Mileage Reimbursement Rates

	Jan. 1, 2013 - Dec. 31, 2013	Jan. 1, 2014 - Dec. 31, 2014	Jan. 1, 2015 - Dec. 31, 2015	Jan. 1, 2016 - Dec. 31, 2016	Jan. 1, 2017 - Dec. 31, 2017	Jan. 1, 2018 - Dec. 31, 2018	Jan. 1, 2019 - June 30, 2019	July 1, 2019 - June 30, 2020
IRS	56.5	56	57.5	54	53.5	54.5	58	58
State of Missouri	37	37	37	37	37	37	37	43

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
140 Travel In-State	762		1,149		1,388		3,299 0 0		
Total EE	762		1,149		1,388		3,299		0
Grand Total	762	0.0	1,149	0.0	1,388	0.0	3,299	0.0	0

RANK: 2 OF

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL ENGAGEMENT								
Mileage Reimburse Rate Incr - 0000015								
TRAVEL, IN-STATE	0	0.00	0	0.00	762	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	762	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$762	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$762	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

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MILEAGE REIMBURSEMENT								
CORE								
TRAVEL, IN-STATE	0	0.00	3,299	0.00	0	0.00	0	0.00
TOTAL - EE	0	0.00	3,299	0.00	0	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$3,299	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE								
	\$0	0.00	\$762	0.00	\$0	0.00		0.00
FEDERAL FUNDS								
	\$0	0.00	\$1,149	0.00	\$0	0.00		0.00
OTHER FUNDS								
	\$0	0.00	\$1,388	0.00	\$0	0.00		0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
CDBG PROGRAM								
Mileage Reimburse Rate Incr - 0000015								
TRAVEL, IN-STATE	0	0.00	0	0.00	1,149	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	1,149	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,149	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$1,149	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START								
Mileage Reimburse Rate Incr - 0000015								
TRAVEL, IN-STATE	0	0.00	0	0.00	1,388	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	1,388	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,388	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$1,388	0.00		0.00

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43010C
Division:	Regional Engagement	HB Section:	7.005
Core:	Regional Engagement		

1. CORE FINANCIAL SUMMARY				
FY 2021 Budget Request				
	GR	Federal	Other	Total
PS	775,313	446,383	41,987	1,263,683
EE	329,172	58,558	0	387,730
PSD	8,000	0	0	8,000
TRF	0	0	0	0
Total	1,112,485	504,941	41,987	1,659,413
FTE	16.57	7.92	0.57	25.06
Est. Fringe	473,598	250,700	21,208	745,506
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:	Economic Development Administrative Revolving Fund (0547)			
Federal Funds:	Community Development Block Grant (0123)			
	Job Development and Training Fund (0155)			

2. CORE DESCRIPTION				
<p>The Regional Engagement Division fosters regional economic growth by providing technical assistance and coordinating the delivery of tailored solutions for business retention and expansion and community development projects. The Division houses DED's project managers and serves as the first and primary contact for DED's local partners and business and community customers as they access state, federal and partner agency resources.</p> <p>The division consists of six regional teams that span the entire state. These team members are a part of their region, rural, urban, or suburban, providing input on plans, initiatives, and priorities of the communities. They develop relationships, share program knowledge, and deliver solutions aimed at addressing the capacity for growth of businesses and communities.</p> <p>The Federal FTE have been reduced. Refer to the corresponding New Decision Item that does not result in a net increase of FTE or funding for the Department.</p> <p>The Business Recruitment and Marketing program funding is also housed under this division and can be found in a separate Core Decision Item form.</p>				

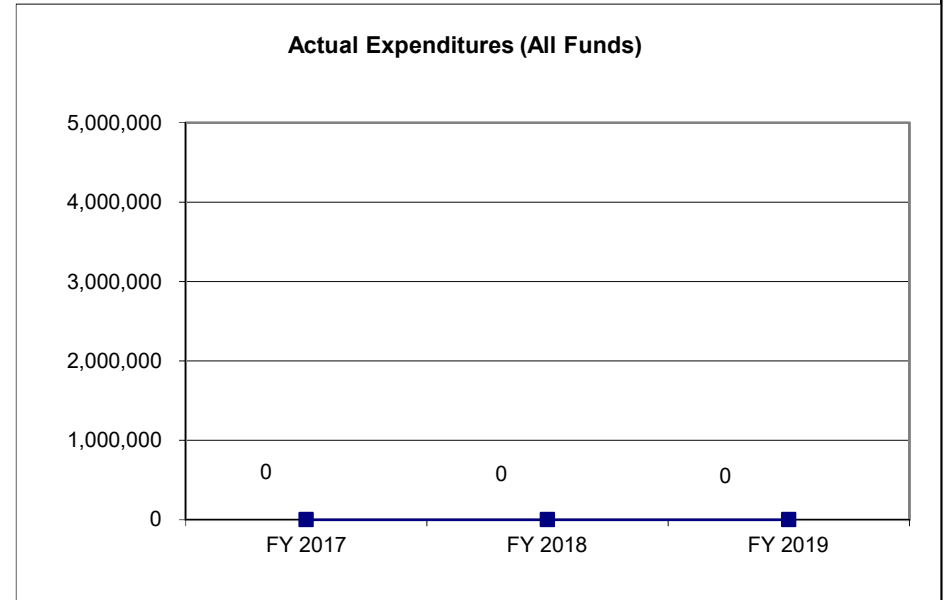
3. PROGRAM LISTING (list programs included in this core funding)
Regional Engagement

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43010C
Division:	Regional Engagement		
Core:	Regional Engagement	HB Section:	7.005

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	0	0	0	1,888,855
Less Reverted (All Funds)	0	0	0	(37,391)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	0	0	1,851,464
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



*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
REGIONAL ENGAGEMENT**

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		PS	37.06	909,963	541,937	41,987	1,493,887	
		EE	0.00	328,410	58,558	0	386,968	
		PD	0.00	8,000	0	0	8,000	
		Total	37.06	1,246,373	600,495	41,987	1,888,855	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	2385 5089	PS	(8.00)	0	0	0	0	Core reduction from 0155. Tied to NDI.
Core Reallocation	1494 5087	EE	0.00	762	0	0	762	Reallocation for Mileage Reimbursement
Core Reallocation	2326 5088	PS	(1.75)	0	(95,554)	0	(95,554)	Reallocating FTE and accompanying PS to BCS.
Core Reallocation	2326 5086	PS	(2.25)	(134,650)	0	0	(134,650)	Reallocating FTE and accompanying PS to BCS.
NET DEPARTMENT CHANGES			(12.00)	(133,888)	(95,554)	0	(229,442)	
DEPARTMENT CORE REQUEST								
		PS	25.06	775,313	446,383	41,987	1,263,683	
		EE	0.00	329,172	58,558	0	387,730	
		PD	0.00	8,000	0	0	8,000	
		Total	25.06	1,112,485	504,941	41,987	1,659,413	
GOVERNOR'S RECOMMENDED CORE								
		PS	25.06	775,313	446,383	41,987	1,263,683	
		EE	0.00	329,172	58,558	0	387,730	

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
REGIONAL ENGAGEMENT

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	8,000	0	0	8,000	
	Total	25.06	1,112,485	504,941	41,987	1,659,413	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL ENGAGEMENT								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	909,963	18.82	775,313	16.57	775,313	16.57
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	145,501	2.67	49,947	0.92	49,947	0.92
DIV JOB DEVELOPMENT & TRAINING	0	0.00	396,436	15.00	396,436	7.00	396,436	7.00
DED ADMINISTRATIVE	0	0.00	41,987	0.57	41,987	0.57	41,987	0.57
TOTAL - PS	0	0.00	1,493,887	37.06	1,263,683	25.06	1,263,683	25.06
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	328,410	0.00	329,172	0.00	329,172	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	58,558	0.00	58,558	0.00	58,558	0.00
TOTAL - EE	0	0.00	386,968	0.00	387,730	0.00	387,730	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	8,000	0.00	8,000	0.00	8,000	0.00
TOTAL - PD	0	0.00	8,000	0.00	8,000	0.00	8,000	0.00
TOTAL	0	0.00	1,888,855	37.06	1,659,413	25.06	1,659,413	25.06
Pay Plan - 0000012								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	12,587	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	0	0.00	0	0.00	520	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	0	0.00	0	0.00	3,964	0.00
DED ADMINISTRATIVE	0	0.00	0	0.00	0	0.00	426	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	17,497	0.00
TOTAL	0	0.00	0	0.00	0	0.00	17,497	0.00
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	13,446	0.00	13,446	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	0	0.00	2,151	0.00	2,151	0.00
DED ADMINISTRATIVE	0	0.00	0	0.00	620	0.00	620	0.00
TOTAL - PS	0	0.00	0	0.00	16,217	0.00	16,217	0.00
TOTAL	0	0.00	0	0.00	16,217	0.00	16,217	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL ENGAGEMENT								
Market Adj Pay PI FY20 C-to-C - 0000014								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	150	0.00	150	0.00
TOTAL - PS	0	0.00	0	0.00	150	0.00	150	0.00
TOTAL	0	0.00	0	0.00	150	0.00	150	0.00
Mileage Reimburse Rate Incr - 0000015								
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	0	0.00	762	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	762	0.00	0	0.00
TOTAL	0	0.00	0	0.00	762	0.00	0	0.00
Regional Engagement NDI - 1419002								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	470,000	8.00	470,000	8.00
TOTAL - PS	0	0.00	0	0.00	470,000	8.00	470,000	8.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	0	0.00	30,000	0.00	30,000	0.00
TOTAL - EE	0	0.00	0	0.00	30,000	0.00	30,000	0.00
TOTAL	0	0.00	0	0.00	500,000	8.00	500,000	8.00
GRAND TOTAL	\$0	0.00	\$1,888,855	37.06	\$2,176,542	33.06	\$2,193,277	33.06

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43010C BUDGET UNIT NAME: Regional Engagement HOUSE BILL SECTION: 7.005	DEPARTMENT: Economic Development DIVISION: Regional Engagement
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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/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.

- Regional Engagement PS (0101) - $\$775,313 \times 10\% = \$77,531$ and Regional Engagement EE (0101) - $\$337,172 \times 10\% = \$33,717$
 - Regional Engagement PS (0155) - $\$396,436 \times 10\% = \$39,644$ and Regional Engagement EE (0155) - $\$58,558 \times 10\% = \$5,856$

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

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

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

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

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL ENGAGEMENT								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	42,451	1.00	0	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	34,036	1.00	0	0.00	0	0.00
ACCOUNT CLERK II	0	0.00	36,174	0.92	0	0.00	0	0.00
ACCOUNTANT II	0	0.00	73,660	1.00	73,660	1.00	73,660	1.00
PLANNER III	0	0.00	58,004	1.00	0	0.00	0	0.00
PERSONNEL CLERK	0	0.00	36,114	1.00	15,566	0.43	15,566	0.43
MARKETING SPECIALIST I	0	0.00	84,100	1.75	84,100	1.75	84,100	1.75
MARKETING SPECIALIST II	0	0.00	8,937	1.80	121,525	4.37	121,525	4.37
MARKETING SPECIALIST III	0	0.00	284,087	4.74	376,485	6.66	376,485	6.66
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	35,215	1.00	35,215	1.00	35,215	1.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	34,847	1.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	220,407	4.00	85,563	2.00	85,563	2.00
WORKFORCE DEVELOPMENT SPEC I	0	0.00	0	9.00	0	1.00	0	1.00
WORKFORCE DEVELOPMENT SPEC II	0	0.00	113,926	2.00	113,926	2.00	113,926	2.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	282,510	4.00	282,510	4.00	282,510	4.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	142,343	1.75	68,057	0.75	68,057	0.75
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	106	0.00	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	6,970	0.10	7,076	0.10	7,076	0.10
TOTAL - PS	0	0.00	1,493,887	37.06	1,263,683	25.06	1,263,683	25.06
TRAVEL, IN-STATE	0	0.00	66,933	0.00	67,695	0.00	67,695	0.00
TRAVEL, OUT-OF-STATE	0	0.00	27,470	0.00	27,470	0.00	27,470	0.00
FUEL & UTILITIES	0	0.00	4,428	0.00	4,428	0.00	4,428	0.00
SUPPLIES	0	0.00	48,968	0.00	48,968	0.00	48,968	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	56,531	0.00	56,531	0.00	56,531	0.00
COMMUNICATION SERV & SUPP	0	0.00	74,844	0.00	74,844	0.00	74,844	0.00
PROFESSIONAL SERVICES	0	0.00	79,058	0.00	79,058	0.00	79,058	0.00
M&R SERVICES	0	0.00	4,024	0.00	4,024	0.00	4,024	0.00
COMPUTER EQUIPMENT	0	0.00	3,350	0.00	3,350	0.00	3,350	0.00
MOTORIZED EQUIPMENT	0	0.00	1,060	0.00	1,060	0.00	1,060	0.00
OFFICE EQUIPMENT	0	0.00	8,423	0.00	8,423	0.00	8,423	0.00
OTHER EQUIPMENT	0	0.00	3,355	0.00	3,355	0.00	3,355	0.00
PROPERTY & IMPROVEMENTS	0	0.00	830	0.00	830	0.00	830	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL ENGAGEMENT								
CORE								
BUILDING LEASE PAYMENTS	0	0.00	910	0.00	910	0.00	910	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	1,547	0.00	1,547	0.00	1,547	0.00
MISCELLANEOUS EXPENSES	0	0.00	3,698	0.00	3,698	0.00	3,698	0.00
REBILLABLE EXPENSES	0	0.00	1,539	0.00	1,539	0.00	1,539	0.00
TOTAL - EE	0	0.00	386,968	0.00	387,730	0.00	387,730	0.00
PROGRAM DISTRIBUTIONS	0	0.00	8,000	0.00	8,000	0.00	8,000	0.00
TOTAL - PD	0	0.00	8,000	0.00	8,000	0.00	8,000	0.00
GRAND TOTAL	\$0	0.00	\$1,888,855	37.06	\$1,659,413	25.06	\$1,659,413	25.06
GENERAL REVENUE	\$0	0.00	\$1,246,373	18.82	\$1,112,485	16.57	\$1,112,485	16.57
FEDERAL FUNDS	\$0	0.00	\$600,495	17.67	\$504,941	7.92	\$504,941	7.92
OTHER FUNDS	\$0	0.00	\$41,987	0.57	\$41,987	0.57	\$41,987	0.57

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.005

Program Name: Regional Engagement

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

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

- Perform proactive business and community outreach visits with customers to understand the needs, opportunities, and challenges for future growth across rural, urban, and suburban areas of the state.
- Provide customized program solutions and technical assistance to business and community customers with incentives and other resources available.
- Coordinate existing business expansion projects, and related infrastructure projects, in support of retained and increased employment and capital investment. Coordination is comprehensive, from identifying business needs and opportunities to proposing solutions and assisting with program enrollment.

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

	FY2017 Actual	FY2018 Actual	FY2019 Projected	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Technical Assistance	N/A	N/A	N/A	N/A	300	315	331
Projects Opened	180	144	163	122	134	148	162
Accepted and Enrolled	109	136	136	103	113	125	137

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

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

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

Note 4: FY2020-2022 Projected for Projects Opened and Accepted and Enrolled is based on ten percent growth of the previous year.

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

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Customer Service Experience	N/A	N/A	90%	92%	94%	96%

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

Note 2: Survey incorporated new methodology for FY2019. Data includes 42 respondents.

PROGRAM DESCRIPTION

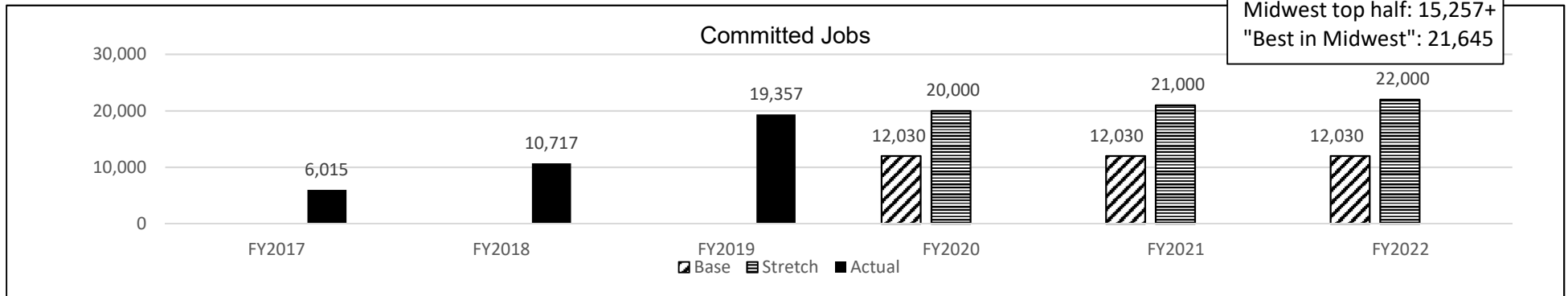
Department: Economic Development

HB Section(s): 7.005

Program Name: Regional Engagement

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

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

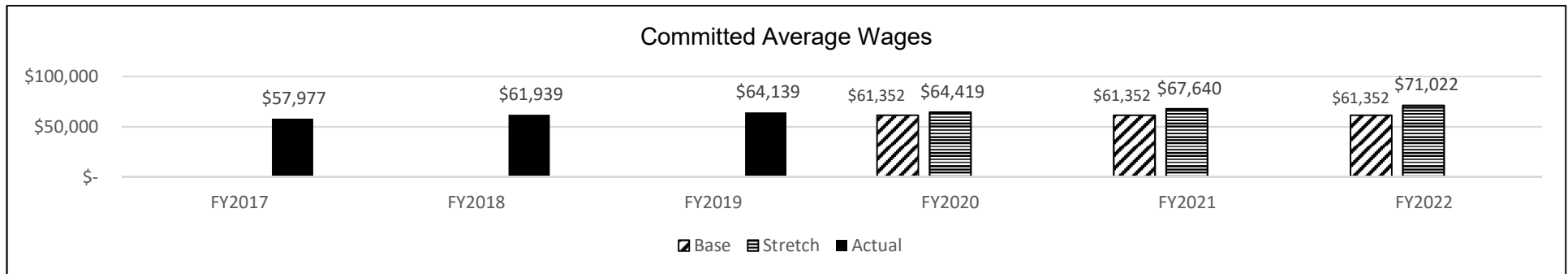


Note 1: Committed Jobs represents those jobs to be created or retained in growth opportunities facilitated.

Note 2: FY2020 base is an average of FY2017-2019 actuals and remains consistent.

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

Note 4: New and retained job commitments vary significantly with industry and economic conditions. FY2019 committed jobs includes significant retention commitments. FY2020-2022 projections adjust for these one time commitments and plan for future growth.



Note 1: Committed Average Wages represents wage thresholds for created or retained jobs at the time of proposal acceptance or program enrollment.

Note 2: FY2020 base is an average of FY2017-2019 actuals and remains consistent. Stretch goals for payroll assumes a 5% increase annually.

PROGRAM DESCRIPTION

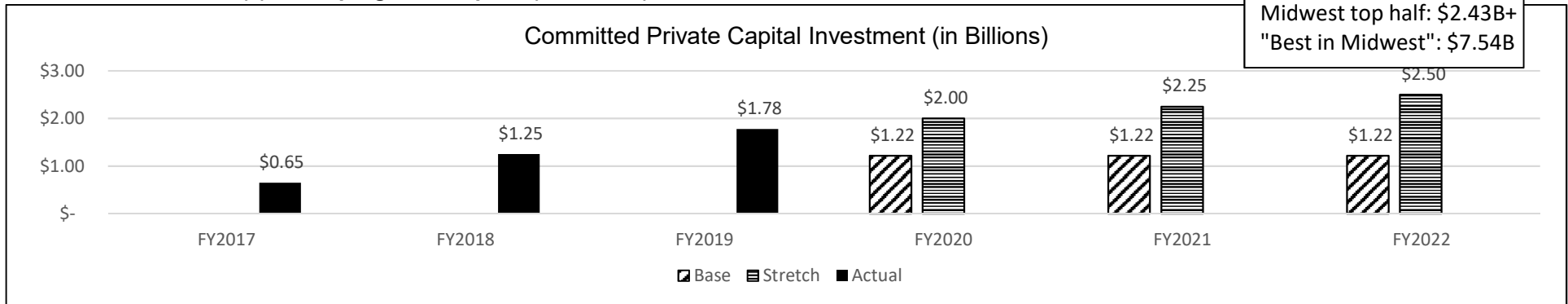
Department: Economic Development

HB Section(s): 7.005

Program Name: Regional Engagement

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

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

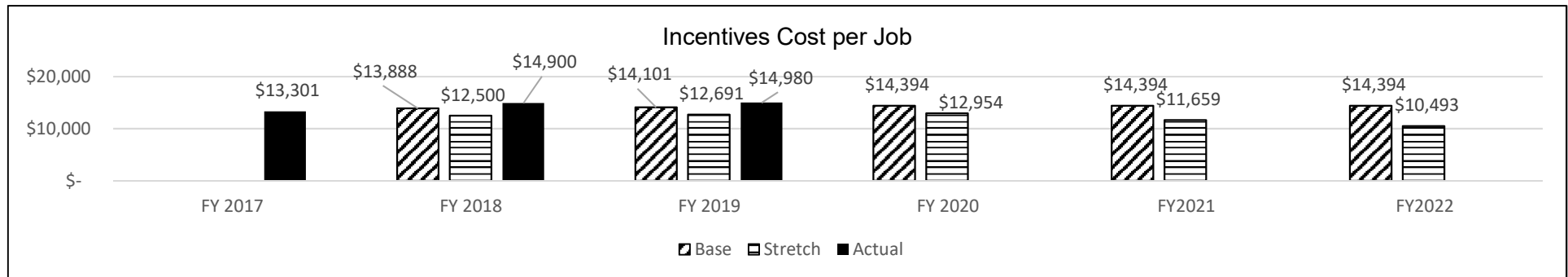


Note 1: Committed Private Capital Investment represents planned expenditures at the time of proposal acceptance or program enrollment.

Note 2: FY2020 base is an average of FY2017-2019 actuals and remains consistent. Stretch targets advance Missouri into the Midwest's top half by FY2022.

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

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



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

Note 2: Base targets for FY2020-2022 are based on the averages of FY2017-2019 actuals. Stretch targets assume a 10% decrease in the state's incentives cost per job.

PROGRAM DESCRIPTION

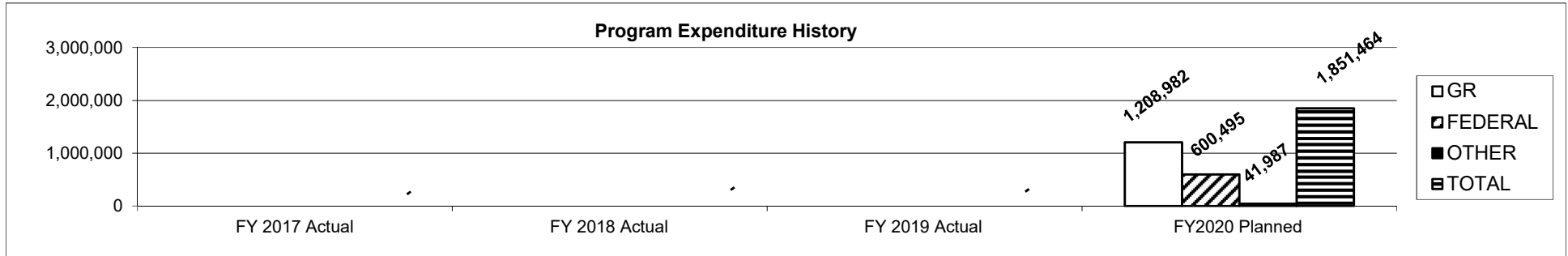
Department: Economic Development

HB Section(s): 7.005

Program Name: Regional Engagement

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

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



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

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

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

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

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

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

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

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

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

NEW DECISION ITEM
RANK: 8 OF 11

Department: Economic Development	Budget Unit 43010C
Division: Regional Engagement	
DI Name: Regional Engagement NDI DI# 1419002	HB Section 7.005

1. AMOUNT OF REQUEST

	FY 2021 Budget Request				
	GR	Federal	Other	Total	E
PS	470,000	0	0	470,000	
EE	30,000	0	0	30,000	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	500,000	0	0	500,000	

FTE 8.00 0.00 0.00 8.00

Est. Fringe	259,366	0	0	259,366
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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:

	FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total	E
PS	470,000	0	0	470,000	
EE	30,000	0	0	30,000	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	500,000	0	0	500,000	

FTE 8.00 0.00 0.00 8.00

Est. Fringe	259,366	0	0	259,366
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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:

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.

The Regional Engagement Division is eliminating 8.0 FTE from Federal that are currently unfunded and are requesting the same 8.0 FTE and corresponding funding under General Revenue. These team members foster regional economic growth by providing technical assistance and coordinating the delivery of tailored solutions for business retention and expansion and community development projects. They are a part of their region, rural, urban, or suburban, providing input on plans, initiatives, and priorities of the communities. The request accompanies savings and prioritizes investments that do not result in a net increase of FTE or funding for the Department.

The Division houses DED's project managers within six regional teams. These teams serve as the first and primary contact for DED's local partners and business and community customers as they access state, federal and partner agency resources.

NEW DECISION ITEM

RANK: 8 **OF** 11

Department: Economic Development	Budget Unit <u>43010C</u>
Division: Regional Engagement	
DI Name: Regional Engagement NDI	DI# <u>1419002</u>
	HB Section <u>7.005</u>

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

Three team leader positions and five project management positions round out these regional teams with \$470,000 of personal service. These positions and regional teams would be coupled with \$30,000 in expense and equipment supporting travel and office needs across the regions. This request shifts the funding for these priority areas and already anticipated positions. The positions enable the successful build out of the regional teams following the completion of internal reallocation of resources within the new department divisions. All positions are established in the human resource system and available for appointment with this requested spending authority and funding.

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
100/008092/Comm & Econ Dev Manager	195,000	3.0					195,000	3.0		
100/007887/Marketing Specialist III	275,000	5.0					275,000	5.0		
Total PS	470,000	8.0	0	0.0	0	0.0	470,000	8.0	0	
140/Travel, In-State	10,000						10,000			
160/Travel, Out-State	5,000						5,000			
190/Supplies	2,500						2,500			
680/Building Lease Payments	12,500						12,500			
Total EE	30,000		0		0		30,000		0	
Program Distributions					0		0			
Total PSD	0		0		0		0		0	
Transfers	0						0			
Total TRF	0		0		0		0		0	
Grand Total	500,000	8.0	0	0.0	0	0.0	500,000	8.0	0	

NEW DECISION ITEM

RANK: 8 **OF** 11

Department: Economic Development				Budget Unit		43010C				
Division: Regional Engagement										
DI Name: Regional Engagement NDI		DI# 1419002		HB Section		7.005				
	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
Budget Object Class/Job Class										
100/008092/Comm & Econ Dev Manager	195,000	3.0					195,000	3.0		
100/007887/Marketing Specialist III	275,000	5.0					275,000	5.0		
Total PS	470,000	8.0	0	0.0	0	0.0	470,000	8.0	0	
140/Travel, In-State	10,000						10,000			
160/Travel, Out-State	5,000						5,000			
190/Supplies	2,500						2,500			
680/Building Lease Payments	12,500						12,500			
Total EE	30,000		0		0		30,000		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers	0									
Total TRF	0		0		0		0		0	
Grand Total	500,000	8.0	0	0.0	0	0.0	500,000	8.0	0	

NEW DECISION ITEM

RANK: 8 **OF** 11

Department: Economic Development	Budget Unit <u>43010C</u>
Division: Regional Engagement	
DI Name: Regional Engagement NDI DI# <u>1419002</u>	HB Section <u>7.005</u>

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

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

Please refer to the Regional Engagement core.

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

Please refer to the Regional Engagement core.

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

Please refer to the Regional Engagement core.

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

Please refer to the Regional Engagement core.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The Regional Engagement team members are a part of their region, rural, urban, or suburban, providing input on plans, initiatives, and priorities of the communities. They develop relationships, share program knowledge, and deliver solutions aimed at addressing the capacity for growth of businesses and communities.

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL ENGAGEMENT								
Regional Engagement NDI - 1419002								
MARKETING SPECIALIST III	0	0.00	0	0.00	275,000	5.00	275,000	5.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	195,000	3.00	195,000	3.00
TOTAL - PS	0	0.00	0	0.00	470,000	8.00	470,000	8.00
TRAVEL, IN-STATE	0	0.00	0	0.00	10,000	0.00	10,000	0.00
TRAVEL, OUT-OF-STATE	0	0.00	0	0.00	5,000	0.00	5,000	0.00
SUPPLIES	0	0.00	0	0.00	2,500	0.00	2,500	0.00
BUILDING LEASE PAYMENTS	0	0.00	0	0.00	12,500	0.00	12,500	0.00
TOTAL - EE	0	0.00	0	0.00	30,000	0.00	30,000	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$500,000	8.00	\$500,000	8.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$500,000	8.00	\$500,000	8.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43015C						
Division:	Regional Engagement								
Core:	Business Recruitment and Marketing	HB Section	7.005						
1. CORE FINANCIAL SUMMARY									
	FY 2021 Budget Request					FY 2021 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	2,250,000	2,250,000	EE	0	0	2,250,000	2,250,000
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	2,250,000	2,250,000	Total	0	0	2,250,000	2,250,000
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:	Economic Development Advancement Fund (0783)				Other Funds:	Economic Development Advancement Fund (0783)			
2. CORE DESCRIPTION									
The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. This fund grants the Department the authority to collect a fee from awardees on certain state tax credits issued, direct those fees to the fund, and pay the costs of the contract.									
The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners. These efforts also include maintaining relationships with national site selection firms and coordinating opportunities with DED international offices for foreign investment opportunities.									
The contract provides for an integrated partnership with the Department's Regional Engagement Division staff who work to customize solutions statewide. The private component of the initiative calls for matching private dollars to be contributed through the Hawthorn Foundation to add to the reach and impact of the efforts.									
3. PROGRAM LISTING (list programs included in this core funding)									
Business Recruitment and Marketing									

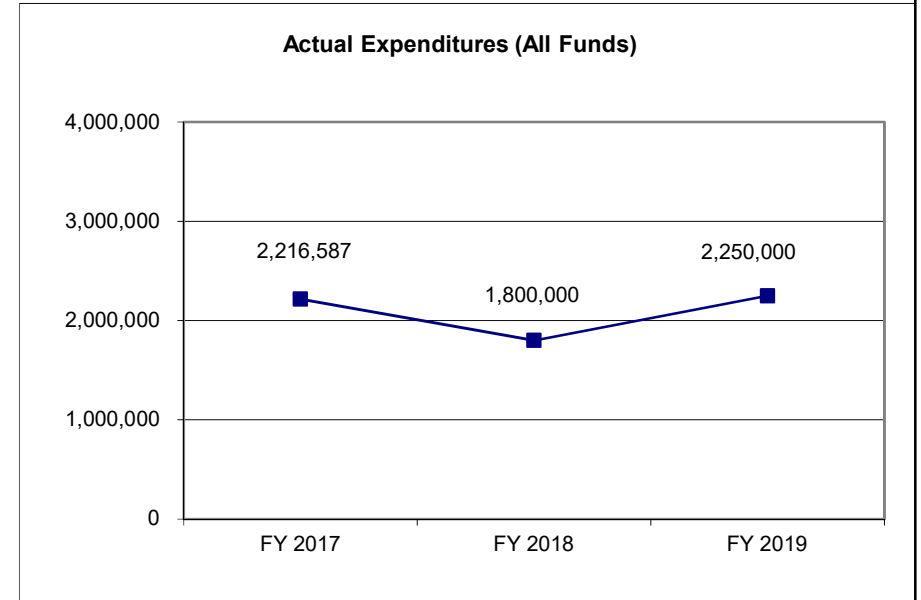
CORE DECISION ITEM

Department: Economic Development
Division: Regional Engagement
Core: Business Recruitment and Marketing

Budget Unit 43015C
HB Section 7.005

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	2,250,000	1,800,000	2,250,000	2,250,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	2,250,000	1,800,000	2,250,000	2,250,000
Actual Expenditures (All Funds)	2,216,587	1,800,000	2,250,000	N/A
Unexpended (All Funds)	33,413	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	33,413	0	0	N/A



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

NOTES:

CORE RECONCILIATION DETAIL

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

5. CORE RECONCILIATION DETAIL

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

DED - BRASS REPORT 9

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS RECRUITMENT AND MARKETING								
CORE								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	2,250,000	0.00	2,250,000	0.00	2,250,000	0.00
TOTAL - EE	0	0.00	2,250,000	0.00	2,250,000	0.00	2,250,000	0.00
TOTAL	0	0.00	2,250,000	0.00	2,250,000	0.00	2,250,000	0.00
Business Recruitment/Marketing - 1419003								
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	0	0.00	750,000	0.00	750,000	0.00
TOTAL - PD	0	0.00	0	0.00	750,000	0.00	750,000	0.00
TOTAL	0	0.00	0	0.00	750,000	0.00	750,000	0.00
GRAND TOTAL	\$0	0.00	\$2,250,000	0.00	\$3,000,000	0.00	\$3,000,000	0.00

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DED - BRASS REPORT 9

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUSINESS RECRUITMENT&MARKETING								
CORE								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	2,250,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	2,250,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL	2,250,000	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$2,250,000	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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im_disummary

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS RECRUITMENT AND MARKETING								
CORE								
PROFESSIONAL SERVICES	0	0.00	2,250,000	0.00	2,250,000	0.00	2,250,000	0.00
TOTAL - EE	0	0.00	2,250,000	0.00	2,250,000	0.00	2,250,000	0.00
GRAND TOTAL	\$0	0.00	\$2,250,000	0.00	\$2,250,000	0.00	\$2,250,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$2,250,000	0.00	\$2,250,000	0.00	\$2,250,000	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

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

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric

1b. What does this program do?

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

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

	FY2017 Actual	FY2018 Actual	FY2019 Projected	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Qualified Leads	401	278	401	266	300	309	318
Projects Opened	88	107	110	102	100	103	106
Projects Announced	24	20	24	23	27	28	29
Capacity Building	6	15*	15	32	35	36	37

Note 1: Projections are provided by the contractor for FY2020 and then adjusted to reflect a 3% growth rate.

Note 2: Capacity building includes facilitated community assessments and coordinated outreach trips, trade shows, and technical assistance with community partners. *FY2018 was the first year of facilitated community training events.

PROGRAM DESCRIPTION

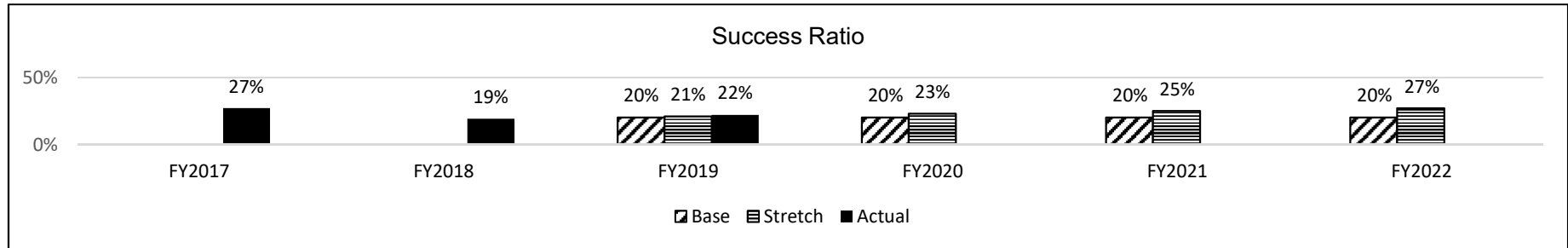
Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

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

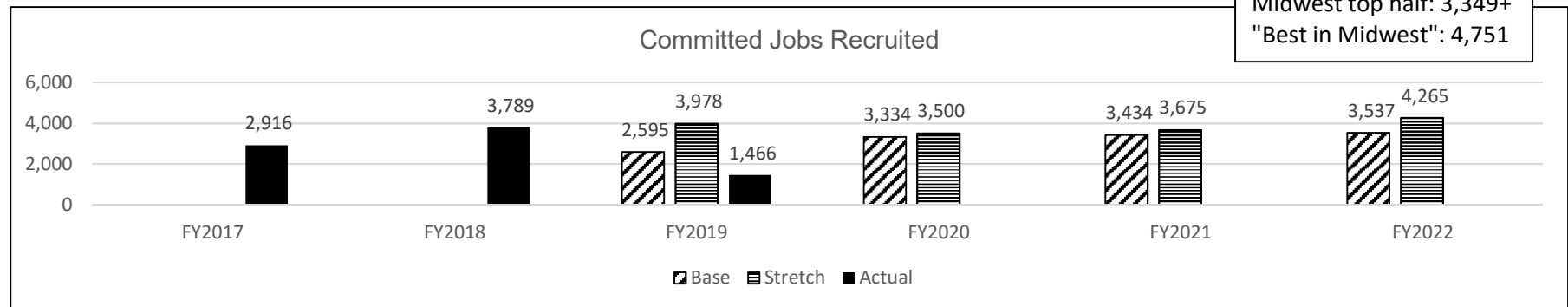
2b. Provide a measure(s) of the program's quality.



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

Note 2: Base targets for FY2020-2022 assume a 20% success threshold. Stretch targets are based on the averages of FY2017-2018 actuals. Stretch targets assume a 10% increase of project successes.

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



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

Note 2: FY2020 base is a contractor-provided projection. FY2021-2022 Stretch targets advance Missouri into the Midwest's top half by FY2021 and into the top quartile by FY2022.

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

PROGRAM DESCRIPTION

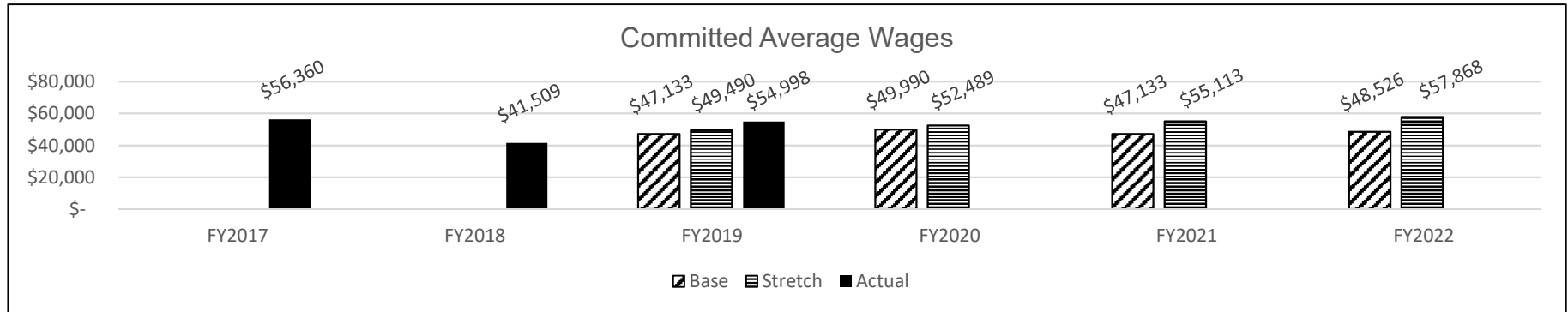
Department: Economic Development

HB Section(s): 7.005

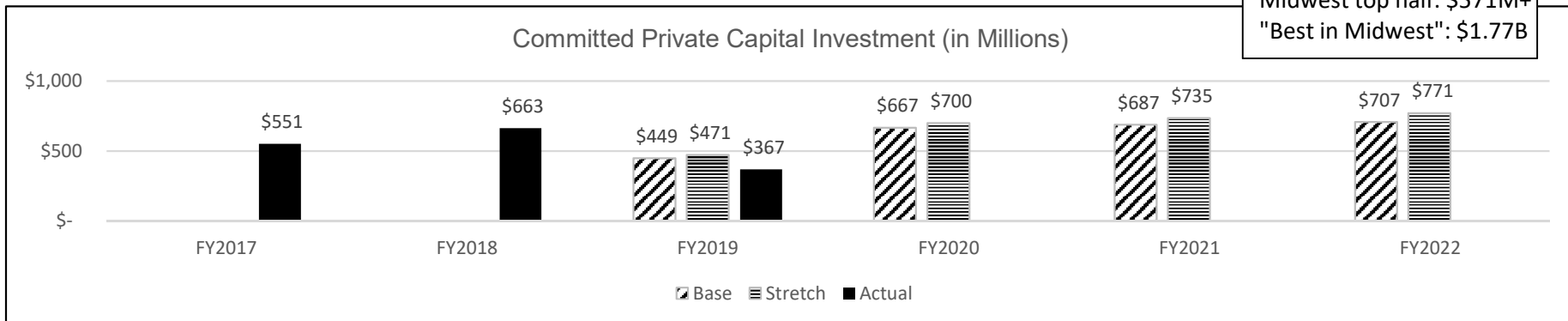
Program Name: Business Recruitment and Marketing

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

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



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



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

Note 2: Benchmarks based on research compiled by DED in FY2019 and representative of the portion of investment coming from businesses outside Missouri.

PROGRAM DESCRIPTION

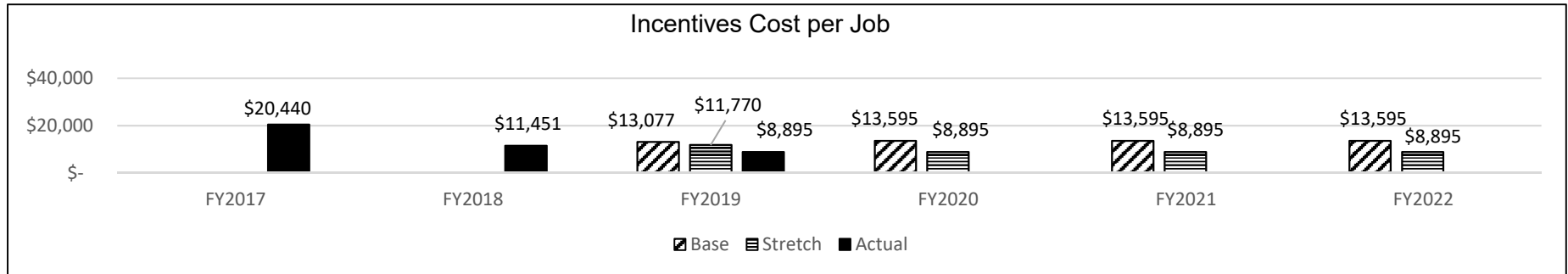
Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

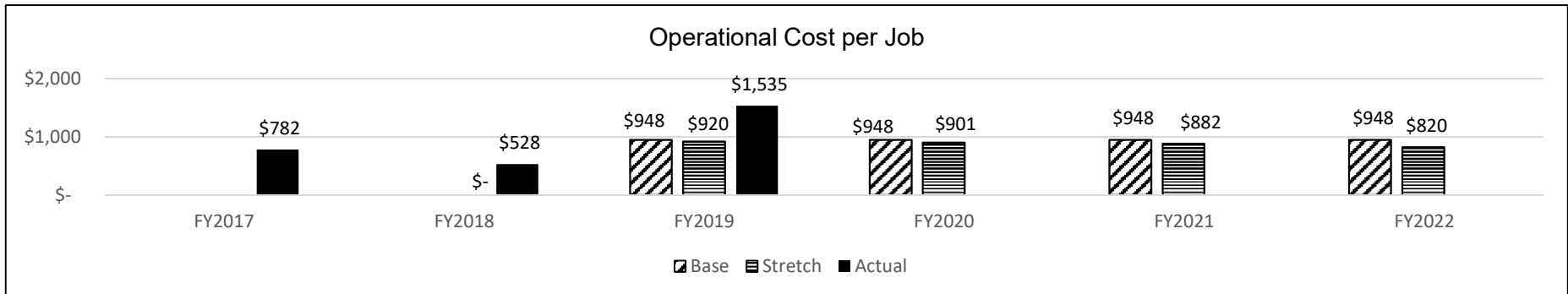
Program is found in the following core budget(s): Business Recruitment and Marketing

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



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

Note 2: Base targets for FY2020-2022 are based on the averages of FY2017-2019 actuals. Stretch targets meet the FY2019 low of \$8,895 per job.



Note 1: Measure is calculated by dividing Business Recruitment and Marketing Program budget by the committed number of jobs created and retained. Calculations were modified in FY2018 to reflect only a portion of operating costs funded by state contract. Previous years included private operating funds and other misc. revenue.

Note 2: Base targets for FY2020 are based on the average of FY2017-2019 actuals. Stretch targets assume a 10% decrease in the state's incentive per job.

PROGRAM DESCRIPTION

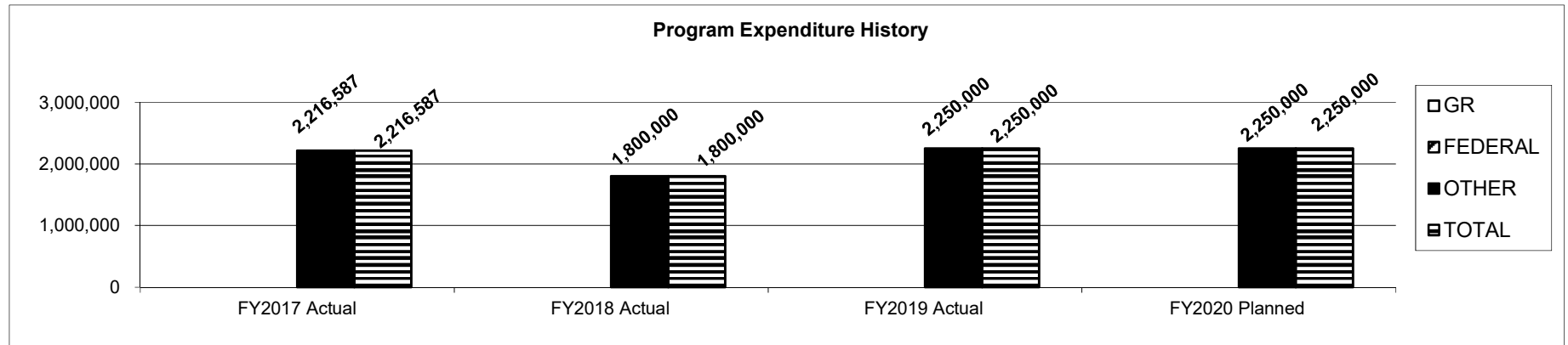
Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

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

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



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

Economic Development Advancement Fund (0783)

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

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

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

No

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

No

NEW DECISION ITEM
RANK: 6 OF 11

Department: Economic Development	Budget Unit 43015C
Division: Regional Engagement	
DI Name: Business Recruitment & Marketing NDI DI#1419003	HB Section 7.005

1. AMOUNT OF REQUEST

FY 2021 Budget Request					FY 2021 Governor's Recommendation						
	GR	Federal	Other	Total	E		GR	Federal	Other	Total	E
PS	0	0	0	0		PS	0	0	0	0	
EE	0	0	0	0		EE	0	0	0	0	
PSD	0	0	750,000	750,000		PSD	0	0	750,000	750,000	
TRF	0	0	0	0		TRF	0	0	0	0	
Total	0	0	750,000	750,000		Total	0	0	750,000	750,000	
FTE	0.00	0.00	0.00	0.00		FTE	0.00	0.00	0.00	0.00	
Est. Fringe	0	0	0	0		Est. Fringe	0	0	0	0	
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.						Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					
Other Funds: Economic Development Advancement Fund (0783)						Other Funds: Economic Development Advancement Fund (0783)					

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: Increase Spending Authority	

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

This new decision item is being requested to increase the appropriation authority for the Business Recruitment and Marketing program. The program markets the state both nationally and internationally to effectively produce new business recruitment leads converting to new projects and investment opportunities that 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. This fund grants the Department the authority to collect a fee from awardees on certain state tax credits issued.

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.

NEW DECISION ITEM

RANK: 6 OF 11

Department: Economic Development	Budget Unit	43015C
Division: Regional Engagement		
DI Name: Business Recruitment & Marketing NDI DI#1419003	HB Section	7.005

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

The additional resources will add capacity allowing regionally targeted marketing for rural, urban, and suburban areas of the state, and support services for site development. The funding will increase states reach and impressions through all types of earned and paid media. Additional enhancements will also accompany the business development and project management efforts to maintain superior client service delivery. This funding authority is coupled with private sector funding through the Hawthorn Foundation. The increase reinforces the importance of these fuctions and compete with comparable state marketing and recruitment funding. Significant investments in similar public private partnerships exist in more than 22 states who utilize similar models.

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

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions					750,000		750,000			
Total PSD	<u>0</u>		<u>0</u>		<u>750,000</u>		<u>750,000</u>		<u>0</u>	
Transfers	0						0			
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Grand Total	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>750,000</u>	<u>0.0</u>	<u>750,000</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: 6 OF 11

Department: Economic Development				Budget Unit		43015C				
Division: Regional Engagement										
DI Name: Business Recruitment & Marketing NDI		DI#1419003		HB Section		7.005				
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		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions					750,000		750,000			
Total PSD	0		0		750,000		750,000		0	
Transfers	0									
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	750,000	0.0	750,000	0.0	0	

NEW DECISION ITEM

RANK: 6 OF 11

Department: Economic Development	Budget Unit <u>43015C</u>
Division: Regional Engagement	
DI Name: Business Recruitment & Marketing NDI <u>DI#1419003</u>	HB Section <u>7.005</u>

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

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

Refer to the Business Recruitment and Marketing core.

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

Refer to the Business Recruitment and Marketing core.

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

Refer to the Business Recruitment and Marketing core.

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

Refer to the Business Recruitment and Marketing core.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The Missouri Partnership provides services including: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners. These efforts also include maintaining relationships with national site selection firms and coordinating opportunities with DED international offices for foreign investment opportunities. The contract provides for an integrated partnership with the Department's Regional Engagement Division staff who work to customize solutions statewide. The private component of the initiative calls for matching private dollars to be contributed through the Hawthorn Foundation to add to the reach and impact of the efforts.

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS RECRUITMENT AND MARKETING								
Business Recruitment/Marketing - 1419003								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	750,000	0.00	750,000	0.00
TOTAL - PD	0	0.00	0	0.00	750,000	0.00	750,000	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$750,000	0.00	\$750,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$750,000	0.00	\$750,000	0.00

NEW DECISION ITEM
RANK: 10 OF 11

Department: Economic Development	Budget Unit 43017C
Division:	
DI Name: Federal Grants Fund	DI# 1419001
	HB Section 7.007

1. AMOUNT OF REQUEST

FY 2021 Budget Request						FY 2021 Governor's Recommendation					
	GR	Federal	Other	Total	E		GR	Federal	Other	Total	E
PS	0	0	0	0		PS	0	0	0	0	
EE	0	0	0	0		EE	0	0	0	0	
PSD	0	1,000,000	0	1,000,000		PSD	0	1,000,000	0	1,000,000	
TRF	0	0	0	0		TRF	0	0	0	0	
Total	0	1,000,000	0	1,000,000		Total	0	1,000,000	0	1,000,000	
FTE	0.00	0.00	0.00	0.00		FTE	0.00	0.00	0.00	0.00	
Est. Fringe	0	0	0	0		Est. Fringe	0	0	0	0	
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.						Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					
Other Funds:						Other Funds:					

2. 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>New Fund</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.

This new decision item is being requested in order to create a federal fund to allow the department to receive and expend funds from federal grants or donations. The fund will receive loan repayment funds from the GROW loan program; as well as potential grants from federal agencies including the Department of Defense, Delta Regional Authority, and other opportunities that may arise.

The State Small Business Credit Initiative Fund (0129) is being closed as this fund is no longer needed because the program ended in FY2018 and it is anticipated that no additional funds will be received from the U.S. Treasury for this program.

NEW DECISION ITEM
RANK: 10 OF 11

Department: Economic Development			Budget Unit <u>43017C</u>		
Division:					
DI Name: Federal Grants Fund		DI# 1419001	HB Section		<u>7.007</u>

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

The Department anticipates GROW loan repayments and federal grants in FY2021 at close to \$900,000. A \$1,000,000 spending authority would allow for additional federal grants opportunities that may arise.

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			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
			0				0			
Total EE	0		0		0		0		0	
Program Distributions			1,000,000				1,000,000			
Total PSD	0		1,000,000		0		1,000,000		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	1,000,000	0.0	0	0.0	1,000,000	0.0	0	

NEW DECISION ITEM
RANK: 10 OF 11

Department: Economic Development				Budget Unit		43017C				
Division:										
DI Name: Federal Grants Fund				DI# 1419001		HB Section		7.007		
	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		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
			1,000,000				1,000,000			
Total PSD	0		1,000,000		0		1,000,000		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	1,000,000	0.0	0	0.0	1,000,000	0.0	0	

NEW DECISION ITEM
RANK: 10 OF 11

Department: Economic Development	Budget Unit 43017C
Division:	
DI Name: Federal Grants Fund DI# 1419001	HB Section 7.007

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

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

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

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

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

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

From time to time the Department identifies a federal grant opportunity or is asked to participate in an opportunity; however, there is no general federal fund to receive and expend the funding. The creation of the fund would solve this issue.

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
FED GRANTS/DONATIONS								
Federal Grants Fund - 1419001								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	1,000,000	0.00	1,000,000	0.00
TOTAL - PD	0	0.00	0	0.00	1,000,000	0.00	1,000,000	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,000,000	0.00	\$1,000,000	0.00
GENERAL REVENUE								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS								
	\$0	0.00	\$0	0.00	\$1,000,000	0.00	\$1,000,000	0.00
OTHER FUNDS								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

CORE DECISION ITEM

Department: Economic Development					Budget Unit 43020C				
Division: Business and Community Solutions									
Core: Business and Community Solutions					HB Section 7.010				
1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	1,441,519	964,033	333,921	2,739,473	PS	1,441,519	964,033	333,921	2,739,473
EE	693,131	200,251	888,565	1,781,947	EE	693,131	200,251	888,565	1,781,947
PSD	455,000	50,000	517,563	1,022,563	PSD	0	50,000	517,563	567,563
TRF	0	0	0	0	TRF	0	0	0	0
Total	2,589,650	1,214,284	1,740,049	5,543,983	Total	2,134,650	1,214,284	1,740,049	5,088,983
FTE	30.74	14.26	5.00	50.00	FTE	30.74	14.26	5.00	50.00
Est. Fringe	879,623	502,849	174,999	1,557,471	Est. Fringe	879,623	502,849	174,999	1,557,471
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:	State Supplemental Downtown Development (0766) Administrative Revolving Fund (0547) International Promotions Revolving Fund (0567)				Other Funds:	State Supplemental Downtown Development (0766) Administrative Revolving Fund (0547) International Promotions Revolving Fund (0567)			
2. CORE DESCRIPTION									
The Business and Community Solutions Division fosters regional economic growth by addressing economic development challenges with a combination of subject matter expertise, program administration, and innovative problem solving. The Division houses many of the state's core economic development tools and programs, which it uses in close collaboration with the Regional Engagement Division to develop tailored solutions for business retention and expansion and community development projects.									
Business and Community Solutions includes Personal Service and Expense and Equipment funding for staff who manage the various financial incentive tools, the Community Development Block Grant program, the International Business Development program, and the Missouri Technology Corporation. Program funding for the CDBG, International Offices and MTC can be found in separate Core Decision Item forms.									
The Missouri Community Service Commission is also housed under this division and their PS, E&E and program funding can be found in a separate Core Decision Item form.									
3. PROGRAM LISTING (list programs included in this core funding)									
Business and Community Solutions, Community Development Block Grant, International Business Development and Missouri Technology Corporation administration.									

CORE DECISION ITEM

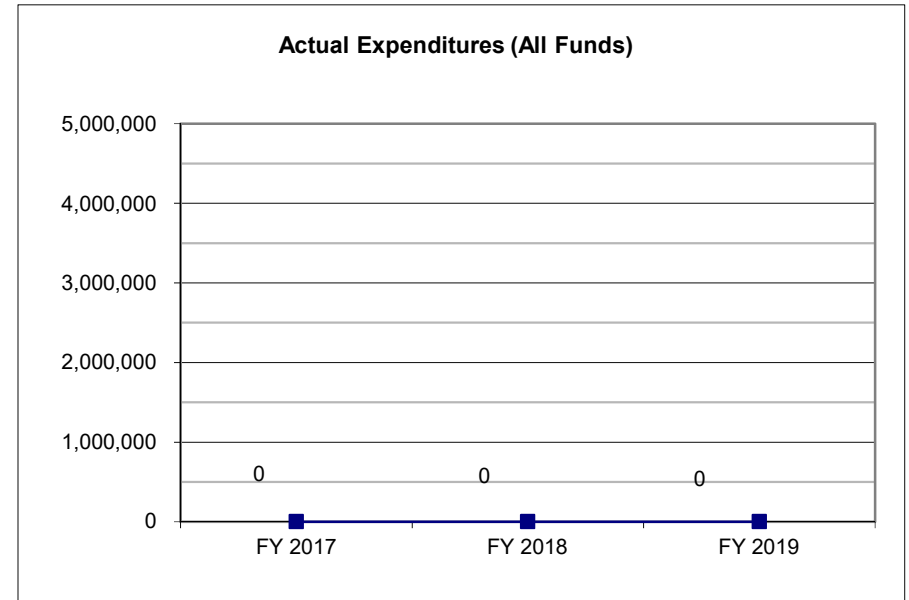
Department: Economic Development
Division: Business and Community Solutions
Core: Business and Community Solutions

Budget Unit 43020C

HB Section 7.010

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY2020 Current Yr.
Appropriation (All Funds)	0	0	0	5,813,779
Less Reverted (All Funds)	0	0	0	(88,650)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	0	0	5,725,129
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



*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 BUS & COMMUNITY SOLUTIONS

5. CORE RECONCILIATION DETAIL

				Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES										
				PS	46.00	1,306,869	868,479	333,921	2,509,269	
				EE	0.00	1,193,131	200,251	888,565	2,281,947	
				PD	0.00	455,000	50,000	517,563	1,022,563	
				Total	46.00	2,955,000	1,118,730	1,740,049	5,813,779	
DEPARTMENT CORE ADJUSTMENTS										
1x Expenditures	2331	5663		EE	0.00	(500,000)	0	0	(500,000)	Reduction of one-time appropriations
Core Reallocation	2329	5096		PS	1.75	0	95,554	0	95,554	Reallocated FTE and accompanying PS from Regional Engagement Division
Core Reallocation	2329	5093		PS	2.25	134,650	0	0	134,650	Reallocated FTE and accompanying PS from Regional Engagement Division
NET DEPARTMENT CHANGES					4.00	(365,350)	95,554	0	(269,796)	
DEPARTMENT CORE REQUEST										
				PS	50.00	1,441,519	964,033	333,921	2,739,473	
				EE	0.00	693,131	200,251	888,565	1,781,947	
				PD	0.00	455,000	50,000	517,563	1,022,563	
				Total	50.00	2,589,650	1,214,284	1,740,049	5,543,983	
GOVERNOR'S ADDITIONAL CORE ADJUSTMENTS										
Core Reduction	2861	5095		PD	0.00	(455,000)	0	0	(455,000)	Funding replaced with Economic Development Advancement Fund
NET GOVERNOR CHANGES					0.00	(455,000)	0	0	(455,000)	

CORE RECONCILIATION DETAIL

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

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
GOVERNOR'S RECOMMENDED CORE							
	PS	50.00	1,441,519	964,033	333,921	2,739,473	
	EE	0.00	693,131	200,251	888,565	1,781,947	
	PD	0.00	0	50,000	517,563	567,563	
	Total	50.00	2,134,650	1,214,284	1,740,049	5,088,983	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS & COMMUNITY SOLUTIONS								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	1,306,869	28.49	1,441,519	30.74	1,441,519	30.74
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	868,479	12.51	964,033	14.26	964,033	14.26
DED ADMINISTRATIVE	0	0.00	288,193	4.00	288,193	4.00	288,193	4.00
STATE SUPP DOWNTOWN DEVELOPMNT	0	0.00	45,728	1.00	45,728	1.00	45,728	1.00
TOTAL - PS	0	0.00	2,509,269	46.00	2,739,473	50.00	2,739,473	50.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	1,193,131	0.00	693,131	0.00	693,131	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	200,251	0.00	200,251	0.00	200,251	0.00
INTERNATIONAL PROMOTIONS REVOL	0	0.00	884,675	0.00	884,675	0.00	884,675	0.00
STATE SUPP DOWNTOWN DEVELOPMNT	0	0.00	3,890	0.00	3,890	0.00	3,890	0.00
TOTAL - EE	0	0.00	2,281,947	0.00	1,781,947	0.00	1,781,947	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	455,000	0.00	455,000	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	50,000	0.00	50,000	0.00	50,000	0.00
INTERNATIONAL PROMOTIONS REVOL	0	0.00	517,563	0.00	517,563	0.00	517,563	0.00
TOTAL - PD	0	0.00	1,022,563	0.00	1,022,563	0.00	567,563	0.00
TOTAL	0	0.00	5,813,779	46.00	5,543,983	50.00	5,088,983	50.00
Pay Plan - 0000012								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	15,596	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	0	0.00	0	0.00	9,769	0.00
DED ADMINISTRATIVE	0	0.00	0	0.00	0	0.00	2,918	0.00
STATE SUPP DOWNTOWN DEVELOPMNT	0	0.00	0	0.00	0	0.00	464	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	28,747	0.00
TOTAL	0	0.00	0	0.00	0	0.00	28,747	0.00
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	18,258	0.00	18,258	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	0	0.00	12,801	0.00	12,801	0.00
DED ADMINISTRATIVE	0	0.00	0	0.00	3,635	0.00	3,635	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS & COMMUNITY SOLUTIONS								
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
STATE SUPP DOWNTOWN DEVELOPMNT	0	0.00	0	0.00	676	0.00	676	0.00
TOTAL - PS	0	0.00	0	0.00	35,370	0.00	35,370	0.00
TOTAL	0	0.00	0	0.00	35,370	0.00	35,370	0.00
Market Adj Pay PI FY20 C-to-C - 0000014								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	2,540	0.00	2,540	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	0	0.00	2,315	0.00	2,315	0.00
TOTAL - PS	0	0.00	0	0.00	4,855	0.00	4,855	0.00
TOTAL	0	0.00	0	0.00	4,855	0.00	4,855	0.00
BCS NDI - 1419006								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	100,000	0.00	100,000	0.00
TOTAL - PS	0	0.00	0	0.00	100,000	0.00	100,000	0.00
TOTAL	0	0.00	0	0.00	100,000	0.00	100,000	0.00
BCS Fund Switch - 1419008								
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	0	0.00	0	0.00	455,000	0.00
TOTAL - PD	0	0.00	0	0.00	0	0.00	455,000	0.00
TOTAL	0	0.00	0	0.00	0	0.00	455,000	0.00
GRAND TOTAL	\$0	0.00	\$5,813,779	46.00	\$5,684,208	50.00	\$5,712,955	50.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43020C BUDGET UNIT NAME: Business and Community Solutions HOUSE BILL SECTION: 7.010	DEPARTMENT: Economic Development DIVISION: Business and Community Solutions	
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.		
DEPARTMENT REQUEST		
<p>The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.</p> <p>- Business & Comm Solutions PS (0101) - \$1,441,519 x 10% = \$144,152 and Business & Comm Solutions EE (0101) - \$1,148,131 x 10% = \$114,813 - Business & Comm Solutions PS (0123) - \$964,033 x 10% = \$96,403 and Business & Comm Solutions EE (0123) - \$250,251 x 10% = \$25,025 - Business & Comm Solutions PS (0766) - \$45,728 x 10% = \$4,573 and Business & Comm Solutions EE (0766) - \$3,890 x 10% = \$389</p>		
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
N/A	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.		
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE	
N/A	N/A	

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS & COMMUNITY SOLUTIONS								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	28,470	1.61	28,470	1.61	28,470	1.61
SR OFFICE SUPPORT ASSISTANT	0	0.00	44,770	1.00	44,770	1.00	44,770	1.00
ACCOUNTING GENERALIST II	0	0.00	86,044	1.00	86,044	1.00	86,044	1.00
RESEARCH ANAL I	0	0.00	38,934	1.00	0	0.00	0	0.00
RESEARCH ANAL III	0	0.00	45,891	1.00	45,891	1.00	45,891	1.00
PLANNER III	0	0.00	53,431	1.00	53,431	1.00	53,431	1.00
MARKETING SPECIALIST I	0	0.00	115,341	2.45	115,341	2.45	115,341	2.45
MARKETING SPECIALIST II	0	0.00	4,965	1.00	4,965	1.00	4,965	1.00
MARKETING SPECIALIST III	0	0.00	254,999	3.90	254,999	3.90	254,999	3.90
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	237,848	5.97	237,848	5.97	237,848	5.97
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	151,924	4.21	194,164	5.80	194,164	5.80
ECONOMIC DEV INCENTIVE SPC III	0	0.00	792,113	13.89	948,031	16.89	948,031	16.89
WORKFORCE DEVELOPMENT SPEC I	0	0.00	0	0.59	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	160,758	1.75	160,758	1.75	160,758	1.75
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	203,708	2.60	277,994	3.60	277,994	3.60
DIVISION DIRECTOR	0	0.00	97,640	0.52	136,574	1.52	136,574	1.52
LEGAL COUNSEL	0	0.00	42,240	1.00	0	0.00	0	0.00
MISCELLANEOUS TECHNICAL	0	0.00	128	0.00	128	0.00	128	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	496	0.01	496	0.01	496	0.01
SPECIAL ASST PROFESSIONAL	0	0.00	149,569	1.50	149,569	1.50	149,569	1.50
TOTAL - PS	0	0.00	2,509,269	46.00	2,739,473	50.00	2,739,473	50.00
TRAVEL, IN-STATE	0	0.00	118,361	0.00	118,361	0.00	118,361	0.00
TRAVEL, OUT-OF-STATE	0	0.00	99,993	0.00	99,993	0.00	99,993	0.00
FUEL & UTILITIES	0	0.00	17,192	0.00	17,192	0.00	17,192	0.00
SUPPLIES	0	0.00	132,311	0.00	132,311	0.00	132,311	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	226,769	0.00	226,769	0.00	226,769	0.00
COMMUNICATION SERV & SUPP	0	0.00	135,197	0.00	135,197	0.00	135,197	0.00
PROFESSIONAL SERVICES	0	0.00	1,153,629	0.00	903,629	0.00	903,629	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	1	0.00	1	0.00	1	0.00
M&R SERVICES	0	0.00	18,823	0.00	18,823	0.00	18,823	0.00
COMPUTER EQUIPMENT	0	0.00	2	0.00	2	0.00	2	0.00
MOTORIZED EQUIPMENT	0	0.00	12,024	0.00	12,024	0.00	12,024	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS & COMMUNITY SOLUTIONS								
CORE								
OFFICE EQUIPMENT	0	0.00	28,306	0.00	28,306	0.00	28,306	0.00
OTHER EQUIPMENT	0	0.00	16,495	0.00	16,495	0.00	16,495	0.00
PROPERTY & IMPROVEMENTS	0	0.00	252,071	0.00	2,071	0.00	2,071	0.00
BUILDING LEASE PAYMENTS	0	0.00	35,846	0.00	35,846	0.00	35,846	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	7,278	0.00	7,278	0.00	7,278	0.00
MISCELLANEOUS EXPENSES	0	0.00	19,391	0.00	19,391	0.00	19,391	0.00
REBILLABLE EXPENSES	0	0.00	8,258	0.00	8,258	0.00	8,258	0.00
TOTAL - EE	0	0.00	2,281,947	0.00	1,781,947	0.00	1,781,947	0.00
PROGRAM DISTRIBUTIONS	0	0.00	1,011,601	0.00	1,011,601	0.00	556,601	0.00
REFUNDS	0	0.00	10,962	0.00	10,962	0.00	10,962	0.00
TOTAL - PD	0	0.00	1,022,563	0.00	1,022,563	0.00	567,563	0.00
GRAND TOTAL	\$0	0.00	\$5,813,779	46.00	\$5,543,983	50.00	\$5,088,983	50.00
GENERAL REVENUE	\$0	0.00	\$2,955,000	28.49	\$2,589,650	30.74	\$2,134,650	30.74
FEDERAL FUNDS	\$0	0.00	\$1,118,730	12.51	\$1,214,284	14.26	\$1,214,284	14.26
OTHER FUNDS	\$0	0.00	\$1,740,049	5.00	\$1,740,049	5.00	\$1,740,049	5.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.010

Program Name: Business and Community Solutions

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

1a. What strategic priority does this program address?

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

1b. What does this program do?

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

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

Community Development Projects

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Projects Authorized	N/A	149	N/A	140	N/A	128	139	139	139
Amount of Incentives Authorized	N/A	\$25.5M	N/A	\$23.7M	N/A	\$21.9M	\$23.7M	\$23.7M	\$23.7M
Number of Tax Credit Certificates Issued*	N/A	5,038	N/A	4,410	N/A	3,768	4,405	4,405	4,405
Amount of Incentives Issued	N/A	\$23.3M	N/A	\$19.9M	N/A	\$16.7M	\$20M	\$20M	\$20M

See Notes on the next page.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.010

Program Name: Business and Community Solutions

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

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

Redevelopment Projects

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Projects Authorized	N/A	298	N/A	341	N/A	311	317	317	317
Amount of Incentives Authorized	N/A	\$206M	N/A	\$170M	N/A	\$157.4M	\$177.8M	\$177.8M	\$177.8M
Number of Tax Credit Certificates Issued*	N/A	255	N/A	218	N/A	357	277	277	277
Amount of Incentives Issued	N/A	\$93M	N/A	\$64.6M	N/A	\$116M	\$91.2M	\$91.2M	\$91.2M

Business Development Projects

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Projects Authorized	N/A	169	N/A	158	149	101	143	150	150
Amount of Incentives Authorized	N/A	\$164M	N/A	\$195M	\$182M	\$105M	\$180M	\$189.7M	\$189.3M
Number of Tax Credit Certificates Issued*	N/A	187	N/A	167	192	154	165	155	187
Amount of Incentives Issued	N/A	\$147M	N/A	\$134M	\$162M	\$152M	\$152.8M	\$212.5M	\$210M

Note 1: Community Development projects represent 7 programs, the largest of which are Neighborhood Assistance and Youth Opportunities.

Note 2: Redevelopment Projects represent 3 programs, the largest of which are Historic Preservation and Neighborhood Preservation.

Note 3: Business Development projects represent 5 programs, the largest of which is Missouri Works.

Note 4: These are new measures; therefore, projected data for FY2017 and FY2018 are not available. Projected data for FY2019 was not broken out by Community Development and Redevelopment.

Note 5: Community Development and Redevelopment projections are based on FY2017-2019 averages. Business Development projections are based on known information and history. There is a cap on most programs and numbers will fluctuate based on the type of projects that apply.

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

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

	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
	Actual	Actual	Actual	Projected	Projected	Projected
Customer Service Experience	N/A	N/A	88%	90%	92%	94%

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

Note 2: Survey incorporated new methodology for FY2019. Data includes 160 respondents.

PROGRAM DESCRIPTION

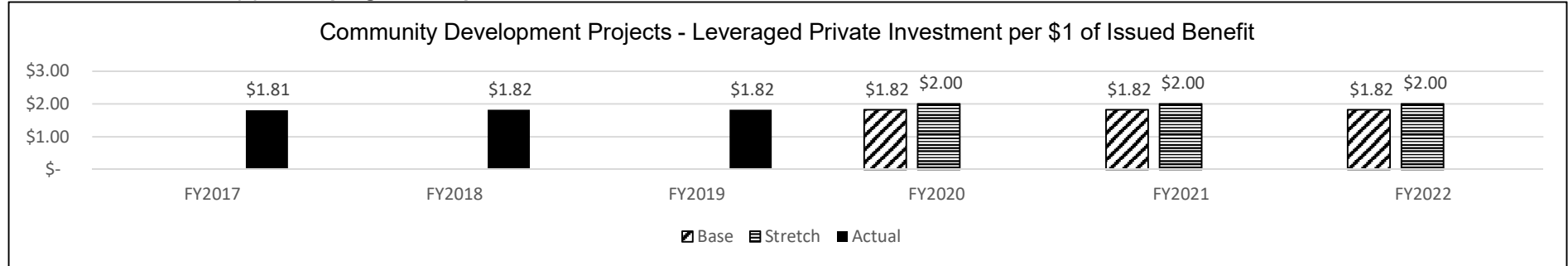
Department: Economic Development

HB Section(s): 7.010

Program Name: Business and Community Solutions

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

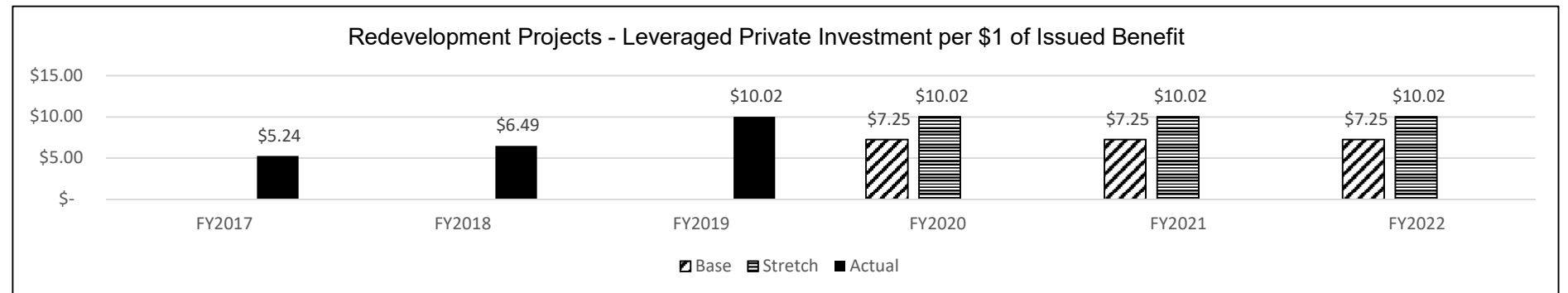
2c. Provide a measure(s) of the program's impact.



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

Note 2: For FY2020, the Base target is calculated on a FY2017-2019 average and the Stretch is a 10% increase.

Note 3: This measure has been refined; therefore, Projected data for FY2017-2019 is not available.



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

Note 2: FY2019 had a couple of projects with unusually large investments, which is not expected for FY2020. For FY2020, the Base target is calculated on the FY2017-FY2019 average and the Stretch is the same as actual in FY2019.

Note 3: This measure has been refined; therefore, projected data for FY2017-2019 is not available.

PROGRAM DESCRIPTION

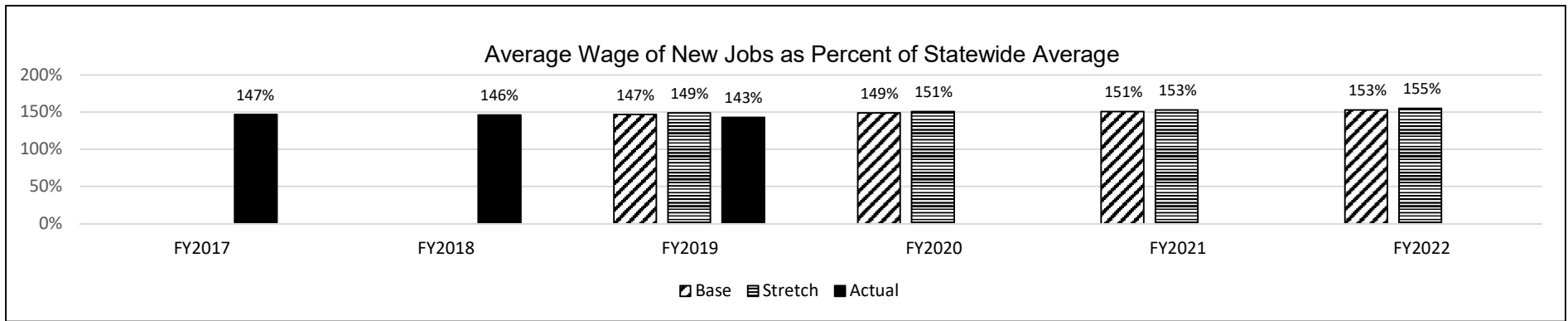
Department: **Economic Development**

HB Section(s): **7.010**

Program Name: **Business and Community Solutions**

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

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

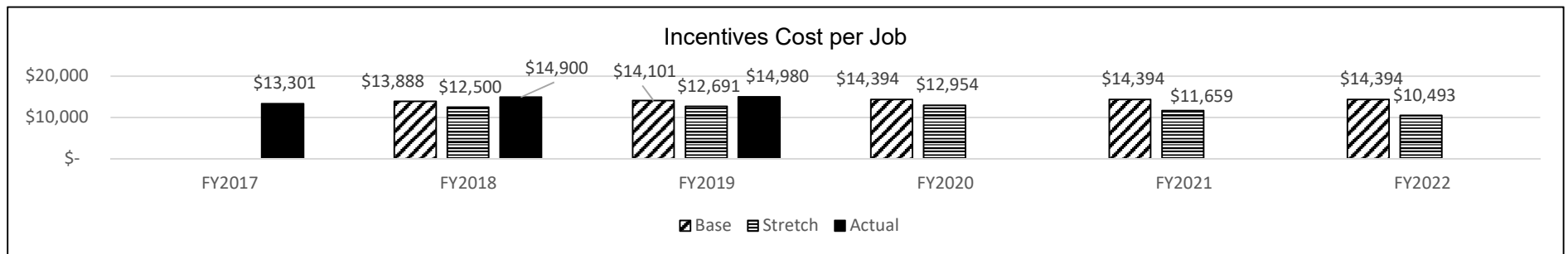


Note 1: Average wages paid to actual new jobs for which we have average wage data as a percent of the statewide average wage for Business Development programs.

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

Note 3: This is a new measure; therefore, data for FY2017-2018 Projected is not available.

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



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

Note 2: Base targets for FY2020-2022 are based on the averages of FY2017-2019 actuals. Stretch targets assume a 10% decrease in the state's incentive per job.

PROGRAM DESCRIPTION

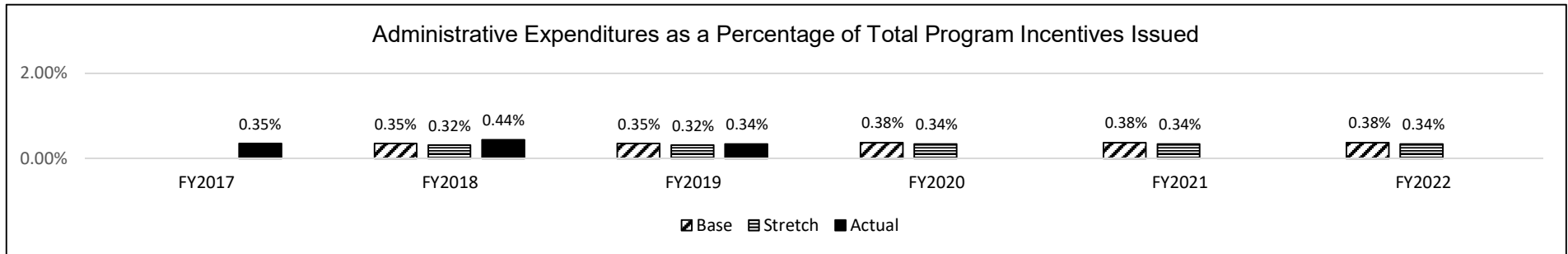
Department: **Economic Development**

HB Section(s): **7.010**

Program Name: **Business and Community Solutions**

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

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



Note1: Administrative costs as compared to Total Incentives Issued in Finance Programs. This number does not include any costs for services provided by other DED divisions that contribute resources to the team.

Note 2: This is a new measure; therefore, data for FY2017 Projected is not available.

Note 3: Base targets for FY2020-2022 are based on the averages of FY2017-2019 actuals. .378% is a very low cost to issued ratio, therefore, it was assumed that the base would remain the same. The Stretch goal was decreased by 10%.

PROGRAM DESCRIPTION

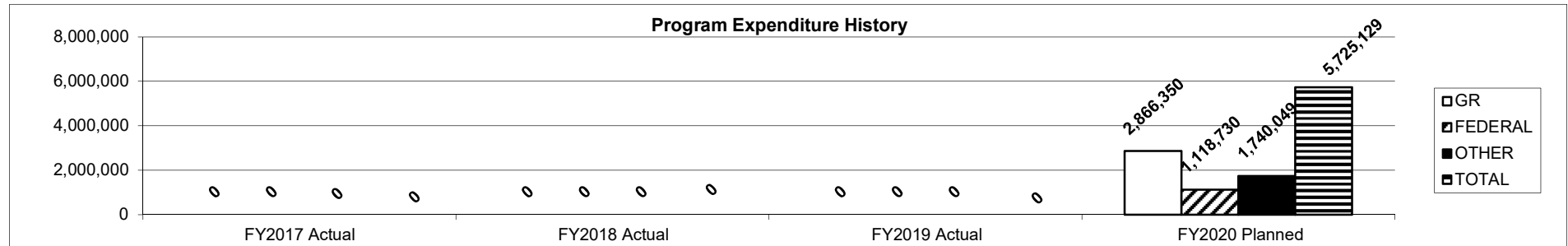
Department: Economic Development

HB Section(s): 7.010

Program Name: Business and Community Solutions

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

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



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

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

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

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

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

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

No

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

No

NEW DECISION ITEM
RANK: 7 OF 11

Department: Economic Development	Budget Unit 43020C
Division: Business and Community Solutions	
DI Name: Business & Community Solutions NDI DI# 1419006	HB Section 7.010

1. AMOUNT OF REQUEST

FY 2021 Budget Request				
	GR	Federal	Other	Total E
PS	100,000	0	0	100,000
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	100,000	0	0	100,000

FTE 0.00 0.00 0.00 0.00

Est. Fringe	32,100	0	0	32,100
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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:

FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total E
PS	100,000	0	0	100,000
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	100,000	0	0	100,000

FTE 0.00 0.00 0.00 0.00

Est. Fringe	32,100	0	0	32,100
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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:

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.

DED is requesting General Revenue funding for the Business and Community Solutions Division to help fund the Deputy Director/Chief Operating Officer position, which focuses on improving the Division's processes and overall operations, coordinator positions that address succession planning and manager workload constraints, and retention for top-performing team members amidst a tight labor market. This request accompanies savings from the Department's overall budget and does not result in a net increase of FTE or funding for the Department.

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.

NEW DECISION ITEM

RANK: 7 OF 11

Department: Economic Development	Budget Unit <u>43020C</u>
Division: Business and Community Solutions	
DI Name: Business & Community Solutions NDI DI# 1419006	HB Section <u>7.010</u>

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

This request is to competitively fund positions that support operational improvements, sustainability, and overall effectiveness within the Solutions Division, following the completion of internal reallocation of existing resources within the new department's divisions. This request addresses succession planning and manager workload constraints, as well as retention for top-performing team members amidst a tight labor market. These positions are established in the human resource systems and are available for appointment with this requested spending authority and funding.

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
100/008092/Comm & Eco Dev Manager	40,000						40,000	0.0		
100/007903 Econ Dev Incen Spc III	30,000						30,000			
100/007901/Econ Dev Incen Spc II	30,000						30,000	0.0		
Total PS	100,000	0.0	0	0.0	0	0.0	100,000	0.0	0	
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions					0		0			
Total PSD	0		0		0		0		0	
Transfers	0						0			
Total TRF	0		0		0		0		0	
Grand Total	100,000	0.0	0	0.0	0	0.0	100,000	0.0	0	

NEW DECISION ITEM

RANK: 7 OF 11

Department: Economic Development				Budget Unit <u>43020C</u>						
Division: Business and Community Solutions										
DI Name: Business & Community Solutions NDI		DI# 1419006		HB Section <u>7.010</u>						
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	E
100/008092/Comm & Eco Dev Manager	40,000						40,000	0.0		
100/007903 Econ Dev Incen Spc III	30,000						30,000			
100/007901/Econ Dev Incen Spc II	30,000						30,000	0.0		
Total PS	100,000	0.0	0	0.0	0	0.0	100,000	0.0	0	
							0			
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers	0									
Total TRF	0		0		0		0		0	
Grand Total	100,000	0.0	0	0.0	0	0.0	100,000	0.0	0	

NEW DECISION ITEM

RANK: 7 **OF** 11

Department: <u>Economic Development</u>	Budget Unit <u>43020C</u>
Division: <u>Business and Community Solutions</u>	
DI Name: <u>Business & Community Solutions NDI</u> DI# <u>1419006</u>	HB Section <u>7.010</u>

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

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

Refer to the Business and Community Solutions Core.

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

Refer to the Business and Community Solutions Core.

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

Refer to the Business and Community Solutions Core.

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

Refer to the Business and Community Solutions Core.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

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.

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS & COMMUNITY SOLUTIONS								
BCS NDI - 1419006								
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	30,000	0.00	30,000	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	30,000	0.00	30,000	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	40,000	0.00	40,000	0.00
TOTAL - PS	0	0.00	0	0.00	100,000	0.00	100,000	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$100,000	0.00	\$100,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$100,000	0.00	\$100,000	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development
Division: Business and Community Solutions
DI Name: Global Markets Access Program Fund Switch DI# 1419008

Budget Unit 43020C
HB Section 7.010

1. AMOUNT OF REQUEST

	FY 2021 Budget Request				
	GR	Federal	Other	Total	E
PS	0		0	0	
EE	0	0	0	0	
PSD	0		0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe 0 0 0 0

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

	FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	455,000	455,000	
TRF	0	0	0	0	
Total	0	0	455,000	455,000	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe 0 0 0 0

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

Other Funds:

Other Funds: Economic Development Advancement Fund (0783)

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.

The purpose of this new decision item is to switch the funding for the Global Markets Access Program from General Revenue to the Economic Development Advancement Fund (EDAF). The Global Market Access Program (G-MAP) is a cost-sharing program that helps Missouri small businesses participate in international trade shows, missions, and events to get their products in front of a global audience.

EDAF was created in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½ percent of the amount of the issued tax credit (or up to 4 percent for historic tax credits). Funds can be used for marketing, technical assistance, training, and new initiatives to address economic trends.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 43020C
Division: Business and Community Solutions	
DI Name: Global Markets Access Program Fund Switch DI# 1419008	HB Section 7.010

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

This new decision item is a fund switch only from general revenue to the Economic Development Advancement Fund. There is no increase in funding for the program.

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

	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
			0				0			
							0			
Total EE	0		0		0		0		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	0	0.0	0	0.0	0	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development				Budget Unit		43020C				
Division: Business and Community Solutions										
DI Name: Global Markets Access Program Fund Switch DI# 1419008				HB Section		7.010				
	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		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions					455,000		455,000			
Total PSD	0		0		455,000		455,000		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	455,000	0.0	455,000	0.0	0	

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: <u>Economic Development</u>	Budget Unit <u>43020C</u>
Division: <u>Business and Community Solutions</u>	
DI Name: <u>Global Markets Access Program Fund Switch DI# 1419008</u>	HB Section <u>7.010</u>

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

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

Number of funding requests/applications:

<u>FY2019</u>	<u>YTD FY2020</u>
113	53

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

Customer Satisfaction:

<u>FY2019</u>	<u>YTD FY2020</u>
97.5%	96.6%

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

Export Sales resulting from activity:

<u>FY2019</u>	<u>YTD FY2020</u>
\$27,870,000	\$21,925,000

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

Cost per export dollar:

<u>FY2019</u>	<u>YTD FY2020</u>
\$0.016	\$0.020

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

The Department of Economic Development continues to promote the benefits of the the G-MAP program to Missouri's exporters. The program has gained in popularity since its inception with total funds encumbered per funding request typically within quarters 1-2 of each fiscal year on a first come first serve basis. Missouri exporters utilize the program in order increase their export sales and extend their international marketing efforts.

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
BUS & COMMUNITY SOLUTIONS								
BCS Fund Switch - 1419008								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	0	0.00	455,000	0.00
TOTAL - PD	0	0.00	0	0.00	0	0.00	455,000	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$455,000	0.00
GENERAL REVENUE								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS								
	\$0	0.00	\$0	0.00	\$0	0.00	\$455,000	0.00

CORE DECISION ITEM

Department: Economic Development					Budget Unit 43025C				
Division: Business and Community Solutions									
Core: Econ Dev Advancement Fund Refunds (EDAF)					HB Section 7.010				
1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	10,000	10,000	PSD	0	0	10,000	10,000
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	10,000	10,000	Total	0	0	10,000	10,000
FTE 0.00 0.00 0.00 0.00					FTE 0.00 0.00 0.00 0.00				
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.				
Other Funds: Economic Development Advancement Fund (0783)					Other Funds: Economic Development Advancement Fund (0783)				
2. CORE DESCRIPTION									
<p>This core item provides the Department of Economic Development with the ability to refund an overpayment or erroneous payment of any amount credited to the Economic Development Advancement Fund ("EDAF"). EDAF was created pursuant to Section 620.1900, RSMo, in order to receive fees from recipients of certain tax credits issued by the Department, in an amount up to 2½ percent of the amount of the issued tax credit. Recipients pay these fees upon issuance of the tax credits.</p> <p>In 2018, Senate Bill 590 introduced a 4 percent fee of the amount of tax credits issued under the Historic Preservation Tax Credit Program. The fee will first apply to FY2020 projects and, since the fee is calculated when the credit is "issued" at the completion of the renovation, increased EDAF fees will likely not be realized until 2021. DED does not expect this increased fee amount to require a change to this core appropriation for EDAF refunds.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
Economic Development Advancement Refunds									

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43025C</u>
Division: Business and Community Solutions	
Core: Econ Dev Advancement Fund Refunds (EDAF)	HB Section <u>7.010</u>

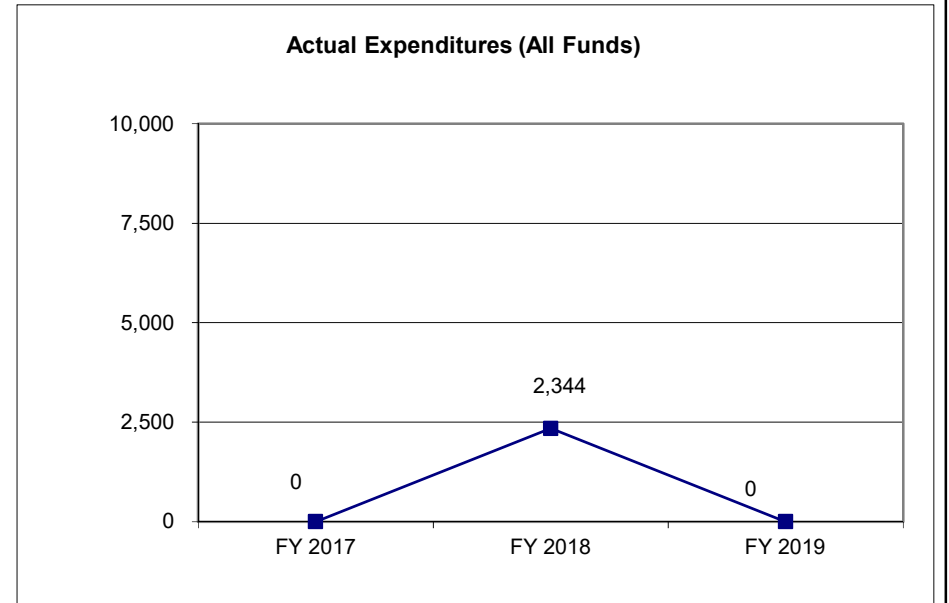
4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	1	10,000	10,000	10,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1	10,000	10,000	10,000
Actual Expenditures (All Funds)	0	2,344	0	N/A
Unexpended (All Funds)	1	7,656	10,000	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	1	7,656	10,000	N/A

*Restricted amount is as of: _____

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

NOTES:



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
EDAF REFUNDS**

5. CORE RECONCILIATION DETAIL

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

DED - BRASS REPORT 9

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
EDAF REFUNDS								
CORE								
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	10,000	0.00	10,000	0.00	10,000	0.00
TOTAL - PD	0	0.00	10,000	0.00	10,000	0.00	10,000	0.00
TOTAL	0	0.00	10,000	0.00	10,000	0.00	10,000	0.00
GRAND TOTAL	\$0	0.00	\$10,000	0.00	\$10,000	0.00	\$10,000	0.00

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DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
EDAF REFUNDS								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	9,999	0.00	9,999	0.00	9,999	0.00
REFUNDS	0	0.00	1	0.00	1	0.00	1	0.00
TOTAL - PD	0	0.00	10,000	0.00	10,000	0.00	10,000	0.00
GRAND TOTAL	\$0	0.00	\$10,000	0.00	\$10,000	0.00	\$10,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$10,000	0.00	\$10,000	0.00	\$10,000	0.00

PROGRAM DESCRIPTION	
Department: Economic Development	HB Section(s): <u>7.010</u>
Program Name: Economic Development Advancement Fund Refunds	
Program is found in the following core budget(s): EDAF Refunds	
<p>1a. What strategic priority does this program address?</p> <p>Customer Centric</p> <p>1b. What does this program do?</p> <p>This item provides the Department with the ability to refund an overpayment or erroneous payment of any amount credited to the Economic Development Advancement Fund (EDAF) pursuant to Section 620.1900, RSMo. EDAF was created in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½ percent of the amount of the issued tax credit (or up to 4 percent for historic tax credits). Recipients pay these fees upon the issuance of certain tax credits. The EDAF is also structured to receive gifts, contributions, grants, or bequests received from federal, private and other sources, including any appropriations to the fund. No performance measures are included for this program since it is solely for refunds.</p> <p>2a. Provide an activity measure(s) for the program.</p> <p>This is a refund appropriation; therefore, no performance measures are provided.</p> <p>2b. Provide a measure(s) of the program's quality.</p> <p>This is a refund appropriation; therefore, no performance measures are provided.</p> <p>2c. Provide a measure(s) of the program impact.</p> <p>This is a refund appropriation; therefore, no performance measures are provided.</p> <p>2d. Provide a measure(s) of the program's efficiency.</p> <p>This is a refund appropriation; therefore, no performance measures are provided.</p>	

PROGRAM DESCRIPTION

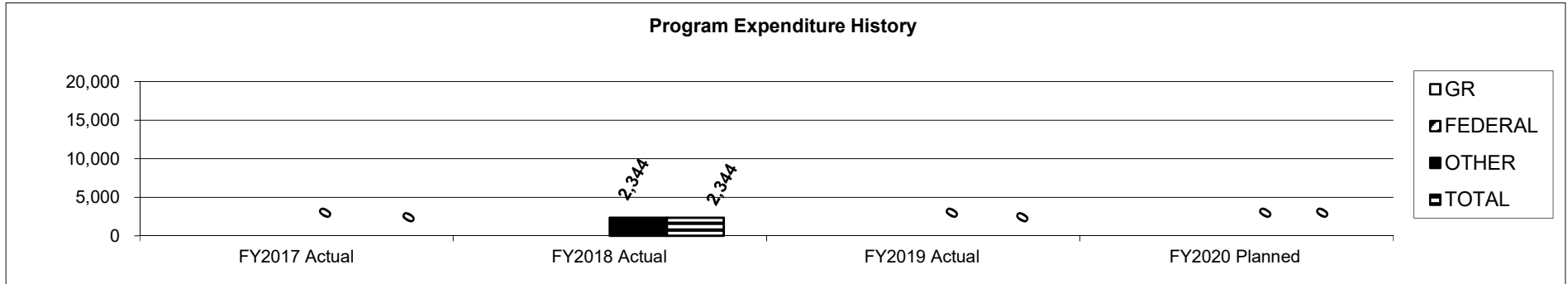
Department: Economic Development

HB Section(s): 7.010

Program Name: Economic Development Advancement Fund Refunds

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

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



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

Economic Development Advancement Fund (0783)

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

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

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

No.

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

No.

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43030C</u>
Division: Business and Community Solutions	
Core: International Trade and Investment Offices	HB Section <u>7.010</u>

1. CORE FINANCIAL SUMMARY

	FY 2021 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	1,500,000	1,500,000
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	1,500,000	1,500,000

FTE	0.00	0.00	0.00	0.00
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Est. Fringe	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 2021 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	1,500,000	1,500,000
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	1,500,000	1,500,000

FTE	0.00	0.00	0.00	0.00
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Est. Fringe	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)

2. CORE DESCRIPTION

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

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

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

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

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

International Trade and Investment Offices

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43030C
Division:	Business and Community Solutions		
Core:	International Trade and Investment Offices	HB Section	7.010

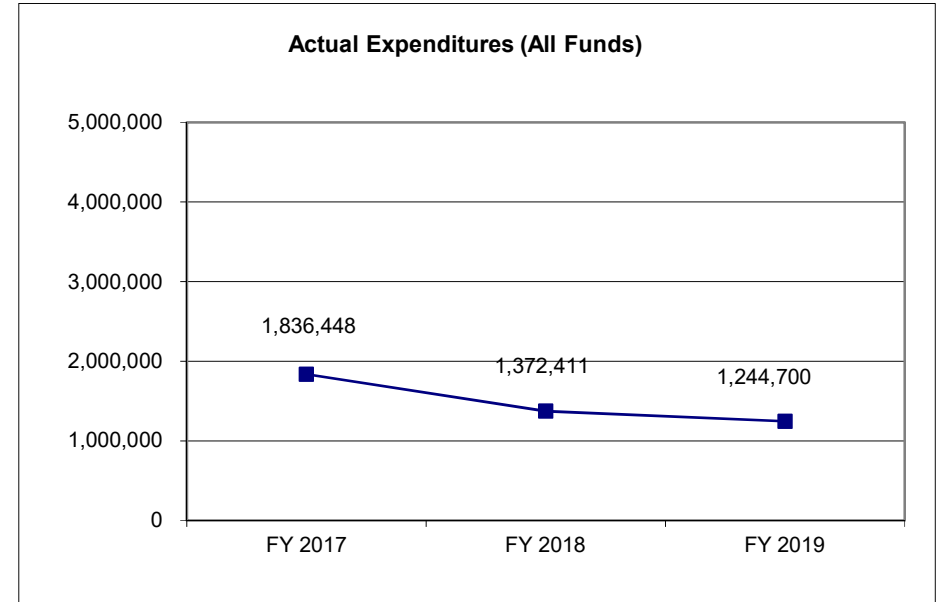
4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	1,910,000	1,500,000	1,500,000	1,500,000
Less Reverted (All Funds)	(57,300)	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,852,700	1,500,000	1,500,000	1,500,000
Actual Expenditures (All Funds)	1,836,448	1,372,411	1,244,700	N/A
Unexpended (All Funds)	16,252	127,589	255,300	N/A
Unexpended, by Fund:				
General Revenue	16,252	0	0	N/A
Federal	0	0	0	N/A
Other	0	127,589 (1)	255,300	N/A

*Restricted amount as of: _____

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

NOTES: (1) Transferred from GR to Economic Development Advancement Fund in FY18. Restructured contracts from 11 separate to one contract.



CORE RECONCILIATION DETAIL

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

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES	EE	0.00	0	0	1,500,000	1,500,000	
	Total	0.00	0	0	1,500,000	1,500,000	
DEPARTMENT CORE REQUEST	EE	0.00	0	0	1,500,000	1,500,000	
	Total	0.00	0	0	1,500,000	1,500,000	
GOVERNOR'S RECOMMENDED CORE	EE	0.00	0	0	1,500,000	1,500,000	
	Total	0.00	0	0	1,500,000	1,500,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
INTER TRADE & INVESTMNT OFFICE								
CORE								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	1,500,000	0.00	1,500,000	0.00	1,500,000	0.00
TOTAL - EE	0	0.00	1,500,000	0.00	1,500,000	0.00	1,500,000	0.00
TOTAL	0	0.00	1,500,000	0.00	1,500,000	0.00	1,500,000	0.00
GRAND TOTAL	\$0	0.00	\$1,500,000	0.00	\$1,500,000	0.00	\$1,500,000	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
INTRN TRADE & INVEST OFFICES								
CORE								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	1,244,700	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	1,244,700	0.00	0	0.00	0	0.00	0	0.00
TOTAL	1,244,700	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$1,244,700	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
INTER TRADE & INVESTMNT OFFICE								
CORE								
PROFESSIONAL SERVICES	0	0.00	1,500,000	0.00	1,500,000	0.00	1,500,000	0.00
TOTAL - EE	0	0.00	1,500,000	0.00	1,500,000	0.00	1,500,000	0.00
GRAND TOTAL	\$0	0.00	\$1,500,000	0.00	\$1,500,000	0.00	\$1,500,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$1,500,000	0.00	\$1,500,000	0.00	\$1,500,000	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.010

Program Name: International Trade and Investment Offices

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

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

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

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Export Work Orders	362	595	484	384	461	585	569	575	585
FDI Leads Generated	N/A	N/A	N/A	N/A	12	49	25	29	35
FDI Informational Requests*	N/A	N/A	N/A	N/A	35	123	100	125	130

Note 1: Export work orders are specific activities done on behalf of Missouri companies seeking to export. FY2019 export sales reached a high plateau due to economic and geopolitical issues surrounding U.S. trade policy. A slight drop in orders is expected.

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

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

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

Note 5: FY2019 export sales reached a high plateau due to the economic and geopolitical issues surrounding U.S. trade policy. This figure is atypical.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.010

Program Name: International Trade and Investment Offices

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

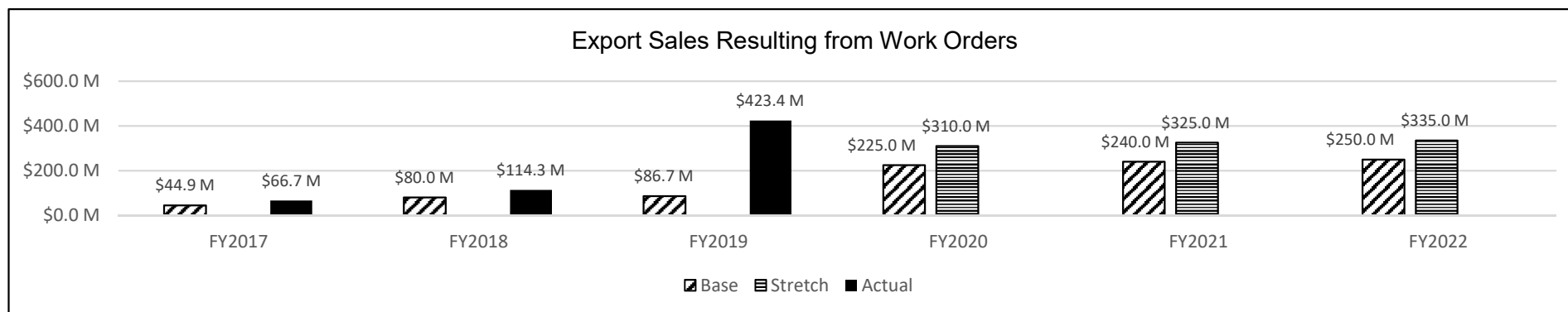
2b. Provide a measure(s) of the program's quality

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customer Satisfaction	94%	96%	95%	89%	94%	98%	95%	96%	97%

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

Note 2: In FY2019, 585 Client Impact Statements were dispatched and 450 were returned.

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



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

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

PROGRAM DESCRIPTION

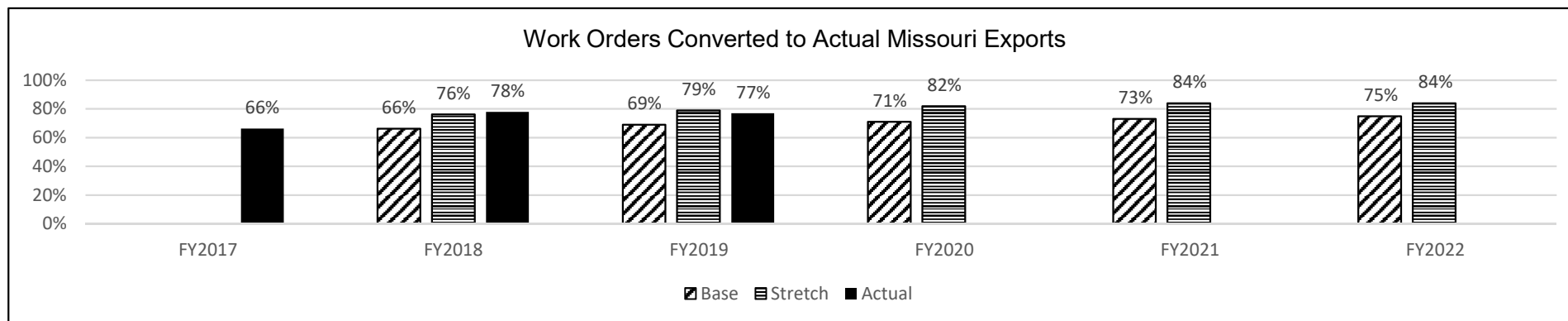
Department: Economic Development

HB Section(s): 7.010

Program Name: International Trade and Investment Offices

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

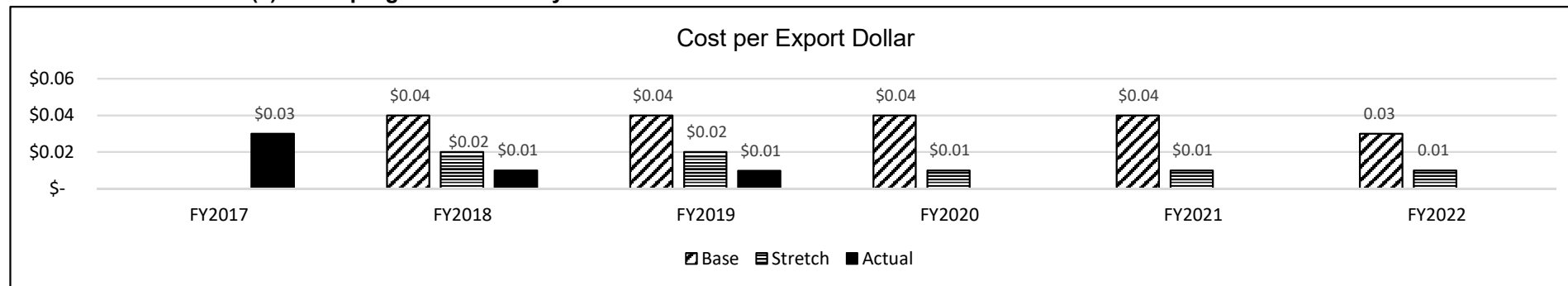
2c. Provide a measure(s) of the programs impact. (continued)



Note 1: Chart depicts the percentage of work orders (i.e., export assistance) that were converted to an actual export sale.

Note 2: Base target is average of previous 3 years and Stretch target is 15% increase in converted work orders over Base.

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



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

Note 2: FY2019 export sales reached a high plateau due to the economic and geopolitical issues surrounding U.S. trade policy. Export sales at that level are atypical, so efficiency rates of \$.01 cost per export dollar will be difficult to maintain.

PROGRAM DESCRIPTION

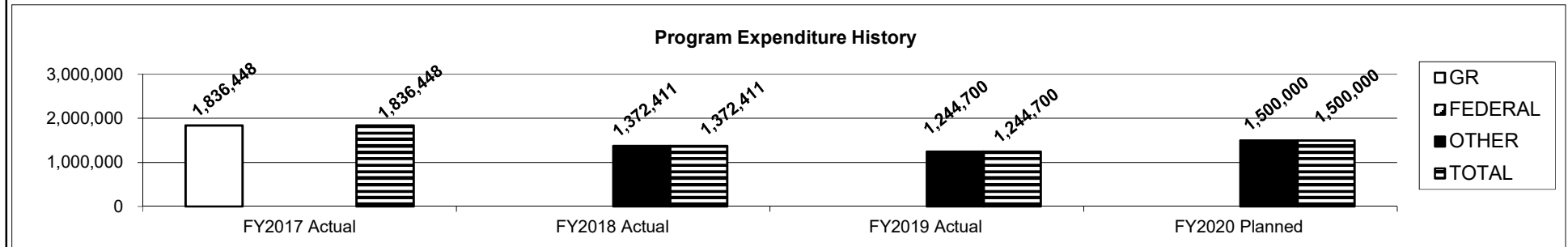
Department: Economic Development

HB Section(s): 7.010

Program Name: International Trade and Investment Offices

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

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



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

Economic Development Advancement Fund (0783)

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

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

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

No

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

No

CORE DECISION ITEM

Department: Economic Development					Budget Unit 43035C				
Division: Business and Community Solutions									
Core: Missouri Technology Corporation (MTC)					HB Section 7.015				
1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	5,500,000	5,500,000	PSD	0	0	5,500,000	5,500,000
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	5,500,000	5,500,000	Total	0	0	5,500,000	5,500,000
FTE 0.00 0.00 0.00 0.00					FTE 0.00 0.00 0.00 0.00				
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.				
Other Funds: Missouri Technology Investment Fund (0172)					Other Funds: Missouri Technology Investment Fund (0172)				
Notes: Requires a GR transfer to MTIF (0172)					Notes: Requires a GR transfer to MTIF (0172)				
2. CORE DESCRIPTION									
This core decision item establishes the spending authority for the Missouri Technology Corporation (MTC) co-investments and grant support, Innovation Centers, and Missouri Manufacturing Extension Partnership (MEP) programs.									
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 st Century bioscience industries that build on Missouri's rich history in agriculture. It is governed by a fifteen-member board of directors, which includes eleven appointees by Missouri's Governor, one appointee by the President Pro Tem of the Missouri Senate, and one appointee by the Speaker of the Missouri House of Representatives. The President of the University of Missouri System and the Director of the Department of Economic Development are <i>ex officio</i> 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 Solutions
Core: Missouri Technology Corporation (MTC)

Budget Unit 43035C

HB Section 7.015

4. FINANCIAL HISTORY

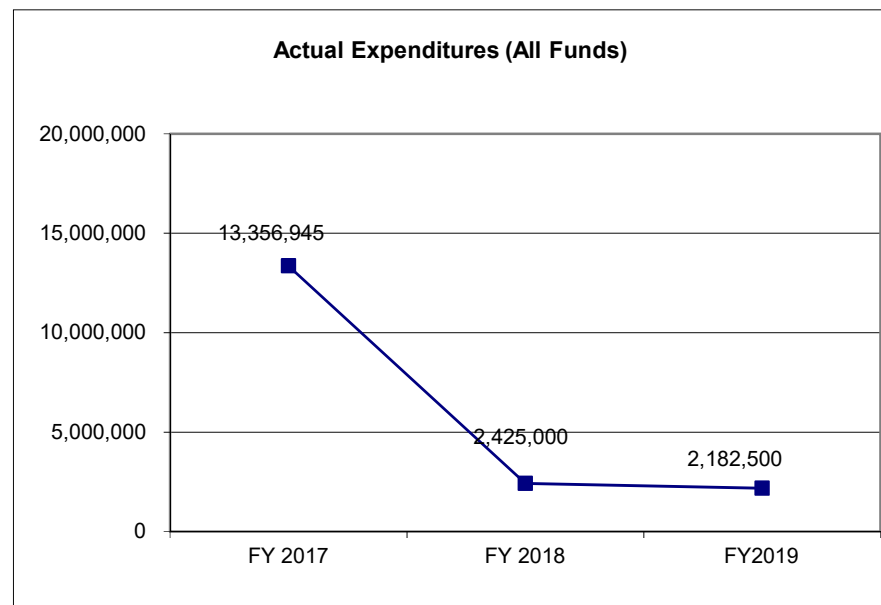
	FY 2017 Actual	FY 2018 Actual	FY2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	22,910,000	3,500,000	3,500,000	5,500,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	(4,550,000)	0	0	0
Budget Authority (All Funds)	18,360,000	3,500,000	3,500,000	5,500,000
Actual Expenditures (All Funds)	13,356,945	2,425,000	2,182,500	N/A
Unexpended (All Funds)	5,003,055	1,075,000	1,317,500	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	5,003,055	1,075,000	1,317,500	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 is the difference between the Appropriation and the Transfer amount which 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).
 - (2) Unexpended amount is the difference between the Appropriation and the Transfer amount which was \$2,500,000 less the Governor's standard 3% GR reserve for a total transfer of \$2,425,000.
 - (3) Unexpended amount is the difference between the Appropriation and the Transfer amount which was \$2,250,000 less the Governor's standard 3% GR reserve for a total transfer of \$2,182,500.



CORE RECONCILIATION DETAIL

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

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	5,500,000	5,500,000	
	Total	0.00	0	0	5,500,000	5,500,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	5,500,000	5,500,000	
	Total	0.00	0	0	5,500,000	5,500,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	5,500,000	5,500,000	
	Total	0.00	0	0	5,500,000	5,500,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO TECH CORP-RAM								
CORE								
PROGRAM-SPECIFIC								
MISSOURI TECHNOLOGY INVESTMENT	0	0.00	5,500,000	0.00	5,500,000	0.00	5,500,000	0.00
TOTAL - PD	0	0.00	5,500,000	0.00	5,500,000	0.00	5,500,000	0.00
TOTAL	0	0.00	5,500,000	0.00	5,500,000	0.00	5,500,000	0.00
GRAND TOTAL	\$0	0.00	\$5,500,000	0.00	\$5,500,000	0.00	\$5,500,000	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO TECH CORP-RAM								
CORE								
PROGRAM-SPECIFIC								
MISSOURI TECHNOLOGY INVESTMENT	2,182,500	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	2,182,500	0.00	0	0.00	0	0.00	0	0.00
TOTAL	2,182,500	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$2,182,500	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO TECH CORP-RAM								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	5,500,000	0.00	5,500,000	0.00	5,500,000	0.00
TOTAL - PD	0	0.00	5,500,000	0.00	5,500,000	0.00	5,500,000	0.00
GRAND TOTAL	\$0	0.00	\$5,500,000	0.00	\$5,500,000	0.00	\$5,500,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$5,500,000	0.00	\$5,500,000	0.00	\$5,500,000	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.015

Program Name: Missouri Technology Corporation (MTC)

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

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

- MTC helps early-stage businesses raise private capital to commercialize new technologies and grow their businesses by providing (1) co-investment capital to early-stage ventures through the MTC IDEA Fund and (2) grants to innovation centers, non-profit organizations, higher education institutions, and other research institutions that help entrepreneurs raise capital and develop promising new technologies through the MTC MOBEC Grant and Innovation Center programs.
- MTC provides the State match for the federal Manufacturing Extension Partnership (MEP) program, which enables small and medium-sized manufacturers to adopt new technologies and innovative practices to increase their competitiveness in the global marketplace.

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of IDEA Fund Co-investments	N/A	26	36	29	9	17	15	15	15
Amount of IDEA Fund Co-Investment	N/A	\$6,477,995	N/A	\$5,135,341	\$2,000,000	\$2,208,928	\$2,500,000	\$2,500,000	\$2,500,000
Number of MOBEC Grants Approved	N/A	9	N/A	12	N/A	10	10	10	10
Amount of MOBEC Grant Funds Disbursed	N/A	\$5,918,265	N/A	\$3,308,415	N/A	\$3,686,145	\$3,000,000	\$2,000,000	\$2,000,000

Note 1: Projections based on budget remaining at FY2020 levels. Funds invested and disbursed includes some allocated funds from previous years when the budget was higher, this explains why levels will decrease before leveling out.

Note 2: MTC provides funding to the Missouri Innovation Centers through Missouri Revised Statue 348:271.

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

	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
	Actual	Actual	Actual	Projected	Projected	Projected
Customer Service Experience	N/A	N/A	86%	86%	88%	90%

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

Note 2: Survey incorporated new methodology for FY2019. Data includes 22 respondents.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.015

Program Name: Missouri Technology Corporation (MTC)

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

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

	Amount of Leveraged Investment								
	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
IDEA Funds	\$125,000,000	\$198,455,438	\$140,000,000	\$121,033,495	\$100,000,000	\$190,038,213	\$70,000,000	\$50,000,000	\$50,000,000
MOBEC Grants	N/A	\$327,441,599	N/A	\$379,738,036	N/A	\$550,089,559	\$350,000,000	\$350,000,000	\$350,000,000
Innovation Centers and MEP	\$156,795,732	\$335,736,128	\$190,590,047	\$272,630,719	\$234,815,074	\$115,267,482	\$200,000,000	\$200,000,000	\$200,000,000

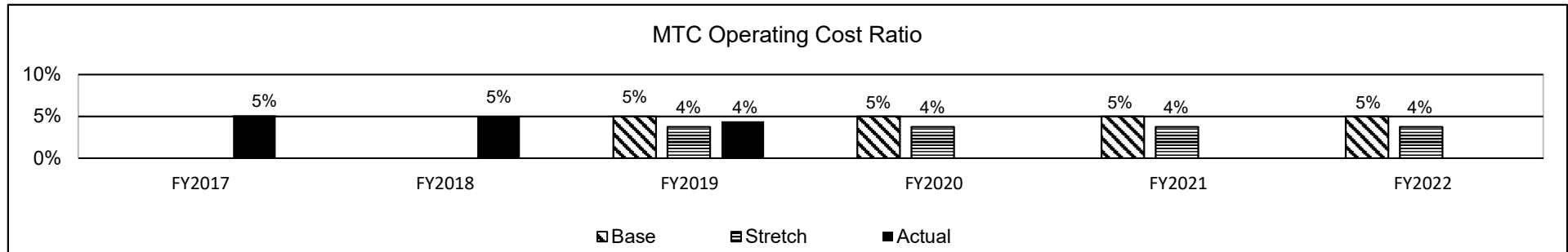
Note 1: Leveraged investment IDEA Funds represents the total amount of new funding that companies raised over the fiscal year.

Note 2: Leveraged investment for MOBEC Grants and Innovation Centers and MEP represents private capital raised by the grantee's clients.

Note 3: FY2019 Innovation Center Leveraged Investment was lower than expected, likely due to structural changes at two of the centers. We expect that number to climb again in coming years.

Note 4: Projections based on estimated impact of FY2017 budget cut and fewer investments over time.

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



Note 1: The MTC operating cost ratio is the amount of MTC operating expenditures divided by the amount of MTC programmatic expenditures.

Note 2: No base/stretch targets available for FY2017 and FY2018.

PROGRAM DESCRIPTION

Department: Economic Development

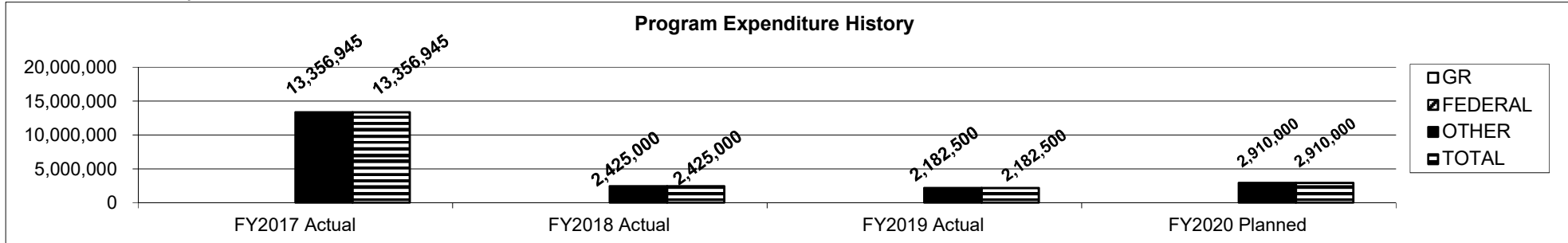
HB Section(s):

7.015

Program Name: Missouri Technology Corporation (MTC)

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

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



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

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

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

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

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

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

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

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

No.

CORE DECISION ITEM

Department: Economic Development					Budget Unit 43040C				
Division: Business and Community Solutions									
Core: MO Technology Investment Fund Transfer					HB Section 7.020				
1. CORE FINANCIAL SUMMARY									
	FY 2021 Budget Request					FY 2021 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	3,000,000	0	0	3,000,000	TRF	1,000,000	0	0	1,000,000
Total	3,000,000	0	0	3,000,000	Total	1,000,000	0	0	1,000,000
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
Notes:									
2. CORE DESCRIPTION									
<p>This core decision item is the required General Revenue transfer that provides funding to support the Missouri Technology Corporation (MTC) and the State's technology programs, including the Missouri Manufacturing Extension Partnership (MEP) and Innovation Centers.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
MO Technology Investment Fund Transfer									

CORE DECISION ITEM

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

Budget Unit 43040C
 HB Section 7.020

4. FINANCIAL HISTORY

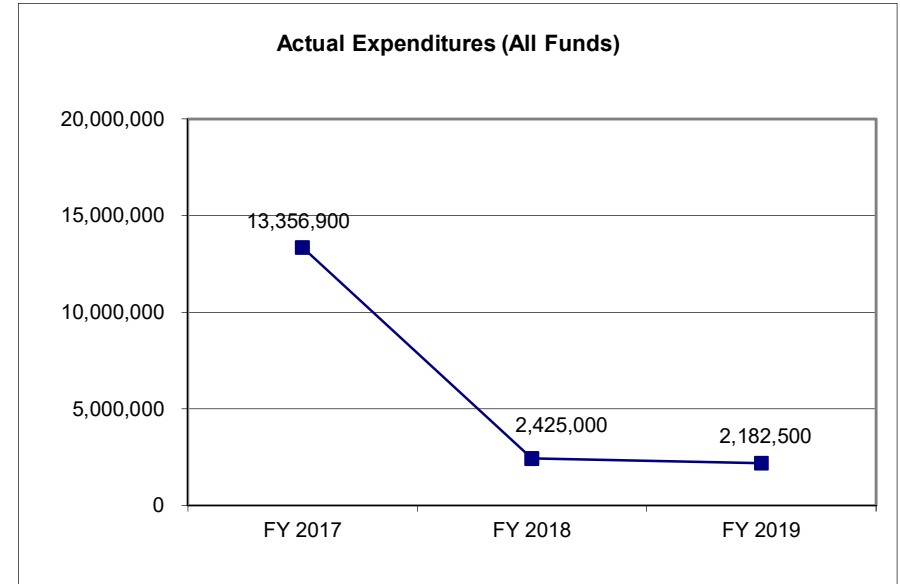
	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	22,910,000	2,500,000	2,250,000	3,000,000
Less Reverted (All Funds)	(550,800)	(75,000)	(67,500)	(90,000)
Less Restricted (All Funds)*	(9,002,300)	0	0	0
Budget Authority (All Funds)	13,356,900	2,425,000	2,182,500	2,910,000
Actual Expenditures (All Funds)	13,356,900	2,425,000	2,182,500	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)			

*Restricted amount is as of: _____

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

NOTES:

(1) Funding restricted for new projects including MU Research Reactor (\$2M) and R&D Facility for Biochar (\$2.5M). Includes restriction on transfer of \$4,550,000.



CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT MO TECH INVESTMENT TRANSFER

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	3,000,000	0	0	3,000,000	
	Total	0.00	3,000,000	0	0	3,000,000	
DEPARTMENT CORE REQUEST							
	TRF	0.00	3,000,000	0	0	3,000,000	
	Total	0.00	3,000,000	0	0	3,000,000	
GOVERNOR'S ADDITIONAL CORE ADJUSTMENTS							
Core Reduction	2714 T155 TRF	0.00	(2,000,000)	0	0	(2,000,000)	Core reduction of Missouri Technology Investment Transfer
NET GOVERNOR CHANGES		0.00	(2,000,000)	0	0	(2,000,000)	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	1,000,000	0	0	1,000,000	
	Total	0.00	1,000,000	0	0	1,000,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO TECH INVESTMENT TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	3,000,000	0.00	3,000,000	0.00	1,000,000	0.00
TOTAL - TRF	0	0.00	3,000,000	0.00	3,000,000	0.00	1,000,000	0.00
TOTAL	0	0.00	3,000,000	0.00	3,000,000	0.00	1,000,000	0.00
GRAND TOTAL	\$0	0.00	\$3,000,000	0.00	\$3,000,000	0.00	\$1,000,000	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO TECH INVESTMENT TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	2,182,500	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF	2,182,500	0.00	0	0.00	0	0.00	0	0.00
TOTAL	2,182,500	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$2,182,500	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO TECH INVESTMENT TRANSFER								
CORE								
TRANSFERS OUT	0	0.00	3,000,000	0.00	3,000,000	0.00	1,000,000	0.00
TOTAL - TRF	0	0.00	3,000,000	0.00	3,000,000	0.00	1,000,000	0.00
GRAND TOTAL	\$0	0.00	\$3,000,000	0.00	\$3,000,000	0.00	\$1,000,000	0.00
GENERAL REVENUE	\$0	0.00	\$3,000,000	0.00	\$3,000,000	0.00	\$1,000,000	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION	
Department: Economic Development	HB Section(s): 7.020
Program Name: MO Technology Investment Fund Transfer	
Program is found in the following core budget(s): Missouri Technology Investment Fund Transfer	
<p>1a. What strategic priority does this program address?</p> <p>Laser Focused, Data Driven, Customer Centric, One Team</p> <p>1b. What does this program do?</p> <p>Funds transferred to the Missouri Technology Investment Fund are used to support the Missouri Technology Corporation, Missouri Manufacturing Extension Partnership (MEP), and Innovation Centers.</p> <p>2a. Provide an activity measure(s) for the program.</p> <p>N/A. This is a transfer appropriation; therefore, refer to the MTC Core for measures.</p> <p>2b. Provide a measure(s) of the program's quality.</p> <p>N/A. This is a transfer appropriation; therefore, refer to the MTC Core for measures.</p> <p>2c. Provide a measure(s) of the program's impact.</p> <p>N/A. This is a transfer appropriation; therefore, refer to the MTC Core for measures.</p> <p>2d. Provide a measure(s) of the program's efficiency.</p> <p>N/A. This is a transfer appropriation; therefore, refer to the MTC Core for measures.</p>	

PROGRAM DESCRIPTION

Department: Economic Development

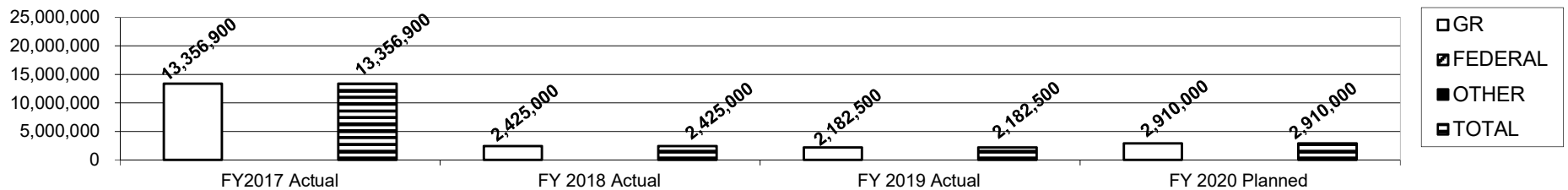
HB Section(s): 7.020

Program Name: MO Technology Investment Fund Transfer

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

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

Program Expenditure History



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

4. 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).

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

Sections 348.251 - 348.272, RSMo.

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

Yes, for the Missouri Manufactured Extension Partnership program.

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

No

CORE DECISION ITEM

Department: Economic Development					Budget Unit					43045C									
Division: Business and Community Solutions																			
Core: Community Development Block Grant (CDBG)										HB Section					7.025				
1. CORE FINANCIAL SUMMARY																			
FY 2021 Budget Request					FY 2021 Governor's Recommendation														
	GR	Federal	Other	Total		GR	Fed	Other	Total										
PS	0	0	0	0	PS	0	0	0	0										
EE	0	866,200	0	866,200	EE	0	866,200	0	866,200										
PSD	0	104,133,800	0	104,133,800	PSD	0	104,133,800	0	104,133,800										
TRF	0	0	0	0	TRF	0	0	0	0										
Total	0	105,000,000	0	105,000,000	Total	0	105,000,000	0	105,000,000										
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00										
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0										
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.														
Other Funds:					Other Funds:														
Notes:					Notes:														
2. CORE DESCRIPTION																			
The Community Development Block Grant (CDBG) program provides grants to non-entitlement cities (municipalities with populations under 50,000) and counties (populations under 200,000) for community development projects that: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety.																			
CDBG-eligible projects may include: (1) infrastructure expansion and improvement (water, sewer, bridge, street, drainage); (2) community facility improvements and additions (e.g. senior centers, food banks, fire stations, child education centers, etc.); (3) demolition of vacant, dilapidated structures; (4) certain economic development projects to help communities grow local businesses, attract new businesses, and provide crucial capital to spur entrepreneurship; and (5) emergency/disaster recovery funding that provides assistance to communities to address conditions that pose a serious and immediate threat to the health and welfare of the community.																			
Of the federal program distribution amount, \$35 million is appropriated for authorization of funding in the current Fiscal Year and the remainder is appropriated for previous Fiscal Year authorizations.																			
The U.S. Department of Housing and Urban Development has allocated \$58,535,000 to the State for supplemental CDBG disaster recovery funding. The funding is intended to alleviate unmet housing, infrastructure, and economic revitalization needs due to the severe storm and flooding events in the spring of 2017. HUD has specified, by rule, that the funding must first serve unmet housing needs.																			

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43045C</u>
Division: Business and Community Solutions	
Core: Community Development Block Grant (CDBG)	HB Section <u>7.025</u>

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

Community Development Block Grant Program

4. FINANCIAL HISTORY

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Current Yr.
Appropriation (All Funds)	63,036,002	51,403,550	106,322,117	105,000,000
Less Reverted (All Funds)	(7,613)	(7,745)	(7,804)	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	63,028,389	51,395,805	106,314,313	105,000,000
Actual Expenditures (All Funds)	31,488,542	41,652,900	23,488,943	N/A
Unexpended (All Funds)	31,539,847	9,742,905	82,825,370	N/A
Unexpended, by Fund:				
General Revenue	5,855	97,862	21,092	N/A
Federal	29,533,992	9,645,043	82,804,278	N/A
Other	2,000,000	0	0	N/A
	(1)	(2)	(3)	

*Restricted amount is as of: _____

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

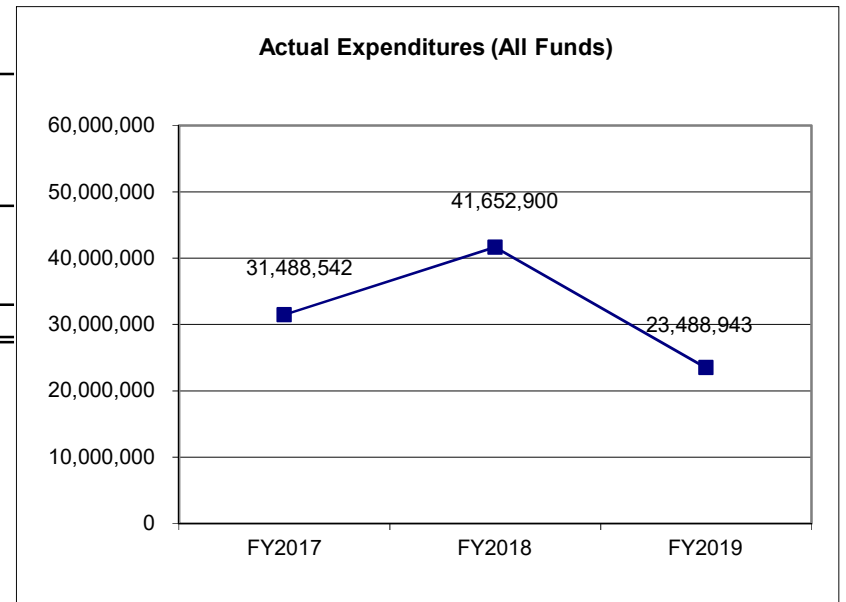
Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

(1) \$2M Appropriation for Urban Youth Academy from Missouri Humanities Council Trust Fund was spent in FY16. Should have been one-time funding and therefore was unexpended in FY17.

(2) Compliance Team PS, E&E and corresponding FTE transferred to the CDBG Program.

(3) Disaster Recovery Grant awarded; however, no funds expended in FY2019.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
CDBG PROGRAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	EE	0.00	0	866,200	0	866,200	
	PD	0.00	0	104,133,800	0	104,133,800	
	Total	0.00	0	105,000,000	0	105,000,000	
DEPARTMENT CORE REQUEST							
	EE	0.00	0	866,200	0	866,200	
	PD	0.00	0	104,133,800	0	104,133,800	
	Total	0.00	0	105,000,000	0	105,000,000	
GOVERNOR'S RECOMMENDED CORE							
	EE	0.00	0	866,200	0	866,200	
	PD	0.00	0	104,133,800	0	104,133,800	
	Total	0.00	0	105,000,000	0	105,000,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
CDBG PROGRAM								
CORE								
EXPENSE & EQUIPMENT								
DED-ED PRO -CDBG- PASSTHROUGH	0	0.00	866,200	0.00	866,200	0.00	866,200	0.00
TOTAL - EE	0	0.00	866,200	0.00	866,200	0.00	866,200	0.00
PROGRAM-SPECIFIC								
DED-ED PRO -CDBG- PASSTHROUGH	0	0.00	104,133,800	0.00	104,133,800	0.00	104,133,800	0.00
TOTAL - PD	0	0.00	104,133,800	0.00	104,133,800	0.00	104,133,800	0.00
TOTAL	0	0.00	105,000,000	0.00	105,000,000	0.00	105,000,000	0.00
Mileage Reimburse Rate Incr - 0000015								
EXPENSE & EQUIPMENT								
DED-ED PRO -CDBG- PASSTHROUGH	0	0.00	0	0.00	1,149	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	1,149	0.00	0	0.00
TOTAL	0	0.00	0	0.00	1,149	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$105,000,000	0.00	\$105,001,149	0.00	\$105,000,000	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
CDBG PROGRAM								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	145,729	2.39	0	0.00	0	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	590,247	12.56	0	0.00	0	0.00	0	0.00
TOTAL - PS	735,976	14.95	0	0.00	0	0.00	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	85,525	0.00	0	0.00	0	0.00	0	0.00
DED-ED PRO -CDBG- PASSTHROUGH	7,815	0.00	0	0.00	0	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	66,478	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	159,818	0.00	0	0.00	0	0.00	0	0.00
PROGRAM-SPECIFIC								
DED-ED PRO -CDBG- PASSTHROUGH	22,568,513	0.00	0	0.00	0	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	24,636	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	22,593,149	0.00	0	0.00	0	0.00	0	0.00
TOTAL	23,488,943	14.95	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$23,488,943	14.95	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
CDBG PROGRAM								
CORE								
TRAVEL, IN-STATE	0	0.00	13,000	0.00	13,000	0.00	13,000	0.00
TRAVEL, OUT-OF-STATE	0	0.00	2,700	0.00	2,700	0.00	2,700	0.00
FUEL & UTILITIES	0	0.00	150	0.00	150	0.00	150	0.00
SUPPLIES	0	0.00	4,500	0.00	4,500	0.00	4,500	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	2,950	0.00	2,950	0.00	2,950	0.00
COMMUNICATION SERV & SUPP	0	0.00	4,500	0.00	4,500	0.00	4,500	0.00
PROFESSIONAL SERVICES	0	0.00	827,300	0.00	827,300	0.00	827,300	0.00
M&R SERVICES	0	0.00	300	0.00	300	0.00	300	0.00
OFFICE EQUIPMENT	0	0.00	250	0.00	250	0.00	250	0.00
BUILDING LEASE PAYMENTS	0	0.00	600	0.00	600	0.00	600	0.00
MISCELLANEOUS EXPENSES	0	0.00	2,450	0.00	2,450	0.00	2,450	0.00
REBILLABLE EXPENSES	0	0.00	7,500	0.00	7,500	0.00	7,500	0.00
TOTAL - EE	0	0.00	866,200	0.00	866,200	0.00	866,200	0.00
PROGRAM DISTRIBUTIONS	0	0.00	104,133,800	0.00	104,133,800	0.00	104,133,800	0.00
TOTAL - PD	0	0.00	104,133,800	0.00	104,133,800	0.00	104,133,800	0.00
GRAND TOTAL	\$0	0.00	\$105,000,000	0.00	\$105,000,000	0.00	\$105,000,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$105,000,000	0.00	\$105,000,000	0.00	\$105,000,000	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Sections:

7.025

Program Name: Community Development Block Grant Program

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

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

- The Community Development Block Grant (CDBG) program provides funding and expertise to develop viable communities and build economic development capacity by leveraging resources and connecting stakeholders toward a common goal while meeting one or more of the following criteria: (1) benefit at least 51% low and moderate income (LMI) persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety. CDBG is a federally-funded program that provides grants to "non-entitlement" communities, or municipalities with populations under 50,000 and counties with populations under 200,000 for addressing long term development needs.
- CDBG Project categories include: (1) Infrastructure - Community Facility, Water/wastewater, General Infrastructure, Demolition, and Downtown Revitalization; (2) Economic Development; (3) Workforce Training; and (4) Emergency and Other - Emergency and Long-Term Recovery.
- The Community Development Block Grant Disaster Recovery (CDBG-DR) program provides funding allocated by a congressional supplemental appropriation through a presidential disaster declaration. On June 2, 2018, the President approved Missouri's request for a major disaster declaration (DR-4317) in response to the severe storms, tornadoes, straight-line winds, and flooding during the period of April 28 to May 11, 2017. Missouri received an allocation of \$58,535,000 in disaster recovery funds in late 2019 to help alleviate unmet housing needs and is projected to receive \$41,592,000 for mitigation in late 2020.

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
CDBG Funds Expended	N/A	\$30.1M	N/A	\$40.8M	N/A	\$24M	\$31.6M	\$32.1M	\$29.2M
Total CDBG Projects	N/A	72	70	81	70	55	68	68	68
Infrastructure	N/A	46	N/A	66	N/A	48	43	46	52
Economic Development	N/A	19	N/A	8	N/A	2	4	6	10
Workforce Training	N/A	N/A	N/A	N/A	N/A	N/A	7	0	0
Emergency and Other	N/A	7	N/A	7	N/A	5	14	16	6
CDBG-DR Funds Expended	N/A	N/A	N/A	N/A	N/A	N/A	\$11.7M	\$20M	\$20M
Housing Units (DR)	N/A	N/A	N/A	N/A	N/A	N/A	106	214	214

Note 1: Numbers are based on funds drawn on projects per Fiscal Year. FY2020 should see expenditures increase from previous years due to general CDBG projects and Long-Term Recovery projects being funded. This trend should continue for FY2021, but decrease in FY2022 due to a reduction in Long-Term Recovery needs. Long-Term Recovery is the activity under the CDBG program that provides up to a 25% local match on FEMA/SEMA projects in Presidentially Declared Disasters around the state that are eligible non-entitlement regions.

Note 2: The first round of CDBG-DR funds will be disbursed in FY2020, thereby the projection represents 20% of the total 6 year HUD allocation .

Note 3: The second round of CDBG-DR funds is projected to be disbursed in FY2021, thereby projections represent 20% of the first 6 year allocation and 20% of the second 6 year HUD allocation.

Note 4: Housing Units under (DR) represents a projected number of households being served within multiple project categories that include: Single-Family (buyout and acquisition, relocation assistance, down payment assistance and rehab) and/or Affordable Multi-Family Rental Recovery.

PROGRAM DESCRIPTION

Department: Economic Development

HB Sections:

7.025

Program Name: Community Development Block Grant Program

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

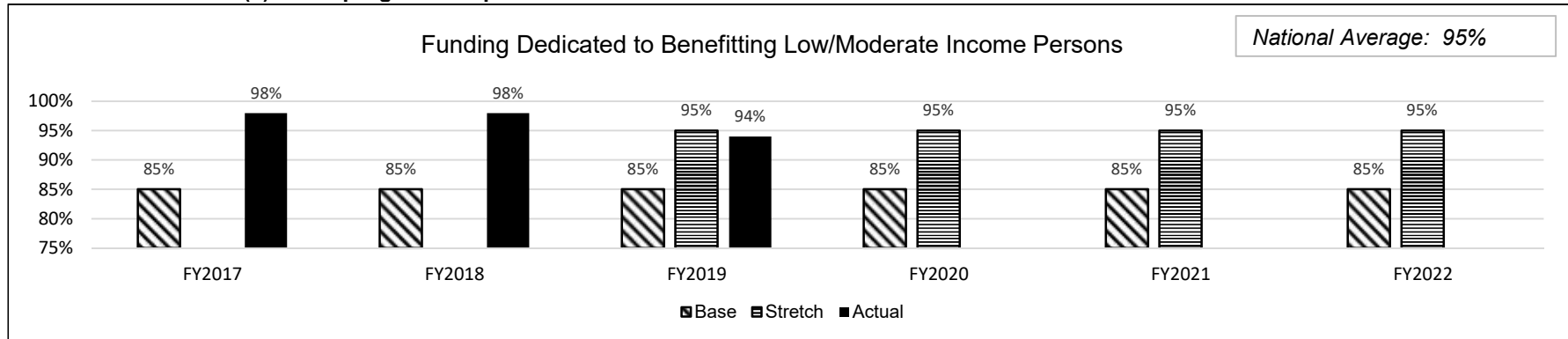
2b. Provide a measure(s) of the program's quality.

	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
	Actual	Actual	Actual	Projected	Projected	Projected
Customer Service Experience	N/A	N/A	88%	88%	90%	95%

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

Note 2: Survey incorporated new methodology for FY2019. Data includes 26 respondents.

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



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

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

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

PROGRAM DESCRIPTION

Department: Economic Development

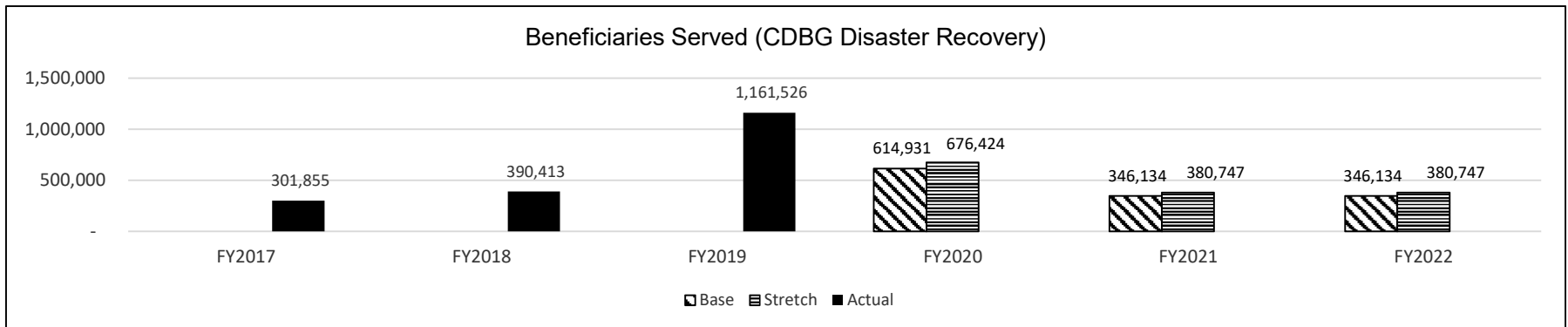
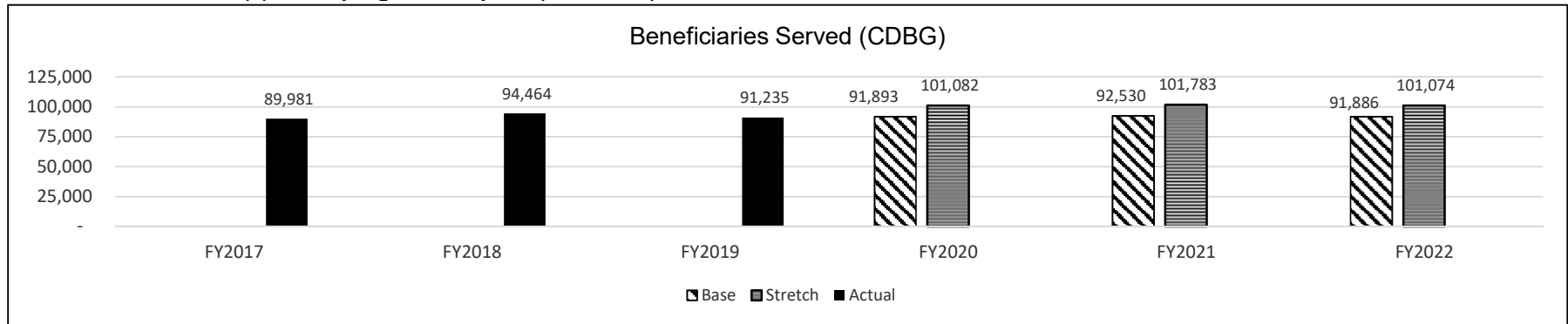
HB Sections:

7.025

Program Name: Community Development Block Grant Program

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

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



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

Note 2: Beneficiaries Served (CDBG) has limited variables; thereby, the population served should stay consistent. Base targets reflect such consistency; stretch targets are to achieve 10% above base.

Note 3: Beneficiaries Served (CDBG Disaster Recovery) has multiple variables since funds may be used for: (1) both entitlement (more densely populated) and non-entitlement (less densely populated) communities; (2) infrastructure projects which indirectly affects a bigger population; and (3) housing projects which directly affect a smaller population. Base and Stretch targets are considerably lower than FY2019 Actuals since it is likely for recovery funds to be more weighted towards rural areas and housing than in FY2019.

PROGRAM DESCRIPTION

Department: Economic Development

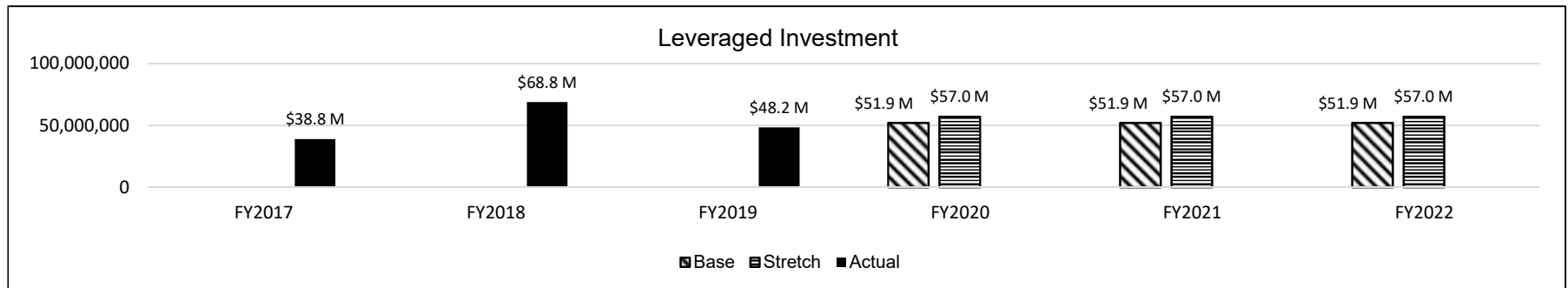
HB Sections:

7.025

Program Name: Community Development Block Grant Program

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

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

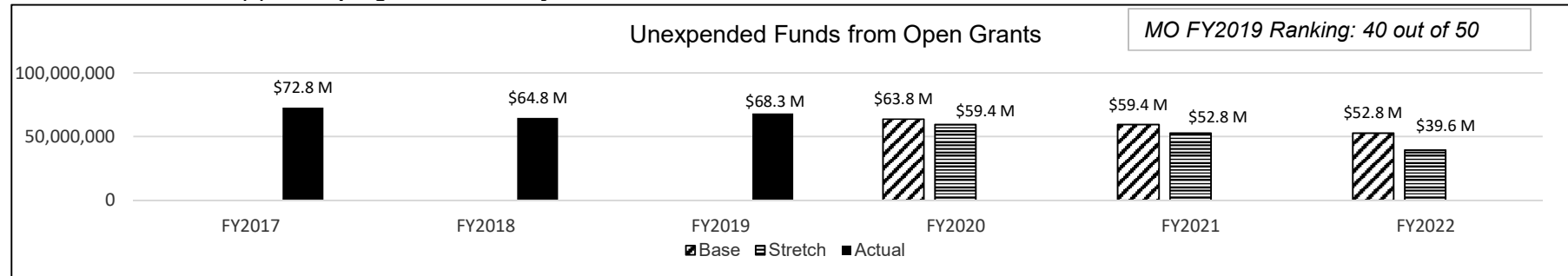


Note 1: Leveraged investment are non-CDBG funds (local, state, or federal) that are used in conjunction with CDBG funds to aid in financing a particular project.

Note 2: Leveraged investment calculation based on all CDBG projects except economic development which have high variations by project and year.

Note 3: Future projected Base is calculated using the average of previous years while the Stretch calculation utilizes this number and increases projection by 10%.

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



Note 1: "Unexpended Funds From Open Grants" refers to open Missouri projects with activities not completed. Missouri's FY2019 CDBG allocation was ~\$22M. HUD wants states to lower their "unexpended grants" closer to their annual allocation amount to ensure that federal funds are spent in a timely manner.

Note 2: The above measure shows unexpended funds from open grants. HUD divides this number by the most recent grant amount provided and gives each state its ranking; As of June 30, 2019, Missouri ranked 40 out of 50 states; only ten states have a higher ratio of unexpended funds.

Note 3: FY2020 base target of \$63.8M would rank Missouri 37 out of 50 states.

Note 4: FY2021 base target of \$59.4M would rank Missouri 32 out of 50 states.

Note 5: FY2022 base target of \$52.8M would rank Missouri 28 out of 50 states. The stretch target of \$39.6M would rank Missouri 18 out of 50 states.

PROGRAM DESCRIPTION

Department: Economic Development

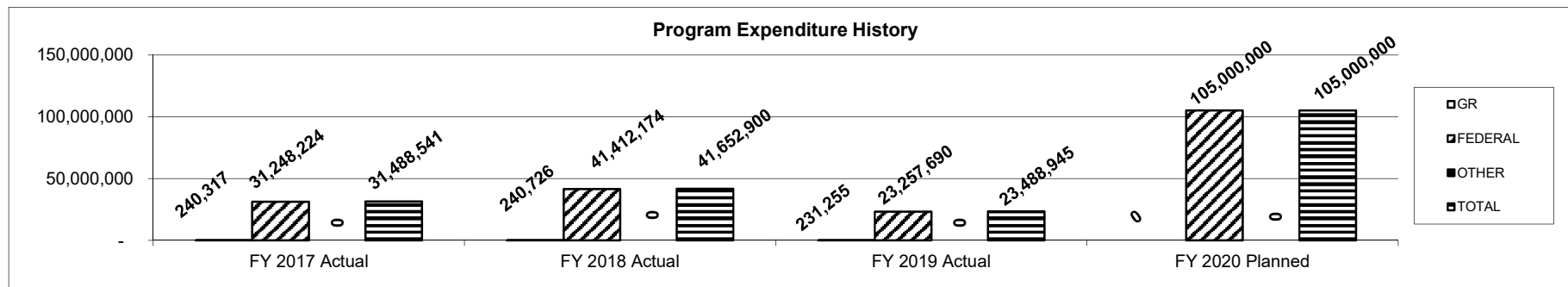
HB Sections:

7.025

Program Name: Community Development Block Grant Program

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

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



Note: Personal Service and Expense and Equipment dollars transferred to Business and Community Solutions Division in FY20 budget.

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

N/A

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

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

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

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

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

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

CORE DECISION ITEM

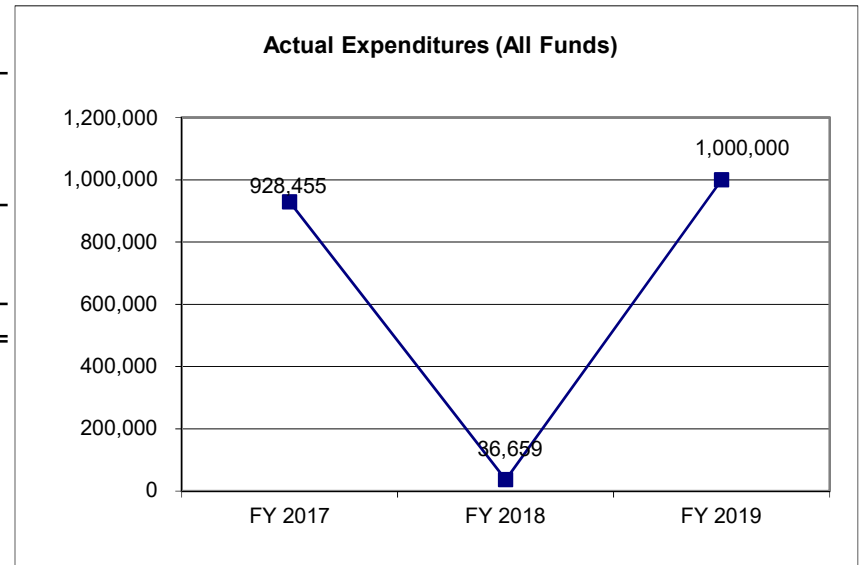
Department: Economic Development					Budget Unit <u>43050C</u>				
Division: Business and Community Solutions					HB Section <u>7.030</u>				
Core: State Small Business Credit Initiative (SSBCI)									
1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	0	0	Total	0	0	0	0
FTE					FTE				
	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
Notes:					Notes:				
2. CORE DESCRIPTION									
<p>This fund is being closed as the federal State Small Business Credit Initiative (SSBCI) Act of 2010 ended in FY2018. The department anticipates no additional funding for this program.</p> <p>The purpose of the fund was to provide funds to state programs that 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 implemented programs to assist Missouri small businesses in accessing credit and venture capital finance, encouraging job creation and business growth across the State. Missouri's approved plan dedicated \$24.8 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement seed and venture capital funds (IDEA Funds) and \$2.2 million to the Grow Missouri Loan Participation Fund.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
State Small Business Credit Initiative									

CORE DECISION ITEM

Department: Economic Development	Budget Unit	43050C
Division: Business and Community Solutions		
Core: State Small Business Credit Initiative (SSBCI)	HB Section	7.030

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	9,386,222	6,000,000	2,000,000	2,000,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	9,386,222	6,000,000	2,000,000	2,000,000
Actual Expenditures (All Funds)	928,455	36,659	1,000,000	N/A
Unexpended (All Funds)	8,457,767	5,963,341	1,000,000	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	8,457,767	5,963,341	1,000,000	N/A
Other	0	0	0	N/A
		(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) FY18 Expenditures included remaining original SSBCI funds.

(2) FY19 Expenditures included repaid funds transferred to the MTC to be invested per the approved SSBCI plan.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT SSBCI

5. CORE RECONCILIATION DETAIL

			Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES									
			PD	0.00	0	2,000,000	0	2,000,000	
			Total	0.00	0	2,000,000	0	2,000,000	
DEPARTMENT CORE ADJUSTMENTS									
Core Reduction	2333 5107		PD	0.00	0	(1,000,000)	0	(1,000,000)	Closing program
Core Reduction	2333 5106		PD	0.00	0	(1,000,000)	0	(1,000,000)	Closing program
NET DEPARTMENT CHANGES				0.00	0	(2,000,000)	0	(2,000,000)	
DEPARTMENT CORE REQUEST									
			PD	0.00	0	0	0	0	
			Total	0.00	0	0	0	0	
GOVERNOR'S RECOMMENDED CORE									
			PD	0.00	0	0	0	0	
			Total	0.00	0	0	0	0	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
SSBCI								
CORE								
PROGRAM-SPECIFIC								
DEPT OF ECONOMIC DEV-FEDERAL	0	0.00	2,000,000	0.00	0	0.00	0	0.00
TOTAL - PD	0	0.00	2,000,000	0.00	0	0.00	0	0.00
TOTAL	0	0.00	2,000,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$2,000,000	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
SMALL BUSINESS CREDIT								
CORE								
PROGRAM-SPECIFIC								
DEPT OF ECONOMIC DEV-FEDERAL	1,000,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	1,000,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL	1,000,000	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$1,000,000	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
SSBCI								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	2,000,000	0.00	0	0.00	0	0.00
TOTAL - PD	0	0.00	2,000,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$2,000,000	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$2,000,000	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.030

Program Name: State Small Business Credit Initiative (SSBCI)

Program is found in the following core budget(s): State Small Business Credit Initiative

1a. What strategic priority does this program address?

Laser Focused and Customer Centric

1b. What does this program do?

- The State Small Business Credit Initiative (SSBCI) was created by the federal Small Business Jobs Act of 2010 which authorized the U.S. Department of Treasury to disburse federal funds to state programs in order to increase the amount of private capital made available to small businesses through debt and equity financing.
- In 2011, the State of Missouri was approved to receive an allocation of \$27 million through the Department of Economic Development (DED).
- Missouri's approved plan dedicated \$24.8 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement seed and venture capital funds (IDEA Funds) and \$2.2 million to the Grow Missouri Loan Participation Fund.
- The IDEA Fund program is administered by the Missouri Technology Corporation and provides equity, convertible debt, and low-interest debt financing to startups and early-stage technology-driven businesses. IDEA Funds consist of co-investment with private investors on private market financial terms to provide Missouri entrepreneurs with much-needed venture capital financing, accelerating private investment capable of high-paying job creation in targeted high-tech clusters.
- The Grow Missouri Loan program is administered by DED's Business and Community Solutions Division and provided flexible loans to targeted companies in order to facilitate the complete funding of business expansion or retention projects.
- In the FY2020 budget, additional language was added to be able to accept a federal grant from the U.S. Department of Defense, Office of Economic Adjustment National Security Crossroads Initiative.

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of IDEA Co-Investments	6	9	8	6	9	9	0	0	0

Note 1: DED received 29 applications for the GROW loan program; 26 applications were withdrawn or denied funding due to ineligibility or unavailable funds. Three projects were approved totaling \$2.1M. Due to low activity, DED transferred the balance of SSBCI funds to the MTC's IDEA program in FY2014. This transaction was approved by the U.S. Department of Treasury.

Note 2: SSBCI funding was exhausted in FY2018 and all funding allocations were approved through FY2019; therefore, there are no projected projects for the upcoming fiscal years.

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

SSBCI funding was exhausted in FY2018; therefore, a measure of the program's quality is represented by Leveraged Investment in 2c.

PROGRAM DESCRIPTION

Department: Economic Development

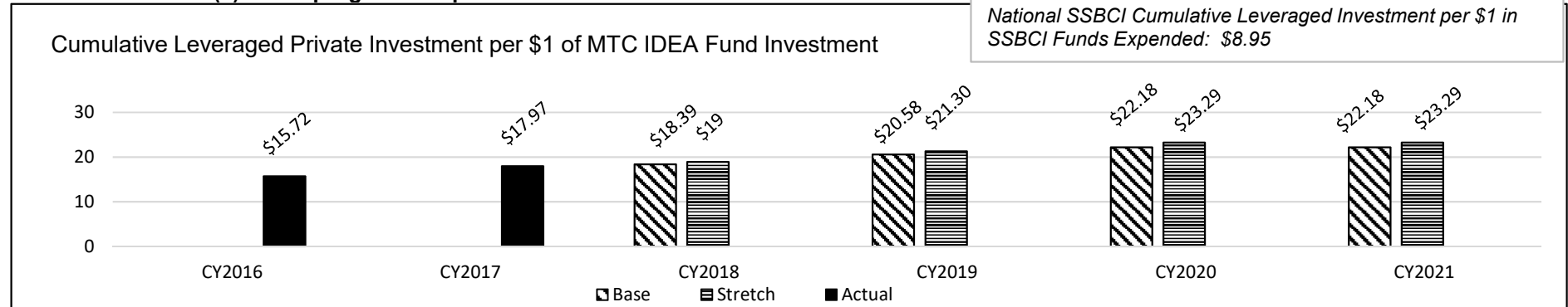
HB Section(s):

7.030

Program Name: State Small Business Credit Initiative (SSBCI)

Program is found in the following core budget(s): State Small Business Credit Initiative

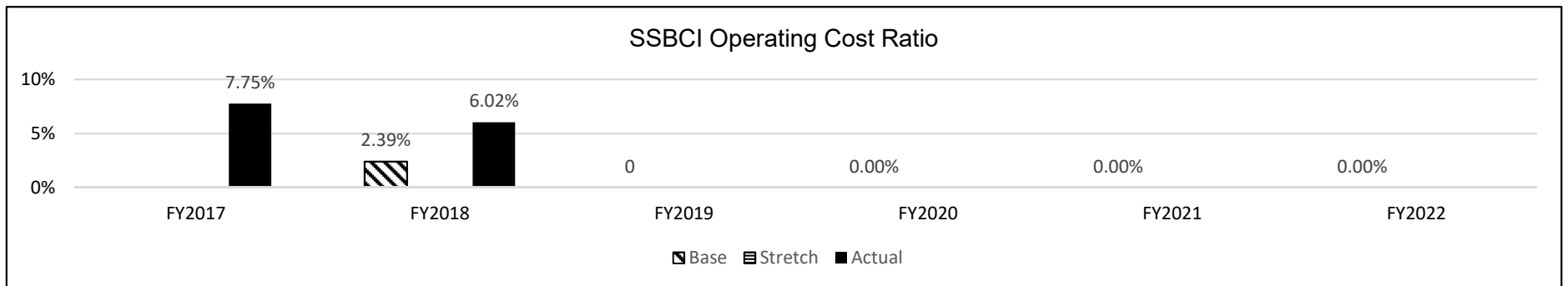
2c. Provide a measure(s) of the program's impact.



Note 1: The cumulative leveraged investment ratio is calculated by dividing the total amount of leveraged capital by the amount of SSBCI funds invested over the life of the program. This ratio is one that is tracked and reported by the U.S. Department of Treasury. The Small Business Jobs Act set an aspirational target of \$10:\$1.

Note 2: Original SSBCI funding was exhausted in FY2018; however, Base and Stretch Targets for CY2017-CY2020 reflect subsequent private financing of existing portfolio companies.

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



Note 1: The SSBCI Operating Cost Ratio is the operating costs to administer SSBCI investments shown as a percentage of the amount of SSBCI funds delivered to businesses.

Note 2: Original SSBCI funding was exhausted in FY2018; therefore, Base Targets for FY2019 and FY2020 and Stretch Targets for FY2018-FY2022 are not provided.

PROGRAM DESCRIPTION

Department: Economic Development

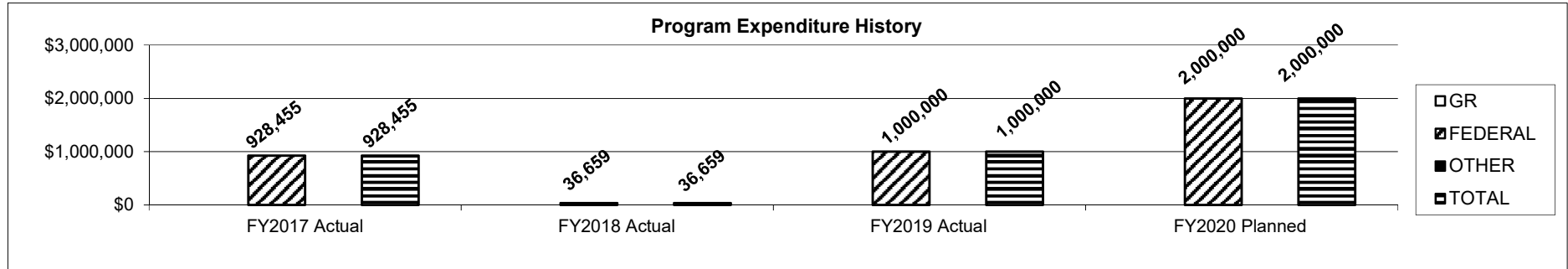
HB Section(s):

7.030

Program Name: State Small Business Credit Initiative (SSBCI)

Program is found in the following core budget(s): State Small Business Credit Initiative

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



Note: FY2018 Actual includes the remaining cash in the fund from the original allocation.

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

N/A

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

Title III of the Small Business Jobs Act of 2010, Public Law 111-240, 124 Stat. 2568, 2582

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

No.

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

No.

CORE DECISION ITEM

Department: Economic Development					Budget Unit <u>43055C</u>				
Division: Business and Community Solutions					HB Section <u>7.035</u>				
Core: Main Street Program									
1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 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	300,000	300,000	PSD	0	0	300,000	300,000
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	300,000	300,000	Total	0	0	300,000	300,000
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	Est. Fringe	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds: Economic Development Advancement Fund (0783)					Other Funds: Economic Development Advancement Fund (0783)				
Notes:					Notes:				
2. CORE DESCRIPTION									
<p>This core decision item establishes the spending authority for the Main Street Program, a community revitalization training program administered by the nonprofit Missouri Main Street Connection (MMSA). The Department of Economic Development (DED) contracts with the MMSA programs on behalf of Missouri communities. The program provides technical assistance and training for local governments, business organizations, merchants, and property owners across the State to enhance their community and economic revitalization efforts for older central business districts and neighborhoods.</p> <p>MMSA pays a membership to the National Main Street organization, which provides the services of a Senior Program Officer to (1) review the communities' progress and accomplishments and (2) determine if they are meeting the 10 designated criteria established by National Main Street Center to become nationally recognized.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
Main Street Program									

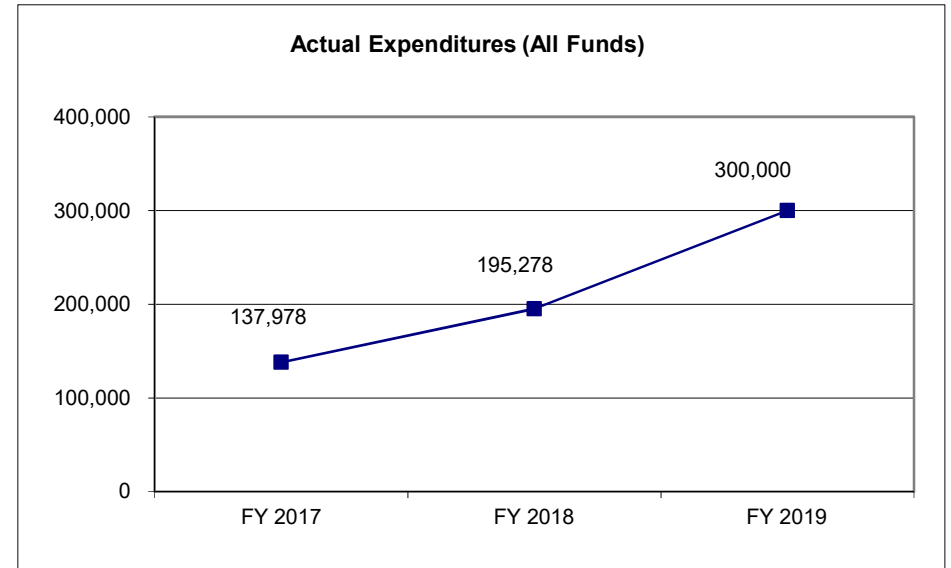
CORE DECISION ITEM

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

Budget Unit **43055C**
HB Section **7.035**

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	200,000	200,000	300,000	400,000
Less Reverted (All Funds)	(4,722)	(4,722)	0	0
Less Restricted (All Funds)*	(57,300)	0	0	0
Budget Authority (All Funds)	137,978	195,278	300,000	400,000
Actual Expenditures (All Funds)	137,978	195,278	300,000	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(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 GR and EDAF (0783). Includes standard Governor's 3% GR reserve and a GR restriction.
 - (2) Source of appropriation was GR and EDAF (0783). Includes standard Governor's 3% GR reserve.
 - (3) Source of appropriation was EDAF (0783).

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MAINSTREET PROGRAM**

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		PD	0.00	0	0	400,000	400,000	
		Total	0.00	0	0	400,000	400,000	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	2343 5108	PD	0.00	0	0	(100,000)	(100,000)	Core reduction to better match planned expenditures
NET DEPARTMENT CHANGES			0.00	0	0	(100,000)	(100,000)	
DEPARTMENT CORE REQUEST								
		PD	0.00	0	0	300,000	300,000	
		Total	0.00	0	0	300,000	300,000	
GOVERNOR'S RECOMMENDED CORE								
		PD	0.00	0	0	300,000	300,000	
		Total	0.00	0	0	300,000	300,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MAINSTREET PROGRAM								
CORE								
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	400,000	0.00	300,000	0.00	300,000	0.00
TOTAL - PD	0	0.00	400,000	0.00	300,000	0.00	300,000	0.00
TOTAL	0	0.00	400,000	0.00	300,000	0.00	300,000	0.00
GRAND TOTAL	\$0	0.00	\$400,000	0.00	\$300,000	0.00	\$300,000	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MAINSTREET PROGRAM								
CORE								
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	300,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	300,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL	300,000	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$300,000	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MAINSTREET PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	400,000	0.00	300,000	0.00	300,000	0.00
TOTAL - PD	0	0.00	400,000	0.00	300,000	0.00	300,000	0.00
GRAND TOTAL	\$0	0.00	\$400,000	0.00	\$300,000	0.00	\$300,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$400,000	0.00	\$300,000	0.00	\$300,000	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.035

Program Name: Main Street

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

1a. What strategic priority does this program address?

Laser Focused and Customer Centric

1b. What does this program do?

- The purpose of the Main Street Program is to provide educational workshops, technical assistance, and training for representatives from Missouri's local governments, business organizations, merchants, and property owners to enhance their community and economic revitalization efforts for older central business districts and neighborhoods.
- On behalf of Missouri communities, the Department of Economic Development (DED) contracts with the nonprofit Missouri Main Street Connection (MMSMC) to administer this statewide program.
- MMSMC provides a payment to the National Main Street Center for the State Coordinator Partner Membership. This membership provides the services of a Senior Program Officer to (1) assess the communities' progress and accomplishments and (2) determine if they are meeting the 10 designated criteria established by National Main Street Center to become nationally recognized as an accredited community.

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Individuals Trained	1,300	1,667	1,917	1,866	1,800	2,293	2,400	2,500	2,600
Assessed Communities	32	34	35	35	38	40	42	44	46
Accredited Communities	13	16	21	20	22	23	24	26	28

Note: Projected amounts are calculated by an approximate average increase of 5% in Individuals Trained, an increase of an approximate average of 3 communities assessed each year and an increase of an average of 2 communities accredited each year.

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

	FY2019	FY2020	FY2021	FY2022
	Actual	Projected	Projected	Projected
Customers Satisfied with Knowledge of MMSMC Staff	81%	84%	86%	86%
Customers Satisfied with Information/Presentations Received from MMSMC	93%	94%	94%	94%
Customers Satisfied with Overall Experience with MMSMC	90%	92%	92%	92%

Note 1: 85 customers responded to the satisfaction survey.

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

Note 3: FY2019 survey results only reflect partial year.

Note 4: This is a new measure; therefore, Actual data for FY2017 and FY2018 is not available.

PROGRAM DESCRIPTION

Department: Economic Development

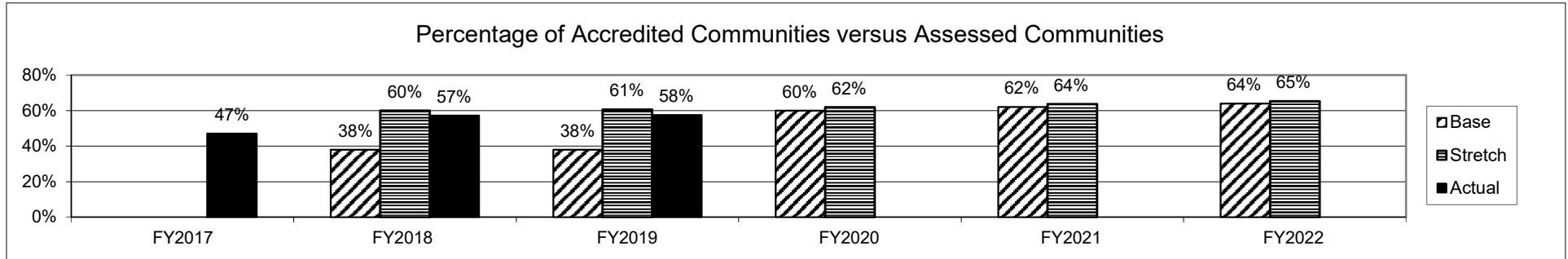
HB Section(s):

7.035

Program Name: Main Street

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

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

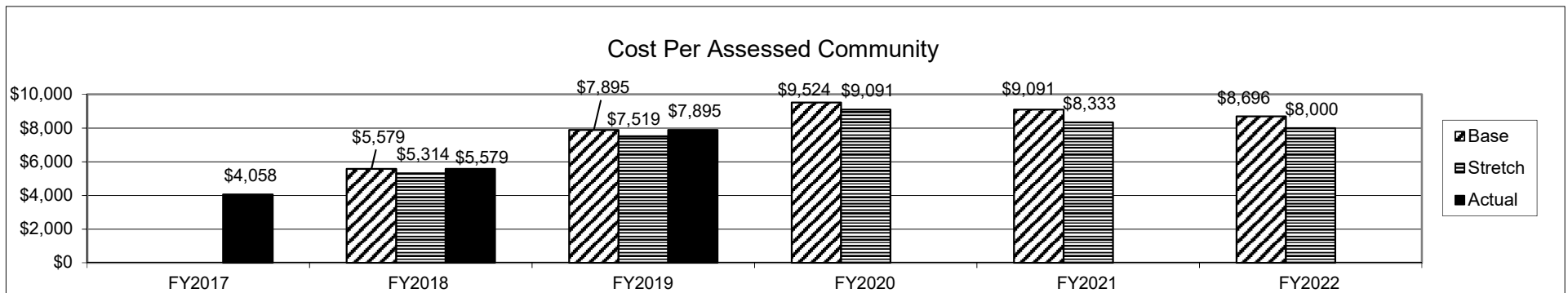


Note 1: Depicts ratio of Communities Receiving National Accreditation versus Assessed Communities.

Note 2: Base target is an increase of 4% from prior year and Stretch target assumes an increase of 8% in accreditation.

Note 3: This is a new measure; therefore, Projected data for FY2017 is not available.

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



Note 1: Depicts Program Dollars spent per Assessed Community.

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

Note 3: This is a new measure; therefore, Projected data for FY2017 is not available.

Note 4: The contract agreement between DED and MMSC increased from \$300,000 in FY2018 to \$400,000 in FY2020, which will result in a higher cost per community.

PROGRAM DESCRIPTION

Department: Economic Development

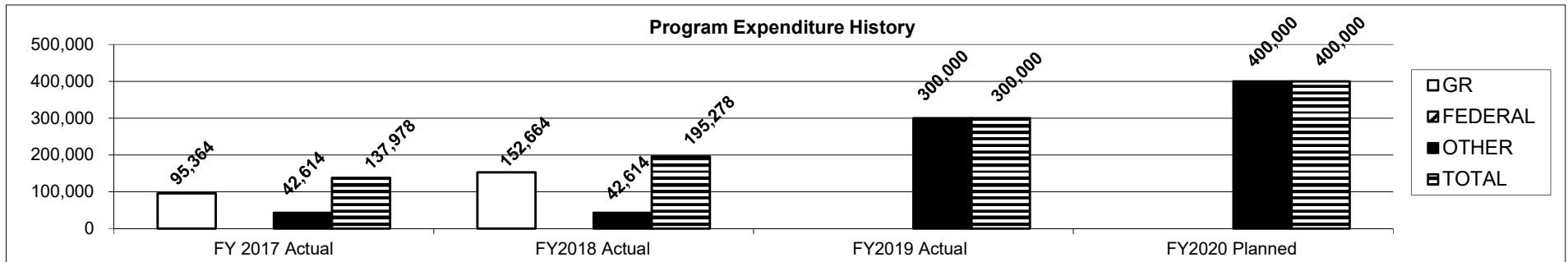
HB Section(s):

7.035

Program Name: Main Street

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

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



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

Economic Development Advancement Fund (0783)

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

Sections 251.470 to 251.485, RSMo.

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

No

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

No

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43057C</u>
Division: Business and Community Solutions	
Core: Regional Vitality Pilot Initiative	HB Section <u>7.036</u>

1. CORE FINANCIAL SUMMARY

	FY 2021 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
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	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:

	FY 2021 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
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	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 core decision item establishes the spending authority for the Regional Vitality Pilot Initiative, a pilot program in FY2020. After program results are reported by the project and reviewed by DED, the department will evaluate whether or not to request additional funding in future budgets.

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

Regional Vitality Pilot Initiative

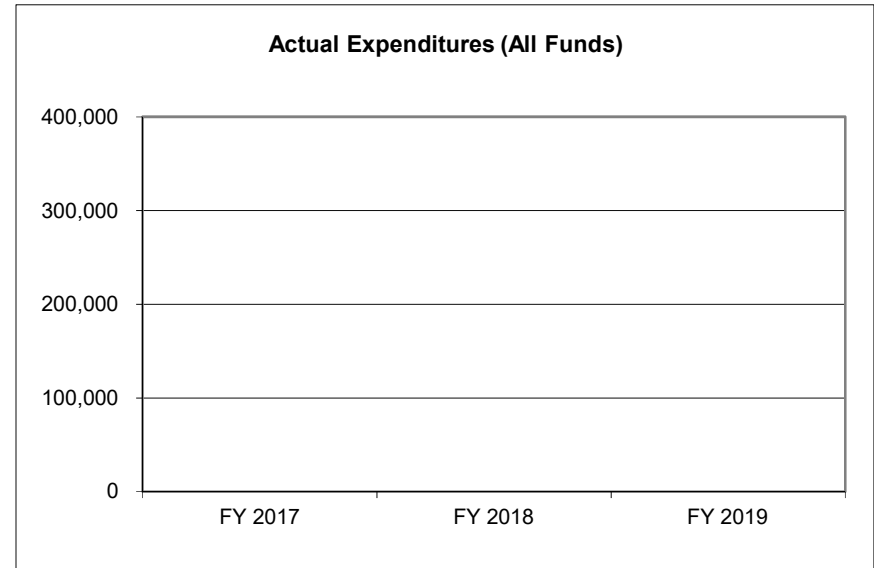
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Solutions
Core: Regional Vitality Pilot Initiative

Budget Unit 43057C
HB Section 7.036

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)				250,000
Less Reverted (All Funds)				(7,500)
Less Restricted (All Funds)*				0
Budget Authority (All Funds)	0	0	0	242,500
Actual Expenditures (All Funds)				N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



*Restricted amount is as of: _____

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

NOTES:

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT REGIONAL VITALITY PILOT

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
	PD		0.00	250,000	0	0	250,000	
	Total		0.00	250,000	0	0	250,000	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	2076 5563	PD	0.00	(250,000)	0	0	(250,000)	Closing of pilot program.
NET DEPARTMENT CHANGES			0.00	(250,000)	0	0	(250,000)	
DEPARTMENT CORE REQUEST								
	PD		0.00	0	0	0	0	
	Total		0.00	0	0	0	0	
GOVERNOR'S RECOMMENDED CORE								
	PD		0.00	0	0	0	0	
	Total		0.00	0	0	0	0	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL VITALITY PILOT								
CORE								
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	250,000	0.00	0	0.00	0	0.00
TOTAL - PD	0	0.00	250,000	0.00	0	0.00	0	0.00
TOTAL	0	0.00	250,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$250,000	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
REGIONAL VITALITY PILOT								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	250,000	0.00	0	0.00	0	0.00
TOTAL - PD	0	0.00	250,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$250,000	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$250,000	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION	
Department: Economic Development	HB Section(s): <u>7.036</u>
Program Name: Regional Vitality Pilot Initiative	
Program is found in the following core budget(s): Regional Vitality Pilot	
<div style="margin-bottom: 20px;"> 1a. What strategic priority does this program address? Customer Centric </div> <div style="margin-bottom: 20px;"> 1b. What does this program do? This is a pilot program that was added to the Department's budget in FY2020. </div> <div style="margin-bottom: 20px;"> 2a. Provide an activity measure(s) for the program. Activity measures are under development. </div> <div> 2b. Provide a measure(s) of the program's quality. A measure of the program's quality is under development. </div>	

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.036

Program Name: Regional Vitality Pilot Initiative

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

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

A measure of the program's impact is under development.

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

A measure of the program's efficiency is under development.

PROGRAM DESCRIPTION

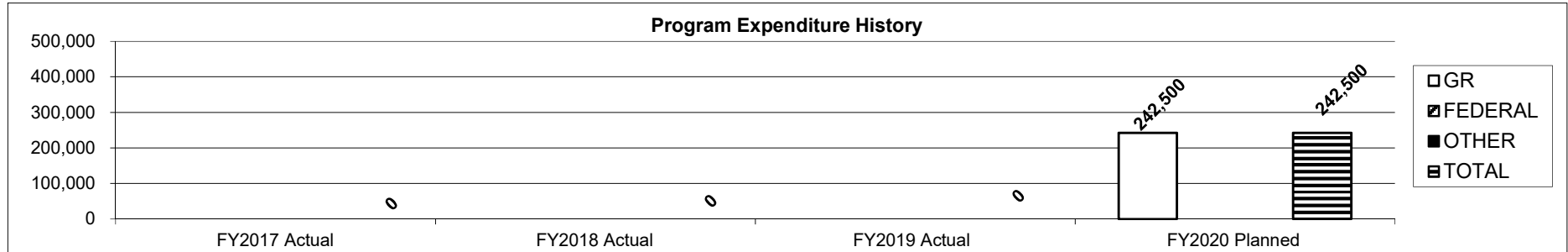
Department: Economic Development

HB Section(s): 7.036

Program Name: Regional Vitality Pilot Initiative

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

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



FY2020 Planned GR Expenditure reflects 3% Governor's Reserve.

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

N/A

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

N/A

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

No

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

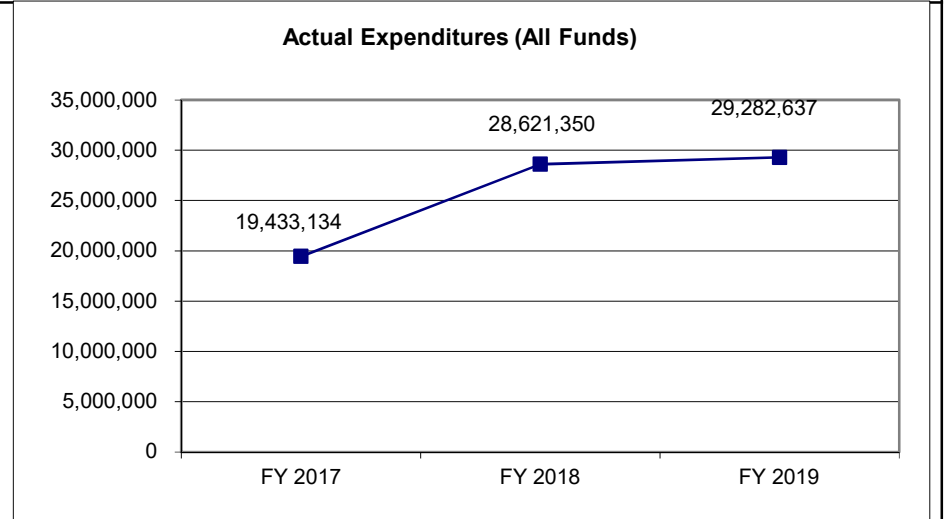
No

CORE DECISION ITEM

Department: Economic Development					Budget Unit 43060C				
Division: Business and Community Solutions									
Core: Tax Increment Financing (TIF)					HB Section 7.040				
1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	31,844,958	31,844,958	PSD	0	0	31,844,958	31,844,958
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	31,844,958	31,844,958	Total	0	0	31,844,958	31,844,958
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.				
Other Funds: State Tax Increment Financing Fund (0848)					Other Funds: State Tax Increment Financing Fund (0848)				
Notes: Requires a GR transfer to the TIF Fund (0848)					Notes: Requires a GR transfer to the TIF Fund (0848)				
2. CORE DESCRIPTION									
This core decision item establishes the spending authority for the State Tax Increment Financing (TIF) Program. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. These costs include public infrastructure necessary to generate reuse of the properties.									
Current TIF obligations include the following projects:									
(1) Kansas City Midtown: infrastructure improvements and retail development at Mill Street & Westport Rd and at Linwood & Main;									
(2) Independence Santa Fe Neighborhood: infrastructure redevelopment to support commercial development and housing;									
(3) St. Louis City Convention Hotel: construction of a 1,083 room convention headquarters hotel complex;									
(4) Springfield Jordan Valley Park: redevelopment of former industrial district south of downtown Springfield to include exposition center, public facilities & supporting infrastructure;									
(5) Kansas City Bannister Retail/Three Trails Office: development of retail, dining and hospitality on the site of the old Bannister Mall to compliment an adjoining technology/business park to be developed on the site in south Kansas City;									
(6) St. Louis Lambert Airport Eastern Perimeter: redevelopment of 500 acres of land just east of Lambert Airport between I-170 and I-70 developed for light industrial, warehouse, office, and some residential;									
(7) Old Post Office in Kansas City: renovation of old post office building and other development on south side of Pershing Road to house IRS Service Center;									
(8) 1200 Main Garage Project in Kansas City: new development for H&R Block Corporation headquarters;									
(9) Riverside Levee: infrastructure and levee improvements at 1600-acre site, City of Riverside;									
(10) Branson Landing: redevelopment of 208-acre riverfront area in downtown Branson; (Continued on next page)									

CORE DECISION ITEM

Department: Economic Development				Budget Unit	43060C
Division: Business and Community Solutions				HB Section	7.040
Core: Tax Increment Financing (TIF)					
<p>(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;</p> <p>(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;</p> <p>(13) St. Louis Innovation District: redevelopment of a blighted and aging industrial zone into a live-work-play technology district;</p> <p>(14) National Geospatial Agency West: Redevelopment of land for use by a government agency; and</p> <p>(15) Fenton Logistics Park: Redevelopment of the former Fenton Chrysler assembly plant into a mixed-use site; and</p> <p>(16) IDEA Commons: Redevelopment project in Springfield. Application expected in FY20.</p> <p><u>TIF Projects Completed and Closed:</u></p> <p>Excelsior Springs: Elms Hotel and supporting infrastructure.</p>					
3. PROGRAM LISTING (list programs included in this core funding)					
State Tax Increment Financing Program					
4. FINANCIAL HISTORY					
	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.	
Appropriation (All Funds)	23,772,860	30,103,350	31,150,124	32,526,457	
Less Reverted (All Funds)	0	0	0	0	
Less Restricted (All Funds)*	0	0	0	0	
Budget Authority (All Funds)	23,772,860	30,103,350	31,150,124	32,526,457	
Actual Expenditures (All Funds)	19,433,134	28,621,350	29,282,637	N/A	
Unexpended (All Funds)	4,339,726	1,482,000	1,867,487	N/A	
Unexpended, by Fund:					
General Revenue	0	0	0	N/A	
Federal	0	0	0	N/A	
Other	4,339,726	1,482,000	1,867,487	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

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
	PD		0.00	0	0	32,526,457	32,526,457	
	Total		0.00	0	0	32,526,457	32,526,457	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	2387 5109	PD	0.00	0	0	(681,499)	(681,499)	Core reduction to better match planned expenditures
NET DEPARTMENT CHANGES			0.00	0	0	(681,499)	(681,499)	
DEPARTMENT CORE REQUEST								
	PD		0.00	0	0	31,844,958	31,844,958	
	Total		0.00	0	0	31,844,958	31,844,958	
GOVERNOR'S RECOMMENDED CORE								
	PD		0.00	0	0	31,844,958	31,844,958	
	Total		0.00	0	0	31,844,958	31,844,958	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STATE TIF PROGRAM								
CORE								
PROGRAM-SPECIFIC								
MO SUPP TAX INCREMENT FINANCE	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
TOTAL - PD	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
TOTAL	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
GRAND TOTAL	\$0	0.00	\$32,526,457	0.00	\$31,844,958	0.00	\$31,844,958	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STATE TIF PROGRAM								
CORE								
PROGRAM-SPECIFIC								
MO SUPP TAX INCREMENT FINANCE	29,282,637	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	29,282,637	0.00	0	0.00	0	0.00	0	0.00
TOTAL	29,282,637	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$29,282,637	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STATE TIF PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
TOTAL - PD	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
GRAND TOTAL	\$0	0.00	\$32,526,457	0.00	\$31,844,958	0.00	\$31,844,958	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$32,526,457	0.00	\$31,844,958	0.00	\$31,844,958	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.040

Program Name: State Tax Increment Financing (TIF) Program

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

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

- The purpose of the Tax Increment Financing (TIF) program is to redevelop a designated blighted area based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by generating new sales and providing additional wages through new job creation.
- TIF involves the issuance of local bonds or other obligations, which are secured by a pledge of a statutory portion of the following resulting from redevelopment improvements: (1) economic activity taxes (i.e. local sales tax), (2) payments in lieu of taxes (i.e. property tax), and (3) withholding and local employment taxes attributable to the increase in taxable activity inside the redevelopment area.
- The State TIF redirects 50% of the withholding taxes or 50% of the general revenue sales taxes generated as a result of planned redevelopment activities within a prescribed area for up to 23 years.
- The state taxes are paid and then diverted back to the applicant as a function of the annual appropriation process.
- Additional information on the State TIF program can be found at <https://ded.mo.gov/sites/default/files/programs/flyers/TIF.pdf>

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

	CY2016		CY2017		CY2018		CY2019	CY2020	CY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active TIF Projects	15	15	15	15	15	15	15	16	16

PROGRAM DESCRIPTION

Department: Economic Development

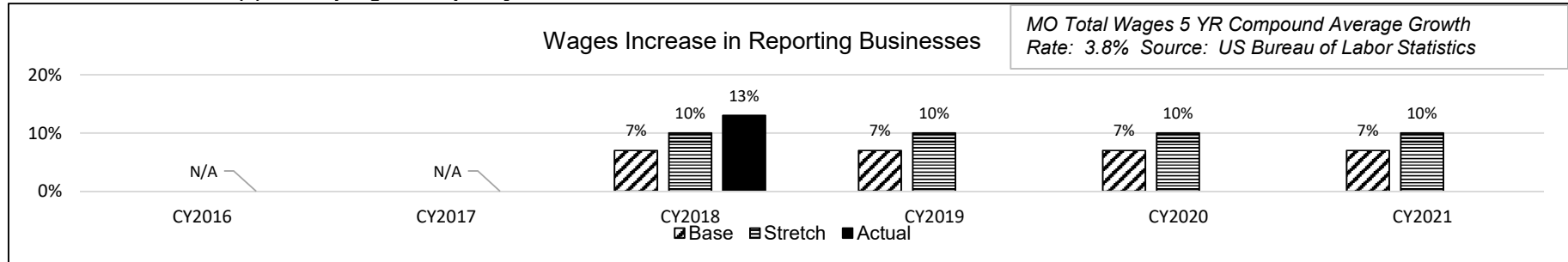
HB Section(s):

7.040

Program Name: State Tax Increment Financing (TIF) Program

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

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

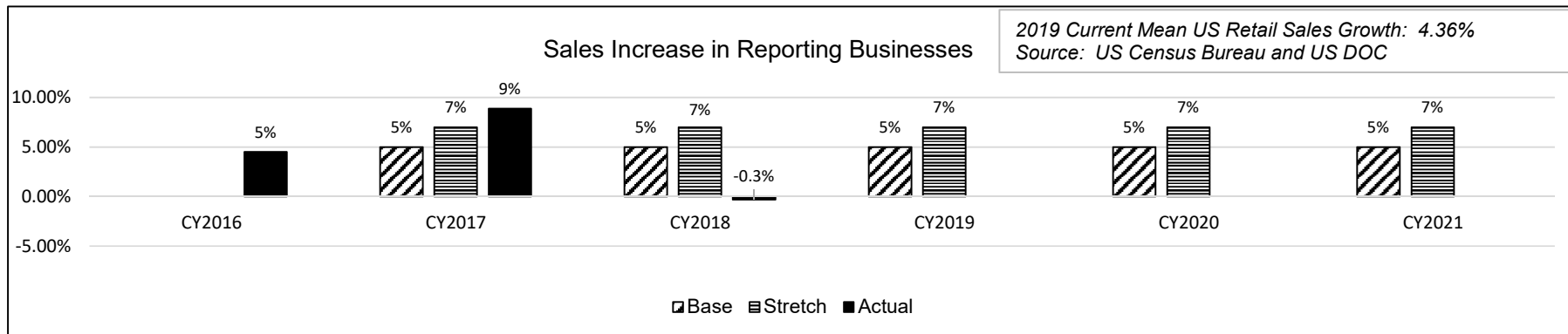


Note 1: Reflects the yearly increase in net new wages for active projects divided by net new wages from prior CY.

Note 2: Only reporting businesses are included in the metric, regardless of the wages and withholding taxes non-reporting businesses may have produced and paid to the State.

Note 3: This is a new measurement, therefore data for CY2016 and CY2017 is not available.

Note 4: The Base target is set at moderate growth at 7% and the Stretch target is an increase of 3% over the Base.



Note 1: Reflects the yearly increase in net new sales for active projects divided by net new sales from prior CY.

Note 2: Only reporting businesses are included in the metric, regardless of the sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: This is a new measure; therefore, Projected data for CY2016 is not available.

Note 4: The Base target is set at 5% and the Stretch target is an increase of 2% over the Base.

PROGRAM DESCRIPTION

Department: Economic Development

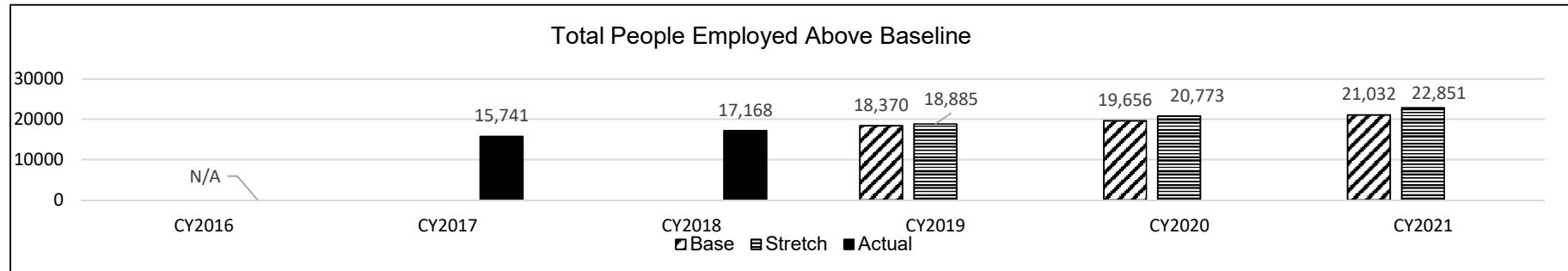
HB Section(s):

7.040

Program Name: State Tax Increment Financing (TIF) Program

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

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

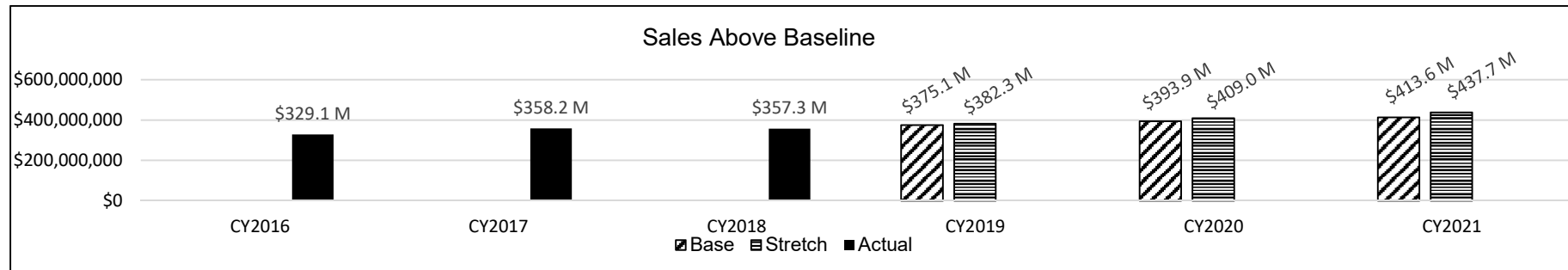


Note 1: Reflects calendar year employees over the baseline amount for active projects. For all projects, the baseline is determined to be a cumulative total of 5,611 jobs.

Note 2: Average Total People Employed only includes jobs from those businesses reporting wages and withholding taxes. Businesses reporting sales and sales taxes are not included.

Note 3: This is a new measure; therefore, Projected data for CY2016, CY2017, and CY2018 and actuals for CY2016 are not available.

Note 4: The Base target is set at moderate growth at 7% and the Stretch target is an increase of 3% over the Base.



Note 1: Reflects calendar year gross taxable sales reported above the baseline for active projects. The baseline sales are the existing gross taxable sales reported by each business before approval of the redevelopment projects.

Note 2: Only reporting businesses are included in the metric, regardless of the sales or sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: This is a new measure; therefore, Projected data for CY2016, CY2017 and CY2018 is not available.

Note 4: The Base Target is set at 5% growth and the Stretch target is an increase of 2% over the Base.

PROGRAM DESCRIPTION

Department: Economic Development

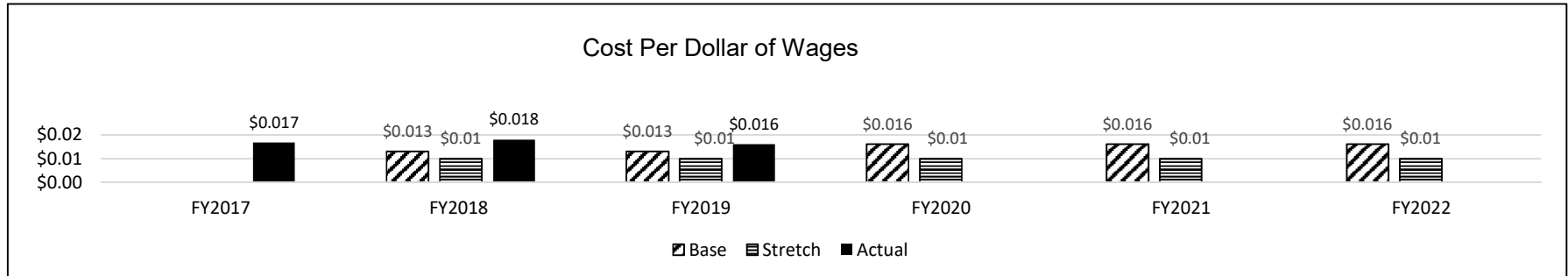
HB Section(s):

7.040

Program Name: State Tax Increment Financing (TIF) Program

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

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



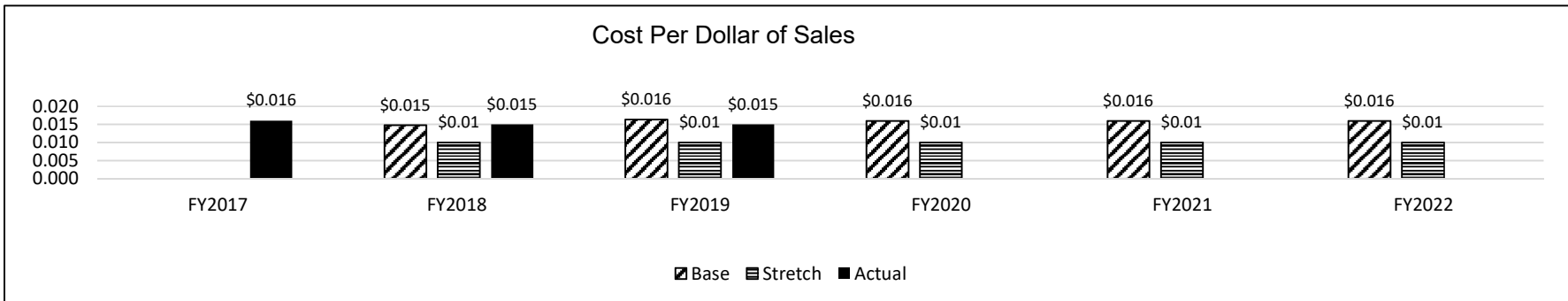
Note 1: Reflects the cost to the state divided by total wages for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data for FY2017 is not available.

Note 4: The Base target is an approximate average of the prior four years and the Stretch target is set at \$.01.

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



Note 1: Reflects the cost to the state divided by total gross taxable sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data for FY2017 is not available.

Note 4: The Base target is an approximate average of the prior four years and the Stretch is set at \$.01.

PROGRAM DESCRIPTION

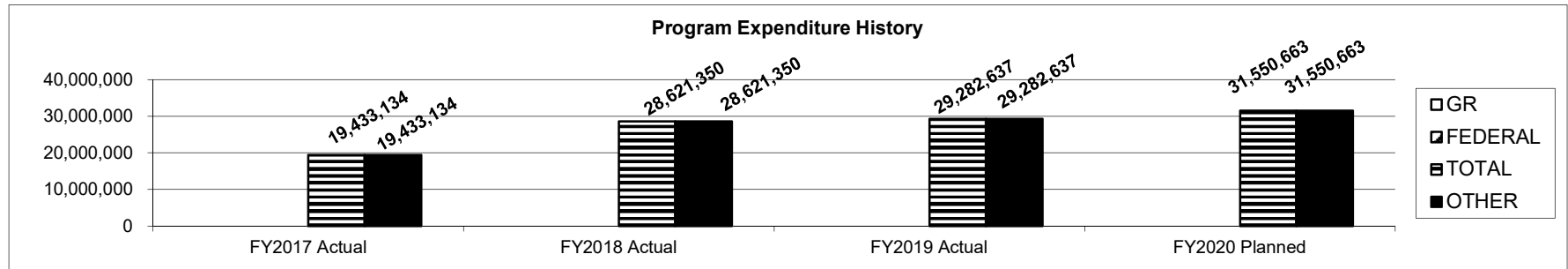
Department: Economic Development

HB Section(s): 7.040

Program Name: State Tax Increment Financing (TIF) Program

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

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



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

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

Requires a Transfer from General Revenue to the Missouri Supplement Tax Increment Finance Fund (0848).

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

Section 99.800-99.865, RSMo

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

No

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

No

CORE DECISION ITEM

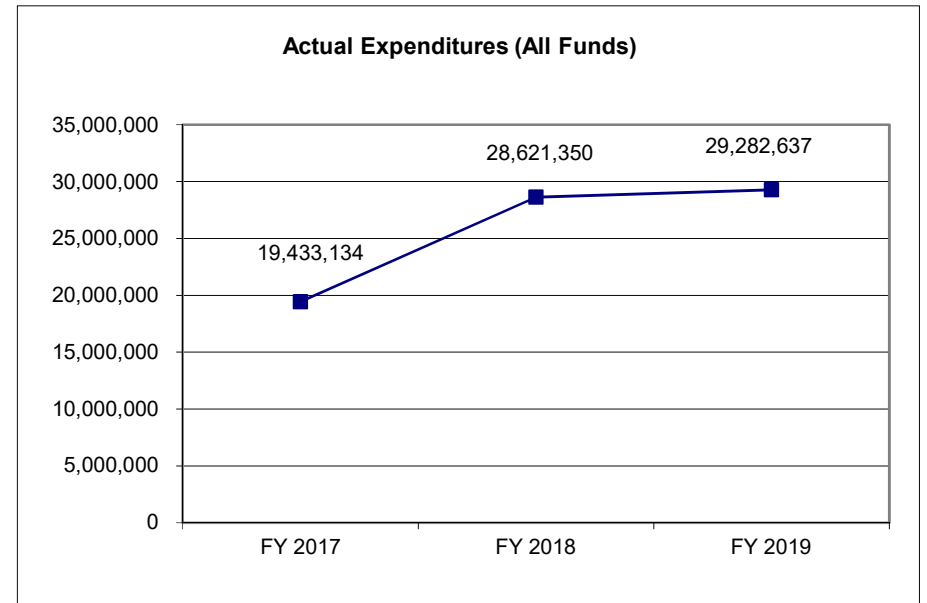
Department: Economic Development					Budget Unit					43065C									
Division: Business and Community Solutions																			
Core: Tax Increment Financing (TIF) Transfer										HB Section					7.045				
1. CORE FINANCIAL SUMMARY																			
FY 2021 Budget Request					FY 2021 Governor's Recommendation														
	GR	Federal	Other	Total		GR	Fed	Other	Total		GR	Fed	Other	Total					
PS	0	0	0	0	PS	0	0	0	0		0	0	0	0					
EE	0	0	0	0	EE	0	0	0	0		0	0	0	0					
PSD	0	0	0	0	PSD	0	0	0	0		0	0	0	0					
TRF	31,844,958	0	0	31,844,958	TRF	31,844,958	0	0	31,844,958		31,844,958	0	0	31,844,958					
Total	31,844,958	0	0	31,844,958	Total	31,844,958	0	0	31,844,958		31,844,958	0	0	31,844,958					
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00					
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0		0	0	0	0					
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.														
Other Funds:					Other Funds:														
Notes:					Notes:														
2. CORE DESCRIPTION																			
This core decision item is the required General Revenue transfer that provides funding for the Tax Increment Financing (TIF) program. It provides funds to remit for the tax increment financing captured via state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law, for approved projects, and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.																			
3. PROGRAM LISTING (list programs included in this core funding)																			
State Tax Increment Financing Program																			

CORE DECISION ITEM

Department: Economic Development	Budget Unit	43065C
Division: Business and Community Solutions		
Core: Tax Increment Financing (TIF) Transfer	HB Section	7.045

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	23,772,860	30,103,350	31,150,124	32,526,457
Less Reverted (All Funds)	(713,186)	(903,101)	(934,504)	(975,794)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	23,059,674	29,200,249	30,215,620	31,550,663
Actual Expenditures (All Funds)	19,433,134	28,621,350	29,282,637	N/A
Unexpended (All Funds)	3,626,540	578,899	932,983	N/A
Unexpended, by Fund:				
General Revenue	3,626,540	578,899	932,983	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

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		TRF	0.00	32,526,457	0	0	32,526,457	
		Total	0.00	32,526,457	0	0	32,526,457	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	2388 T161	TRF	0.00	(681,499)	0	0	(681,499)	Core reduction to better match planned expenditures
NET DEPARTMENT CHANGES			0.00	(681,499)	0	0	(681,499)	
DEPARTMENT CORE REQUEST								
		TRF	0.00	31,844,958	0	0	31,844,958	
		Total	0.00	31,844,958	0	0	31,844,958	
GOVERNOR'S RECOMMENDED CORE								
		TRF	0.00	31,844,958	0	0	31,844,958	
		Total	0.00	31,844,958	0	0	31,844,958	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STATE TIF PROGRAM TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
TOTAL - TRF	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
TOTAL	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
GRAND TOTAL	\$0	0.00	\$32,526,457	0.00	\$31,844,958	0.00	\$31,844,958	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STATE TIF PROGRAM-TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	29,282,637	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF	29,282,637	0.00	0	0.00	0	0.00	0	0.00
TOTAL	29,282,637	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$29,282,637	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STATE TIF PROGRAM TRANSFER								
CORE								
TRANSFERS OUT	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
TOTAL - TRF	0	0.00	32,526,457	0.00	31,844,958	0.00	31,844,958	0.00
GRAND TOTAL	\$0	0.00	\$32,526,457	0.00	\$31,844,958	0.00	\$31,844,958	0.00
GENERAL REVENUE	\$0	0.00	\$32,526,457	0.00	\$31,844,958	0.00	\$31,844,958	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION	
Department: Economic Development	HB Section(s): <u>7.045</u>
Program Name: State Tax Increment Financing (TIF) Program	
Program is found in the following core budget(s): Tax Increment Financing (TIF) Transfer	
<p>1a. What strategic priority does this program address?</p> <p style="margin-left: 20px;">Laser Focused, Customer Centric, Regionally Targeted</p> <p>1b. What does this program do?</p> <p style="margin-left: 20px;">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 for approved projects are captured in accordance with the law and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.</p> <p>2a. Provide an activity measure(s) for the program.</p> <p style="margin-left: 20px;">N/A. This is a transfer; please refer to the TIF Core for measures.</p> <p>2b. Provide a measure(s) of the program's quality.</p> <p style="margin-left: 20px;">N/A. This is a transfer; please refer to the TIF Core for measures.</p> <p>2c. Provide a measure(s) of the program's impact.</p> <p style="margin-left: 20px;">N/A. This is a transfer; please refer to the TIF Core for measures.</p> <p>2d. Provide a measure(s) of the program's efficiency.</p> <p style="margin-left: 20px;">N/A. This is a transfer; please refer to the TIF Core for measures.</p>	

PROGRAM DESCRIPTION

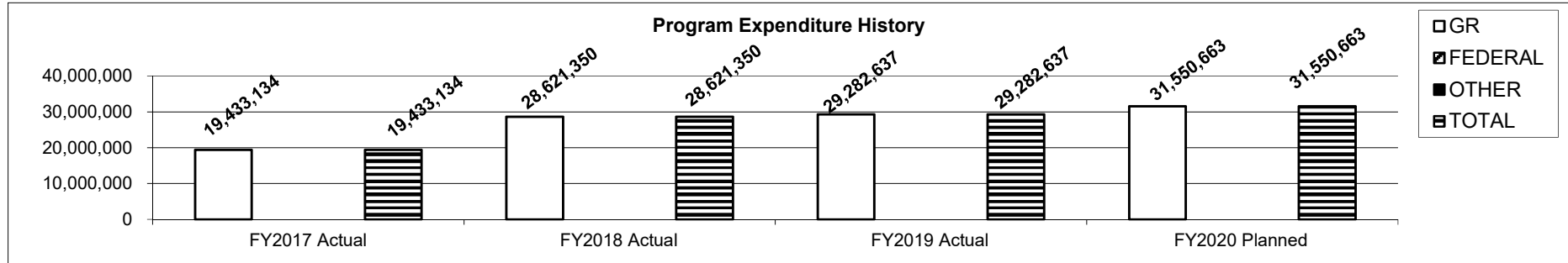
Department: Economic Development

HB Section(s): 7.045

Program Name: State Tax Increment Financing (TIF) Program

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

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



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

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

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

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

Section 99.800-99.865, RSMo

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

No

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

No

CORE DECISION ITEM

Department: Economic Development					Budget Unit <u>43070C</u>				
Division: Business and Community Solutions									
Core: Missouri Downtown Economic Stimulus Act (MODESA)					HB Section <u>7.050</u>				
1. CORE FINANCIAL SUMMARY									
	FY 2021 Budget Request					FY 2021 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	1,614,885	1,614,885	PSD	0	0	1,614,885	1,614,885
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	1,614,885	1,614,885	Total	0	0	1,614,885	1,614,885
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds: MODESA Fund (0766)					Other Funds: MODESA Fund (0766)				
Notes:					Notes:				
2. CORE DESCRIPTION									
<p>This core decision item establishes spending authority for the Missouri Downtown Economic Stimulus (MODESA) program. This program is designed to use tax increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In MODESA's case, redevelopment activities must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.</p> <p><u>Active Projects:</u></p> <p>(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.</p> <p>(2) Ballpark Village: redevelop an area adjacent to Busch Stadium in St. Louis into restaurant, retail, entertainment, and office space.</p>									
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 Solutions
Core: Missouri Downtown Economic Stimulus Act (MODESA)

Budget Unit 43070C

HB Section 7.050

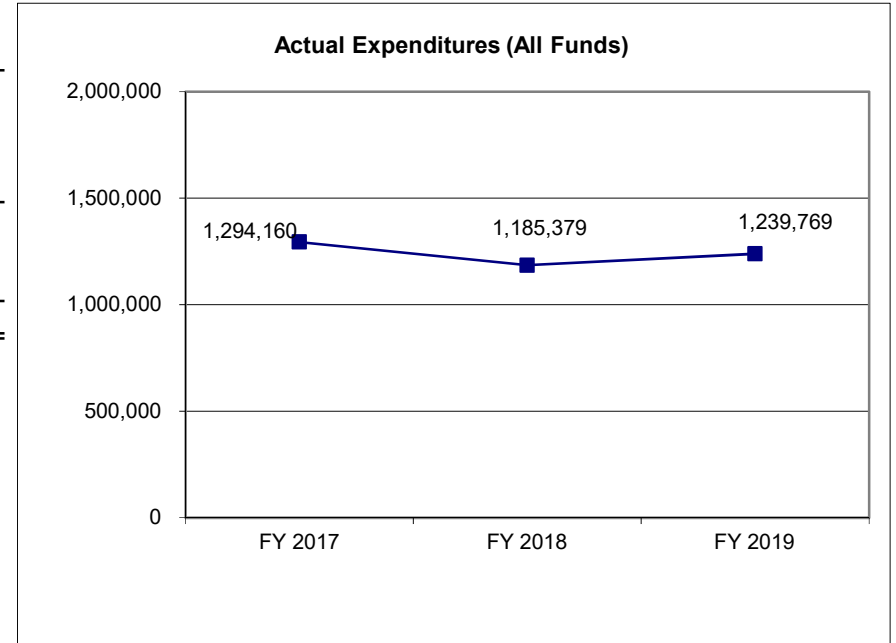
4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	1,507,209	1,729,133	1,729,133	2,305,166
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	1,507,209	1,729,133	1,729,133	2,305,166
Actual Expenditures (All Funds)	1,294,160	1,185,379	1,239,769	N/A
Unexpended (All Funds)	213,049	543,754	489,364	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	213,049	543,754	489,364	N/A
	(1)	(1)	(1)	

*Restricted amount is as of: _____

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

NOTES: (1) Funds are only expended as projects generate increment.



CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT MODESA

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	2,305,166	2,305,166	
	Total	0.00	0	0	2,305,166	2,305,166	
DEPARTMENT CORE ADJUSTMENTS							
Core Reduction	2389 5110	PD	0.00	0	(690,281)	(690,281)	Core reduction to better match planned expenditures
NET DEPARTMENT CHANGES		0.00	0	0	(690,281)	(690,281)	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	1,614,885	1,614,885	
	Total	0.00	0	0	1,614,885	1,614,885	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	1,614,885	1,614,885	
	Total	0.00	0	0	1,614,885	1,614,885	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MODESA								
CORE								
PROGRAM-SPECIFIC								
STATE SUPP DOWNTOWN DEVELOPMNT	0	0.00	2,305,166	0.00	1,614,885	0.00	1,614,885	0.00
TOTAL - PD	0	0.00	2,305,166	0.00	1,614,885	0.00	1,614,885	0.00
TOTAL	0	0.00	2,305,166	0.00	1,614,885	0.00	1,614,885	0.00
GRAND TOTAL	\$0	0.00	\$2,305,166	0.00	\$1,614,885	0.00	\$1,614,885	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MODESA PROGRAM								
CORE								
PROGRAM-SPECIFIC								
STATE SUPP DOWNTOWN DEVELOPMNT	1,239,769	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	1,239,769	0.00	0	0.00	0	0.00	0	0.00
TOTAL	1,239,769	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$1,239,769	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MODESA								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	2,305,166	0.00	1,614,885	0.00	1,614,885	0.00
TOTAL - PD	0	0.00	2,305,166	0.00	1,614,885	0.00	1,614,885	0.00
GRAND TOTAL	\$0	0.00	\$2,305,166	0.00	\$1,614,885	0.00	\$1,614,885	0.00
GENERAL REVENUE								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS								
	\$0	0.00	\$2,305,166	0.00	\$1,614,885	0.00	\$1,614,885	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.050

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

- The purpose of MODESA is to redevelop a designated blighted downtown area based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by enabling new sales and additional wages through new jobs. The program is intended to revitalize Missouri downtowns, and is thus limited to redevelopment activities within downtown central business districts.
- MODESA involves the issuance of local bonds or other obligations, which are secured by a pledge of a statutory portion of: (1) economic activity taxes (i.e local sales tax), (2) payments in lieu of taxes i.e (property tax), and (3) withholding and local employment taxes attributable to the increase in taxable activity inside the redevelopment area resulting from redevelopment improvements.
- MODESA redirects 50% of the withholding taxes and 50% of the general revenue sales taxes generated as a result of planned redevelopment activities within a prescribed area for up to 25 years.
- The state taxes are paid and then diverted back to the applicant as a function of the annual appropriation process.
- Per statute, no new applications shall be considered under this program.

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

	CY2016		CY2017		CY2018		CY2019	CY2020	CY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active MODESA Projects	2	2	2	2	2	2	2	2	2

PROGRAM DESCRIPTION

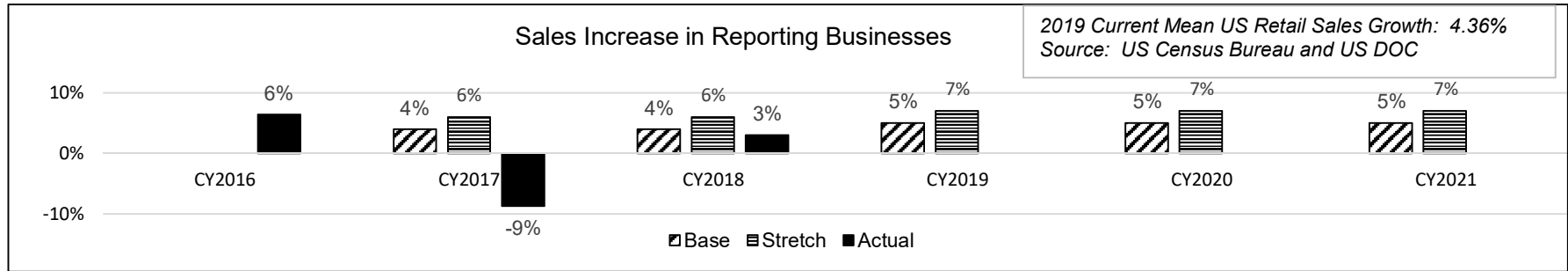
Department: **Economic Development**

HB Section(s): **7.050**

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

Program is found in the following core budget(s): **Missouri Downtown Economic Stimulus Act (MODESA)**

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

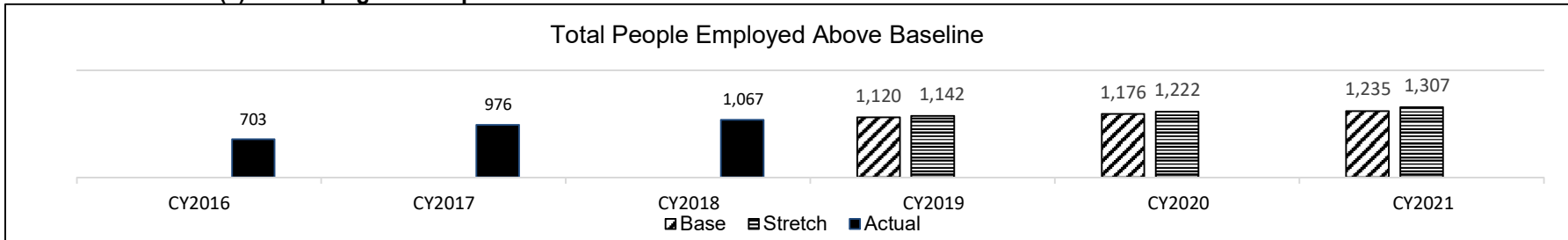


Note 1: Reflects yearly increase in net new sales for active projects divided by net new sales from prior CY.

Note 2: Only reporting businesses are included in the metric, regardless of the sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: The base target is set at moderate growth at 5% and the stretch target is an increase of 2% over the base.

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



Note 1: Base-line employees is equal to the number of jobs reported by existing businesses within the project area prior to approval of the redevelopment project. Total Baseline employees is 0.

Note 2: Program was sunset 1/1/2013; no additional projects can be approved.

Note 3: Average Total People Employed is a new measure; therefore, Projected data for CY2016, CY2017, and CY2018 is not available.

Note 4: Only reporting businesses are included in the metric for Average Total People Employed.

PROGRAM DESCRIPTION

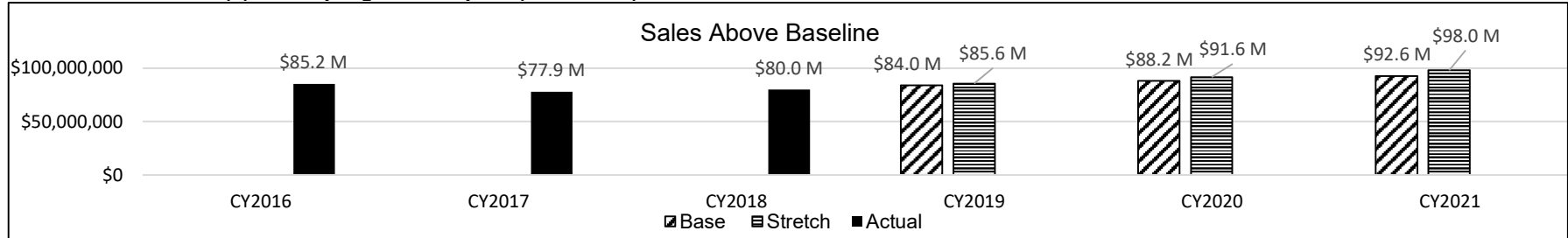
Department: Economic Development

HB Section(s): 7.050

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

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



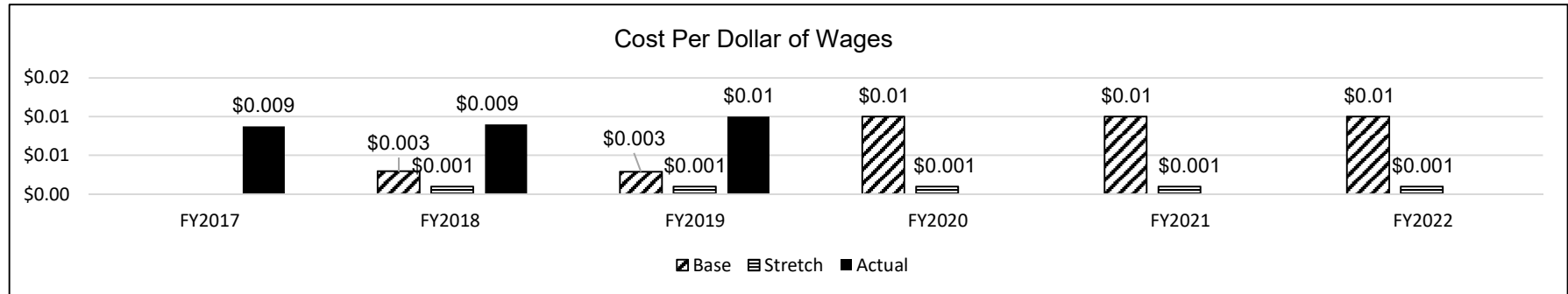
Note 1: Baseline sales is equal to the number of gross taxable sales reported by existing businesses within the project area prior to approval of the redevelopment project.

Note 2: Only reporting businesses are included in the metric, regardless of the sales or sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: This is a new measure; therefore, Projected data for CY2016, CY2017, and CY2018 is not available.

Note 4: The Base Target is set at 5% growth and the Stretch target is an increase of 2% over the Base.

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



Note 1: Reflects the cost to the state divided by total wages for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data FY2017 is not available.

Note 4: The Base target is an approximate average of the prior four years and the Stretch is set at \$.001.

PROGRAM DESCRIPTION

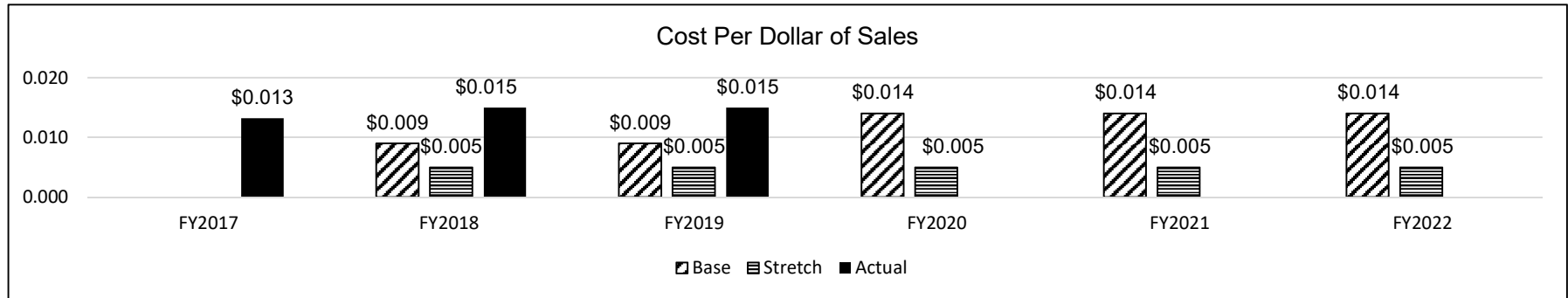
Department: Economic Development

HB Section(s): 7.050

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

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



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data for FY2017 is not available.

Note 4: The Base target is an approximate average of the prior four years and the Stretch is set at \$.005.

PROGRAM DESCRIPTION

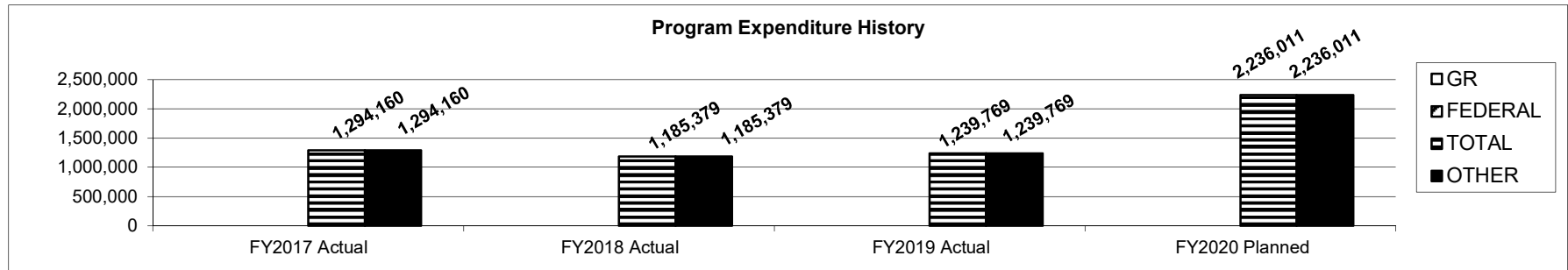
Department: Economic Development

HB Section(s): 7.050

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

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



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

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

Requires a Transfer from General Revenue to the Missouri Downtown Economic Stimulus Act Fund (0766).

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

Section 99.915, RSMo

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

No

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

No

CORE DECISION ITEM

Department: Economic Development	Budget Unit 43075C
Division: Business and Community Solutions	
Core: State Supp Downtown Dev Trf (MODESA)	HB Section 7.055

1. CORE FINANCIAL SUMMARY

	FY 2021 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	1,661,327	0	0	1,661,327
Total	1,661,327	0	0	1,661,327
FTE	0.00	0.00	0.00	0.00

Est. Fringe	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:

	FY 2021 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	1,661,327	0	0	1,661,327
Total	1,661,327	0	0	1,661,327
FTE	0.00	0.00	0.00	0.00

Est. Fringe	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 core decision item is the required General Revenue transfer that provides funding for the Missouri Downtown Economic Stimulus (MODESA) program. It provides funds to remit for MODESA's tax increment financing, which is captured via state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In MODESA's case, redevelopment activities must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

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

Missouri Downtown Economic Stimulus (MODESA)

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43075C
Division:	Business and Community Solutions		
Core:	State Supp Downtown Dev Trf (MODESA)	HB Section	7.055

4. FINANCIAL HISTORY

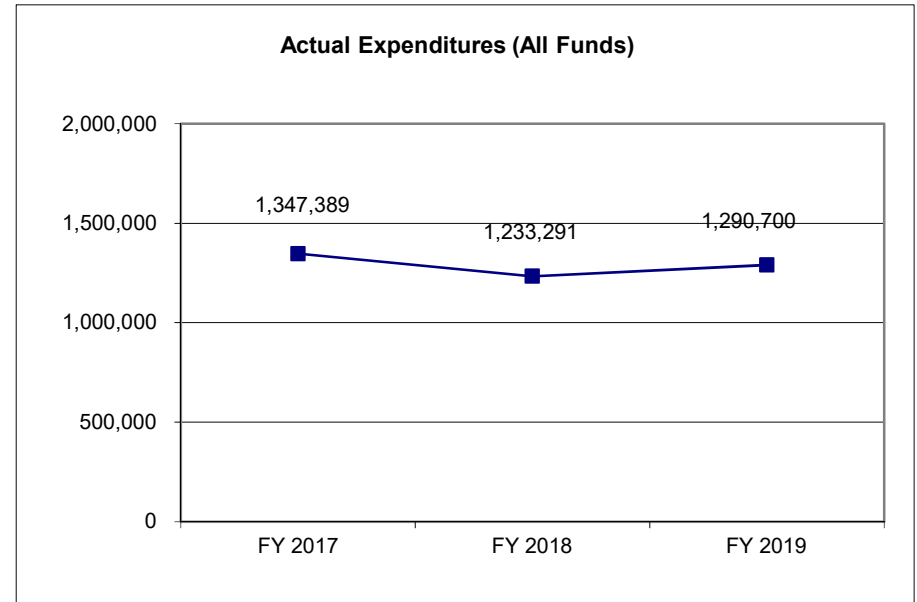
	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	1,553,651	1,775,575	1,775,575	2,351,608
Less Reverted (All Funds)	(46,610)	(59,267)	(53,267)	(70,548)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,507,041	1,716,308	1,722,308	2,281,060
Actual Expenditures (All Funds)	1,347,389	1,233,291	1,290,700	N/A
Unexpended (All Funds)	159,652	483,017	431,608	N/A
Unexpended, by Fund:				
General Revenue	159,652	483,017	431,608	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
		(1)		

*Restricted amount is as of: _____

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

NOTES:

(1) Downtown Revitalization Preservation Program (DRPP) project expenditures necessitated that the entire budgeted amount be used; therefore, additional Governor's Reserve was reverted from the Missouri Downtown Economic Stimulus Act (MODESA) Program Transfer.



CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT ST SUPP DOWNTOWN DVLP TRANSFER

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		TRF	0.00	2,351,608	0	0	2,351,608	
		Total	0.00	2,351,608	0	0	2,351,608	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	2390 T162	TRF	0.00	(690,281)	0	0	(690,281)	Core reduction to better match planned expenditures
NET DEPARTMENT CHANGES			0.00	(690,281)	0	0	(690,281)	
DEPARTMENT CORE REQUEST								
		TRF	0.00	1,661,327	0	0	1,661,327	
		Total	0.00	1,661,327	0	0	1,661,327	
GOVERNOR'S RECOMMENDED CORE								
		TRF	0.00	1,661,327	0	0	1,661,327	
		Total	0.00	1,661,327	0	0	1,661,327	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ST SUPP DOWNTOWN DVLP TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	2,351,608	0.00	1,661,327	0.00	1,661,327	0.00
TOTAL - TRF	0	0.00	2,351,608	0.00	1,661,327	0.00	1,661,327	0.00
TOTAL	0	0.00	2,351,608	0.00	1,661,327	0.00	1,661,327	0.00
GRAND TOTAL	\$0	0.00	\$2,351,608	0.00	\$1,661,327	0.00	\$1,661,327	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STATE SUPP DOWNTOWN DEV TRNSFR								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	1,290,700	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF	1,290,700	0.00	0	0.00	0	0.00	0	0.00
TOTAL	1,290,700	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$1,290,700	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ST SUPP DOWNTOWN DVLP TRANSFER								
CORE								
TRANSFERS OUT	0	0.00	2,351,608	0.00	1,661,327	0.00	1,661,327	0.00
TOTAL - TRF	0	0.00	2,351,608	0.00	1,661,327	0.00	1,661,327	0.00
GRAND TOTAL	\$0	0.00	\$2,351,608	0.00	\$1,661,327	0.00	\$1,661,327	0.00
GENERAL REVENUE	\$0	0.00	\$2,351,608	0.00	\$1,661,327	0.00	\$1,661,327	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.055

Program Name: State Supp Downtown Development Trf (MODESA)

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

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

This transfer provides funding for the Missouri Downtown Economic Stimulus Act (MODESA) program. MODESA uses increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In MODESA's case, redevelopment activities must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

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

N/A. This is a transfer; therefore, refer to the MODESA Core for measures.

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

N/A. This is a transfer; therefore, refer to the MODESA Core for measures.

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

N/A. This is a transfer; therefore, refer to the MODESA Core for measures.

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

N/A. This is a transfer; therefore, refer to the MODESA Core for measures.

PROGRAM DESCRIPTION

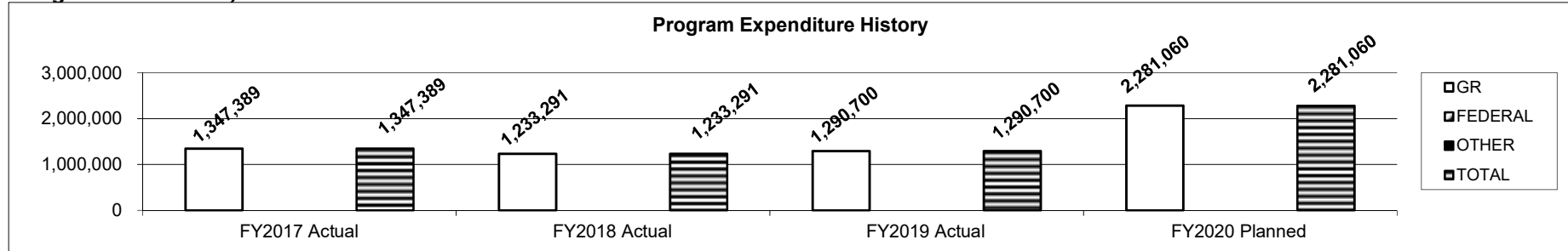
Department: Economic Development

HB Section(s): 7.055

Program Name: State Supp Downtown Development Trf (MODESA)

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

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



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

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

Requires a GR Transfer to the Missouri Downtown Economic Stimulus Act Fund (0766).

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

Section 99.915, RSMo

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

No

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

No

CORE DECISION ITEM

Department: Economic Development					Budget Unit					43080C									
Division: Business and Community Solutions																			
Core: Downtown Revitalization Preservation Program										HB Section					7.060				
1. CORE FINANCIAL SUMMARY																			
FY 2021 Budget Request					FY 2021 Governor's Recommendation														
	GR	Federal	Other	Total		GR	Fed	Other	Total		GR	Fed	Other	Total					
PS	0	0	0	0	PS	0	0	0	0		0	0	0	0					
EE	0	0	0	0	EE	0	0	0	0		0	0	0	0					
PSD	0	0	250,000	250,000	PSD	0	0	250,000	250,000		0	0	250,000	250,000					
TRF	0	0	0	0	TRF	0	0	0	0		0	0	0	0					
Total	0	0	250,000	250,000	Total	0	0	250,000	250,000		0	0	250,000	250,000					
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00					
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0		0	0	0	0					
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.														
Other Funds: Downtown Revitalization Preservation Fund (0907)					Other Funds: Downtown Revitalization Preservation Fund (0907)														
Notes:					Notes:														
2. CORE DESCRIPTION																			
The Downtown Revitalization Preservation Program is authorized in 99.1080 to 99.1092, RSMo. The purpose of the program is to facilitate job creation and community revitalization by providing essential public infrastructure. It allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects and related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project.																			
Current Obligations:																			
(1) College Station/Heer's Tower: located in the downtown core of Springfield; consists of mixed use of entertainment, dining, residential, retail, office space and parking needs; and																			
(2) Hannibal Clemens Redevelopment: located in the downtown core of Hannibal; consists of a complete renovation of the existing stadium, playing field, boundary wall and certain smaller buildings on the site for the location of a summer college baseball league.																			
3. PROGRAM LISTING (list programs included in this core funding)																			
Downtown Revitalization Preservation Program (DRPP)																			

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Solutions
Core: Downtown Revitalization Preservation Program

Budget Unit 43080C
HB Section 7.060

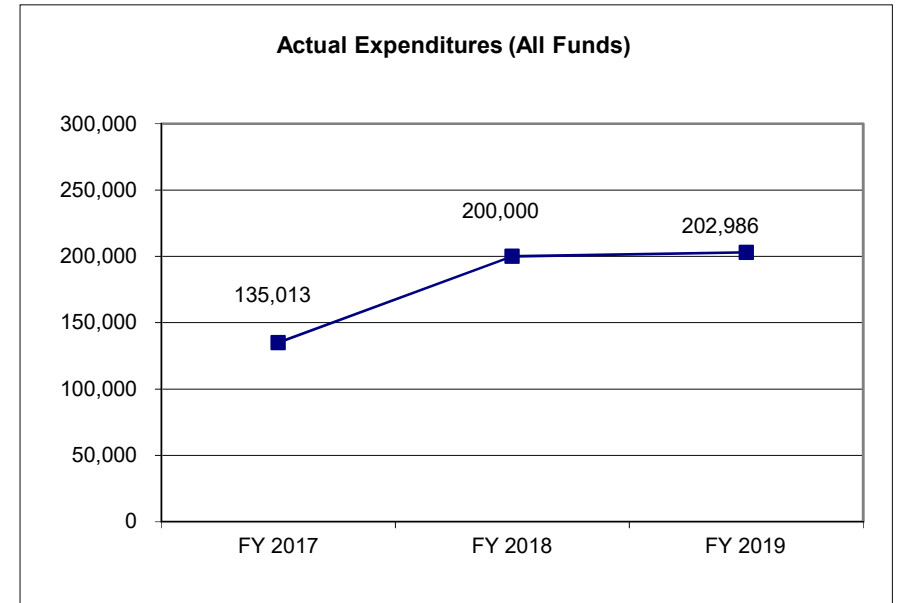
4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	200,000	200,000	300,000	350,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	200,000	200,000	300,000	350,000
Actual Expenditures (All Funds)	135,013	200,000	202,986	N/A
Unexpended (All Funds)	64,987	0	97,014	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	64,987	0	97,014	N/A
	(1)	(1)	(1)	

*Restricted amount is as of: _____

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

NOTES: (1) Funds are only expended as projects generate increment.



CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT DOWNTOWN REVITAL PRESERVATION

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	350,000	350,000	
	Total	0.00	0	0	350,000	350,000	
DEPARTMENT CORE ADJUSTMENTS							
Core Reduction	2391 5111	PD	0.00	0	(100,000)	(100,000)	Core reduction to better match planned expenditures
NET DEPARTMENT CHANGES		0.00	0	0	(100,000)	(100,000)	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	250,000	250,000	
	Total	0.00	0	0	250,000	250,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	250,000	250,000	
	Total	0.00	0	0	250,000	250,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
DOWNTOWN REVITAL PRESERVATION								
CORE								
PROGRAM-SPECIFIC								
DOWNTOWN REVITALIZ PRESERVATN	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
TOTAL - PD	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
TOTAL	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
GRAND TOTAL	\$0	0.00	\$350,000	0.00	\$250,000	0.00	\$250,000	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
DWTN REVITAL PRSRVTN PRG								
CORE								
PROGRAM-SPECIFIC								
DOWNTOWN REVITALIZ PRESERVATN	202,986	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	202,986	0.00	0	0.00	0	0.00	0	0.00
TOTAL	202,986	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$202,986	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
DOWNTOWN REVITAL PRESERVATION								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
TOTAL - PD	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
GRAND TOTAL	\$0	0.00	\$350,000	0.00	\$250,000	0.00	\$250,000	0.00
GENERAL REVENUE								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS								
	\$0	0.00	\$350,000	0.00	\$250,000	0.00	\$250,000	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.060

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

- The purpose of the Downtown Revitalization Preservation Program (DRPP) is to facilitate job creation and community revitalization by providing essential public infrastructure. The program converts underutilized properties and places them back in active production by generating new sales and by creating new jobs.
- The program limits these activities to municipalities with a population of 200,000 inhabitants or less, and median household income of \$62,000 or less.
- DRPP involves the issuance of local bonds or other obligations, which are secured by a pledge of a statutory portion of: (1) economic activity taxes (i.e. local sales tax) and (2) payments in lieu of taxes (i.e. property tax) attributable to the increase in taxable activity inside the redevelopment area, resulting from redevelopment improvements.
- DRPP redirects up to 50% of the general revenue sales taxes generated as a result of planned redevelopment activities within a prescribed area for up to 25 years.
- The state taxes are paid and then diverted back to the applicant as a function of the annual appropriation process.

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

	CY2016		CY2017		CY2018		CY2019	CY2020	CY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active DRPP Projects	4	2	4	2	4	2	2	2	2

PROGRAM DESCRIPTION

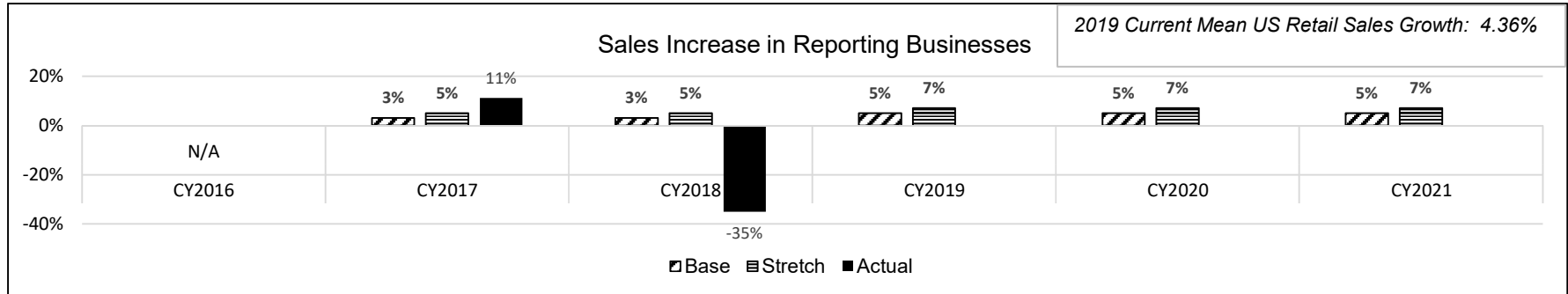
Department: Economic Development

HB Section(s): 7.060

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

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



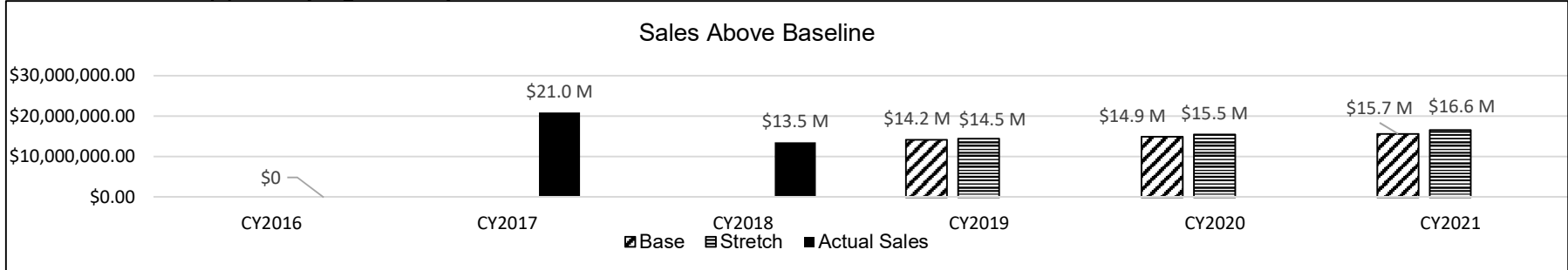
Note 1: Reflects yearly increase in net new sales for active projects divided by net new sales from prior CY.

Note 2: Only two projects approved and, from 2015 - 2017, did not report sales revenues until 2017; therefore, no data to report in prior years.

Note 3: Decline in sales from CY2017 to CY2018 caused by some businesses not reporting their sales tax figures to DOR in a timely manner and a general decrease in the area's sales.

Note 4: Base target is projected to be 5% and Stretch target is set at 2% above the Base.

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



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

Note 2: Only two projects approved and, from 2015 - 2017, did not report sales revenues until 2017; therefore, no data to report in prior years.

Note 3: Decline in gross taxable sales from CY2017 to CY2018 caused by some businesses not reporting their sales tax figures to DOR in a timely manner and a general decrease in the area's sales.

Note 4: This is a new measure; therefore, Projected data for CY2016, CY2017, and CY2018 is not available.

Note 5: The Base Target is set at 5% growth and the Stretch target is an increase of 2% over the Base.

PROGRAM DESCRIPTION

Department: Economic Development

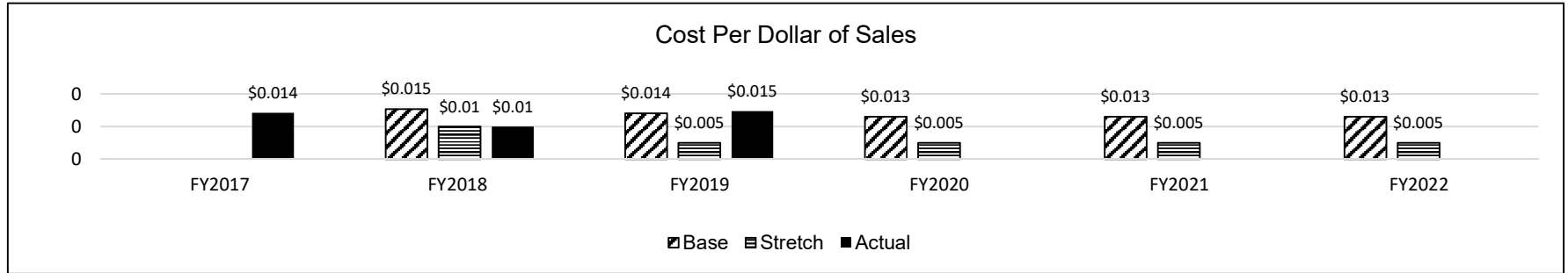
HB Section(s):

7.060

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

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



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: The Base target is an approximate average of the prior three years and the Stretch is set at \$.005.

PROGRAM DESCRIPTION

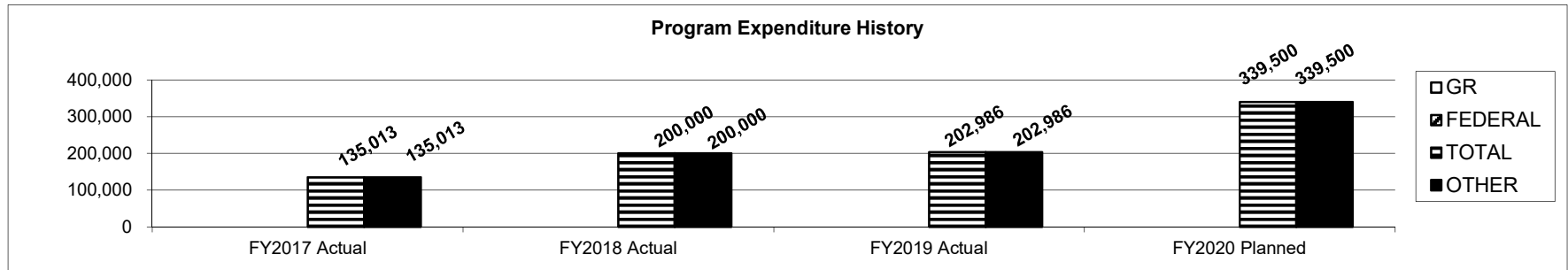
Department: Economic Development

HB Section(s): 7.060

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

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



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

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

Requires a Transfer from General Revenue to the Downtown Revitalization Preservation Fund (0907).

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

Section 99.1080 to 99.1092, RSMo

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

No

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

No

CORE DECISION ITEM

Department	Economic Development	Budget Unit	43085C
Division	Business and Community Solutions		
Core	Downtown Revitalization Pres Pgm (DRPP) Transfer	HB Section	7.065

1. CORE FINANCIAL SUMMARY

	FY 2021 Budget Request					FY 2021 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	250,000	0	0	250,000	TRF	250,000	0	0	250,000
Total	250,000	0	0	250,000	Total	250,000	0	0	250,000

FTE	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
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Est. Fringe	0	0	0	0		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:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects and related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

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

Downtown Revitalization Preservation Program (DRPP) Transfer

CORE DECISION ITEM

Department	Economic Development	Budget Unit	43085C
Division	Business and Community Solutions		
Core	Downtown Revitalization Pres Pgm (DRPP) Transfer	HB Section	7.065

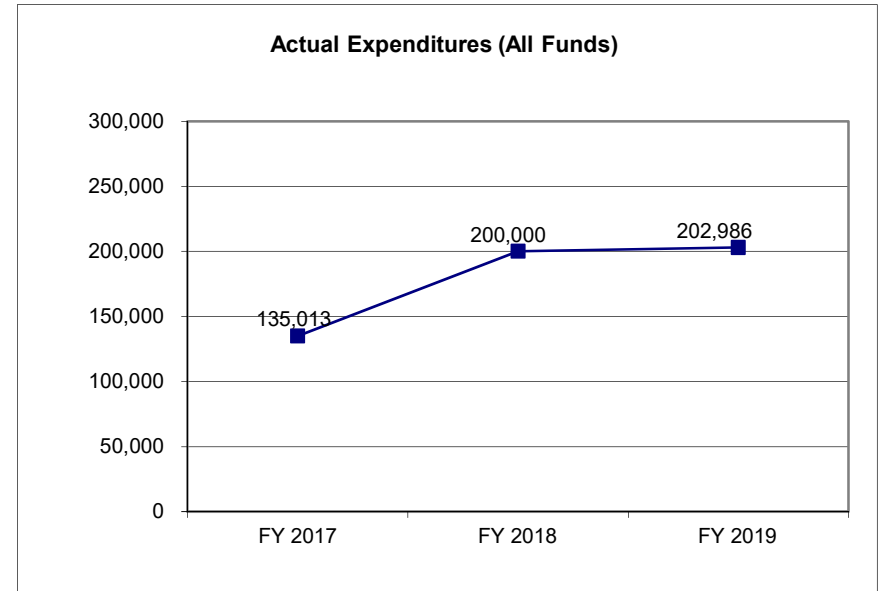
4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY2020 Current Yr.
Appropriation (All Funds)	200,000	200,000	300,000	350,000
Less Reverted (All Funds)	(6,000)	0	0	(10,500)
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	194,000	200,000	300,000	339,500
Actual Expenditures (All Funds)	135,013	200,000	202,986	N/A
Unexpended (All Funds)	58,987	0	97,014	N/A
Unexpended, by Fund:				
General Revenue	58,987	0	97,014	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) Project expenditures necessitated that the entire budgeted amount be used; therefore, additional Governor's Reserve was reverted from the Missouri Downtown Economic Stimulus Act (MODESA) Program Transfer.



CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT DNTWN REVITAL PRESERV TRANSFER

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	350,000	0	0	350,000	
	Total	0.00	350,000	0	0	350,000	
DEPARTMENT CORE ADJUSTMENTS							
Core Reduction	2392 T163 TRF	0.00	(100,000)	0	0	(100,000)	Core reduction to better match planned expenditures
NET DEPARTMENT CHANGES		0.00	(100,000)	0	0	(100,000)	
DEPARTMENT CORE REQUEST							
	TRF	0.00	250,000	0	0	250,000	
	Total	0.00	250,000	0	0	250,000	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	250,000	0	0	250,000	
	Total	0.00	250,000	0	0	250,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
DNTWN REVITAL PRESERV TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
TOTAL - TRF	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
TOTAL	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
GRAND TOTAL	\$0	0.00	\$350,000	0.00	\$250,000	0.00	\$250,000	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
DOWNTOWN REVITAL PRESER TRNSFR								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	202,986	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF	202,986	0.00	0	0.00	0	0.00	0	0.00
TOTAL	202,986	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$202,986	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
DNTWN REVITAL PRESERV TRANSFER								
CORE								
TRANSFERS OUT	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
TOTAL - TRF	0	0.00	350,000	0.00	250,000	0.00	250,000	0.00
GRAND TOTAL	\$0	0.00	\$350,000	0.00	\$250,000	0.00	\$250,000	0.00
GENERAL REVENUE	\$0	0.00	\$350,000	0.00	\$250,000	0.00	\$250,000	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.065

Program Name: Downtown Revitalization Pres Trf (DRPP)

Program is found in the following core budget(s): Downtown Revitalization Preservation (DRPP)

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

This item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects and related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

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

N/A. This is a transfer; therefore, refer to the DRPP Core for measures.

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

N/A. This is a transfer; therefore, refer to the DRPP Core for measures.

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

N/A. This is a transfer; therefore, refer to the DRPP Core for measures.

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

N/A. This is a transfer; therefore, refer to the DRPP Core for measures.

PROGRAM DESCRIPTION

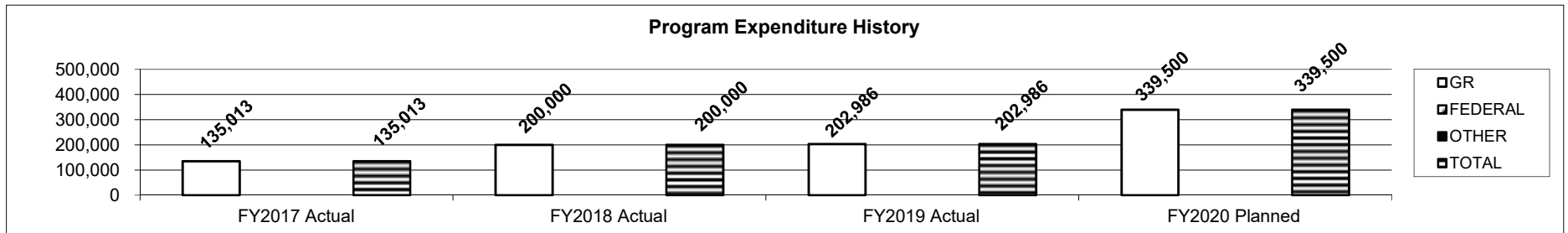
Department: Economic Development

HB Section(s): 7.065

Program Name: Downtown Revitalization Pres Trf (DRPP)

Program is found in the following core budget(s): Downtown Revitalization Preservation (DRPP)

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



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

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

Requires a GR Transfer to Downtown Revitalization Preservation Program (0907).

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

Section 99.1080-99.1092, RSMo

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

No

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

No

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43090C
Division:	Business and Community Solutions		
Core:	MO Community Service Commission	HB Section	7.070

1. CORE FINANCIAL SUMMARY

FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	36,094	211,201	0	247,295	PS	0	211,201	0	211,201
EE	0	263,649	0	263,649	EE	0	263,649	0	263,649
PSD	0	5,668,156	0	5,668,156	PSD	0	5,668,156	0	5,668,156
TRF	0	0	0	0	TRF	0	0	0	0
Total	36,094	6,143,006	0	6,179,100	Total	0	6,143,006	0	6,143,006
FTE	1.00	4.00	0.00	5.00	FTE	0.00	5.00	0.00	5.00
Est. Fringe	25,148	122,044	0	147,192	Est. Fringe	0	135,606	0	135,606
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
Notes:					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. MCSC administers AmeriCorps State funding by awarding monetary grants and providing technical assistance and support. Program funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)(3) status to help address local needs such as education, youth mentoring, public safety, housing rehabilitation, healthcare, environmental issues, disaster relief, and veterans and their families.

MCSC is located within the Department of Economic Development's Business and Community Solutions Division. MCSC is composed of 15-25 Governor-appointed commissioners and five full-time staff.

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

Missouri Community Service Commission

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43090C
Division:	Business and Community Solutions		
Core:	MO Community Service Commission	HB Section	7.070

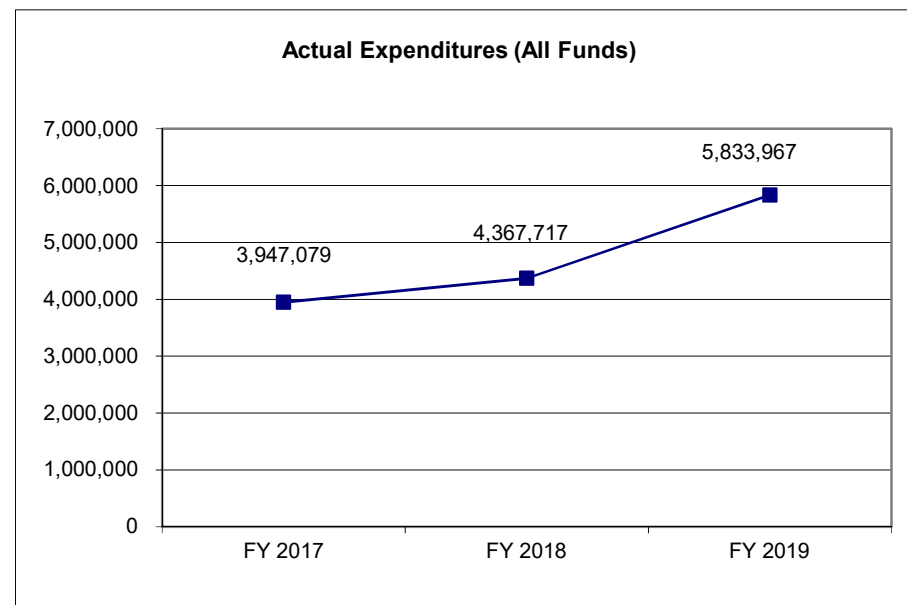
4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	3,984,991	4,384,991	6,172,398	6,177,951
Less Reverted (All Funds)	(1,056)	(1,056)	(1,067)	(1,083)
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	3,983,935	4,383,935	6,171,331	6,176,868
Actual Expenditures (All Funds)	3,947,079	4,367,717	5,833,967	N/A
Unexpended (All Funds)	36,856	16,218	337,364	N/A
Unexpended, by Fund:				
General Revenue	522	495	658	N/A
Federal	36,334	15,723	336,706	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 MO COMMUNITY SVS COMM

5. CORE RECONCILIATION DETAIL

				Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES										
				PS	5.00	36,094	211,201	0	247,295	
				EE	0.00	0	262,500	0	262,500	
				PD	0.00	0	5,668,156	0	5,668,156	
				Total	5.00	36,094	6,141,857	0	6,177,951	
DEPARTMENT CORE ADJUSTMENTS										
Core Reallocation	1496	5114		EE	0.00	0	1,149	0	1,149	Reallocation for Mileage Reimbursement
NET DEPARTMENT CHANGES					0.00	0	1,149	0	1,149	
DEPARTMENT CORE REQUEST										
				PS	5.00	36,094	211,201	0	247,295	
				EE	0.00	0	263,649	0	263,649	
				PD	0.00	0	5,668,156	0	5,668,156	
				Total	5.00	36,094	6,143,006	0	6,179,100	
GOVERNOR'S ADDITIONAL CORE ADJUSTMENTS										
Core Reduction	2711	5112		PS	0.00	(36,094)	0	0	(36,094)	Funding replaced with federal funds.
Core Reallocation	2738	5113		PS	1.00	0	0	0	0	Funding replaced with federal funds.
Core Reallocation	2738	5112		PS	(1.00)	0	0	0	0	Funding replaced with federal funds.
NET GOVERNOR CHANGES					0.00	(36,094)	0	0	(36,094)	
GOVERNOR'S RECOMMENDED CORE										
				PS	5.00	0	211,201	0	211,201	
				EE	0.00	0	263,649	0	263,649	

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT
MO COMMUNITY SVS COMM

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	5,668,156	0	5,668,156	
	Total	5.00	0	6,143,006	0	6,143,006	

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DECISION ITEM SUMMARY

Budget Unit

Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO COMMUNITY SVS COMM								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	36,094	1.00	36,094	1.00	0	0.00
COMMUNITY SERV COMM-FED/OTHER	0	0.00	211,201	4.00	211,201	4.00	211,201	5.00
TOTAL - PS	0	0.00	247,295	5.00	247,295	5.00	211,201	5.00
EXPENSE & EQUIPMENT								
COMMUNITY SERV COMM-FED/OTHER	0	0.00	262,500	0.00	263,649	0.00	263,649	0.00
TOTAL - EE	0	0.00	262,500	0.00	263,649	0.00	263,649	0.00
PROGRAM-SPECIFIC								
COMMUNITY SERV COMM-FED/OTHER	0	0.00	5,668,156	0.00	5,668,156	0.00	5,668,156	0.00
TOTAL - PD	0	0.00	5,668,156	0.00	5,668,156	0.00	5,668,156	0.00
TOTAL	0	0.00	6,177,951	5.00	6,179,100	5.00	6,143,006	5.00
Pay Plan - 0000012								
PERSONAL SERVICES								
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	0	0.00	2,249	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	2,249	0.00
TOTAL	0	0.00	0	0.00	0	0.00	2,249	0.00
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	533	0.00	0	0.00
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	3,119	0.00	3,652	0.00
TOTAL - PS	0	0.00	0	0.00	3,652	0.00	3,652	0.00
TOTAL	0	0.00	0	0.00	3,652	0.00	3,652	0.00
Market Adj Pay PI FY20 C-to-C - 0000014								
PERSONAL SERVICES								
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	150	0.00	150	0.00
TOTAL - PS	0	0.00	0	0.00	150	0.00	150	0.00
TOTAL	0	0.00	0	0.00	150	0.00	150	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO COMMUNITY SVS COMMISSION								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	33,836	0.55	0	0.00	0	0.00	0	0.00
COMMUNITY SERV COMM-FED/OTHER	201,388	4.77	0	0.00	0	0.00	0	0.00
TOTAL - PS	235,224	5.32	0	0.00	0	0.00	0	0.00
EXPENSE & EQUIPMENT								
COMMUNITY SERV COMM-FED/OTHER	143,154	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	143,154	0.00	0	0.00	0	0.00	0	0.00
PROGRAM-SPECIFIC								
COMMUNITY SERV COMM-FED/OTHER	5,455,589	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	5,455,589	0.00	0	0.00	0	0.00	0	0.00
TOTAL	5,833,967	5.32	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$5,833,967	5.32	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO COMMUNITY SVS COMM								
CORE								
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	30,123	0.64	30,123	0.64	30,123	0.64
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	21,239	0.36	21,239	0.36	21,239	0.36
ECONOMIC DEV INCENTIVE SPC III	0	0.00	99,530	2.00	99,530	2.00	99,530	2.00
STUDENT INTERN	0	0.00	5	0.00	5	0.00	5	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	96,398	2.00	96,398	2.00	60,304	2.00
TOTAL - PS	0	0.00	247,295	5.00	247,295	5.00	211,201	5.00
TRAVEL, IN-STATE	0	0.00	56,250	0.00	57,399	0.00	57,399	0.00
TRAVEL, OUT-OF-STATE	0	0.00	22,500	0.00	22,500	0.00	22,500	0.00
SUPPLIES	0	0.00	18,750	0.00	18,750	0.00	18,750	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	15,000	0.00	15,000	0.00	15,000	0.00
COMMUNICATION SERV & SUPP	0	0.00	11,250	0.00	11,250	0.00	11,250	0.00
PROFESSIONAL SERVICES	0	0.00	77,750	0.00	77,750	0.00	77,750	0.00
M&R SERVICES	0	0.00	3,750	0.00	3,750	0.00	3,750	0.00
OFFICE EQUIPMENT	0	0.00	7,500	0.00	7,500	0.00	7,500	0.00
OTHER EQUIPMENT	0	0.00	1,000	0.00	1,000	0.00	1,000	0.00
BUILDING LEASE PAYMENTS	0	0.00	3,700	0.00	3,700	0.00	3,700	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	3,750	0.00	3,750	0.00	3,750	0.00
MISCELLANEOUS EXPENSES	0	0.00	41,250	0.00	41,250	0.00	41,250	0.00
REBILLABLE EXPENSES	0	0.00	50	0.00	50	0.00	50	0.00
TOTAL - EE	0	0.00	262,500	0.00	263,649	0.00	263,649	0.00
PROGRAM DISTRIBUTIONS	0	0.00	5,668,156	0.00	5,668,156	0.00	5,668,156	0.00
TOTAL - PD	0	0.00	5,668,156	0.00	5,668,156	0.00	5,668,156	0.00
GRAND TOTAL	\$0	0.00	\$6,177,951	5.00	\$6,179,100	5.00	\$6,143,006	5.00
GENERAL REVENUE	\$0	0.00	\$36,094	1.00	\$36,094	1.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$6,141,857	4.00	\$6,143,006	4.00	\$6,143,006	5.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.070

Program Name: MO Community Service Commission

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

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, One Team

1b. What does this program do?

- The purpose of the Missouri Community Service Commission (MCSC) is to strengthen Missouri communities through volunteerism and service by connecting Missourians of all ages and backgrounds in an effort to improve unmet community needs through direct and tangible services.
- This program provides opportunities for individuals to serve their communities as AmeriCorps members on a full- or part-time basis. The MCSC and AmeriCorps are part of a national service network supported by the Corporation for National and Community Service. MCSC administers AmeriCorps State funding by awarding monetary grants and providing technical assistance and support to program partners throughout Missouri. Individuals serve through alignment with community-based nonprofit organizations, educational institutions and faith-based organizations with 501(c)(3) status.
- Core priorities are education, public safety, healthy futures for youth, economic opportunity, disaster relief, and veterans and their families.

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Program Count	N/A	23	20	22	22	22	22	23	23
Member Count	N/A	491	600	682	700	592	680	700	710
Member Service Hours	1,000,000	834,700	1,000,000	892,500	1,020,000	1,006,876	1,020,000	1,030,000	1,030,000
Number of Volunteers	N/A	34,163	50,000	37,403	50,000	29,882	50,000	60,000	60,000

Note: Volunteer projections are increasing due to volunteers deployed after natural disasters in FY2017 and continued volunteer needs in FY2018 and beyond. Number of volunteers actually leveraged is highly influenced on the number of disasters during that year.

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

	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
	Actual	Actual	Actual	Projected	Projected	Projected
Customer Service Experience	N/A	N/A	93%	94%	95%	95%

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

Note 2: Survey incorporated new methodology for FY2019. Data includes 15 respondents.

PROGRAM DESCRIPTION

Department: Economic Development

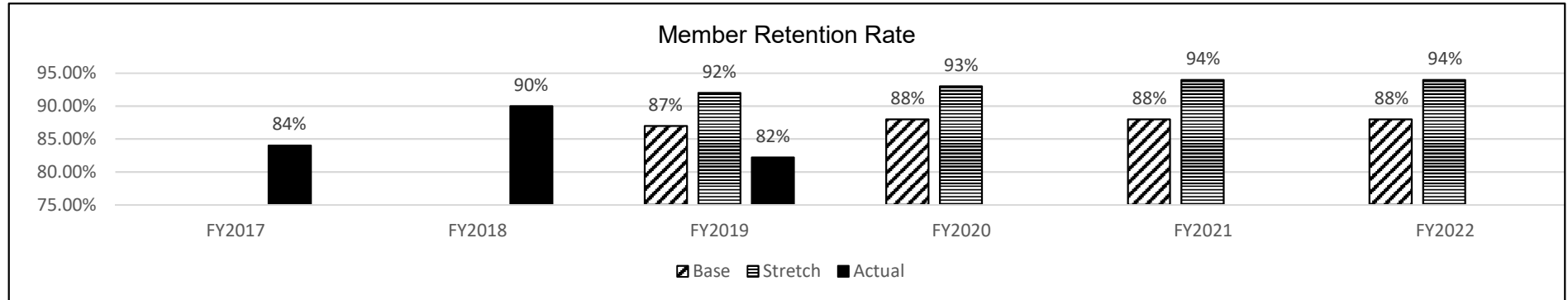
HB Section(s):

7.070

Program Name: MO Community Service Commission

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

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

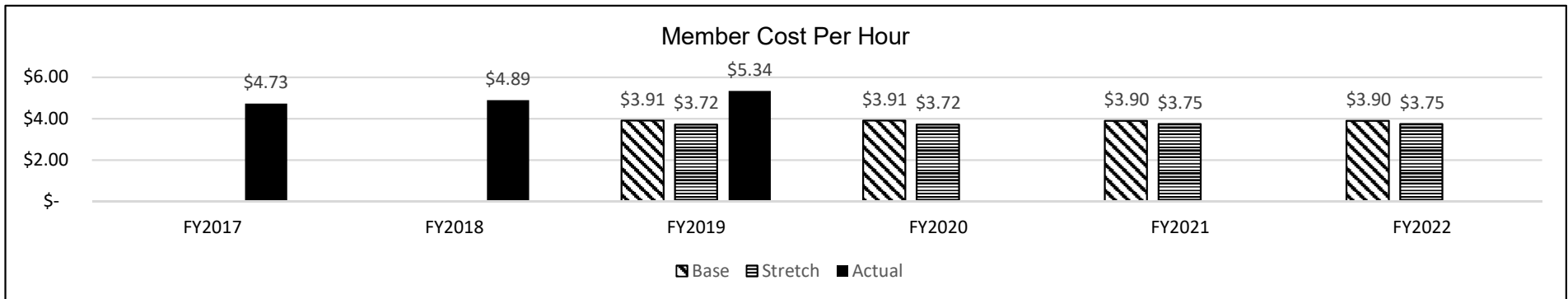


Note 1: Calculated by review of grant management system monthly and quarterly program reporting of member retention.

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

Note 3: This is a new measure; therefore, targets for FY2017 and FY2018 are not available.

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



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

Note 2: Base target is calculated by anticipated future member counts and Stretch target assumes an additional 5% in member service hours without an increase in program costs.

Note 3: This is a new measure; therefore, targets for FY2017 and FY2018 are not available.

PROGRAM DESCRIPTION

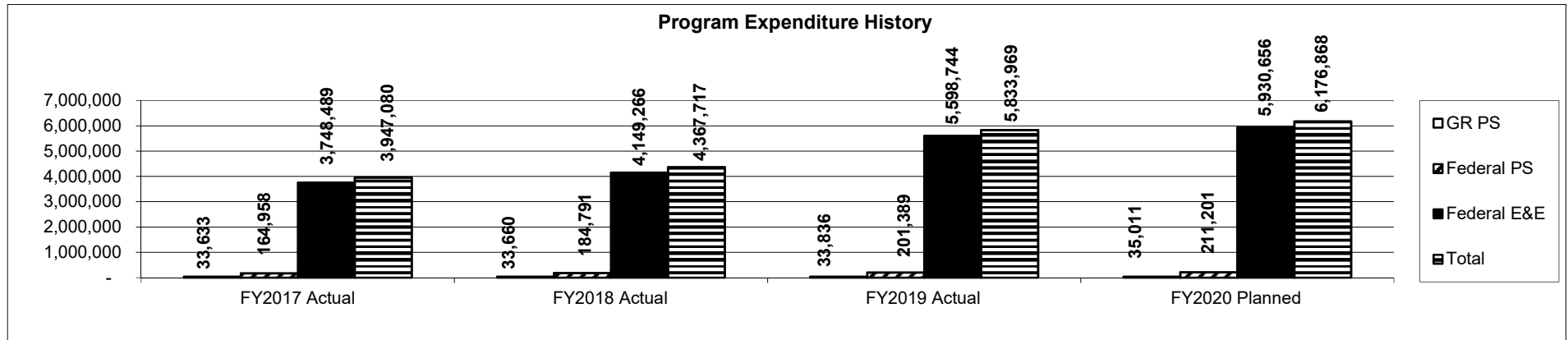
Department: Economic Development

HB Section(s): 7.070

Program Name: MO Community Service Commission

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

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



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

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

N/A

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

Section 26.600, RSMo.; Federal - National and Community Service Act of 1993; HR 4854

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

There is a \$1 for \$1 match requirement on the administrative portion of the funds. This match is accomplished by soft costs allocated by DED. Qualifying organizations must provide match based on the amount of funds subgranted from MCSC starting at 24% in the first 3 years, gradually increasing to a 50% maximum.

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

No

NEW DECISION ITEM
RANK: 11 **OF** 11

Department: Economic Development	Budget Unit <u>43090C</u>
Division: Business and Community Solutions	
DI Name: MO Community Svcs Comm Increase DI# 1419004	HB Section <u>7.070</u>

1. AMOUNT OF REQUEST

FY 2021 Budget Request					FY 2021 Governor's Recommendation						
	GR	Federal	Other	Total	E		GR	Federal	Other	Total	E
PS	0	10,000	0	10,000		PS	0	10,000	0	10,000	
EE	0	0	0	0		EE	0	0	0	0	
PSD	0	990,000	0	990,000		PSD	0	990,000	0	990,000	
TRF	0	0	0	0		TRF	0	0	0	0	
Total	0	1,000,000	0	1,000,000		Total	0	1,000,000	0	1,000,000	
FTE	0.00	0.00	0.00	0.00		FTE	0.00	0.00	0.00	0.00	
Est. Fringe	0	3,210	0	3,210		Est. Fringe	0	3,210	0	3,210	
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.						Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					
Other Funds:						Other Funds:					

2. 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 7.070 in House Bill 7. The increase is needed due to the increase in funding by the Corporation for National and Community Service (CNCS) for the new program year. The current appropriation authority of \$6,141,857 is inadequate because MCSC anticipates two current formula programs applying for competitive funding and when approved they will add approximately \$500,000 each to the MCSC budget. When programs receive competitive funding, CNCS reimburses MCSC for funding submitted to those programs. This enables additional resources for other non-competitive programs across the State.

For the past three years MCSC has made a major push to move our high quality programs funded from our formula grant allocation to competitive grant status (competitive funding comes from CNCS, does not affect our formula allocation and allows for competitive applications to exceed the MCSC max grant award of \$350,000), Current MCSC competitive programs range from \$376,000 to \$907,000 per year. This has provided program and budget growth at a much greater rate than in the past. For that same period, MCSC has worked to recruit more new applications and we have been successful in funding one to two new programs each year. The additional authority will be used to pay program reimbursements and related MCSC administrative expenses.

NEW DECISION ITEM
RANK: 11 OF 11

Department: Economic Development	Budget Unit 43090C
Division: Business and Community Solutions	
DI Name: MO Community Svcs Comm Increase DI# 1419004	HB Section 7.070

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 \$6,141,857. MCSC anticipates two current formula programs applying for competitive funding and when approved they will add approximately \$500,000 each to the MCSC budget; therefore, the request is for \$1,000,000.

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			
100/Economic Dev Incentive Spec III			10,000				10,000	0.0		
Total PS	0	0.0	10,000	0.0	0	0.0	10,000	0.0	0	
			0				0			
			0				0			
Total EE	0		0		0		0		0	
Program Distributions			990,000				990,000			
Total PSD	0		990,000		0		990,000		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	1,000,000	0.0	0	0.0	1,000,000	0.0	0	

NEW DECISION ITEM
RANK: 11 OF 11

Department: Economic Development				Budget Unit		43090C				
Division: Business and Community Solutions										
DI Name: MO Community Svcs Comm Increase		DI# 1419004		HB Section		7.070				
	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
Budget Object Class/Job Class										
100/Economic Dev Incentive Spec III			10,000				10,000	0.0		
Total PS	0	0.0	10,000	0.0	0	0.0	10,000	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Total PSD	0		990,000 990,000		0		990,000 990,000		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	1,000,000	0.0	0	0.0	1,000,000	0.0	0	

NEW DECISION ITEM
RANK: 11 **OF** 11

Department: Economic Development	Budget Unit <u>43090C</u>
Division: Business and Community Solutions	
DI Name: MO Community Svcs Comm Increase DI# 1419004	HB Section <u>7.070</u>

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

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

Refer to the Missouri Community Service Commission core.

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

Refer to the Missouri Community Service Commission core.

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

Refer to the Missouri Community Service Commission core.

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

Refer to the Missouri Community Service Commission core.

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.

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO COMMUNITY SVS COMM								
MO Community Svs Comm Increase - 1419004								
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	10,000	0.00	10,000	0.00
TOTAL - PS	0	0.00	0	0.00	10,000	0.00	10,000	0.00
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	990,000	0.00	990,000	0.00
TOTAL - PD	0	0.00	0	0.00	990,000	0.00	990,000	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,000,000	0.00	\$1,000,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$1,000,000	0.00	\$1,000,000	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43095C
Division:	Missouri One Start		
Core:	Missouri One Start	HB Section	7.075

1. CORE FINANCIAL SUMMARY

	FY 2021 Budget Request			
	GR	Federal	Other	Total
PS	40,852	0	407,476	448,328
EE	0	0	81,389	81,389
PSD	0	0	0	0
TRF	0	0	0	0
Total	40,852	0	488,865	529,717

FTE	1.00	0.00	8.00	9.00
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Est. Fringe	26,675	0	130,800	143,913
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

	FY 2021 Governor's Recommendation			
	GR	Fed	Other	Total
PS	40,852	0	407,476	448,328
EE	0	0	81,389	81,389
PSD	0	0	0	0
TRF	0	0	0	0
Total	40,852	0	488,865	529,717

FTE	1.00	0.00	8.00	9.00
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Est. Fringe	26,675	0	239,296	265,971
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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 One Start Job Development Fund - Fund 0600

Note: (Formerly Missouri Works Job Development Fund)

Other Funds: Missouri One Start Job Development Fund - Fund 0600

Note: (Formerly Missouri Works Job Development Fund)

2. CORE DESCRIPTION

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

Missouri One Start includes the Personal Service and Expense and Equipment funding for staff who administer the business assistance and various training programs, including the Missouri One Start Job Development Fund ("Customized Training"), the Missouri One Start Community College New Jobs Training Program (NJTP), and the Missouri One Start Job Retention Training Program (JRTP). Program funding for Customized Training, NJTP, and JRTP can be found in separate Core Decision Item forms.

The Federal FTE and funding have been reduced. Refer to the corresponding New Decision Item that does not result in a net increase of FTE or funding for the Department.

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

Missouri One Start

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43095C
Division:	Missouri One Start		
Core:	Missouri One Start	HB Section	7.075

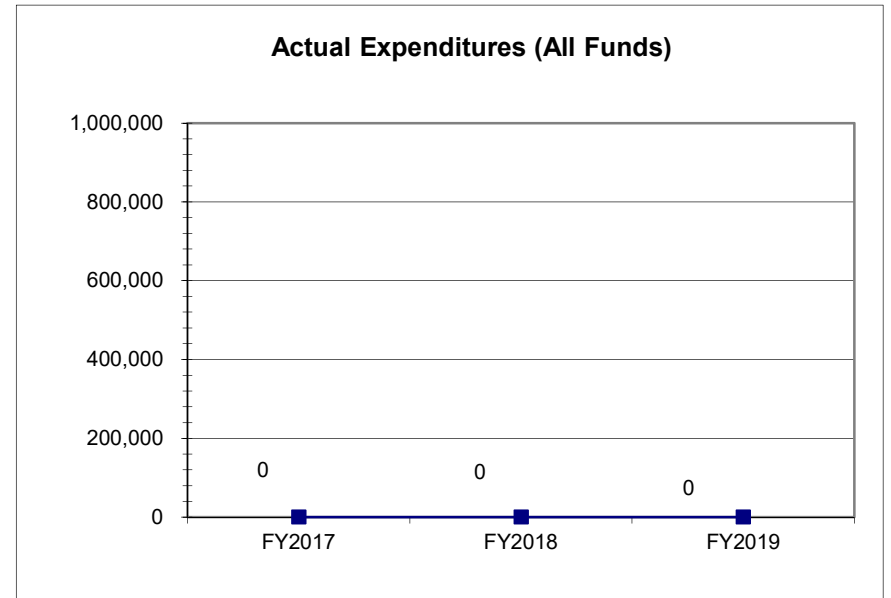
4. FINANCIAL HISTORY

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Current Yr.
Appropriation (All Funds)	0	0	0	763,221
Less Reverted (All Funds)	0	0	0	(1,226)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	0	0	761,995
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

*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
MISSOURI ONE START**

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		PS	12.00	40,852	204,662	407,476	652,990	
		EE	0.00	0	28,842	81,389	110,231	
		Total	12.00	40,852	233,504	488,865	763,221	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	2393 5117	PS	(3.00)	0	(204,662)	0	(204,662)	Core reduction - tied to NDI
Core Reduction	2393 5118	EE	0.00	0	(28,842)	0	(28,842)	Core reduction - tied to NDI
NET DEPARTMENT CHANGES			(3.00)	0	(233,504)	0	(233,504)	
DEPARTMENT CORE REQUEST								
		PS	9.00	40,852	0	407,476	448,328	
		EE	0.00	0	0	81,389	81,389	
		Total	9.00	40,852	0	488,865	529,717	
GOVERNOR'S RECOMMENDED CORE								
		PS	9.00	40,852	0	407,476	448,328	
		EE	0.00	0	0	81,389	81,389	
		Total	9.00	40,852	0	488,865	529,717	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	40,852	1.00	40,852	1.00	40,852	1.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	204,662	3.00	0	0.00	0	0.00
MISSOURI ONE START JOB DEVELOPMENT	0	0.00	407,476	8.00	407,476	8.00	407,476	8.00
TOTAL - PS	0	0.00	652,990	12.00	448,328	9.00	448,328	9.00
EXPENSE & EQUIPMENT								
DIV JOB DEVELOPMENT & TRAINING	0	0.00	28,842	0.00	0	0.00	0	0.00
MISSOURI ONE START JOB DEVELOPMENT	0	0.00	81,389	0.00	81,389	0.00	81,389	0.00
TOTAL - EE	0	0.00	110,231	0.00	81,389	0.00	81,389	0.00
TOTAL	0	0.00	763,221	12.00	529,717	9.00	529,717	9.00
Pay Plan - 0000012								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	414	0.00
MISSOURI ONE START JOB DEVELOPMENT	0	0.00	0	0.00	0	0.00	6,212	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	6,626	0.00
TOTAL	0	0.00	0	0.00	0	0.00	6,626	0.00
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	604	0.00	604	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	0	0.00	3,008	0.00	0	0.00
MISSOURI ONE START JOB DEVELOPMENT	0	0.00	0	0.00	5,987	0.00	8,995	0.00
TOTAL - PS	0	0.00	0	0.00	9,599	0.00	9,599	0.00
TOTAL	0	0.00	0	0.00	9,599	0.00	9,599	0.00
Market Adj Pay PI FY20 C-to-C - 0000014								
PERSONAL SERVICES								
DIV JOB DEVELOPMENT & TRAINING	0	0.00	0	0.00	1,120	0.00	0	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START								
Market Adj Pay PI FY20 C-to-C - 0000014								
PERSONAL SERVICES								
MISSOURI ONE START JOB DEVELOPMENT	0	0.00	0	0.00	2,380	0.00	3,500	0.00
TOTAL - PS	0	0.00	0	0.00	3,500	0.00	3,500	0.00
TOTAL	0	0.00	0	0.00	3,500	0.00	3,500	0.00
Mileage Reimburse Rate Incr - 0000015								
EXPENSE & EQUIPMENT								
MISSOURI ONE START JOB DEVELOPMENT	0	0.00	0	0.00	1,388	0.00	0	0.00
TOTAL - EE	0	0.00	0	0.00	1,388	0.00	0	0.00
TOTAL	0	0.00	0	0.00	1,388	0.00	0	0.00
Missouri One Start NDI - 1419005								
PERSONAL SERVICES								
MISSOURI ONE START JOB DEVELOPMENT	0	0.00	0	0.00	204,662	3.00	204,662	3.00
TOTAL - PS	0	0.00	0	0.00	204,662	3.00	204,662	3.00
TOTAL	0	0.00	0	0.00	204,662	3.00	204,662	3.00
GRAND TOTAL	\$0	0.00	\$763,221	12.00	\$748,866	12.00	\$754,104	12.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43095C BUDGET UNIT NAME: Missouri One Start HOUSE BILL SECTION: 7.075	DEPARTMENT: Economic Development DIVISION: Missouri One Start
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.</p> <p>- Missouri One Start PS (0600) - \$407,476 x 10% = \$40,748 and Missouri One Start EE (0600) - \$81,389 x 10% = \$8,139</p>	
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
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
N/A	N/A

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	30,921	1.00	30,921	1.00	30,921	1.00
MARKETING SPECIALIST III	0	0.00	31,985	1.00	40,852	1.00	40,852	1.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	391,697	7.00	246,493	5.00	246,493	5.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	93,156	2.00	33,698	1.00	33,698	1.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	8,867	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	96,364	1.00	96,364	1.00	96,364	1.00
TOTAL - PS	0	0.00	652,990	12.00	448,328	9.00	448,328	9.00
TRAVEL, IN-STATE	0	0.00	14,750	0.00	6,500	0.00	6,500	0.00
TRAVEL, OUT-OF-STATE	0	0.00	8,350	0.00	1,750	0.00	1,750	0.00
FUEL & UTILITIES	0	0.00	1,292	0.00	500	0.00	500	0.00
SUPPLIES	0	0.00	12,800	0.00	9,500	0.00	9,500	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	15,089	0.00	11,789	0.00	11,789	0.00
COMMUNICATION SERV & SUPP	0	0.00	9,800	0.00	6,500	0.00	6,500	0.00
PROFESSIONAL SERVICES	0	0.00	35,500	0.00	35,500	0.00	35,500	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	500	0.00	500	0.00	500	0.00
M&R SERVICES	0	0.00	2,500	0.00	2,500	0.00	2,500	0.00
COMPUTER EQUIPMENT	0	0.00	1,650	0.00	0	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	3,150	0.00	1,400	0.00	1,400	0.00
OTHER EQUIPMENT	0	0.00	0	0.00	100	0.00	100	0.00
BUILDING LEASE PAYMENTS	0	0.00	700	0.00	700	0.00	700	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	1,000	0.00	1,000	0.00	1,000	0.00
MISCELLANEOUS EXPENSES	0	0.00	700	0.00	700	0.00	700	0.00
REBILLABLE EXPENSES	0	0.00	2,450	0.00	2,450	0.00	2,450	0.00
TOTAL - EE	0	0.00	110,231	0.00	81,389	0.00	81,389	0.00
GRAND TOTAL	\$0	0.00	\$763,221	12.00	\$529,717	9.00	\$529,717	9.00
GENERAL REVENUE	\$0	0.00	\$40,852	1.00	\$40,852	1.00	\$40,852	1.00
FEDERAL FUNDS	\$0	0.00	\$233,504	3.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$488,865	8.00	\$488,865	8.00	\$488,865	8.00

PROGRAM DESCRIPTION

Department of Economic Development

HB Section(s):

7.075

Program Name: Missouri One Start

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

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

- Missouri One Start delivers tailored workforce solutions to help businesses be more competitive, so they can create and retain jobs in Missouri. Missouri One Start leverages the state's three training programs - the Missouri One Start Job Development Fund (Customized Training), the New Jobs Training Program (NJTP), and the Job Retention Training Program (JRTP), along with other workforce development services to assist with the attraction, retention, and expansion of Missouri employers.
- Missouri One Start strengthens Missouri's workforce development infrastructure by providing recruitment assistance, pre-employment training, specialized industry training, and funding resources to small, medium, and large businesses throughout the state, while cultivating a strong brand identity that communicates value-add of Missouri's workforce programs.

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

The activity measures for this program may be found in the Missouri One Start Job Development Fund, Missouri One Start Community College New Jobs Training Program, and the Missouri One Start Community College Job Retention Training Program Core and Program Description forms.

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

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Customer Service Experience	99%	99%	100%	100%	100%	100%

Note 1: Percentage of respondents who rated their experience as "good" or "excellent."

Note 2: Data includes 58 respondents from 217 NJTP, JRTP, and Customized Training companies surveyed in FY2019.

PROGRAM DESCRIPTION

Department of Economic Development

HB Section(s):

7.075

Program Name: Missouri One Start

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

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

The measures for this program's impact may be found in the Missouri One Start Job Development Fund, Missouri One Start Community College New Jobs Training Program, and the Missouri One Start Community College Job Retention Training Program Core and Program Description forms.

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

The measures for this program's efficiency may be found in the Missouri One Start Job Development Fund, Missouri One Start Community College New Jobs Training Program, and the Missouri One Start Community College Job Retention Training Program Core and Program Description forms.

PROGRAM DESCRIPTION

Department of Economic Development

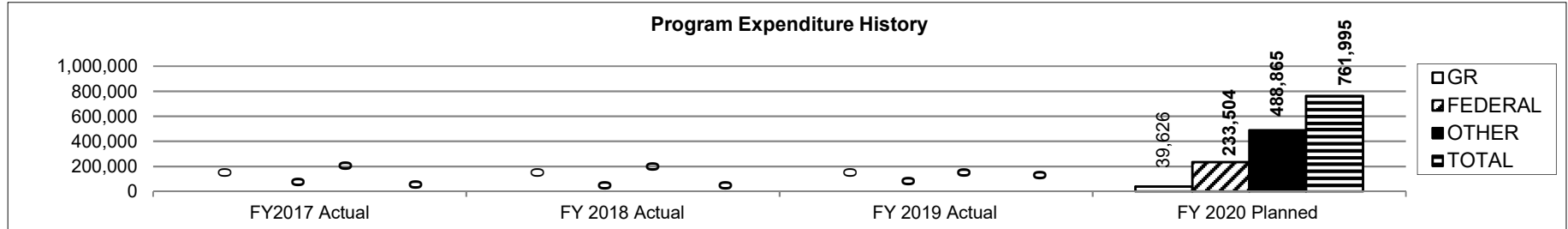
HB Section(s):

7.075

Program Name: Missouri One Start

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

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



Note: Planned expenditures for GR reflect 3% Governor's reserve.

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

GR Transfer to Missouri One Start Job Development Fund to administer the Missouri One Start Training Programs.

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

Section 620.478.

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

None

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

No.

NEW DECISION ITEM
RANK: 5 OF 11

Department: Economic Development	Budget Unit 43095C
Division: Missouri One Start	
DI Name: Missouri One Start NDI DI# 1419005	HB Section 7.075

1. AMOUNT OF REQUEST

	FY 2021 Budget Request				
	GR	Federal	Other	Total	E
PS	0	0	204,662	204,662	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	204,662	204,662	

FTE 0.00 0.00 3.00 0.00

Est. Fringe	0	0	106,383	106,383
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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 One Start Job Development Fund (0600)

	FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total	E
PS	0	0	204,662	204,662	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	204,662	204,662	

FTE 0.00 0.00 3.00 0.00

Est. Fringe	0	0	106,383	106,383
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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 One Start Job Development Fund (0600)

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.

The Missouri One Start Division is eliminating 3.0 FTE from Federal along with the Federal funding and is requesting an increase of 3.0 FTE and corresponding funding under the Missouri One Start Job Development Fund. The request accompanies savings and prioritizes investments that do not result in a net increase of FTE or funding for the Department.

The Missouri One Start Division helps Missouri compete for economic growth by delivering tailored workforce solutions that make businesses more competitive so they can create and retain jobs in Missouri. Dedicated staff provide funding assistance and targeted marketing to assist businesses with recruiting and training workers. Staff provide business assistance and administer training programs, including the Missouri One Start Job Development Fund ("Customized Training"), the Missouri One Start Community College New Jobs Training Program, and the Missouri One Start Job Retention Training Program.

NEW DECISION ITEM

RANK: 5 OF 11

Department: Economic Development	Budget Unit 43095C
Division: Missouri One Start	
DI Name: Missouri One Start NDI	DI# 1419005
	HB Section 7.075

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.)

Three Marketing Specialist positions with \$204,662 of personal service are being requested. A corresponding decrease in the Federal line can be found in their Core. The positions enable the successful build out of the Missouri One Start Division following the completion of internal reallocation of resources within the new department divisions. All positions are established in the human resource system and available for appointment with this requested spending authority and funding.

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
100/007887/Marketing Specialist III					204,662	3.0	204,662			
							0	0.0		
Total PS	0	0.0	0	0.0	204,662	3.0	204,662	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions					0		0			
Total PSD	0		0		0		0		0	
Transfers	0						0			
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	204,662	3.0	204,662	0.0	0	

NEW DECISION ITEM

RANK: 5 OF 11

Department: Economic Development				Budget Unit		43095C				
Division: Missouri One Start										
DI Name: Missouri One Start NDI		DI# 1419005		HB Section		7.075				
	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
Budget Object Class/Job Class										
100/007887/Marketing Specialist III					204,662	3.0	204,662			
							0	0.0		
Total PS	0	0.0	0	0.0	204,662	3.0	204,662	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers	0									
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	204,662	3.0	204,662	0.0	0	

NEW DECISION ITEM

RANK: 5 **OF** 11

Department: Economic Development	Budget Unit <u>43095C</u>
Division: Missouri One Start	
DI Name: Missouri One Start NDI DI# 1419005	HB Section <u>7.075</u>

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

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

Refer to the Missouri One Start core.

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

Refer to the Missouri One Start core.

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

Refer to the Missouri One Start core.

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

Refer to the Missouri One Start core.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Missouri One Start includes the Personal Service and Expense and Equipment funding for staff who administer the business assistance and various training programs, including the Missouri One Start Job Development Fund ("Customized Training"), the Missouri One Start Community College New Jobs Training Program, and the Missouri One Start Job Retention Training Program.

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START								
Missouri One Start NDI - 1419005								
MARKETING SPECIALIST III	0	0.00	0	0.00	204,662	3.00	204,662	3.00
TOTAL - PS	0	0.00	0	0.00	204,662	3.00	204,662	3.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$204,662	3.00	\$204,662	3.00
GENERAL REVENUE								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS								
	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS								
	\$0	0.00	\$0	0.00	\$204,662	3.00	\$204,662	3.00

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43100C
Division:	Missouri One Start		
Core:	Missouri One Start Job Development Fund	HB Section	7.080

1. CORE FINANCIAL SUMMARY

	FY 2021 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	15,000	15,000
PSD	0	0	17,380,000	17,380,000
TRF	0	0	0	0
Total	0	0	17,395,000	17,395,000
FTE	0.00	0.00	0.00	0.00

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

Other Funds: Missouri One Start Job Development Fund - 0600
(Formerly Missouri Works Job Development Fund)

Notes: Requires a GR transfer.

	FY 2021 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	15,000	15,000
PSD	0	0	17,380,000	17,380,000
TRF	0	0	0	0
Total	0	0	17,395,000	17,395,000
FTE	0.00	0.00	0.00	0.00

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

Other Funds: Missouri One Start Job Development Fund - 0600
(Formerly Missouri Works Job Development Fund)

Notes: Requires a GR transfer.

2. CORE DESCRIPTION

The Missouri One Start Job Development Fund is the funding source for Missouri One Start Customized Training. Missouri One Start Customized Training is the most flexible and in demand workforce training program and is essential in economic development efforts for growing business and developing talent. Missouri One Start Customized Training provides assistance to Missouri businesses for the training and upskilling of new and existing employees with the purpose of creating and retaining jobs in Missouri. This program assists small, medium and large businesses located throughout the state. The workforce training is individualized to each company's specific needs. The program is administered locally by community colleges and technical schools.

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

Missouri One Start Job Development Fund

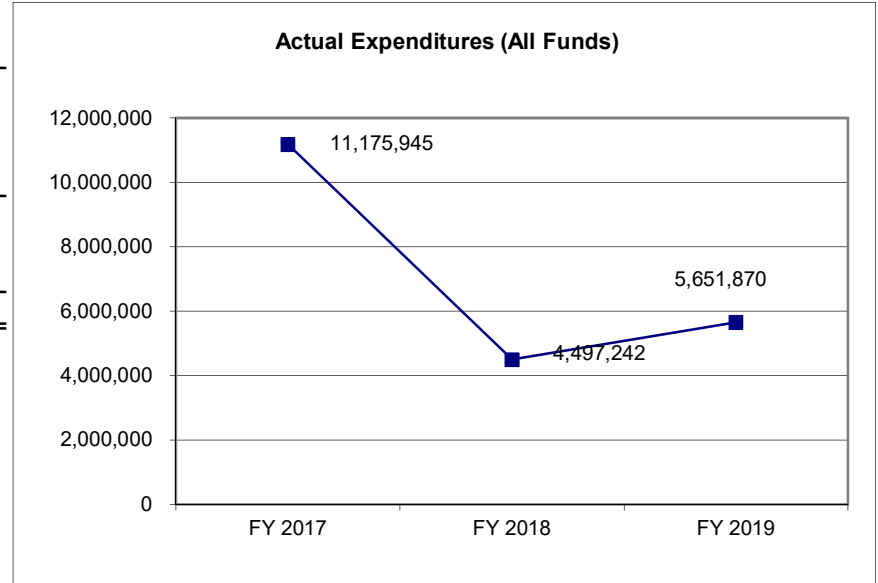
CORE DECISION ITEM

Department: Economic Development
Division: Missouri One Start
Core: Missouri One Start Job Development Fund

Budget Unit 43100C
HB Section 7.080

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY2020 Current Yr.
Appropriation (All Funds)	14,039,985	14,039,985	7,000,000	17,395,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	14,039,985	14,039,985	7,000,000	17,395,000
Actual Expenditures (All Funds)	11,175,945	4,497,242	5,651,870	N/A
Unexpended (All Funds)	2,864,040	9,542,743	1,348,130	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	2,864,040	9,542,743	1,348,130	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 MISSOURI ONE START JOB DEV

5. CORE RECONCILIATION DETAIL

				Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES										
				PD	0.00	0	0	17,395,000	17,395,000	
				Total	0.00	0	0	17,395,000	17,395,000	
DEPARTMENT CORE ADJUSTMENTS										
Core Reallocation	2083	5119	EE		0.00	0	0	15,000	15,000	Budget closer to actuals
Core Reallocation	2083	5119	PD		0.00	0	0	(15,000)	(15,000)	Budget closer to actuals
NET DEPARTMENT CHANGES					0.00	0	0	0	0	
DEPARTMENT CORE REQUEST										
			EE		0.00	0	0	15,000	15,000	
			PD		0.00	0	0	17,380,000	17,380,000	
			Total		0.00	0	0	17,395,000	17,395,000	
GOVERNOR'S RECOMMENDED CORE										
			EE		0.00	0	0	15,000	15,000	
			PD		0.00	0	0	17,380,000	17,380,000	
			Total		0.00	0	0	17,395,000	17,395,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START JOB DEV								
CORE								
EXPENSE & EQUIPMENT								
MISSOURI ONE START JOB DEVELOPMENT	0	0.00	0	0.00	15,000	0.00	15,000	0.00
TOTAL - EE	0	0.00	0	0.00	15,000	0.00	15,000	0.00
PROGRAM-SPECIFIC								
MISSOURI ONE START JOB DEVELOPMENT	0	0.00	17,395,000	0.00	17,380,000	0.00	17,380,000	0.00
TOTAL - PD	0	0.00	17,395,000	0.00	17,380,000	0.00	17,380,000	0.00
TOTAL	0	0.00	17,395,000	0.00	17,395,000	0.00	17,395,000	0.00
GRAND TOTAL	\$0	0.00	\$17,395,000	0.00	\$17,395,000	0.00	\$17,395,000	0.00

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DED - BRASS REPORT 9

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI JOB DEVELOPMENT								
CORE								
PROGRAM-SPECIFIC								
MISSOURI ONE START JOB DEVELOPMENT	5,651,870	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	5,651,870	0.00	0	0.00	0	0.00	0	0.00
TOTAL	5,651,870	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$5,651,870	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI ONE START JOB DEV								
CORE								
PROFESSIONAL SERVICES	0	0.00	0	0.00	5,000	0.00	5,000	0.00
COMPUTER EQUIPMENT	0	0.00	0	0.00	5,000	0.00	5,000	0.00
OTHER EQUIPMENT	0	0.00	0	0.00	5,000	0.00	5,000	0.00
TOTAL - EE	0	0.00	0	0.00	15,000	0.00	15,000	0.00
PROGRAM DISTRIBUTIONS	0	0.00	17,395,000	0.00	17,380,000	0.00	17,380,000	0.00
TOTAL - PD	0	0.00	17,395,000	0.00	17,380,000	0.00	17,380,000	0.00
GRAND TOTAL	\$0	0.00	\$17,395,000	0.00	\$17,395,000	0.00	\$17,395,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$17,395,000	0.00	\$17,395,000	0.00	\$17,395,000	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.080

Program Name: Missouri One Start Job Development Fund

Program is found in the following core budget(s): Missouri One Start Job Development Fund

1a. What strategic priority does this program address?

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

1b. What does this program do?

- The Missouri One Start Job Development Fund is the funding source for Missouri One Start Customized Training. Missouri One Start Customized Training is the most flexible and in demand workforce training program and is essential in economic development efforts for growing businesses and developing talent.
- Missouri One Start Customized Training provides assistance to Missouri businesses for the training and upskilling of new and existing employees with the purpose to help create and retain jobs. This program assists small, medium and large businesses throughout the state. The workforce training is individualized to each company's specific needs. The program is administered locally by community colleges and technical schools.

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Companies Assisted	300	328	200	148	164	197	300	300	300
Funds Authorized	N/A	\$11,175,570	N/A	\$4,487,145	N/A	\$6,313,500	\$12,400,000	\$12,400,000	\$12,400,000

Note 1: Projections for Companies Assisted and Funds Authorized for FY2020-FY2022 assumes funding remains the same as FY2020 levels.

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

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Customer Service Experience	99%	99%	100%	100%	100%	100%

Note 1: Percentage of respondents who rated their experience as "good" or "excellent."

Note 2: Data includes 53 respondents from 197 Customized Training companies surveyed in FY2019.

PROGRAM DESCRIPTION

Department: Economic Development

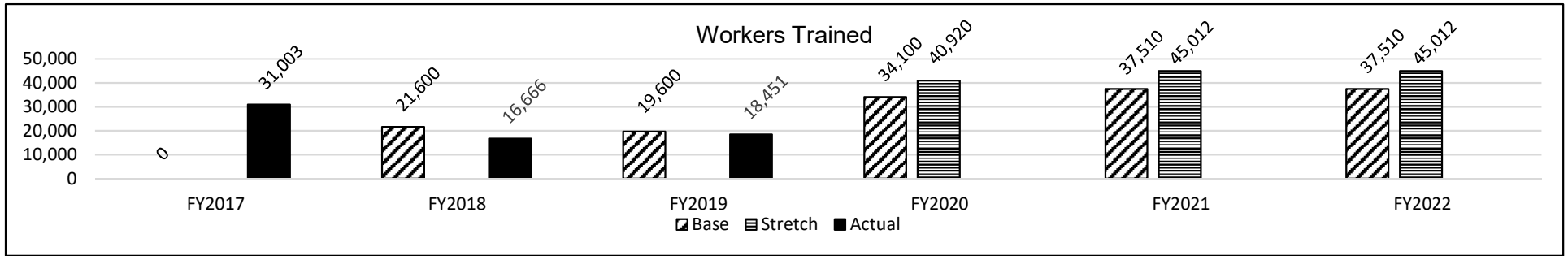
HB Section(s):

7.080

Program Name: Missouri One Start Job Development Fund

Program is found in the following core budget(s): Missouri One Start Job Development Fund

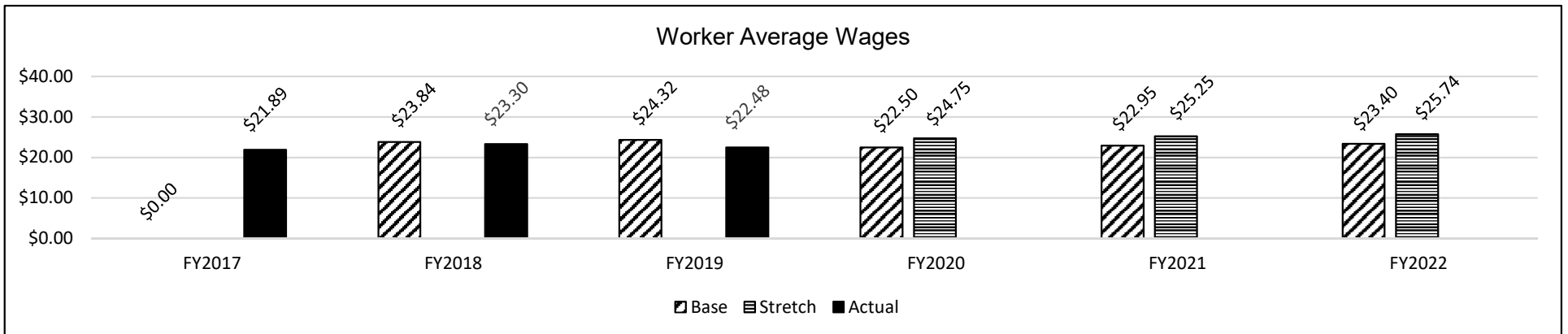
2c. Provide a measure(s) of the program's impact.



Note 1: Base target for FY2020 reflects a budget increase similar to FY2017 plus a 10% increase. Base targets for FY2021-FY2022 reflect a 10% increase of FY2020.

Note 2: Stretch target for FY2020 reflects a 20% increase of the Base. Stretch targets for FY2021-FY2022 reflect a 10% increase of FY2020.

Note 3: FY2017 Trainees: 1,405 New; 29,598 Existing | FY2018 Trainees: 1,171 New; 15,495 Existing | FY2019 Trainees: 1,198 New; 17,253 Existing



Note 1: Base target for FY2020 reflects an average of the Actual Wages from FY2017-FY2019. Base targets for FY2021-FY2022 reflect a 2% increase

Note 2: Stretch targets for FY2020-FY2022 reflect a 10% increase of the Base.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

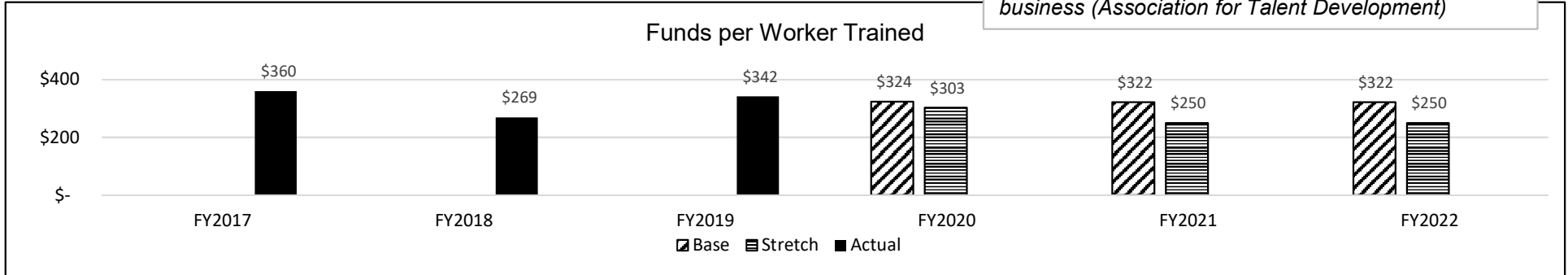
7.080

Program Name: Missouri One Start Job Development Fund

Program is found in the following core budget(s): Missouri One Start Job Development Fund

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

National Average: \$1,273 per worker spent by business (Association for Talent Development)



Note 1: Calculated by dividing authorized training funds by the number of workers receiving training.

Note 2: Base target for FY2020 reflects an increase in training funds and workers being trained. Stretch targets assumes a larger number of workers being trained and funds remaining the same as in FY2020.

PROGRAM DESCRIPTION

Department: Economic Development

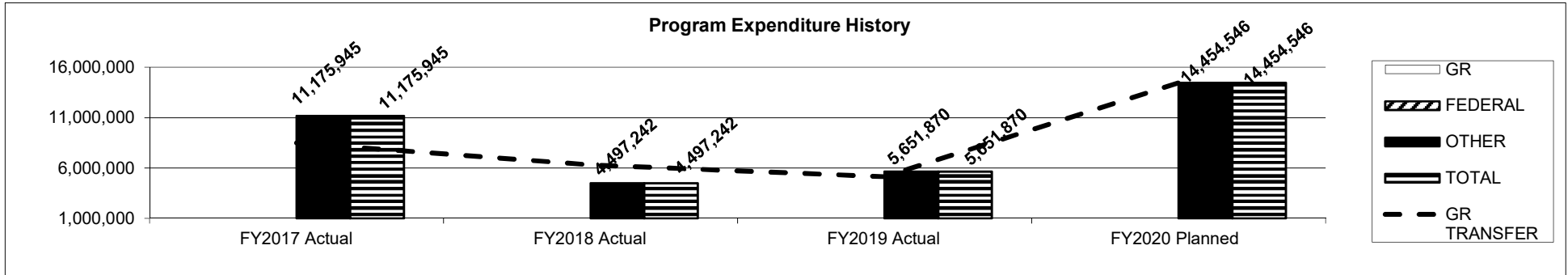
HB Section(s):

7.080

Program Name: Missouri One Start Job Development Fund

Program is found in the following core budget(s): Missouri One Start Job Development Fund

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



Note 1: Dashed Line represents actual GR Transfer. In FY2017, the GR Transfer was \$5.3 million; however, expenditure levels were higher than those transfer amounts due to \$11 million in restricted funds released late in FY2015 and carried into FY2016 and FY2017.

4. **What are the sources of the "Other " funds?**
Missouri One Start Job Development Fund (0600) formerly the Missouri Works Job Development Fund.
5. **What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**
Section 620.800-620.809, RSMo.
6. **Are there federal matching requirements? If yes, please explain.**
No
7. **Is this a federally mandated program? If yes, please explain.**
No

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43105C
Division:	Missouri One Start		
Core:	Missouri One Start Job Development Fund Transfer	HB Section	7.085

1. CORE FINANCIAL SUMMARY

FY 2021 Budget Request					FY 2021 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	14,901,594	0	0	14,901,594	TRF	14,901,594	0	0	14,901,594
Total	14,901,594	0	0	14,901,594	Total	14,901,594	0	0	14,901,594
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:
Notes:

Other Funds:
Notes:

2. CORE DESCRIPTION

The Missouri One Start Job Development Fund provides the funding for the Missouri Customized Training Program, which is the more flexible and popular of Missouri's workforce training programs. It is an essential tool in economic development efforts and has a dual mission to develop talent and grow business. The Missouri Customized Training Program provides direct assistance to Missouri businesses for the training and upskilling of new and existing employees with a purpose of creating and retaining jobs in the state. The workforce training is individualized to each company's specific needs. The program is administered locally by community colleges and technical schools.

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

Missouri One Start Job Development Fund Transfer

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43105C
Division:	Missouri One Start		
Core:	Missouri One Start Job Development Fund Transfer	HB Section	7.085

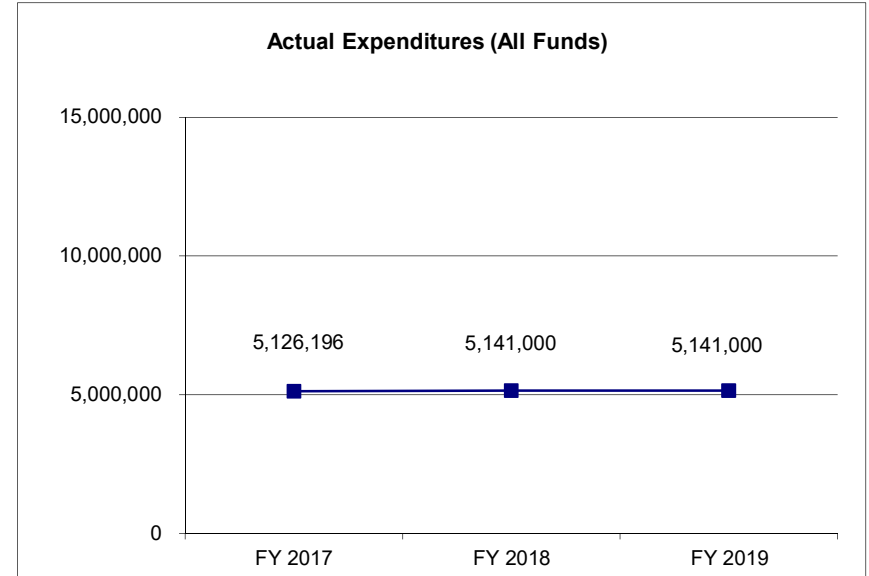
4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	6,315,666	5,300,000	5,300,000	14,901,594
Less Reverted (All Funds)	(189,470)	(159,000)	(159,000)	(447,048)
Less Restricted (All Funds)*	(1,000,000)	0	0	0
Budget Authority (All Funds)	5,126,196	5,141,000	5,141,000	14,454,546
Actual Expenditures (All Funds)	5,126,196	5,141,000	5,141,000	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

*Restricted amount is as of: _____

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

NOTES: This is the GR transfer that funds the Missouri One Start Job Development Fund.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MO JOB DEV FUND TRANSFER**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	14,901,594	0	0	14,901,594	
	Total	0.00	14,901,594	0	0	14,901,594	
DEPARTMENT CORE REQUEST							
	TRF	0.00	14,901,594	0	0	14,901,594	
	Total	0.00	14,901,594	0	0	14,901,594	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	14,901,594	0	0	14,901,594	
	Total	0.00	14,901,594	0	0	14,901,594	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO JOB DEV FUND TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	14,901,594	0.00	14,901,594	0.00	14,901,594	0.00
TOTAL - TRF	0	0.00	14,901,594	0.00	14,901,594	0.00	14,901,594	0.00
TOTAL	0	0.00	14,901,594	0.00	14,901,594	0.00	14,901,594	0.00
Pay Plan - 0000012								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	8,096	0.00
TOTAL - TRF	0	0.00	0	0.00	0	0.00	8,096	0.00
TOTAL	0	0.00	0	0.00	0	0.00	8,096	0.00
Pay Plan FY20-Cost to Continue - 0000013								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	0	0.00	7,755	0.00	11,723	0.00
TOTAL - TRF	0	0.00	0	0.00	7,755	0.00	11,723	0.00
TOTAL	0	0.00	0	0.00	7,755	0.00	11,723	0.00
Market Adj Pay PI FY20 C-to-C - 0000014								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	4,562	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	4,562	0.00
TOTAL	0	0.00	0	0.00	0	0.00	4,562	0.00
GRAND TOTAL	\$0	0.00	\$14,901,594	0.00	\$14,909,349	0.00	\$14,925,975	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO JOB DEVELOP FUND-TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	5,141,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF	5,141,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL	5,141,000	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$5,141,000	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MO JOB DEV FUND TRANSFER								
CORE								
TRANSFERS OUT	0	0.00	14,901,594	0.00	14,901,594	0.00	14,901,594	0.00
TOTAL - TRF	0	0.00	14,901,594	0.00	14,901,594	0.00	14,901,594	0.00
GRAND TOTAL	\$0	0.00	\$14,901,594	0.00	\$14,901,594	0.00	\$14,901,594	0.00
GENERAL REVENUE	\$0	0.00	\$14,901,594	0.00	\$14,901,594	0.00	\$14,901,594	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION		
Department: Economic Development	HB Section(s):	<u>7.085</u>
Program Name: <u>Missouri One Start Job Development Fund Transfer</u>		
Program is found in the following core budget(s): <u>Missouri One Start Job Development Fund Transfer</u>		
<p>1a. What strategic priority does this program address?</p> <p>Laser Focused, Data Driven, Customer Centric, Regionally Targeted, One Team</p> <p>1b. What does this program do?</p> <p>The Missouri One Start Training Job Development Fund is the funding source for the Customized Training Program. Missouri One Start Customized Training is the more flexible and popular of Missouri's workforce training programs and is essential in economic development efforts. It has a dual mission to develop talent and grow business. The Missouri Customized Training Program provides direct assistance to Missouri businesses for the training and upskilling of new and existing employees with a purpose of creating and retaining jobs in Missouri. This program assists small, medium, and large businesses located throughout the state. The workforce training is individualized to each company's specific needs.</p> <p>2a. Provide an activity measure(s) for the program.</p> <p>This is a GR transfer. Please refer to the Program Description for Missouri One Start Job Development Fund.</p> <p>2b. Provide a measure(s) of the program's quality.</p> <p>This is a GR transfer. Please refer to the Program Description for Missouri One Start Job Development Fund.</p> <p>2c. Provide a measure(s) of the program's impact.</p> <p>This is a GR transfer. Please refer to the Program Description for Missouri One Start Job Development Fund.</p> <p>2d. Provide a measure(s) of the program's efficiency.</p> <p>This is a GR transfer. Please refer to the Program Description for Missouri One Start Job Development Fund.</p>		

PROGRAM DESCRIPTION

Department: Economic Development

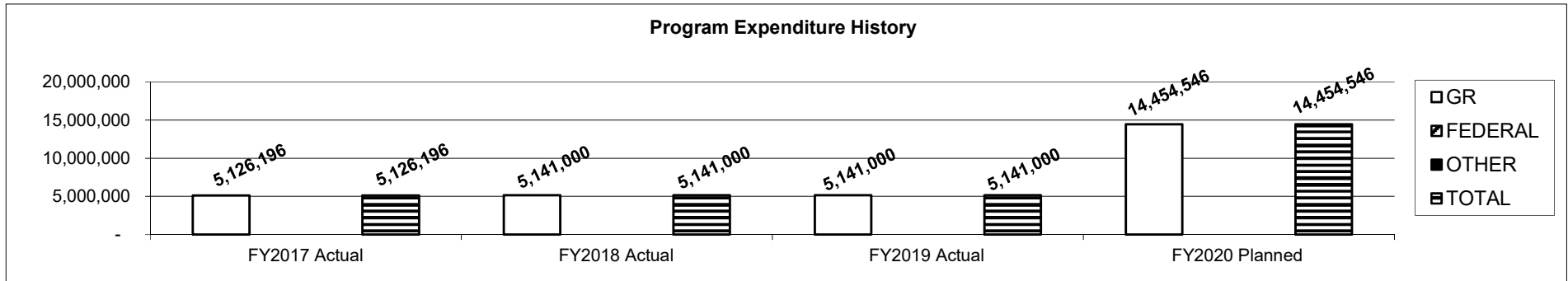
HB Section(s):

7.085

Program Name: Missouri One Start Job Development Fund Transfer

Program is found in the following core budget(s): Missouri One Start Job Development Fund Transfer

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



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

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

N/A

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

Sections 620.800 - 620.809, RSMo.

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

No

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

No

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43110C
Division:	Missouri One Start		
Core:	Missouri One Start Community College New Jobs Training Program	HB Section	7.090

1. CORE FINANCIAL SUMMARY

FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	16,000,000	16,000,000	PSD	0	0	16,000,000	16,000,000
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	16,000,000	16,000,000	Total	0	0	16,000,000	16,000,000
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:	Community College New Jobs Training Program (0563)	Other Funds:	Community College New Jobs Training Program (0563)
Notes:		Notes:	

2. CORE DESCRIPTION

The Missouri One Start Community College New Jobs Training Program (NJTP) provides assistance to eligible businesses to train workers in newly created jobs. The program is suited for competitive projects with a substantial amount of job creation. It has a dual mission to develop talent and grow business. The NJTP helps offset training costs normally associated with a new business start-up or expansion. Funds are generated by diverting a portion of the new jobs state withholding tax and using that funding to reimburse training costs. The program is administered locally by community colleges.

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

The Missouri One Start Community College New Jobs Training Program

CORE DECISION ITEM

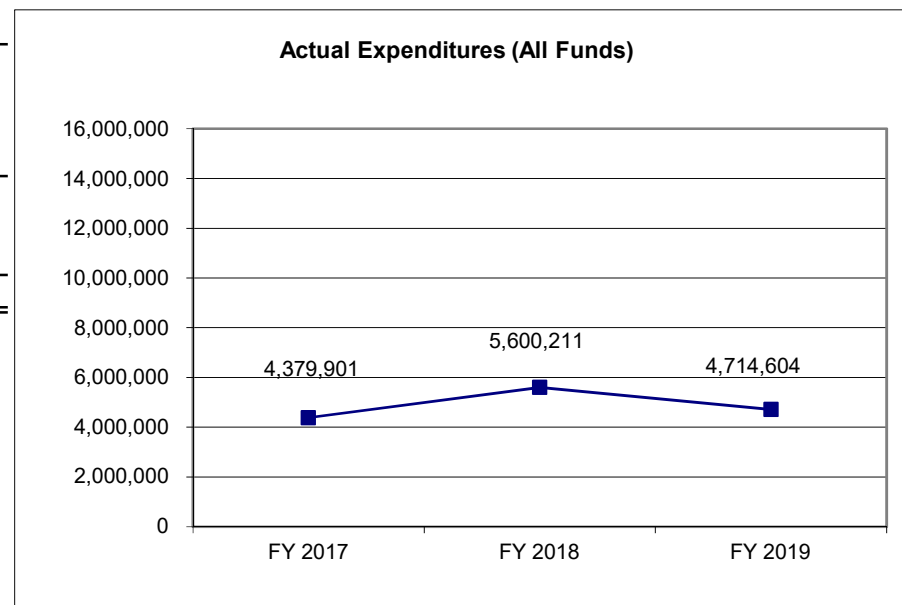
Department:	Economic Development	Budget Unit	43110C
Division:	Missouri One Start		
Core:	Missouri One Start Community College New Jobs Training Program	HB Section	7.090

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	16,000,000	16,000,000	16,000,000	16,000,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	16,000,000	16,000,000	16,000,000	16,000,000
Actual Expenditures (All Funds)	4,379,901	5,600,211	4,714,604	N/A
Unexpended (All Funds)	11,620,099	10,399,789	11,285,396	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	11,620,099	10,399,789	11,285,396	N/A
	(2)(3)	(2)(3)	(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 Funds: In FY 2019 the NJTP had a total of \$18.6 million authorized in withholdings for active Projects and \$18.7 million requested in pending Projects, totaling \$37.3 million in active and pending NJTP Projects. Of the \$18.6 million active Projects, \$4.7 million in withholding was requested to be redeemed by businesses, leaving \$11.2 million in annual unexpended funds.

(2) Withholding claims are based on the number of new jobs and wages for each Project. Each Project spans 4-6 years depending on the business hiring schedule for those new jobs.

(3) The NJTP Annual Appropriation is \$16 million and the total program cap is \$55 million.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
COMM COLL NEW JOBS TRAINING**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	16,000,000	16,000,000	
	Total	0.00	0	0	16,000,000	16,000,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	16,000,000	16,000,000	
	Total	0.00	0	0	16,000,000	16,000,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	16,000,000	16,000,000	
	Total	0.00	0	0	16,000,000	16,000,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
COMM COLL NEW JOBS TRAINING								
CORE								
PROGRAM-SPECIFIC								
MO ONE START COMM COLL JOB TRAIN	0	0.00	16,000,000	0.00	16,000,000	0.00	16,000,000	0.00
TOTAL - PD	0	0.00	16,000,000	0.00	16,000,000	0.00	16,000,000	0.00
TOTAL	0	0.00	16,000,000	0.00	16,000,000	0.00	16,000,000	0.00
GRAND TOTAL	\$0	0.00	\$16,000,000	0.00	\$16,000,000	0.00	\$16,000,000	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
COMM COLLEGE NEW JOBS TRAININ								
CORE								
PROGRAM-SPECIFIC								
MO ONE START COMM COLL JOB TRAIN	4,714,604	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	4,714,604	0.00	0	0.00	0	0.00	0	0.00
TOTAL	4,714,604	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$4,714,604	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
COMM COLL NEW JOBS TRAINING								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	16,000,000	0.00	16,000,000	0.00	16,000,000	0.00
TOTAL - PD	0	0.00	16,000,000	0.00	16,000,000	0.00	16,000,000	0.00
GRAND TOTAL	\$0	0.00	\$16,000,000	0.00	\$16,000,000	0.00	\$16,000,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$16,000,000	0.00	\$16,000,000	0.00	\$16,000,000	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.090

Program Name: Missouri One Start Community College New Jobs Training Program

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

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

- The Missouri One Start Community College New Jobs Training Program (NJTP) provides assistance to eligible businesses to train workers in newly created jobs. The NJTP is suited for competitive projects with a substantial amount of job creation. It has a dual mission to develop talent and grow business.
- The NJTP helps offset training costs normally associated with a new business start-up or expansion. Funds are generated by diverting a portion of the new jobs' state withholding tax and using that funding to provide or reimburse training costs.
- The program is administered locally by community colleges.

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Companies Assisted	N/A	15	15	16	15	12	14	14	14

Note 1: Changed calculation method in FY2017 for active projects; FY2017 Projected data not applicable.

Note 2: Projected data assumes an average of FY2017-FY2019 Actuals.

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

	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Customer Service Experience	100%	100%	100%	100%	100%

Note 1: FY2018 was the first year to survey NJTP participating companies.

Note 2: Percentage of respondents who rated their experience as "good" or "excellent."

Note 3: FY2019 data includes five responses from 20 NJTP and Job Retention Training Program (JRTP) companies surveyed, who were asked how they would rate the training received.

PROGRAM DESCRIPTION

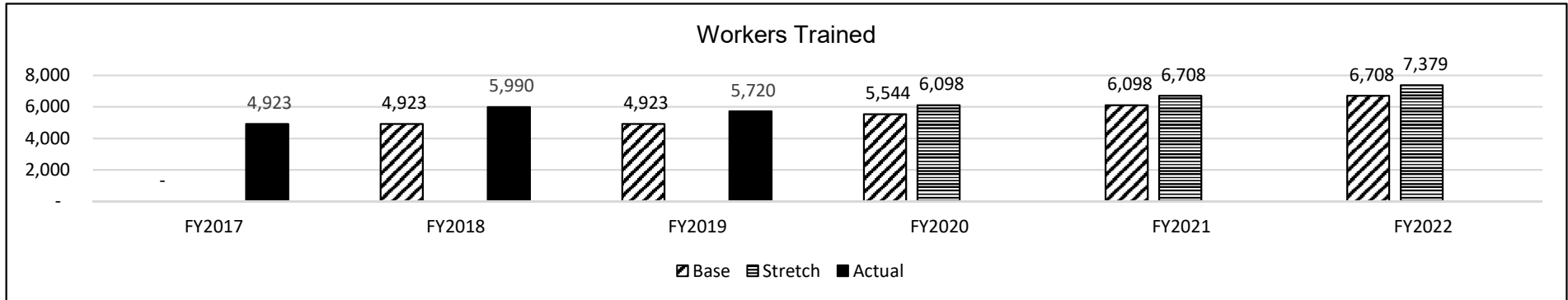
Department: Economic Development

HB Section(s): 7.090

Program Name: Missouri One Start Community College New Jobs Training Program

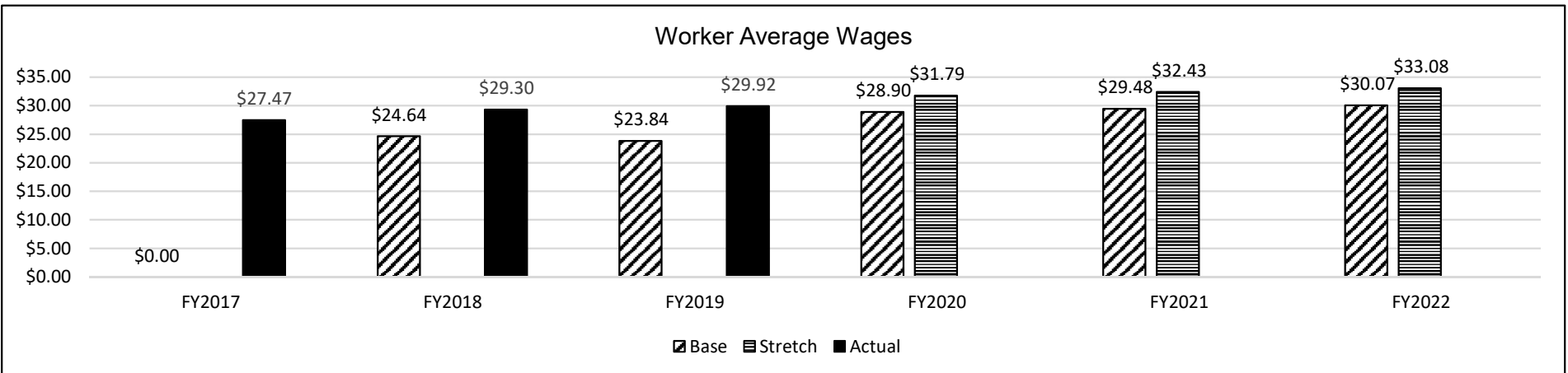
Program is found in the following core budget(s): Missouri One Start Community College New Jobs Training Program

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



Note 1: Base target for FY2020 reflects an average of FY2017-FY2019 Actuals. Base target FY2021-FY2022 reflects a 10% increase each year.

Note 2: Stretch targets for FY2020-FY2022 reflects a 10% increase of the Base.



Note 1: Base targets for FY2020 reflects an average of the Actual wages from FY2017-FY2019. Base targets for FY2021-FY2022 reflects a 2% increase.

Note 2: Stretch targets for FY2020-FY2022 reflects a 10% increase of the Base.

PROGRAM DESCRIPTION

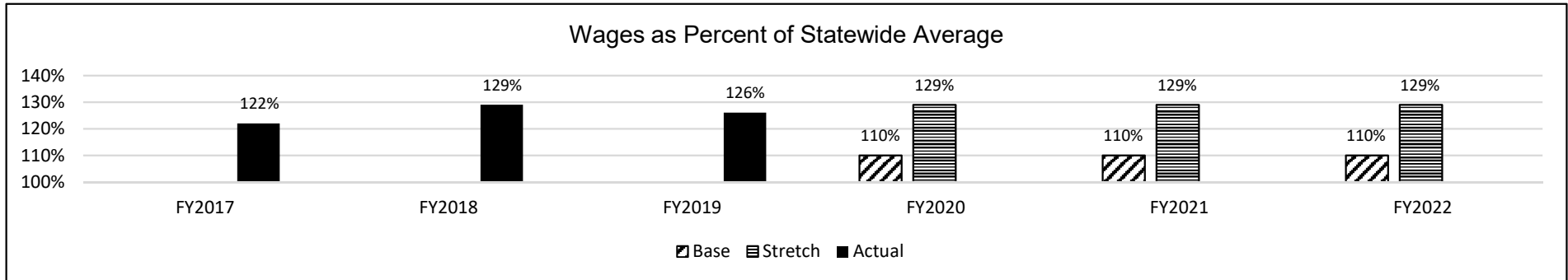
Department: Economic Development

HB Section(s): 7.090

Program Name: Missouri One Start Community College New Jobs Training Program

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

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

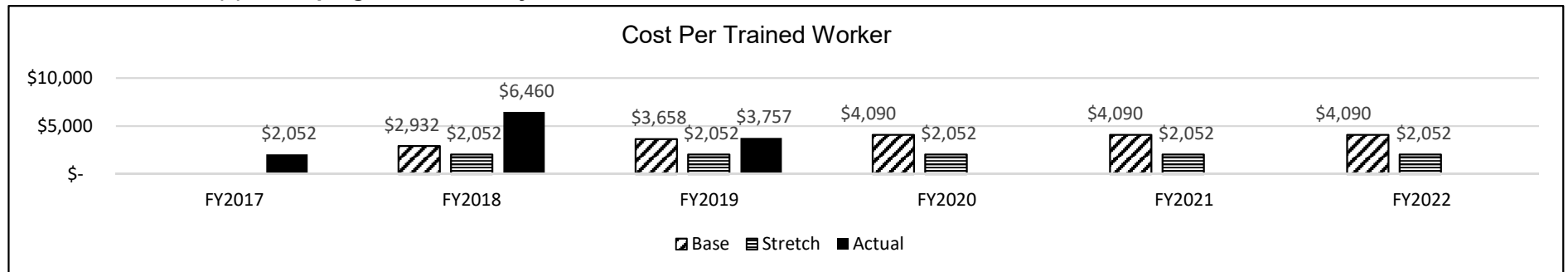


Note 1: Statewide Average Wage for FY2018 was \$23.84 per hour. Specific company projects impact actual wages year-to-year.

Note 2: Base target reflects average trainee wage is 110% of state average wage. Stretch target reflects highest percentage of previous three years.

Note 3: Average trainee wages for FY2019 was \$29.92 per hour.

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



Note 1: Calculated by dividing approved amounts of training incentives by the number of workers receiving training for projects **authorized** in the fiscal year.

Note 2: The national annual average amount a company invests in training a worker is \$1,273 plus salary for on-the-job training (est. 50% of salary for 6 months at state average wage), for a **\$13,222** total, according to the Association for Talent Development and the Society of Human Resource Managers.

Note 3: Base figure reflects an average of FY2017 to FY2019 Actuals. Stretch goal reflects lowest Cost Per Trained Worker of previous three years.

PROGRAM DESCRIPTION

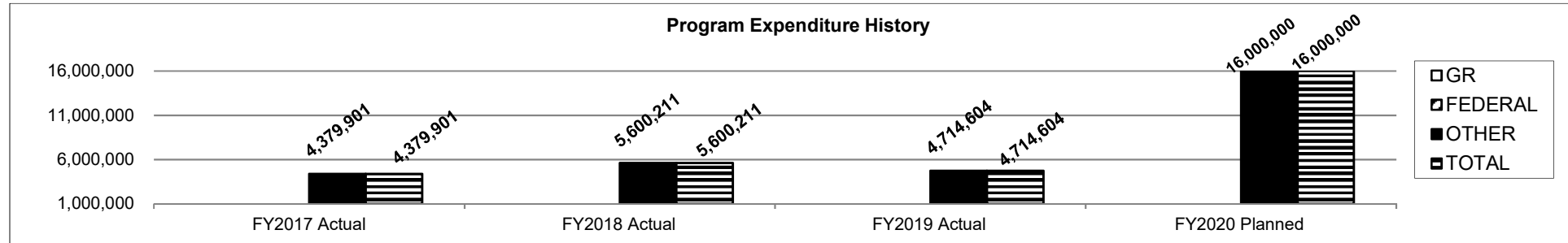
Department: Economic Development

HB Section(s): 7.090

Program Name: Missouri One Start Community College New Jobs Training Program

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

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



4. What are the sources of the "Other " funds?
Community College New Jobs Training Program Fund (0563)
5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)
Section 620.800 - 620.809, RSMo.
6. Are there federal matching requirements? If yes, please explain.
No
7. Is this a federally mandated program? If yes, please explain.
No

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43115C
Division:	Missouri One Start		
Core:	Missouri One Start Community College Job Retention Training Program	HB Section	7.095

1. CORE FINANCIAL SUMMARY

	FY 2021 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	11,000,000	11,000,000
TRF	0	0	0	0
Total	0	0	11,000,000	11,000,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	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: Job Retention Training Program Fund (0717)

	FY 2021 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	11,000,000	11,000,000
TRF	0	0	0	0
Total	0	0	11,000,000	11,000,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	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: Job Retention Training Program Fund (0717)

2. CORE DESCRIPTION

The Missouri One Start Community College Job Retention Training Program (JRTP) offers assistance to existing businesses for the retention of jobs by providing training to workers to increase their skill levels. The program is suited for large retention projects and targets companies with plans to move outside the state to find skilled labor, or is located in a county bordering another state. Funds are generated by diverting a portion of state employer withholding tax based on the payroll of retained jobs, using that funding to provide or reimburse training costs. The program is administered locally by the community colleges.

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

Missouri One Start Community College Job Retention Training Program

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43115C
Division:	Missouri One Start		
Core:	Missouri One Start Community College Job Retention Training Program	HB Section	7.095

4. FINANCIAL HISTORY

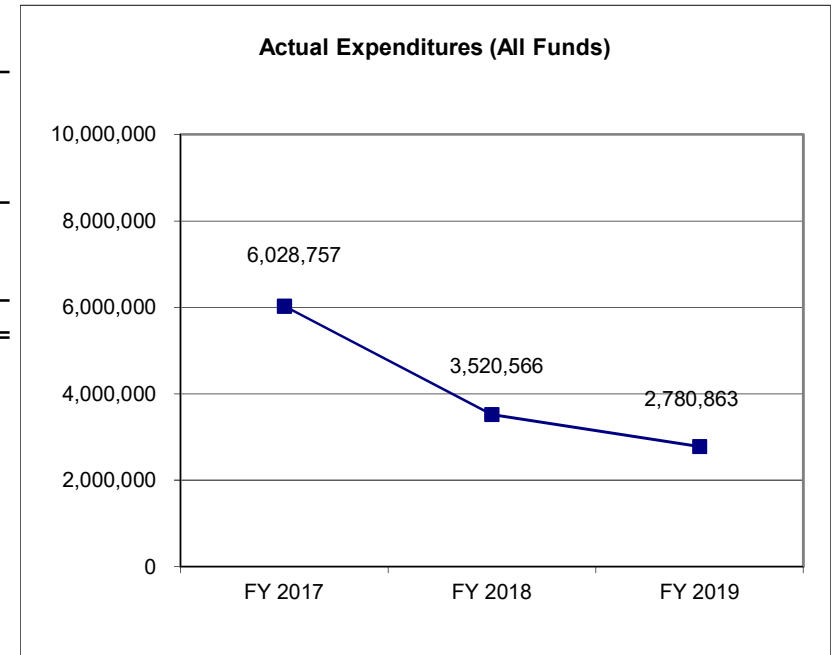
	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	10,000,000	10,000,000	10,000,000	11,000,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	10,000,000	10,000,000	10,000,000	11,000,000
Actual Expenditures (All Funds)	6,028,757	3,520,566	2,780,863	N/A
Unexpended (All Funds)	3,971,243	6,479,434	7,219,137	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	3,971,243 (2)(3)	6,479,434 (2)(3)	7,219,137 (1)(2)(3)	N/A

*Restricted amount is as of: _____

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

Restricted includes any extraordinary expenditure restriction (when applicable).

- Notes:**
- (1) Unexpended Funds: In FY2019 the JRTP had a total of \$10.2 million in active withholding Projects and \$12.2 million requested for pending Projects, totaling \$22.4 million in active and pending JRTP Projects. Of the \$10.2 million active Projects, \$2.7 million in withholding was requested to be redeemed by businesses, leaving \$7.2 million in annual unexpended funds.
 - (2) Withholding claims are based on the number of retained jobs and wages for each Project. Each Project spans 3-5 years and has a yearly max withholding benefit to ensure annual appropriations cap is not exceeded.
 - (3) The FY2019 Annual Appropriation is \$10 million and the total program cap is \$45 million.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
JOBS RETENTION TRG PRG**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	11,000,000	11,000,000	
	Total	0.00	0	0	11,000,000	11,000,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	11,000,000	11,000,000	
	Total	0.00	0	0	11,000,000	11,000,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	11,000,000	11,000,000	
	Total	0.00	0	0	11,000,000	11,000,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
JOBS RETENTION TRG PRG								
CORE								
PROGRAM-SPECIFIC								
MO ONE START COM COL JOB RET TRAIN	0	0.00	11,000,000	0.00	11,000,000	0.00	11,000,000	0.00
TOTAL - PD	0	0.00	11,000,000	0.00	11,000,000	0.00	11,000,000	0.00
TOTAL	0	0.00	11,000,000	0.00	11,000,000	0.00	11,000,000	0.00
GRAND TOTAL	\$0	0.00	\$11,000,000	0.00	\$11,000,000	0.00	\$11,000,000	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
JOBS RETENTION TRAINING PRG								
CORE								
PROGRAM-SPECIFIC								
MO ONE START COM COL JOB RET TRAIN	2,780,863	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	2,780,863	0.00	0	0.00	0	0.00	0	0.00
TOTAL	2,780,863	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$2,780,863	0.00	\$0	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
JOBS RETENTION TRG PRG								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	11,000,000	0.00	11,000,000	0.00	11,000,000	0.00
TOTAL - PD	0	0.00	11,000,000	0.00	11,000,000	0.00	11,000,000	0.00
GRAND TOTAL	\$0	0.00	\$11,000,000	0.00	\$11,000,000	0.00	\$11,000,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$11,000,000	0.00	\$11,000,000	0.00	\$11,000,000	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.095

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

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

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

- The Missouri One Start Job Retention Training Program (JRTP) offers assistance to existing businesses for the retention of existing jobs by providing training to workers to increase their skill levels. The program is suited for large retention projects and targets businesses with plans to move outside the state to find skilled labor, or is located in a county bordering another state.
- Funds are generated by diverting a portion of state employer withholding tax based on the payroll of retained jobs, using that funding to provide or reimburse training costs.
- The program is administered locally by the community colleges.

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Companies Assisted	N/A	17	17	9	13	12	13	13	13

Note 1: Changed calculation method in FY2017 for active projects; FY2017 Projected data not applicable.

Note 2: Projected data assumes an average of FY2017- FY2019 Actuals.

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

	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Customer Service Experience	100%	100%	100%	100%	100%

Note 1: FY2018 was the first year to survey JRTP participating companies.

Note 2: Percentage of respondents who rated their experience as "good" or "excellent."

Note 3: FY2019 includes five responses from 20 JRTP and New Jobs Training Program (NJTP) companies surveyed, who were asked how they would rate the training received.

PROGRAM DESCRIPTION

Department: Economic Development

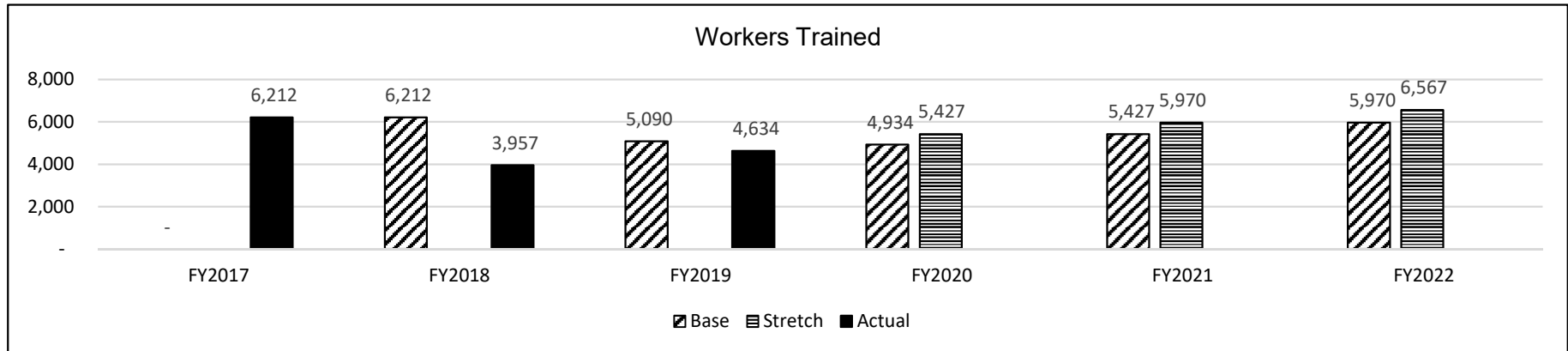
HB Section(s):

7.095

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

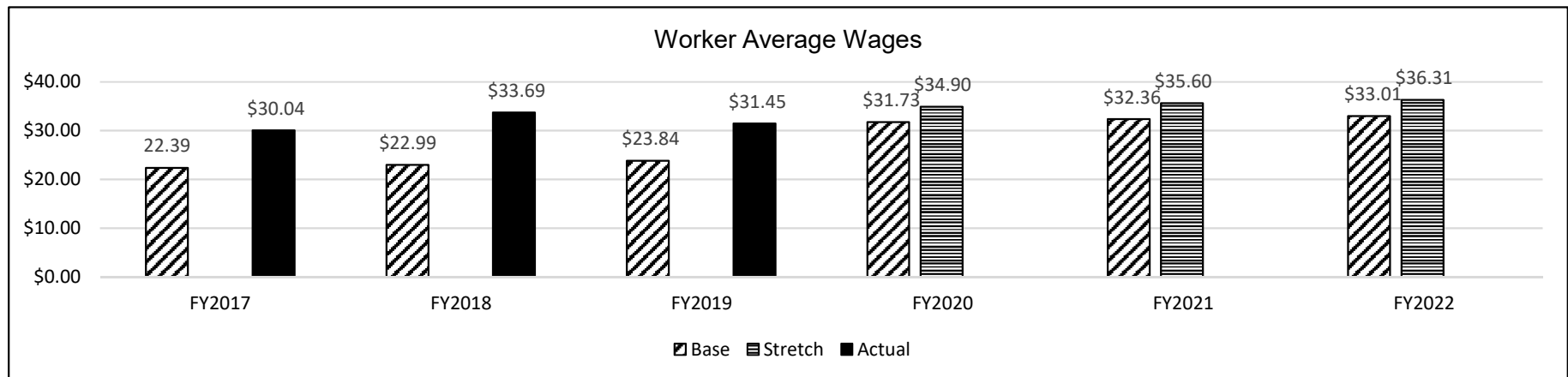
Program is found in the following core budget(s): Missouri One Start Community College Job Retention Training Program

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



Note1: Base target for FY2020 reflects an average of FY2017-FY2019 Actuals. Base targets for FY2021-FY2022 reflects a 10% increase each year.

Note 2: Stretch targets for FY2020-FY2022 reflect a 10% increase of the Base.



Note 1: Base targets for FY2020 reflects an average of the Actual wages from FY2017-FY2019. Base targets for FY2021-FY2022 reflects a 2% increase.

Note 2: Stretch targets for FY2020-FY2022 reflect a 10% increase of the Base.

PROGRAM DESCRIPTION

Department: Economic Development

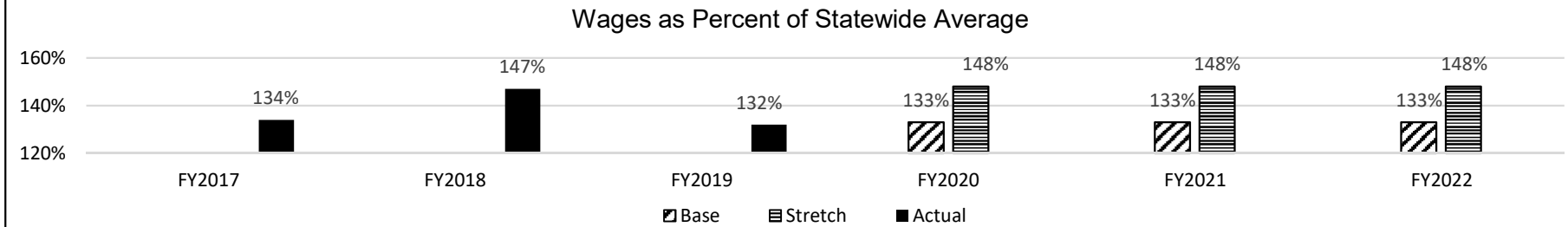
HB Section(s):

7.095

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

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

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

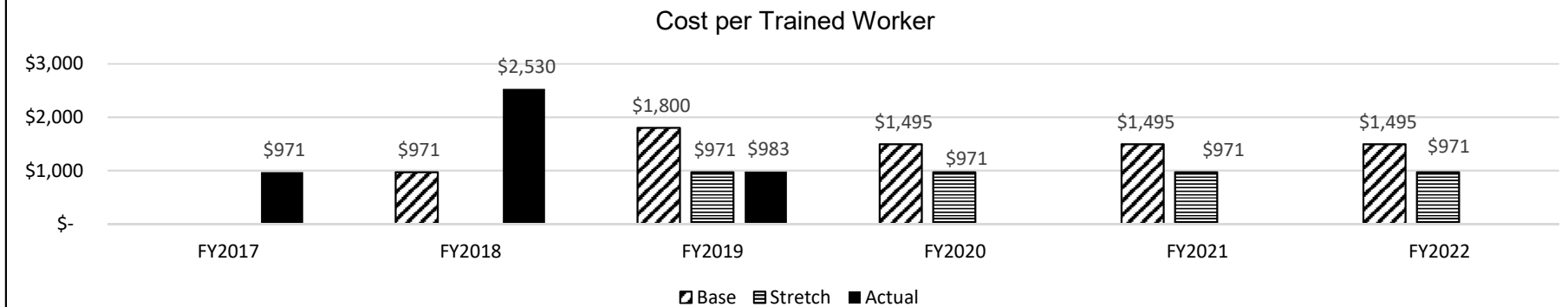


Note 1: Statewide Average Wage for CY2018 was \$23.84 per hour. Specific company project's impact actual wages year-to-year.

Note 2: Base target reflects average trainee wage is 133% of state average wage. Stretch target reflects an increase of the highest percentage of previous three years.

Note 3: Actual Average trainee wages for FY2019 was \$31.45

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



Note 1: Calculated by dividing approved amounts of training incentives by the number of workers receiving training for projects **authorized** in the fiscal year.

Note 2: Base target for FY2020 reflects an average of FY2017-FY2019 Actuals. Stretch target reflects lowest Cost per Trained Worker of previous three years.

PROGRAM DESCRIPTION

Department: Economic Development

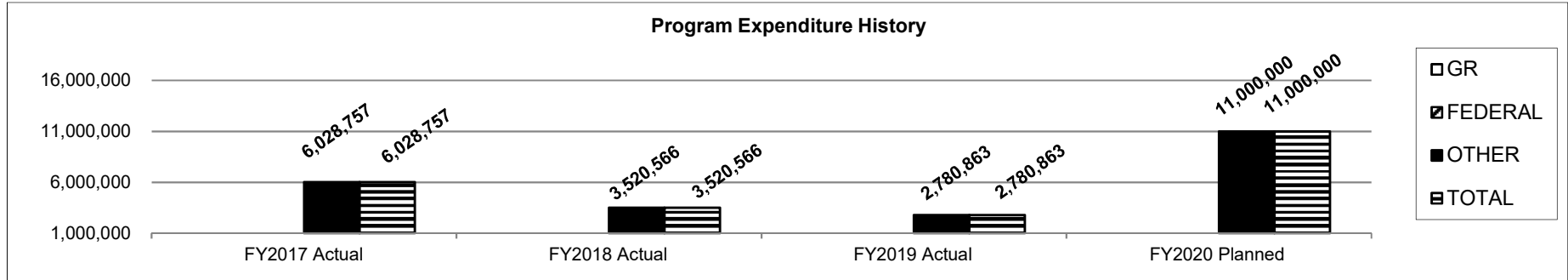
HB Section(s):

7.095

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

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

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



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

Community College Job Retention Training Program Fund (0717)

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

Section 620.800 - 620.809, RSMo.

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

No

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

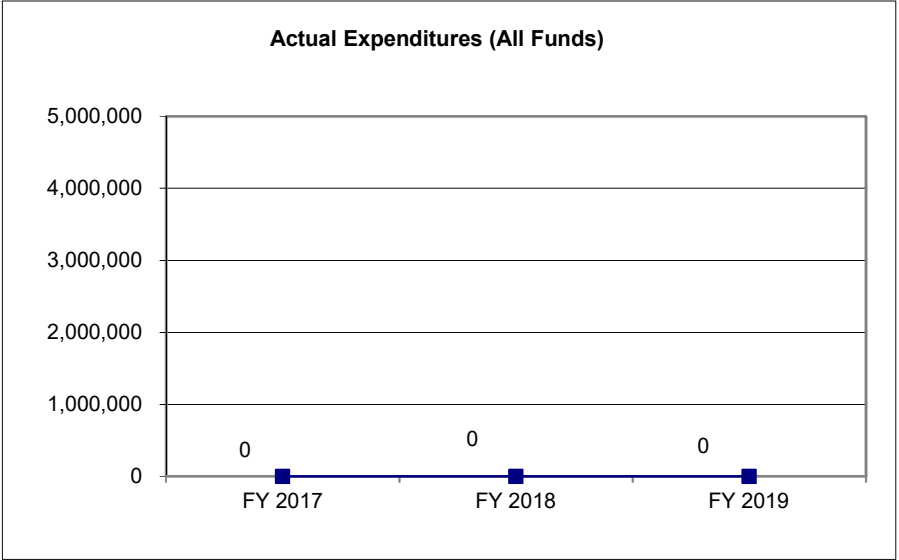
No

CORE DECISION ITEM

Department: Economic Development					Budget Unit		43120C		
Division: Strategy and Performance					HB Section		7.100		
Core: Strategy and Performance									
1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	767,841	66,491	176,697	1,011,029	PS	767,841	66,491	176,697	1,011,029
EE	205,779	12,764	0	218,543	EE	205,779	12,764	0	218,543
PSD	0	1	0	1	PSD	0	1	0	1
TRF	0	0	0	0	TRF	0	0	0	0
Total	973,620	79,256	176,697	1,229,573	Total	973,620	79,256	176,697	1,229,573
FTE	11.90	1.00	3.51	16.41	FTE	11.90	1.00	3.51	16.41
Est. Fringe	407,865	34,906	104,322	547,093	Est. Fringe	407,865	34,906	104,322	547,093
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 Administrative Revolving Fund (0547)					Other Funds: Economic Development Administrative Revolving Fund (0547)				
2. CORE DESCRIPTION									
The Strategy and Performance Division provides forward-looking insights to inform DED’s strategic planning, program development and performance management. It also houses the Department’s legislative, communications and marketing services, and provides subject matter expertise in specialized areas.									
Strategy and Performance includes Personal Service and Expense and Equipment funding for division staff, which includes staff for the Rural Broadband program and Missouri Women’s Council.									
The Federal FTE and funding have been reduced. Refer to the corresponding New Decision Item that does not result in a net increase of FTE or funding for the Department.									
The Office of Military Advocate is also housed under this division and their Personal Service and Expense and Equipment appropriations can be found in a separate Core Decision Item form.									
3. PROGRAM LISTING (list programs included in this core funding)									
Strategy and Performance, Missouri Women's Council, Rural Broadband									

CORE DECISION ITEM

Department: Economic Development				Budget Unit	43120C
Division: Strategy and Performance				HB Section	7.100
Core: Strategy and Performance					
4. FINANCIAL HISTORY					
	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.	
Appropriation (All Funds)	0	0	0	1,588,069	
Less Reverted (All Funds)	0	0	0	(29,209)	
Less Restricted (All Funds)*	0	0	0	0	
Budget Authority (All Funds)	0	0	0	1,558,860	
Actual Expenditures (All Funds)	0	0	0	N/A	
Unexpended (All Funds)	0	0	0	N/A	
Unexpended, by Fund:					
General Revenue	0	0	0	N/A	
Federal	0	0	0	N/A	
Other	0	0	0	N/A	
*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 STRATEGY AND PERFORM

5. CORE RECONCILIATION DETAIL

		Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES								
		PS	22.00	767,841	394,693	176,697	1,339,231	
		EE	0.00	205,779	39,840	0	245,619	
		PD	0.00	0	3,219	0	3,219	
		Total	22.00	973,620	437,752	176,697	1,588,069	
DEPARTMENT CORE ADJUSTMENTS								
Core Reduction	2445 5125	PS	(5.59)	0	(328,202)	0	(328,202)	Core reductions - Tied to NDI
Core Reduction	2445 5126	EE	0.00	0	(27,076)	0	(27,076)	Core reductions - Tied to NDI
Core Reduction	2445 5126	PD	0.00	0	(3,218)	0	(3,218)	Core reductions - Tied to NDI
Core Reallocation	2077 5123	PS	0.00	0	0	0	0	Budget closer to actuals
NET DEPARTMENT CHANGES			(5.59)	0	(358,496)	0	(358,496)	
DEPARTMENT CORE REQUEST								
		PS	16.41	767,841	66,491	176,697	1,011,029	
		EE	0.00	205,779	12,764	0	218,543	
		PD	0.00	0	1	0	1	
		Total	16.41	973,620	79,256	176,697	1,229,573	
GOVERNOR'S RECOMMENDED CORE								
		PS	16.41	767,841	66,491	176,697	1,011,029	
		EE	0.00	205,779	12,764	0	218,543	
		PD	0.00	0	1	0	1	
		Total	16.41	973,620	79,256	176,697	1,229,573	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STRATEGY AND PERFORM								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	767,841	11.90	767,841	11.90	767,841	11.90
DIV JOB DEVELOPMENT & TRAINING	0	0.00	394,693	6.59	66,491	1.00	66,491	1.00
DED ADMINISTRATIVE	0	0.00	176,697	3.51	176,697	3.51	176,697	3.51
TOTAL - PS	0	0.00	1,339,231	22.00	1,011,029	16.41	1,011,029	16.41
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	205,779	0.00	205,779	0.00	205,779	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	39,840	0.00	12,764	0.00	12,764	0.00
TOTAL - EE	0	0.00	245,619	0.00	218,543	0.00	218,543	0.00
PROGRAM-SPECIFIC								
DIV JOB DEVELOPMENT & TRAINING	0	0.00	3,219	0.00	1	0.00	1	0.00
TOTAL - PD	0	0.00	3,219	0.00	1	0.00	1	0.00
TOTAL	0	0.00	1,588,069	22.00	1,229,573	16.41	1,229,573	16.41
Pay Plan - 0000012								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	10,662	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	0	0.00	0	0.00	674	0.00
DED ADMINISTRATIVE	0	0.00	0	0.00	0	0.00	1,793	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	13,129	0.00
TOTAL	0	0.00	0	0.00	0	0.00	13,129	0.00
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	11,347	0.00	22,071	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	0	0.00	11,612	0.00	888	0.00
DED ADMINISTRATIVE	0	0.00	0	0.00	2,601	0.00	2,601	0.00
TOTAL - PS	0	0.00	0	0.00	25,560	0.00	25,560	0.00
TOTAL	0	0.00	0	0.00	25,560	0.00	25,560	0.00
Market Adj Pay PI FY20 C-to-C - 0000014								
PERSONAL SERVICES								

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STRATEGY AND PERFORM								
Market Adj Pay PI FY20 C-to-C - 0000014								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	47	0.00	5,417	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	0	0.00	5,370	0.00	0	0.00
DED ADMINISTRATIVE	0	0.00	0	0.00	591	0.00	591	0.00
TOTAL - PS	0	0.00	0	0.00	6,008	0.00	6,008	0.00
TOTAL	0	0.00	0	0.00	6,008	0.00	6,008	0.00
Strategy & Performance NDI - 1419007								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	276,282	5.59	276,282	5.59
TOTAL - PS	0	0.00	0	0.00	276,282	5.59	276,282	5.59
TOTAL	0	0.00	0	0.00	276,282	5.59	276,282	5.59
GRAND TOTAL	\$0	0.00	\$1,588,069	22.00	\$1,537,423	22.00	\$1,550,552	22.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43120C BUDGET UNIT NAME: Strategy and Performance HOUSE BILL SECTION: 7.100	DEPARTMENT: Economic Development DIVISION: Strategy and Performance
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.</p> <p>- Strategy and Performance PS (0101) - \$767,841 x 10% = \$76,784 and Strategy and Performance EE (0101) - \$205,779 x 10% = \$20,578 - Strategy and Performance PS (0155) - \$66,491 x 10% = \$6,649 and Strategy and Performance EE (0155) - \$12,765 x 10% = \$1,277</p>	
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
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
N/A.	N/A

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STRATEGY AND PERFORM								
CORE								
RESEARCH ANAL II	0	0.00	97,920	1.02	0	0.00	0	0.00
RESEARCH ANAL III	0	0.00	51,979	1.10	6,568	0.12	6,568	0.12
RESEARCH ANAL IV	0	0.00	179	0.25	179	0.25	179	0.25
EXECUTIVE II	0	0.00	38,045	0.99	38,045	0.99	38,045	0.99
PLANNER II	0	0.00	44,162	0.70	0	0.00	0	0.00
PLANNER III	0	0.00	53,922	1.00	53,922	1.00	53,922	1.00
MARKETING SPECIALIST I	0	0.00	27,438	0.50	27,438	0.50	27,438	0.50
MARKETING SPECIALIST II	0	0.00	39,547	0.83	39,547	0.83	39,547	0.83
MARKETING SPECIALIST III	0	0.00	219,584	4.70	219,584	4.70	219,584	4.70
WORKFORCE DEVELOPMENT SPEC I	0	0.00	0	1.59	0	0.00	0	0.00
WORKFORCE DEVELOPMENT SPEC II	0	0.00	2,419	0.00	0	0.00	0	0.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	8,459	0.00	0	0.00	0	0.00
RESEARCH MANAGER B2	0	0.00	32,822	0.51	32,822	0.51	32,822	0.51
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	36,846	0.25	36,846	0.25	36,846	0.25
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	228,047	3.00	228,047	3.00	228,047	3.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	174,264	2.00	156,056	1.76	156,056	1.76
LEGAL COUNSEL	0	0.00	86,357	1.00	0	0.24	0	0.24
MISCELLANEOUS TECHNICAL	0	0.00	0	0.01	0	0.01	0	0.01
MISCELLANEOUS PROFESSIONAL	0	0.00	31,685	0.30	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	98,111	1.00	98,111	1.00	98,111	1.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	7,373	0.25	7,373	0.25	7,373	0.25
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	60,072	1.00	66,491	1.00	66,491	1.00
TOTAL - PS	0	0.00	1,339,231	22.00	1,011,029	16.41	1,011,029	16.41
TRAVEL, IN-STATE	0	0.00	22,295	0.00	22,295	0.00	22,295	0.00
TRAVEL, OUT-OF-STATE	0	0.00	6,641	0.00	6,641	0.00	6,641	0.00
FUEL & UTILITIES	0	0.00	762	0.00	738	0.00	738	0.00
SUPPLIES	0	0.00	37,534	0.00	33,277	0.00	33,277	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	37,441	0.00	34,358	0.00	34,358	0.00
COMMUNICATION SERV & SUPP	0	0.00	42,358	0.00	42,358	0.00	42,358	0.00
PROFESSIONAL SERVICES	0	0.00	78,683	0.00	62,110	0.00	62,110	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	7	0.00	1	0.00	1	0.00
M&R SERVICES	0	0.00	4,438	0.00	3,751	0.00	3,751	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STRATEGY AND PERFORM								
CORE								
MOTORIZED EQUIPMENT	0	0.00	420	0.00	420	0.00	420	0.00
OFFICE EQUIPMENT	0	0.00	7,902	0.00	7,417	0.00	7,417	0.00
OTHER EQUIPMENT	0	0.00	2,481	0.00	2,187	0.00	2,187	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,210	0.00	1,210	0.00	1,210	0.00
BUILDING LEASE PAYMENTS	0	0.00	1,817	0.00	657	0.00	657	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	634	0.00	472	0.00	472	0.00
MISCELLANEOUS EXPENSES	0	0.00	740	0.00	439	0.00	439	0.00
REBILLABLE EXPENSES	0	0.00	256	0.00	212	0.00	212	0.00
TOTAL - EE	0	0.00	245,619	0.00	218,543	0.00	218,543	0.00
PROGRAM DISTRIBUTIONS	0	0.00	3,219	0.00	1	0.00	1	0.00
TOTAL - PD	0	0.00	3,219	0.00	1	0.00	1	0.00
GRAND TOTAL	\$0	0.00	\$1,588,069	22.00	\$1,229,573	16.41	\$1,229,573	16.41
GENERAL REVENUE	\$0	0.00	\$973,620	11.90	\$973,620	11.90	\$973,620	11.90
FEDERAL FUNDS	\$0	0.00	\$437,752	6.59	\$79,256	1.00	\$79,256	1.00
OTHER FUNDS	\$0	0.00	\$176,697	3.51	\$176,697	3.51	\$176,697	3.51

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.100

Program Name: Strategy and Performance

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

1a. What strategic priority does this program address?

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

1b. What does this program do?

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

- Conducts economic research and analysis to provide framework of global, Midwest and state economic trends as well as economic impact analysis for economic development projects;
- Leads strategic planning at department, division and team level;
- Guides DED's accountability and improvement activities that include setting measures and targets, analyzing performance and communicating results; and
- Communicates DED strategies and policy insights as well as information specific to economic development programs and projects to legislative, internal and external stakeholders.

The Strategy and Performance Division is also home to a variety of niche programs offering a variety of subject matter expertise valuable to economic development in Missouri. These programs include the Office of the Missouri Military Advocate, the Rural Broadband Grant Program, and the Missouri Women's Council.

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

	FY2017 Actual	FY2018 Actual	FY2019 Projected	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Economic impact analyses	183	234	N/A	134	184	184	184
Completed improvement projects and initiatives	N/A	N/A	N/A	4	13	20	35
Email bulletins, press releases, and social media posts	2,117	1,194	1,003	799	608	638	668

Note 1: Economic impact analyses help DED determine an economic development project's potential value. Measure includes revisions of analyses. Assume FY2020-FY2022 will roughly match the FY2017-FY2019 average.

Note 2: Completed improvement projects and initiatives is a new measure. Assume that DED will complete 10 strategic initiatives each year and scale up to 15 improvement projects by FY2022.

Note 3: Decreasing email and social media projections reflect better projections for producing regular, quality content for external and internal customers.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.100

Program Name: Strategy and Performance

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

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

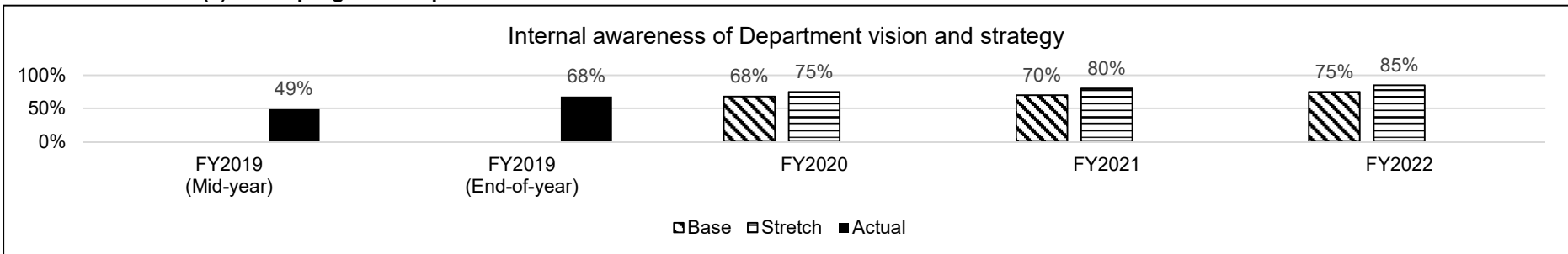
	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Customer Service Experience	N/A	N/A	82%	84%	86%	90%

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

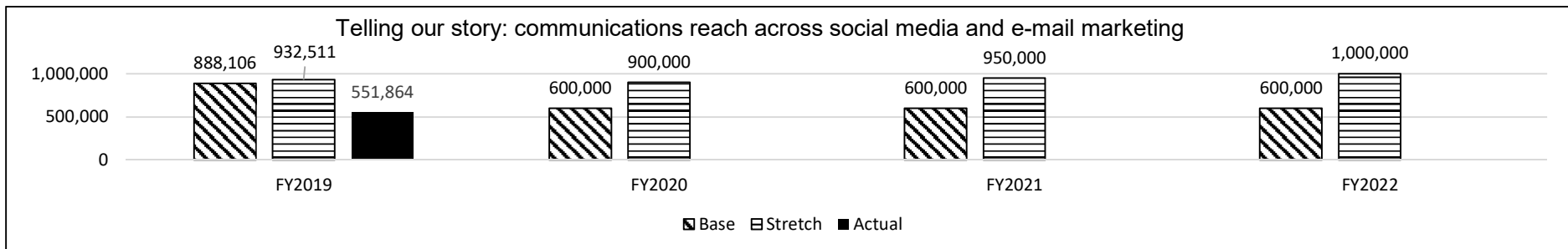
Note 2: Survey incorporated new methodology for FY2019. Data includes 51 respondents.

The Strategy and Performance Division is considering additional quality measures that align with statewide continuous improvement objectives.

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



Note: Data compiled from twice-annual Missouri Quarterly Pulse Survey, represents team members who indicated that DED's vision is clearly communicated throughout the organization.



Note: Base target based on FY2019 actuals.

PROGRAM DESCRIPTION

Department: Economic Development

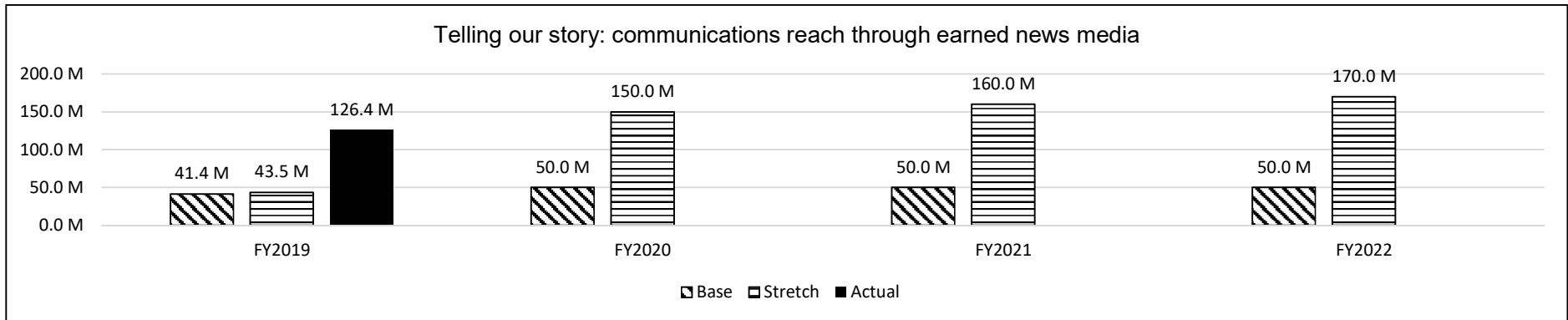
HB Section(s):

7.100

Program Name: Strategy and Performance

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

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



Note: Base targets based on FY2019 projections; Stretch targets based on FY2019 actuals and potential growth.

The Strategy and Performance Division is considering additional impact measures that align with statewide continuous improvement objectives.

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

An efficiency measure for costs of economic impact and other assessments and research is under development.

An efficiency measure for fulfillment time of project assessment, communications, and other requests is also under development.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

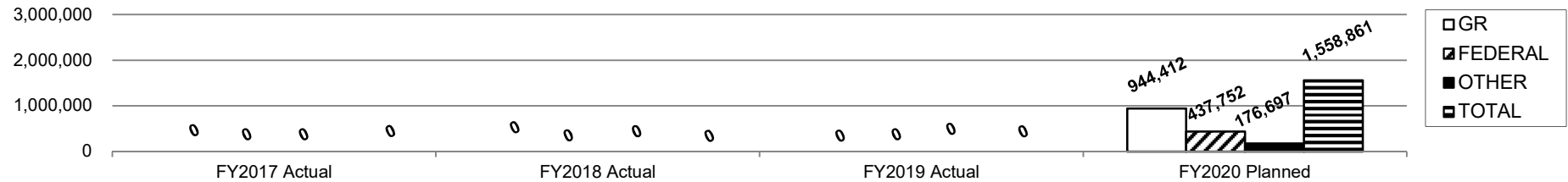
7.100

Program Name: Strategy and Performance

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

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

Program Expenditure History



Planned GR expenditures reflects 3% Governor's Reserve.

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

Department of Economic Development Administrative Fund (0547)

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

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

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

No.

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

No.

NEW DECISION ITEM
RANK: 9 OF 11

Department: Economic Development	Budget Unit 43120C
Division: Strategy and Performance	
DI Name: Strategy and Performance NDI DI# 1419007	HB Section 7.100

1. AMOUNT OF REQUEST

	FY 2021 Budget Request				
	GR	Federal	Other	Total	E
PS	276,282	0	0	276,282	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	276,282	0	0	276,282	

FTE 5.59 0.00 0.00 5.59

Est. Fringe	164,498	0	0	164,498
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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:

	FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total	E
PS	276,282	0	0	276,282	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	276,282	0	0	276,282	

FTE 5.59 0.00 0.00 5.59

Est. Fringe	164,498	0	0	164,498
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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:

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.

We put forth this NDI to account for anticipated shortfalls in federal workforce funding while maintaining existing FTE levels for the Strategy and Performance Division. When paired with corresponding cuts made elsewhere in the Department's budget, this NDI does not result in a net increase to FTE or funding for the Department. As part of this NDI, we propose the following:

- To offset the \$328,202 decrease in the division's federal line, we request \$276,282 in general revenue, which will be spread across a total of 7 FTE.
- 5.59 of these FTE were previously completely federally funded, and will need to be converted to general revenue FTE through the NDI.

NEW DECISION ITEM

RANK: 9 OF 11

Department: Economic Development	Budget Unit <u>43120C</u>
Division: Strategy and Performance	
DI Name: Strategy and Performance NDI DI#1419007	HB Section <u>7.100</u>

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

These positions enable the successful build out of the division following the completion of internal reallocation of resources within the new department divisions. All positions are established in the human resource system and available for appointment with this requested spending authority and funding. Existing staff salaries were used to calculate funding needs for 3 of the FTE, totaling \$66,281.82. Salary forecast for the remaining vacant FTE were based on Office of Administration classification ranges for the Planner III and Research Analyst position.

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
100/007886/Marketing Specialist II	45,000	1.00					45,000	1.00		
100/000432/Research Analyst II	59,632	1.09					59,632	1.09		
100/000558/Planner III	135,600	2.50					135,600	2.50		
100/008074/Research Manager	36,050	1.00					36,050	1.00		
							0	0.00		
Total PS	276,282	5.59	0	0.0	0	0.0	276,282	5.59	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions					0		0			
Total PSD	0		0		0		0		0	
Transfers	0						0			
Total TRF	0		0		0		0		0	
Grand Total	276,282	5.6	0	0.0	0	0.0	276,282	5.6	0	

NEW DECISION ITEM

RANK: 9 OF 11

Department: Economic Development			Budget Unit <u>43120C</u>							
Division: Strategy and Performance										
DI Name: Strategy and Performance NDI			DI#1419007			HB Section <u>7.100</u>				
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	E
100/007886/Marketing Specialist II	45,000	1.00					45,000	1.00		
100/000432/Research Analyst II	59,632	1.09					59,632	1.09		
100/000558/Planner III	135,600	2.50					135,600	2.50		
100/008074/Research Manager	36,050	1.00					36,050	1.00		
							0	0.0		
Total PS	276,282	5.59	0	0.0	0	0.0	276,282	5.59	0	
							0			
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers	0									
Total TRF	0		0		0		0		0	
Grand Total	276,282	5.6	0	0.0	0	0.0	276,282	5.6	0	

NEW DECISION ITEM

RANK: 9 OF 11

Department: Economic Development	Budget Unit	43120C
Division: Strategy and Performance		
DI Name: Strategy and Performance NDI	DI#1419007	HB Section
		7.100

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

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

Refer to the Strategy and Performance core.

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

Refer to the Strategy and Performance core.

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

Refer to the Strategy and Performance core.

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

Refer to the Strategy and Performance core.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

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. The Core for Strategy and Performance includes Personal Service and Expense and Equipment funding for division staff and includes staff for the Rural Broadband program and Missouri Women's Council.

DED - BRASS REPORT 10

DECISION ITEM DETAIL

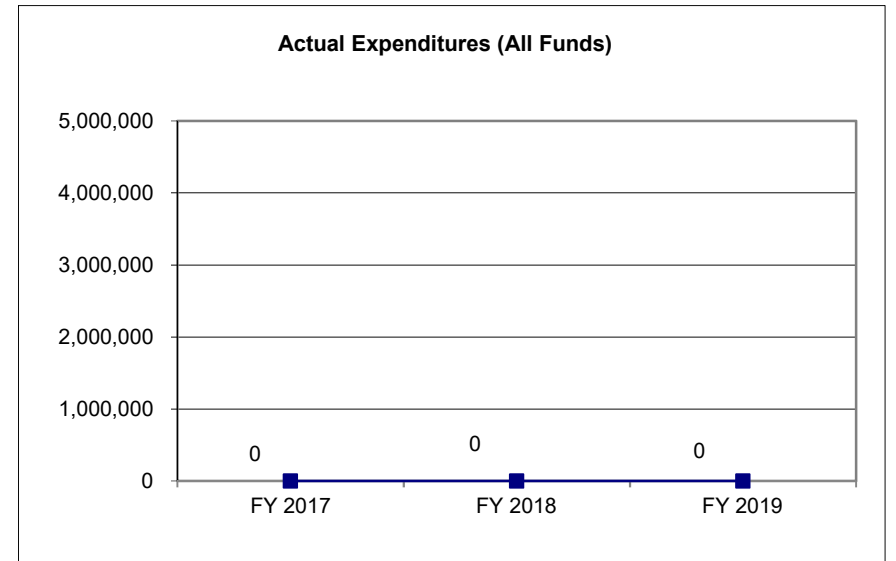
Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
STRATEGY AND PERFORM								
Strategy & Performance NDI - 1419007								
RESEARCH ANAL II	0	0.00	0	0.00	59,632	1.09	59,632	1.09
PLANNER III	0	0.00	0	0.00	135,600	2.50	135,600	2.50
MARKETING SPECIALIST II	0	0.00	0	0.00	45,000	1.00	45,000	1.00
RESEARCH MANAGER B2	0	0.00	0	0.00	36,050	1.00	36,050	1.00
TOTAL - PS	0	0.00	0	0.00	276,282	5.59	276,282	5.59
GRAND TOTAL	\$0	0.00	\$0	0.00	\$276,282	5.59	\$276,282	5.59
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$276,282	5.59	\$276,282	5.59
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

CORE DECISION ITEM

Department: Economic Development					Budget Unit 43125C				
Division: Strategy and Performance									
Core: Rural Broadband Grants					HB Section 7.105				
1. CORE FINANCIAL SUMMARY									
	FY 2021 Budget Request					FY 2021 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	5,000,000	0	0	5,000,000	PSD	5,000,000	0	0	5,000,000
TRF	0	0	0	0	TRF	0	0	0	0
Total	5,000,000	0	0	5,000,000	Total	5,000,000	0	0	5,000,000
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
2. CORE DESCRIPTION									
<p>The Missouri Broadband Grant program provides state resources via grants to applicants who will provide high speed internet to connections made up of rural businesses, farms, community institutions, and households across Missouri. Applicants from unserved areas, which experience little or no internet service at all, will receive high priority status and underserved areas will be only be considered if resources are available. DED will evaluate and award the grants. The Office of Broadband Development will support the recipients, ensure compliance, validate the technology is deployed, and celebrate successful completion of the projects. The Missouri Broadband Grant Program will sunset on August 28, 2021.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
Rural Broadband Grants									

CORE DECISION ITEM

Department: Economic Development Division: Strategy and Performance Core: Rural Broadband Grants					Budget Unit <u>43125C</u> HB Section <u>7.105</u>
4. FINANCIAL HISTORY					
	FY 2017	FY 2018	FY 2019	FY 2020	
	Actual	Actual	Actual	Current Yr.	
Appropriation (All Funds)	0	0	0	5,000,000	
Less Reverted (All Funds)	0	0	0	(150,000)	
Less Restricted (All Funds)*	0	0	0	0	
Budget Authority (All Funds)	0	0	0	4,850,000	
Actual Expenditures (All Funds)	0	0	0	N/A	
Unexpended (All Funds)	0	0	0	N/A	
Unexpended, by Fund:					
General Revenue	0	0	0	N/A	
Federal	0	0	0	N/A	
Other	0	0	0	N/A	
*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
RURAL BROADBAND GRANT**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	5,000,000	0	0	5,000,000	
	Total	0.00	5,000,000	0	0	5,000,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	5,000,000	0	0	5,000,000	
	Total	0.00	5,000,000	0	0	5,000,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	5,000,000	0	0	5,000,000	
	Total	0.00	5,000,000	0	0	5,000,000	

DED - BRASS REPORT 9

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
RURAL BROADBAND GRANT								
CORE								
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	5,000,000	0.00	5,000,000	0.00	5,000,000	0.00
TOTAL - PD	0	0.00	5,000,000	0.00	5,000,000	0.00	5,000,000	0.00
TOTAL	0	0.00	5,000,000	0.00	5,000,000	0.00	5,000,000	0.00
Rural Broadband Grants - 1419009								
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	5,000,000	0.00
TOTAL - PD	0	0.00	0	0.00	0	0.00	5,000,000	0.00
TOTAL	0	0.00	0	0.00	0	0.00	5,000,000	0.00
GRAND TOTAL	\$0	0.00	\$5,000,000	0.00	\$5,000,000	0.00	\$10,000,000	0.00

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DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
RURAL BROADBAND GRANT								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	5,000,000	0.00	5,000,000	0.00	5,000,000	0.00
TOTAL - PD	0	0.00	5,000,000	0.00	5,000,000	0.00	5,000,000	0.00
GRAND TOTAL	\$0	0.00	\$5,000,000	0.00	\$5,000,000	0.00	\$5,000,000	0.00
GENERAL REVENUE	\$0	0.00	\$5,000,000	0.00	\$5,000,000	0.00	\$5,000,000	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.105

Program Name: Rural Broadband Grants

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

1a. What strategic priority does this program address?

Laser Focused

1b. What does this program do?

The Missouri Broadband Grant program provides state resources via grants to applicants who will provide high speed internet to connections made up of rural businesses, farms, community institutions, and households across Missouri. Applicants from unserved areas, which experience little or no internet service at all, will receive high priority status and underserved areas will be only considered if resources are available. DED will evaluate and award the grants. The Office of Broadband Development will support the recipients, ensure compliance, validate the technology is deployed, and celebrate successful completion of the projects. The Missouri Broadband Grant Program will sunset on August 28, 2021.

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

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Review and evaluate grant applicants	NA	NA	NA	50	60	65
Award broadband grants/projects	NA	NA	NA	15	20	25
Manage, announce, and close-out projects	NA	NA	NA	0	15	30

Projections based on benchmark states that historically receive anywhere between 40-60 applications for their respective broadband grant programs. Missouri estimates 50+/- applicants to be reviewed. Missouri estimates at least 15 grant recipients will be selected and receive awards. The final activity measure encompasses the overall management of the program overseeing project milestones, ensuring quality, and validating installation of proposed technology.

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

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Percent of grant connections exceeding 25/3 Mbps	N/A	N/A	N/A	25%	75%	80%
Days from grant submittal to awards	N/A	N/A	N/A	120	110	100

The state has defined the baseline speed to be classified as high speed internet as 25 Megabits per second (Mbps) download, 3 Mbps upload, as such efforts will be made to track the percentage of connections exceeding 25/3 funded by the grant. The program's quality will be also be measured in its ability to evaluate, rank, complete the challenge process, and announce grant awards. Applicants need to know in a timely fashion the outcome of their submissions and for the state to expediently deploy appropriated funds.

PROGRAM DESCRIPTION

Department: Economic Development

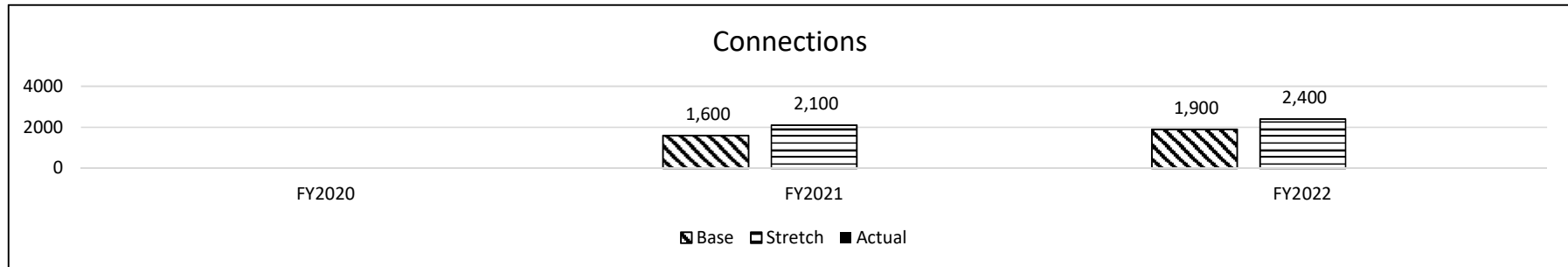
HB Section(s):

7.105

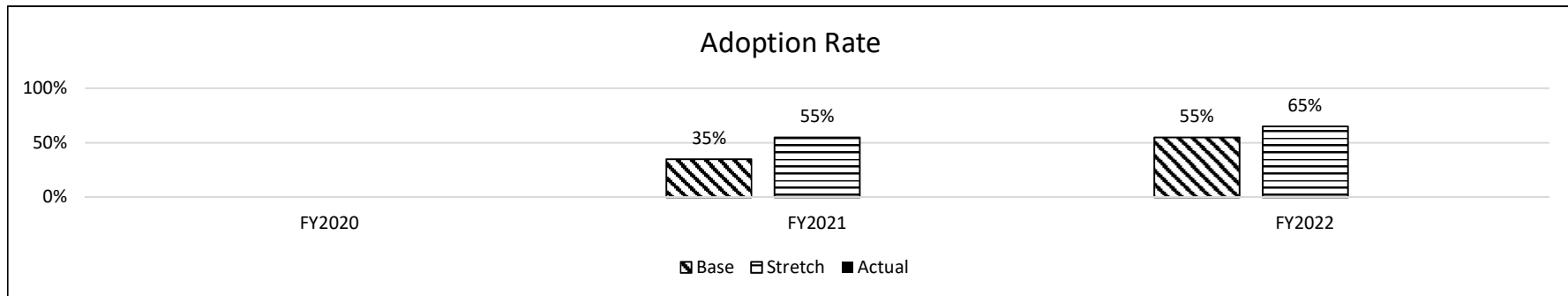
Program Name: Rural Broadband Grants

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

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



Total number of connections refer to those who will have the opportunity to access the new broadband infrastructure. Connections include businesses, farms, important community institutions, and households. Based on benchmark states, a very conservative estimate of 2,000 connections was utilized for the inaugural grant round. Missouri is technology neutral and could experience higher amount of potential connections.



Adoption rate is expressed as a percentage on total number of actual subscribers to the newly built and/or expanded broadband service divided by the number of proposed connections. Deploying new broadband infrastructure increases access, but the real impact for economic opportunity exists when the adoption rate is very high. Exceeding these benchmarks will assist broadband providers in projecting future rehabilitation and expansion projects.

PROGRAM DESCRIPTION

Department: Economic Development

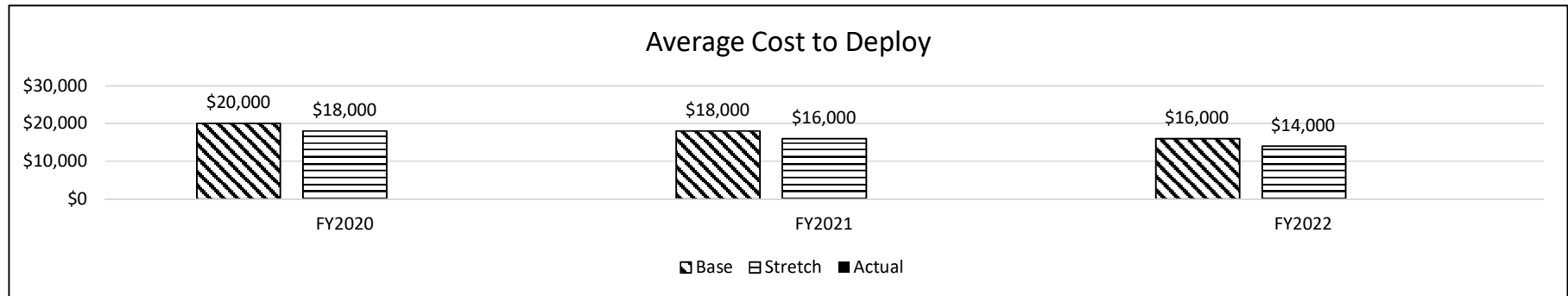
HB Section(s):

7.105

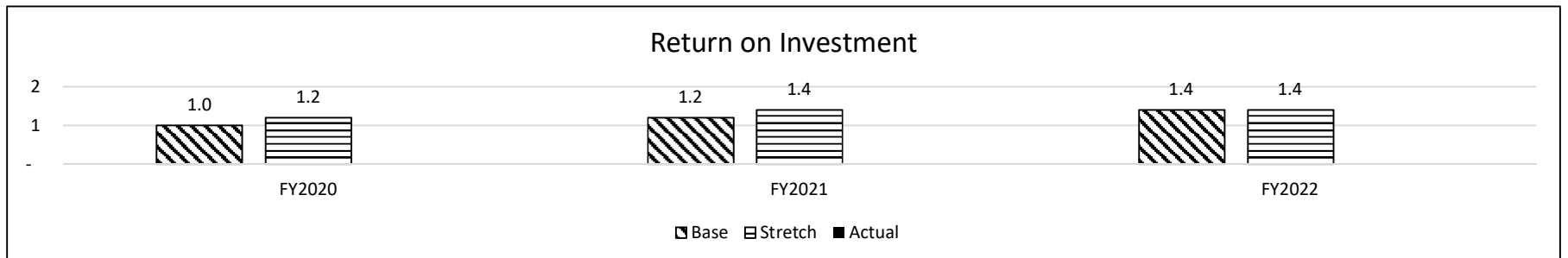
Program Name: Rural Broadband Grants

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

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



The average cost per mile of \$20,000 was utilized from anecdotal research of benchmark states. As more broadband is expanded in Missouri more efficiencies will be gained and improved technologies emerge it potentially will lower the cost to deploy. The cost to deploy will be catalogued during each



Return on investment calculation will be dividing the cash match by the amount granted from the state grant program. The guidelines and criteria encourages a strong cash match from the applicant and other identified partners. In-kind commitments will be tracked, but will not be included in the return on investment calculation. The cost to deploy will be catalogued during each grant review cycle and benchmarked over time.

PROGRAM DESCRIPTION

Department: Economic Development

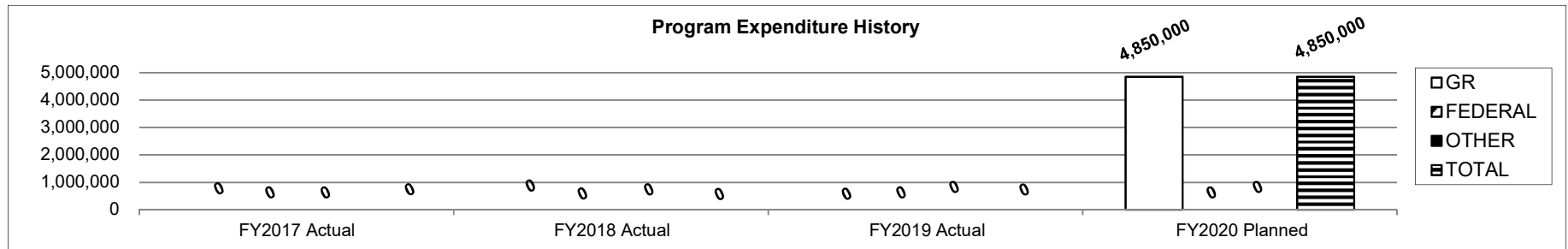
HB Section(s):

7.105

Program Name: Rural Broadband Grants

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

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



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

N/A

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

Section 620.2450, RSMo

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

No.

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

No.

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 43125C
Division: Strategy and Performance	
DI Name: Rural Broadband Grant Increase DI# 1419009	HB Section 7.105

1. AMOUNT OF REQUEST

FY 2021 Budget Request					FY 2021 Governor's Recommendation						
	GR	Federal	Other	Total	E		GR	Federal	Other	Total	E
PS	0		0	0		PS	0	0	0	0	
EE	0	0	0	0		EE	0	0	0	0	
PSD	0		0	0		PSD	5,000,000	0	0	5,000,000	
TRF	0	0	0	0		TRF	0	0	0	0	
Total	0	0	0	0		Total	5,000,000	0	0	5,000,000	
FTE	0.00	0.00	0.00	0.00		FTE	0.00	0.00	0.00	0.00	
Est. Fringe	0	0	0	0		Est. Fringe	0	0	0	0	
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.						Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					
Other Funds:						Other Funds:					

2. THIS REQUEST CAN BE CATEGORIZED AS:

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

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

The purpose of this new decision item is to increase the appropriation amount for the Rural Broadband Grant program by \$5,000,000. House Bill 1872 was signed into law on June 1, 2018, which created the Rural Broadband Grant Program under Section 620.2450, RSMo. Awards for the inaugural round will be made by the Department of Economic Development the first week of March to applicants seeking to expand access to broadband internet service in unserved and underserved areas of the state. The department experienced a strong response to the call for proposals with 40 applications from 18 different broadband providers with the majority installing broadband services far exceeding the minimum threshold of 25 Mbps download and 3 Mbps upload outlined in Section 620.2450, RSMo. The department has implemented several procedural safeguards to ensure taxpayers within the selected project areas receive high quality technology design, assess the ability of the organization to construct and deliver high speed internet, and speed certification and verification post-construction as requirements to participate in the program. Execution of program agreements will outline the grantee's responsibilities and stipulate remedies if applicant does not perform to the original requests (including clawbacks).

The dollars requested for the program would mobilize at least \$10,000,000 in private investment in rural rural broadband projects across the state.

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 43125C
Division: Strategy and Performance	
DI Name: Rural Broadband Grant Increase DI# 1419009	HB Section 7.105

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.)

An additional \$5,000,000 for the Rural Broadband Grant program would offer more opportunities to expand broadband to the 1 million rural citizens (over 500,000 households) without access, Missouri is currently the 41st connected state. The first grant round received 40 applications with \$26,300,000 total project costs, \$6,900,000 in grant requests (28% of project costs), and 10,300+ proposed connections would receive new or upgraded broadband access, including 8,876 households. The current appropriation will only be able to fund a majority, but not all applications. The department expects a much larger response in round two from providers who did not apply because of the limited dollars available, the turn around time for submissions, and those who were hesitant to apply until they understood more about the type of projects to be funded. No FTE requested at this time.

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			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
			0				0			
Total EE	0		0		0		0		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	0	0.0	0	0.0	0	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development			Budget Unit			43125C				
Division: Strategy and Performance										
DI Name: Rural Broadband Grant Increase			DI# 1419009			HB Section			7.105	
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		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions	5,000,000						5,000,000			
Total PSD	5,000,000		0		0		5,000,000		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	5,000,000	0.0	0	0.0	0	0.0	5,000,000	0.0	0	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 43125C
Division: Strategy and Performance	
DI Name: Rural Broadband Grant Increase DI# 1419009	HB Section 7.105

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

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

Refer to the Rural Broadband Grant Program core.

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

Refer to the Rural Broadband Grant Program core.

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

Refer to the Rural Broadband Grant Program core.

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

Refer to the Rural Broadband Grant Program core.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Refer to the Rural Broadband Grant Program core.

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
RURAL BROADBAND GRANT								
Rural Broadband Grants - 1419009								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	0	0.00	5,000,000	0.00
TOTAL - PD	0	0.00	0	0.00	0	0.00	5,000,000	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$0	0.00	\$5,000,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$5,000,000	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

CORE DECISION ITEM

Department: Economic Development					Budget Unit 43130C				
Division: Strategy and Performance									
Core: Office of the Military Advocate					HB Section 7.110				

1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	165,951	0	0	165,951	PS	165,951	0	0	165,951
EE	50,000	0	0	50,000	EE	50,000	0	0	50,000
PSD	390,120	0	0	390,120	PSD	390,120	0	0	390,120
TRF	0	0	0	0	TRF	0	0	0	0
Total	606,071	0	0	606,071	Total	606,071	0	0	606,071
FTE	1.50	0.00	0.00	1.50	FTE	1.50	0.00	0.00	1.50
Est. Fringe	73,613	0	0	73,613	Est. Fringe	73,613	0	0	73,613
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				

2. CORE DESCRIPTION
<p>The Office of the Military Advocate (including consultants working on behalf of the Military Advocate), and the Missouri Military Preparedness and Enhancement Commission (MMPEC), work in concert with governments and private sector stakeholders around the state and nation on strategies to achieve the following goals:</p> <ul style="list-style-type: none"> • 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. <p>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 an anticipated federal Base Realignment and Closure (BRAC) process in 2020. Additional priorities are to maximize job creation at Missouri defense and national security businesses, and increase the number of separating Service members who choose to live and work in Missouri. MMPEC, a Governor-appointed commission, is required to prepare a biennial strategic plan, which sets goals for the Military Advocate and its consultants and tracks performance.</p>

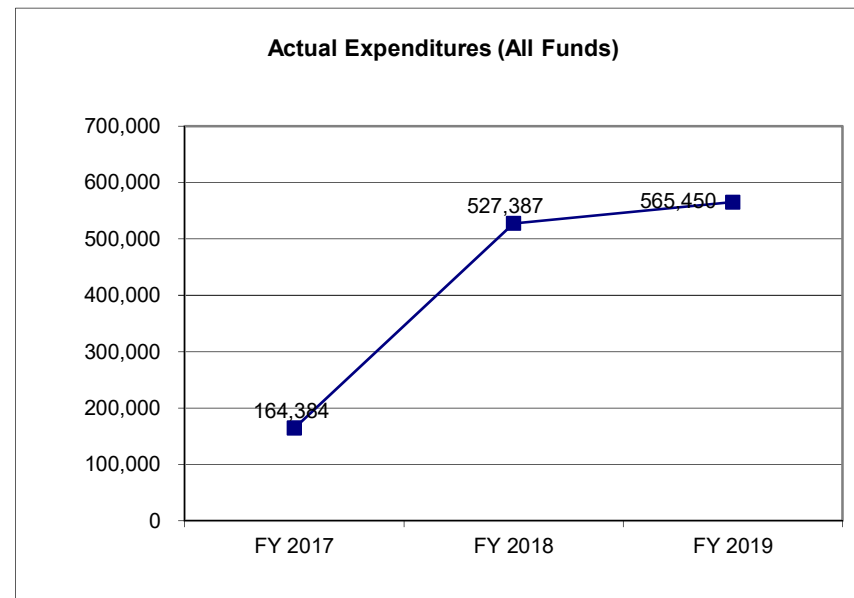
3. PROGRAM LISTING (list programs included in this core funding)
Office of the Military Advocate

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43130C</u>
Division: Strategy and Performance	
Core: Office of the Military Advocate	HB Section <u>7.110</u>

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	352,000	602,000	602,809	606,071
Less Reverted (All Funds)	(10,560)	(16,990)	(18,085)	(18,183)
Less Restricted (All Funds)*	(175,000)	0	0	0
Budget Authority (All Funds)	166,440	585,010	584,724	587,888
Actual Expenditures (All Funds)	164,384	527,387	565,450	N/A
Unexpended (All Funds)	2,056	57,623	19,274	N/A
Unexpended, by Fund:				
General Revenue	2,056	57,623	19,274	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)	(2)		



*Restricted amount is as of: _____

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

Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES:

- (1) \$175,000 was restricted in January 2017.
- (2) \$100,690 was restricted in January 2018, but was released in May 2018; therefore not all funding was able to be expended.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MILITARY ADVOCATE**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PS	1.50	165,951	0	0	165,951	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	606,071	0	0	606,071	
DEPARTMENT CORE REQUEST							
	PS	1.50	165,951	0	0	165,951	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	606,071	0	0	606,071	
GOVERNOR'S RECOMMENDED CORE							
	PS	1.50	165,951	0	0	165,951	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	606,071	0	0	606,071	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MILITARY ADVOCATE								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	165,951	1.50	165,951	1.50	165,951	1.50
TOTAL - PS	0	0.00	165,951	1.50	165,951	1.50	165,951	1.50
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	50,000	0.00	50,000	0.00	50,000	0.00
TOTAL - EE	0	0.00	50,000	0.00	50,000	0.00	50,000	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	390,120	0.00	390,120	0.00	390,120	0.00
TOTAL - PD	0	0.00	390,120	0.00	390,120	0.00	390,120	0.00
TOTAL	0	0.00	606,071	1.50	606,071	1.50	606,071	1.50
Pay Plan - 0000012								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	1,684	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	1,684	0.00
TOTAL	0	0.00	0	0.00	0	0.00	1,684	0.00
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	2,453	0.00	2,453	0.00
TOTAL - PS	0	0.00	0	0.00	2,453	0.00	2,453	0.00
TOTAL	0	0.00	0	0.00	2,453	0.00	2,453	0.00
GRAND TOTAL	\$0	0.00	\$606,071	1.50	\$608,524	1.50	\$610,208	1.50

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MILITARY ADVOCATE								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	138,533	1.46	0	0.00	0	0.00	0	0.00
TOTAL - PS	138,533	1.46	0	0.00	0	0.00	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	32,767	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	32,767	0.00	0	0.00	0	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	394,150	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	394,150	0.00	0	0.00	0	0.00	0	0.00
TOTAL	565,450	1.46	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$565,450	1.46	\$0	0.00	\$0	0.00	\$0	0.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43130C BUDGET UNIT NAME: Military Advocate HOUSE BILL SECTION: 7.110	DEPARTMENT: Economic Development DIVISION: Strategy and Performance
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.</p> <p>- Military Advocate PS (0101) - \$165,951 x 10% = \$16,595 and Military Advocate EE (0101) - \$50,000 x 10% = \$5,000</p>	
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
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
N/A.	N/A

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MILITARY ADVOCATE								
CORE								
DESIGNATED PRINCIPAL ASST DIV	0	0.00	129,364	1.00	129,364	1.00	129,364	1.00
OTHER	0	0.00	36,587	0.50	36,587	0.50	36,587	0.50
TOTAL - PS	0	0.00	165,951	1.50	165,951	1.50	165,951	1.50
TRAVEL, IN-STATE	0	0.00	4,268	0.00	4,268	0.00	4,268	0.00
TRAVEL, OUT-OF-STATE	0	0.00	8,536	0.00	8,536	0.00	8,536	0.00
SUPPLIES	0	0.00	33,151	0.00	33,151	0.00	33,151	0.00
PROFESSIONAL DEVELOPMENT	0	0.00	41	0.00	41	0.00	41	0.00
COMMUNICATION SERV & SUPP	0	0.00	3,679	0.00	3,679	0.00	3,679	0.00
PROFESSIONAL SERVICES	0	0.00	20	0.00	20	0.00	20	0.00
OTHER EQUIPMENT	0	0.00	224	0.00	224	0.00	224	0.00
MISCELLANEOUS EXPENSES	0	0.00	81	0.00	81	0.00	81	0.00
TOTAL - EE	0	0.00	50,000	0.00	50,000	0.00	50,000	0.00
PROGRAM DISTRIBUTIONS	0	0.00	390,120	0.00	390,120	0.00	390,120	0.00
TOTAL - PD	0	0.00	390,120	0.00	390,120	0.00	390,120	0.00
GRAND TOTAL	\$0	0.00	\$606,071	1.50	\$606,071	1.50	\$606,071	1.50
GENERAL REVENUE	\$0	0.00	\$606,071	1.50	\$606,071	1.50	\$606,071	1.50
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.030

Program Name: Office of the Military Advocate

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

1a. What strategic priority does this program address?

Customer Centric and Regionally Targeted

1b. What does this program do?

Leads state economic development efforts to:

- assist communities in preserving and enhancing military installations, missions and agencies;
- increase the number of transitioning military service members and families who stay in Missouri after separation;
- support the retention and growth of Missouri defense and national security businesses; and
- prepare the state for a Base Realignment and Closure (BRAC) process.

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

	FY2017		FY2018		FY2019		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Interactions with key military installation and agency influencers	N/A	35	47	45	57	95	100	118	120
New contacts with separating Military Service members	N/A	0	600	475	3,047	2,153	5,103	6,352	6,749
Interactions with key decision-makers at Missouri defense businesses	N/A	8	12	14	20	19	24	35	40

Note 1: Measure 1 is calculated based on the number of in-person or telephone interactions with military and federal agency leaders, community/installation support organizations, members of Congress, Congressional Committee staff, and leaders of advocacy and education organizations who are key to influencing whether military installations, agencies and missions are retained or grow in Missouri.

Note 2: Measure 2 aims at achieving contact with 80% of separating Service members in FY2021 and 85% in FY2022.

Note 3: Measure 3 was calculated based on the number in-person and telephone interactions with key leaders representing 40 Missouri defense businesses.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.030

Program Name: Office of the Military Advocate

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

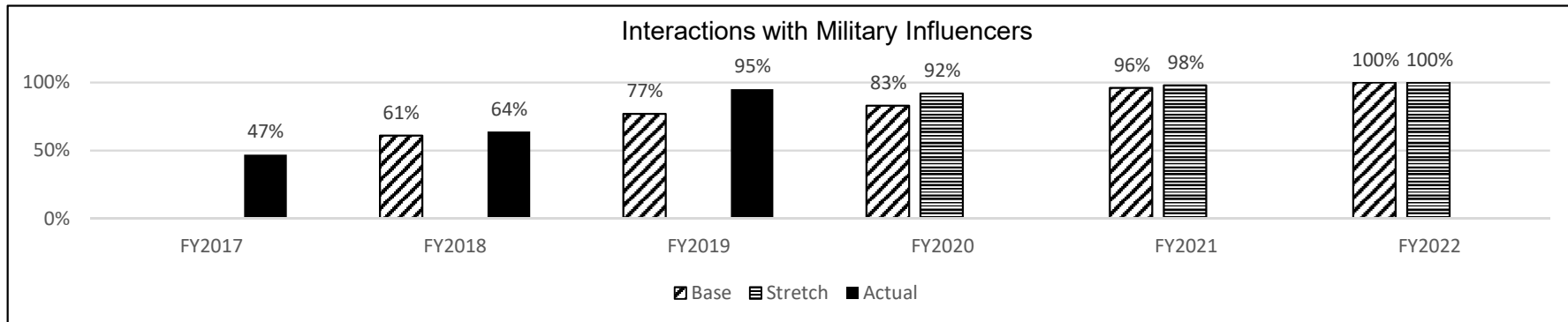
2b. Provide a measure(s) of the program's quality.

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Projected	FY2022 Projected
Customer Service Experience	N/A	N/A	N/A	92%	94%	95%

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

Note 2: Survey launched in Fall FY2020. Data includes 26 respondents.

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



Note 1: Reflects the percentage of the identified key influencers with whom the Military Advocate and its consultants have in-person and telephone interactions regarding opportunities and threats related to Missouri military installations, agencies and missions. The contacts occur both inside and outside of Missouri.

Note 2: For FY2021, the Office of Military Advocate and its consultants have identified 120 military and federal agency leaders, community/installation support organizations, Members of Congress, Professional Staff of Congressional Committees, and leaders of advocacy and education organizations who are key to influencing whether military installations, agencies and missions are retained or grow in Missouri. The list of identified influencers has increased from prior years.

PROGRAM DESCRIPTION

Department: Economic Development

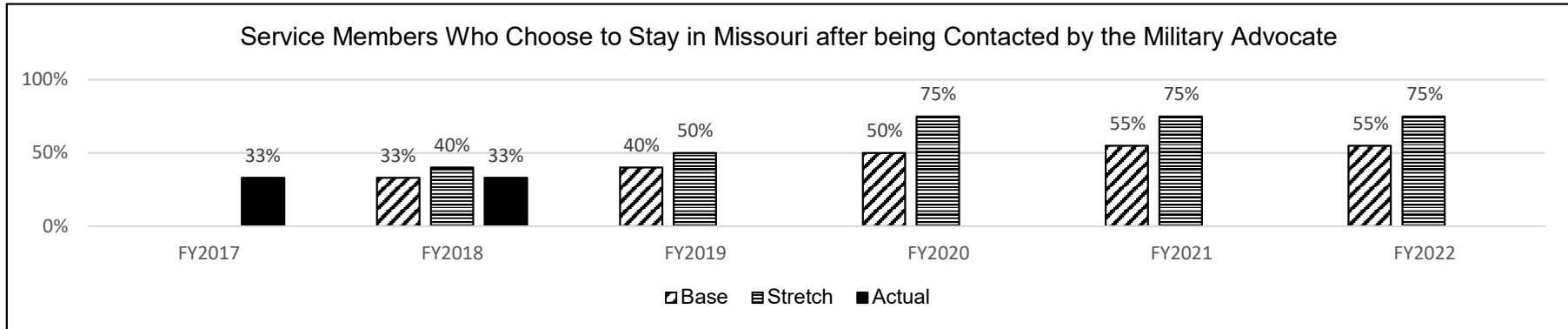
HB Section(s):

7.030

Program Name: Office of the Military Advocate

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

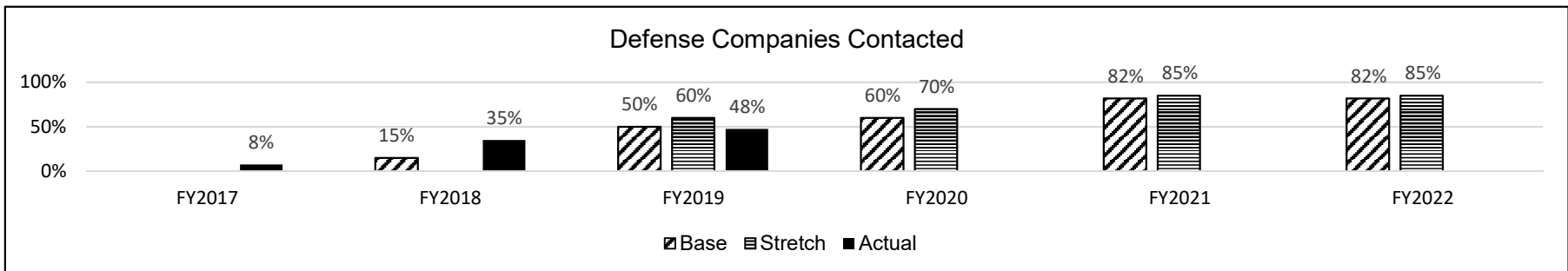
2c. Provide a measure(s) of the program's impact.



Note 1: The percentage estimates are based on the number of those Service members with Missouri homes of record who left the military at locations anywhere in the world, plus the number of Service members who left the military at Whiteman AFB and Fort Leonard Wood. For FY2021 and FY2022, the estimate of those separating is 7,940.

Note 2: It is assumed that 33% of those who leave the service chose to relocate to or stay in Missouri last year. Better sources of information will be developed in FY2020 to track these Service members who leave the military as to whether they are present and working in Missouri.

Note 3: The Military Advocate is working with the Division of Workforce Development and other agencies to develop a statistical method using state employment records to estimate the percentage of those contacted who choose to stay in Missouri.



Note: Reflects the percentage of 40 Missouri defense companies where the Military Advocate and its consultants have had at least one quality interaction with key influencers. Key influencers are those company leaders who can influence decisions regarding growth and expansion of defense business investments and/or jobs in Missouri.

PROGRAM DESCRIPTION

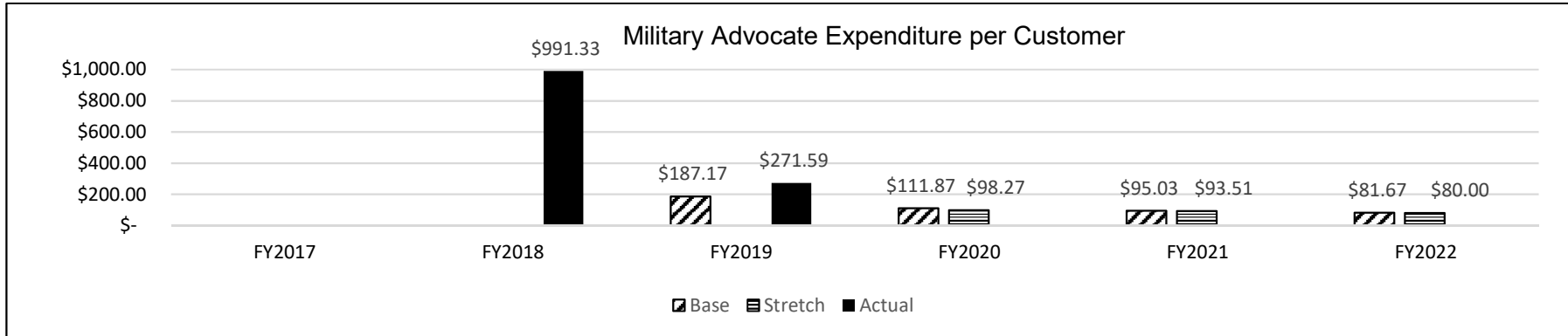
Department: Economic Development

HB Section(s): 7.030

Program Name: Office of the Military Advocate

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

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



Note 1: This is a new measure; therefore, data from previous years is not available.

Note 2: Assumes interactions with 118 key military installation influencers; contacts with 35 defense business influencers; and direct outreach to 6,000 separating Service members.

PROGRAM DESCRIPTION

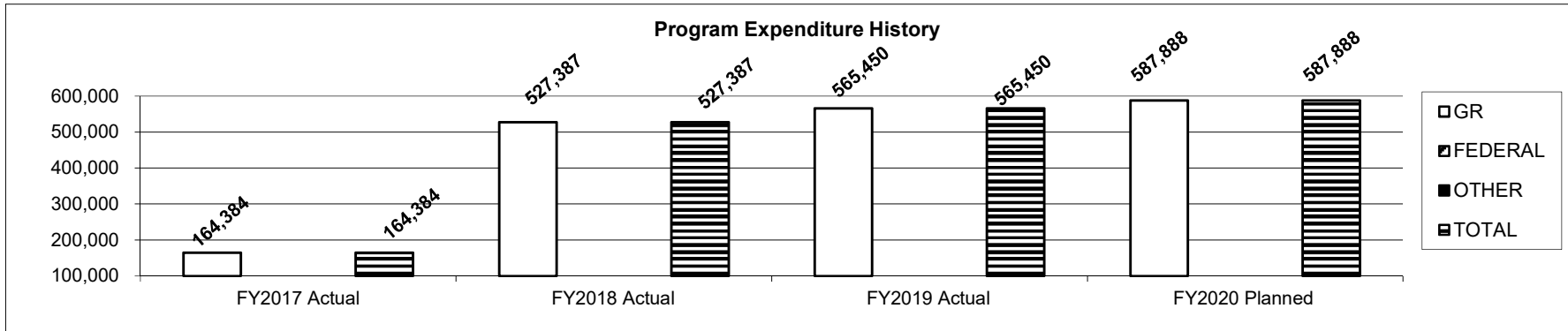
Department: Economic Development

HB Section(s): 7.030

Program Name: Office of the Military Advocate

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

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



Note 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 FY2018 budget.

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

N/A

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

Section 41.1012 RSMo (Office of Military Advocate) and Section 41.1010 RSMo (Missouri Military Preparedness and Enhancement Commission)

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

No.

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

No.

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43135C
Division:	Strategy and Performance		
Core:	Military Community Reinvestment Program	HB Section	7.111

1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	300,000	0	0	300,000	PSD	300,000	0	0	300,000
TRF	0	0	0	0	TRF	0	0	0	0
Total	300,000	0	0	300,000	Total	300,000	0	0	300,000
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				

2. CORE DESCRIPTION
<p>This is the core appropriation for the Missouri Military Community Reinvestment Act created in 2018 under Section 620.3300, RSMo. The purpose of the program is to assist military communities in supporting and sustaining their installations, to encourage communities to initiate coordinated response programs and action plans in advance of federal government base re-alignment and closure decisions (BRAC), and to support community efforts to attract new or expended military missions.</p> <p>The matching grant funds are administered in cooperation with the Missouri Military Preparedness and Enhancement Commission (MMPEC) to help non-profit organizations and local governments by ensuring that they have the capacity and expertise that enables them to implement strategies to retain and grow military and defense investments and jobs.</p>

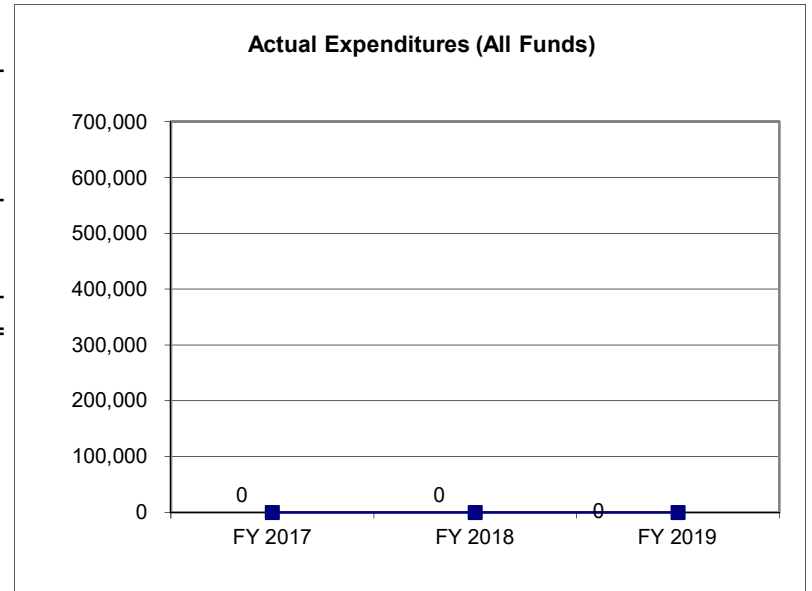
3. PROGRAM LISTING (list programs included in this core funding)
<p>Missouri Military Community Reinvestment Program</p>

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43135C
Division:	Strategy and Performance		
Core:	Military Community Reinvestment Program	HB Section	7.111

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	0	0	0	300,000
Less Reverted (All Funds)	0	0	0	(9,000)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	0	0	291,000
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



*Restricted amount is as of: _____

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

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MILITARY REINVESTMENT GRANTS**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	300,000	0	0	300,000	
	Total	0.00	300,000	0	0	300,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	300,000	0	0	300,000	
	Total	0.00	300,000	0	0	300,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	300,000	0	0	300,000	
	Total	0.00	300,000	0	0	300,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MILITARY REINVESTMENT GRANTS								
CORE								
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	300,000	0.00	300,000	0.00	300,000	0.00
TOTAL - PD	0	0.00	300,000	0.00	300,000	0.00	300,000	0.00
TOTAL	0	0.00	300,000	0.00	300,000	0.00	300,000	0.00
GRAND TOTAL	\$0	0.00	\$300,000	0.00	\$300,000	0.00	\$300,000	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MILITARY REINVESTMENT GRANTS								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	300,000	0.00	300,000	0.00	300,000	0.00
TOTAL - PD	0	0.00	300,000	0.00	300,000	0.00	300,000	0.00
GRAND TOTAL	\$0	0.00	\$300,000	0.00	\$300,000	0.00	\$300,000	0.00
GENERAL REVENUE	\$0	0.00	\$300,000	0.00	\$300,000	0.00	\$300,000	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.111

Program Name: Military Community Reinvestment Program

Program is found in the following core budget(s): Military Community Reinvestment Program

1a. What strategic priority does this program address?

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

1b. What does this program do?

This is a new program that has not yet issued grant funds. The purpose of the program is to make matching grants that enable qualifying non-profit organizations and local governments to implement economic development strategies designed to retain and grow investments and jobs at military installations and defense agencies.

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

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Grants awarded to qualifying Missouri non-profit organizations and local governments	N/A	N/A	N/A	4	5	5

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

The program was enacted during FY2019 but was funded for the first time in FY2020. Measures of program quality did not exist for FY2019, nor were they contained in a FY2020 request. For FY2020 and subsequent years, DED and the Missouri Military Advocate will develop a survey of eligible non-profit organizations and local governments to determine applicant satisfaction with the grant process.

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

This program was funded in FY2020 and no impact measures are yet available. DED and the Missouri Military Advocate will develop a process to determine how many of the grantees have success in meeting the capacity building goals contained in their grant proposals.

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

This program was funded in FY2020 and no efficiency measures are yet available. For FY2021, DED and the Missouri Military Advocate will develop a process to measure how much staff time and cost is involved in soliciting and evaluating grant applications, issuing grants, and in monitoring the outcomes achieved by each grantee.

PROGRAM DESCRIPTION

Department: Economic Development

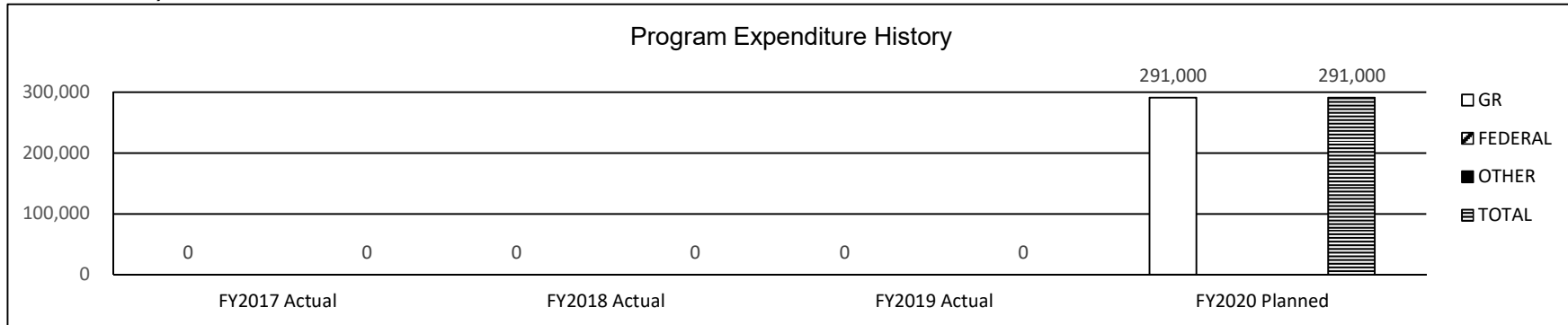
HB Section(s):

7.111

Program Name: Military Community Reinvestment Program

Program is found in the following core budget(s): Military Community Reinvestment Program

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



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

N/A

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

Sections 41.1010 and 620.3300, RSMo

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

No.

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

No.

CORE DECISION ITEM

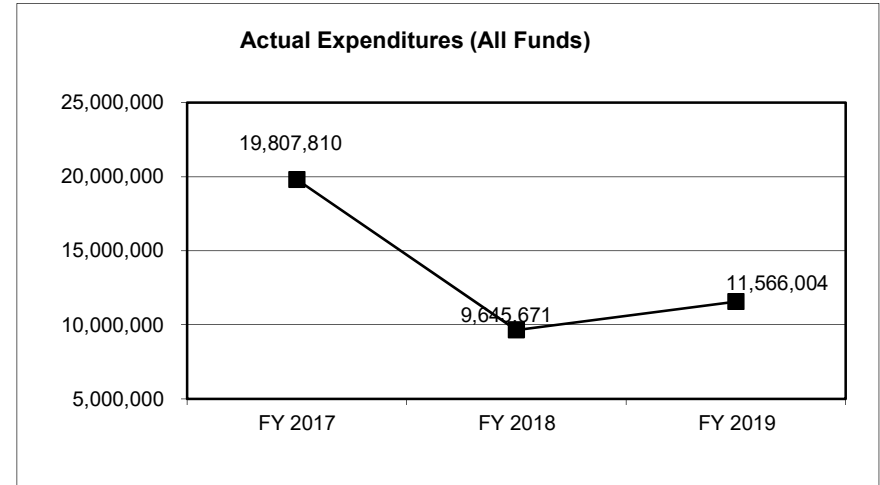
Department:	Economic Development				Budget Unit	42450C			
Division:	Tourism								
Core:	Tourism				HB Section	7.115			
1. CORE FINANCIAL SUMMARY									
	FY 2021 Budget Request					FY 2021 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	1,751,231	1,751,231	PS	0	0	1,751,231	1,751,231
EE	0	0	14,024,400	14,024,400	EE	0	0	14,024,400	14,024,400
PSD	0	0	4,565,000	4,565,000	PSD	0	0	4,565,000	4,565,000
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	20,340,631	20,340,631	Total	0	0	20,340,631	20,340,631
FTE	0.00	0.00	38.50	38.50	FTE	0.00	0.00	38.50	38.50
Est. Fringe	0	0	1,084,282	1,084,282	Est. Fringe	0	0	1,084,282	1,084,282
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:	Tourism Supplemental Revenue Fund (0274) Tourism Marketing Fund (0650)				Other Funds:	Tourism Supplemental Revenue Fund (0274) Tourism Marketing Fund (0650)			
Notes:					Notes:				
2. CORE DESCRIPTION									
<p>This core decision item establishes the spending authority for the Missouri Division of Tourism (MDT) Statewide Tourism Marketing Program as provided for in Sections 620.450 through 620.467, RSMo. Section 620.467, RSMo., tracks sales tax revenue generated by 17 tourism-related Standard Industry Classification (SIC) codes used as a barometer to determine the growth in MDT funding. In effect since July 1, 1994, this Missouri Tourism funding model is a nationally recognized formula that was established to provide reliable funding for MDT, allowing the Division to be competitive with other states in promoting tourism, which is one of the state's top industries in terms of economic development and job creation. In calendar year 2017, MDT Research staff worked with DOR on an equivalency transition from the outdated 17 SIC codes into 45 NAICS codes. There are more NAICS codes because they provide more detailed and accurate tracking of Missouri tourism industry spending within Missouri business.</p> <p>MDT plans and implements varied and broad-reaching marketing, sales, destination development, and industry relations programs across the state in order to maximize the economic impact of travel to Missouri. MDT works with local businesses, destination marketing organizations, convention and visitors bureaus, and communities to leverage and tie into marketing and public relations efforts to stimulate travel demand and brand the state as a premier tourist destination. The funds from this request will be used to advertise Missouri's tourism destinations and attractions to the traveling public. Such advertising returns dividends back to Missouri, as tourism is an integral part of the Missouri economy, with the industry making significant contributions to economic output, employment, and tax revenues. In 2018, each dollar invested in MDT's budget generated \$87 in additional tourist expenditures. Overall, the 2018 Missouri tourism industry generated a record \$17.2 billion impact from 42 million visitors and provided more than 301,000 Missouri jobs.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
Statewide Tourism Marketing Program									

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42450C
Division:	Tourism		
Core:	Tourism	HB Section	7.115

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	26,627,668	21,024,500	16,363,881	20,339,243
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	(1,500,000)	0		0
Budget Authority (All Funds)	25,127,668	21,024,500	16,363,881	20,339,243
Actual Expenditures (All Funds)	19,807,810	9,645,671	11,566,004	N/A
Unexpended (All Funds)	5,319,858	11,378,829	4,797,877	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	5,319,858	11,378,829	4,797,877	N/A
	(1)	(2)	(3)	



NOTES:

- (1) In FY 2017, the total restriction on the GR transfer was \$4,500,000; however, only \$1,500,000 was restricted from the Tourism Supplemental Revenue Fund spending authority.
- (2) In FY 2018, the total restriction on the GR transfer was \$10,000,000; however, nothing was restricted from the Tourism Supplemental Revenue Fund spending authority. Tourism spent all available cash in FY 2018.
- (3) In FY 2019, an additional \$1,047,937 of cash was spent from appropriations outside of HB 7.115. Any remaining cash is used for cash flow purposes and to pay May and June cooperative marketing and ad agency invoices in July and August.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
TOURISM**

5. CORE RECONCILIATION DETAIL

				Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES										
				PS	38.50	0	0	1,751,231	1,751,231	
				EE	0.00	0	0	13,423,012	13,423,012	
				PD	0.00	0	0	5,165,000	5,165,000	
				Total	38.50	0	0	20,339,243	20,339,243	
DEPARTMENT CORE ADJUSTMENTS										
Core Reallocation	1498	2192		EE	0.00	0	0	1,388	1,388	Reallocation for Mileage Reimbursement
Core Reallocation	1603	2192		EE	0.00	0	0	600,000	600,000	Budget closer to actuals
Core Reallocation	1603	2192		PD	0.00	0	0	(600,000)	(600,000)	Budget closer to actuals
NET DEPARTMENT CHANGES					0.00	0	0	1,388	1,388	
DEPARTMENT CORE REQUEST										
				PS	38.50	0	0	1,751,231	1,751,231	
				EE	0.00	0	0	14,024,400	14,024,400	
				PD	0.00	0	0	4,565,000	4,565,000	
				Total	38.50	0	0	20,340,631	20,340,631	
GOVERNOR'S RECOMMENDED CORE										
				PS	38.50	0	0	1,751,231	1,751,231	
				EE	0.00	0	0	14,024,400	14,024,400	
				PD	0.00	0	0	4,565,000	4,565,000	
				Total	38.50	0	0	20,340,631	20,340,631	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM								
CORE								
PERSONAL SERVICES								
DIVISION OF TOURISM SUPPL REV	1,299,457	33.52	1,751,231	38.50	1,751,231	38.50	1,751,231	38.50
TOTAL - PS	1,299,457	33.52	1,751,231	38.50	1,751,231	38.50	1,751,231	38.50
EXPENSE & EQUIPMENT								
DIVISION OF TOURISM SUPPL REV	7,829,639	0.00	13,398,512	0.00	13,999,900	0.00	13,999,900	0.00
TOURISM MARKETING FUND	6,727	0.00	24,500	0.00	24,500	0.00	24,500	0.00
TOTAL - EE	7,836,366	0.00	13,423,012	0.00	14,024,400	0.00	14,024,400	0.00
PROGRAM-SPECIFIC								
DIVISION OF TOURISM SUPPL REV	2,430,181	0.00	5,165,000	0.00	4,565,000	0.00	4,565,000	0.00
TOTAL - PD	2,430,181	0.00	5,165,000	0.00	4,565,000	0.00	4,565,000	0.00
TOTAL	11,566,004	33.52	20,339,243	38.50	20,340,631	38.50	20,340,631	38.50
Pay Plan - 0000012								
PERSONAL SERVICES								
DIVISION OF TOURISM SUPPL REV	0	0.00	0	0.00	0	0.00	17,769	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	17,769	0.00
TOTAL	0	0.00	0	0.00	0	0.00	17,769	0.00
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
DIVISION OF TOURISM SUPPL REV	0	0.00	0	0.00	25,717	0.00	25,717	0.00
TOTAL - PS	0	0.00	0	0.00	25,717	0.00	25,717	0.00
TOTAL	0	0.00	0	0.00	25,717	0.00	25,717	0.00
Market Adj Pay PI FY20 C-to-C - 0000014								
PERSONAL SERVICES								
DIVISION OF TOURISM SUPPL REV	0	0.00	0	0.00	10,915	0.00	10,915	0.00
TOTAL - PS	0	0.00	0	0.00	10,915	0.00	10,915	0.00
TOTAL	0	0.00	0	0.00	10,915	0.00	10,915	0.00
GRAND TOTAL	\$11,566,004	33.52	\$20,339,243	38.50	\$20,377,263	38.50	\$20,395,032	38.50

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42450C BUDGET UNIT NAME: Tourism HOUSE BILL SECTION: 7.115	DEPARTMENT: Economic Development DIVISION: Tourism	
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.		
DEPARTMENT REQUEST		
<p>The Missouri Division of Tourism is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations in fund 0274 (Tourism Supplemental Revenue Fund) and fund 0650 (Tourism Marketing Fund). This flexibility ensures that the Division will have the ability to immediately address any identified operational needs.</p> <p>Total PS - \$1,751,231 x 10% = \$175,123 Total EE - \$13,999,900 x 10% = \$1,399,990</p>		
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.		
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.		
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE	
N/A	N/A	

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	66,489	2.05	76,563	2.00	76,563	2.00	76,563	2.00
ACCOUNTANT I	0	0.00	355	0.00	0	0.00	0	0.00
ACCOUNTING ANAL II	0	0.00	355	0.00	0	0.00	0	0.00
PUBLIC INFORMATION SPEC I	0	0.00	41,552	1.00	40,000	1.00	40,000	1.00
PUBLIC INFORMATION SPEC II	155,810	4.00	189,769	4.00	149,769	3.50	149,769	3.50
PUBLIC INFORMATION COOR	0	0.00	90,018	2.00	50,000	1.00	50,000	1.00
TOURIST ASST	194,620	7.61	224,067	8.00	224,067	8.00	224,067	8.00
TOURIST CENTER SPV	252,226	7.91	279,891	8.00	279,891	8.00	279,891	8.00
MANAGEMENT ANALYSIS SPEC I	40,029	1.00	51,057	1.00	51,057	1.00	51,057	1.00
ECON DEV INFO & ADV COOR	0	0.00	25,730	0.50	0	0.00	0	0.00
COMMUNITY DEV REP I	28,646	0.85	39,585	1.00	39,585	1.00	39,585	1.00
COMMUNITY DEV REP II	5,943	0.16	46,908	1.00	46,908	1.00	46,908	1.00
FISCAL & ADMINISTRATIVE MGR B1	51,120	1.00	58,062	1.00	58,062	1.00	58,062	1.00
COMMUNITY & ECONOMIC DEV MGRB1	228,113	3.92	116,166	2.00	291,176	5.00	291,176	5.00
COMMUNITY & ECONOMIC DEV MGRB2	5,271	0.08	141,025	2.00	81,025	1.00	81,025	1.00
DIVISION DIRECTOR	75,367	0.94	102,369	1.00	95,369	1.00	95,369	1.00
DESIGNATED PRINCIPAL ASST DIV	154,315	3.00	220,418	3.00	220,418	3.00	220,418	3.00
PRINCIPAL ASST BOARD/COMMISSON	41,508	1.00	47,341	1.00	47,341	1.00	47,341	1.00
TOTAL - PS	1,299,457	33.52	1,751,231	38.50	1,751,231	38.50	1,751,231	38.50
TRAVEL, IN-STATE	24,197	0.00	45,000	0.00	66,388	0.00	66,388	0.00
TRAVEL, OUT-OF-STATE	28,377	0.00	45,000	0.00	46,000	0.00	46,000	0.00
FUEL & UTILITIES	0	0.00	1,000	0.00	500	0.00	500	0.00
SUPPLIES	23,015	0.00	54,500	0.00	34,500	0.00	34,500	0.00
PROFESSIONAL DEVELOPMENT	191,718	0.00	250,000	0.00	207,000	0.00	207,000	0.00
COMMUNICATION SERV & SUPP	27,540	0.00	36,000	0.00	30,000	0.00	30,000	0.00
PROFESSIONAL SERVICES	7,483,981	0.00	12,790,062	0.00	13,480,962	0.00	13,480,962	0.00
HOUSEKEEPING & JANITORIAL SERV	710	0.00	5,000	0.00	1,000	0.00	1,000	0.00
M&R SERVICES	1,241	0.00	4,000	0.00	3,000	0.00	3,000	0.00
MOTORIZED EQUIPMENT	0	0.00	2,000	0.00	0	0.00	0	0.00
OFFICE EQUIPMENT	804	0.00	6,000	0.00	1,000	0.00	1,000	0.00
OTHER EQUIPMENT	16,421	0.00	4,000	0.00	3,500	0.00	3,500	0.00
PROPERTY & IMPROVEMENTS	0	0.00	10,000	0.00	1,000	0.00	1,000	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM								
CORE								
BUILDING LEASE PAYMENTS	37,921	0.00	165,000	0.00	147,000	0.00	147,000	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	2,400	0.00	500	0.00	500	0.00
MISCELLANEOUS EXPENSES	441	0.00	3,000	0.00	2,000	0.00	2,000	0.00
REBILLABLE EXPENSES	0	0.00	50	0.00	50	0.00	50	0.00
TOTAL - EE	7,836,366	0.00	13,423,012	0.00	14,024,400	0.00	14,024,400	0.00
PROGRAM DISTRIBUTIONS	2,430,181	0.00	5,165,000	0.00	4,565,000	0.00	4,565,000	0.00
TOTAL - PD	2,430,181	0.00	5,165,000	0.00	4,565,000	0.00	4,565,000	0.00
GRAND TOTAL	\$11,566,004	33.52	\$20,339,243	38.50	\$20,340,631	38.50	\$20,340,631	38.50
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$11,566,004	33.52	\$20,339,243	38.50	\$20,340,631	38.50	\$20,340,631	38.50

PROGRAM DESCRIPTION

Department: Economic Development

HB Section (s):

7.115

Program Name: Tourism Marketing Program

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

1a. What strategic priority does this program address?

Data Driven, Regionally Targeted, Customer Centric

1b. What does this program do?

- Through the Tourism Marketing Program, the Missouri Division of Tourism (MDT) promotes Missouri as a premier destination for tourists from throughout the U.S. and around the world in order to generate increased state and local tourism revenues and tourism-industry employment.
- MDT annually executes a research based, diversified, paid advertising campaign in up to 35 media markets in 10 surrounding states, a public relations/social media strategy focusing on enhancing Missouri's brand image, and robust cooperative marketing programs with more than 40 statewide, regional, and national domestic marketing organizations.
- MDT utilizes research-based marketing to ensure that it continues to achieve optimum benefits from its advertising expenditures, thereby maximizing state and local tourism revenues and tourism-related employment in the state.

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

	CY2017		CY2018		CY2019	CY2020	CY2021	CY2022
	Projected	Actual	Projected	Actual	Projected	Projected	Projected	Projected
Number of Visitors Vacationing in Missouri as a Result of MDT's Marketing (millions)	7.5	4.6	4.5	3.4	3.8	4.0	4.1	4.2
Amount of Visitor Spending as a Result of MDT's Marketing (billions)	\$1.70	\$1.11	\$1.00	\$0.89	\$0.95	\$0.98	\$1.00	\$1.02

Source: Marketing Effectiveness Study, Strategic Marketing and Research Insights (SMARI).

Note 1: SMARI calculates visitors vacationing in Missouri as a result of MDT's marketing by conducting surveys of 5,117 potential adult travelers in 35 target markets in 10 surrounding states (accuracy level +/-1.37%) to determine the number of tourists attributable to MDT advertising (3.4M).

Note 2: Because MDT purchases media in target markets in order to increase tourism to Missouri, the number of tourists attributable to MDT is directly correlated to the size of the advertising budget. The \$3M restriction in the second half of FY2017 and the \$10M restriction in FY2018 resulted in an expected decrease in tourists MDT was able to influence to visit Missouri. Due to the cumulative effect of advertising on behavior, MDT saw the expected visitation further decline in 2018 from 2017. CY2019 projections reflect that MDT's FY2019 core funding was partially restored; it is projected it will take until 2020 or beyond to restore MDT-influenced visitation to previous levels.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section (s):

7.115

Program Name: Tourism Marketing Program

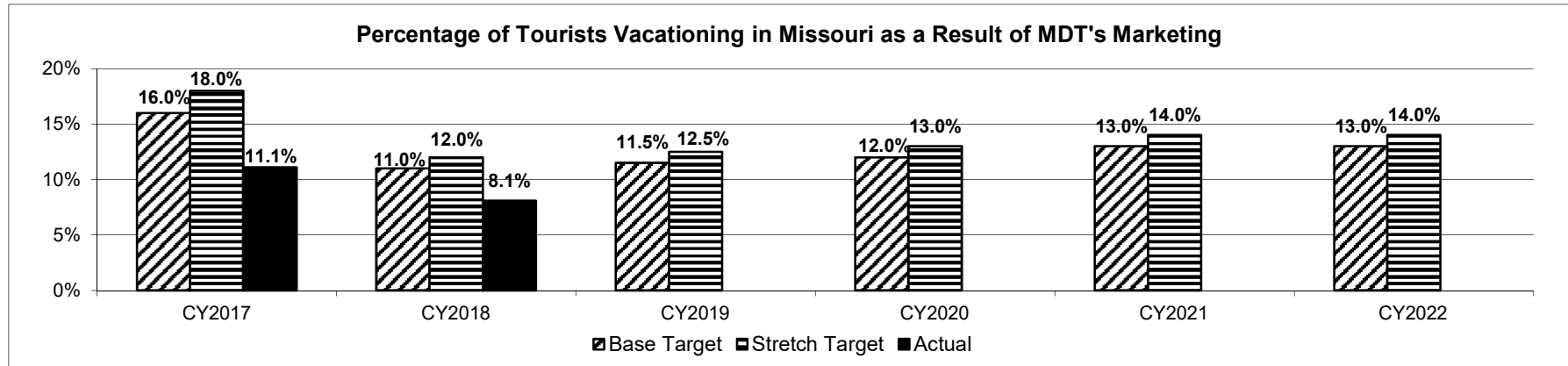
Program is found in the following core budget(s): Tourism

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

Likelihood to Travel to Missouri (Potential Visitors Aware of MDT Ads)						
	CY2017	CY2018	CY2019	CY2020	CY2021	CY2022
	Actual	Actual	Actual	Projected	Projected	Projected
Very Likely	26%	22%	30%	31%	32%	32%
Somewhat Likely	35%	38%	33%	34%	34%	34%
Not Very Likely	18%	21%	19%	19%	19%	19%
Not At All Likely	22%	19%	17%	16%	15%	15%

Source: Strategic Marketing and Research Insights (SMARI)

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



Sources: Marketing Effectiveness Study, Strategic Marketing and Research Insights (SMARI) and Tourism Economics, an Oxford Company

Note: Calculated by dividing the number of tourists attributable to MDT advertising (see 2a) by the total number of visitors to Missouri (42M). The total number of visitors to Missouri is determined by Tourism Economics. (2018 numbers).

PROGRAM DESCRIPTION

Department: Economic Development

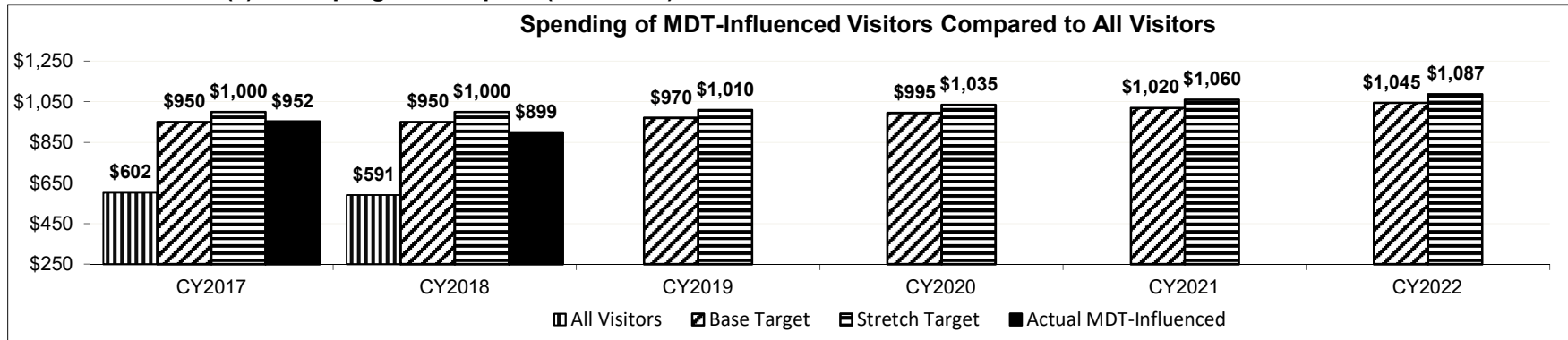
HB Section (s):

7.115

Program Name: Tourism Marketing Program

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

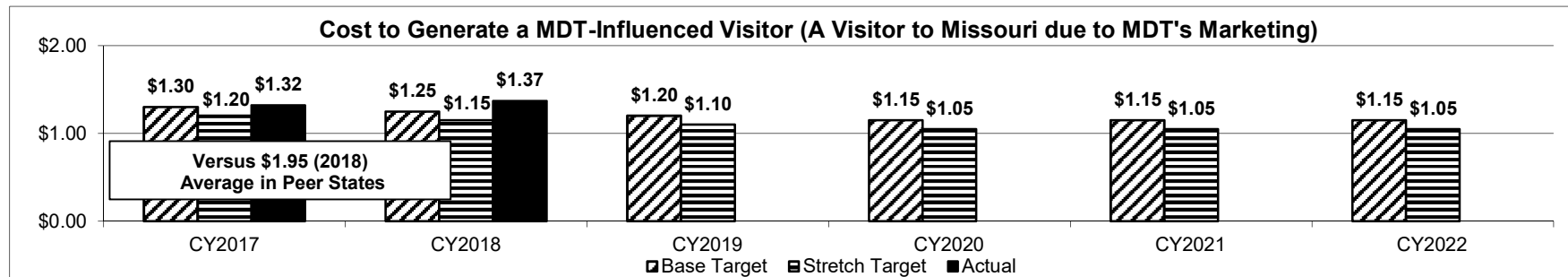
2c. Provide a measure(s) of the program's impact. (continued)



Sources: Marketing Effectiveness Study, Strategic Marketing and Research Insights (SMARI) and Tourism Economics, an Oxford Company

Note: This measure compares the average amount spent per trip per party by visitors attributable to MDT's marketing to the average amount spent per trip per party for all Missouri visitors. SMARI calculates the average amount of visitor spending by MDT-influenced visitors by conducting surveys of 5,117 potential adult travelers in 35 target markets in 10 surrounding states (accuracy level +/-1.37%) to determine the amount of visitor spending attributable to MDT's advertising. The average amount of spending per trip by all visitors in Missouri is determined by Tourism Economics.

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



Source: Strategic Marketing and Research Insights (SMARI).

Note: This measure is calculated by dividing MDT's marketing budget by the number of MDT-influenced visitors.

PROGRAM DESCRIPTION

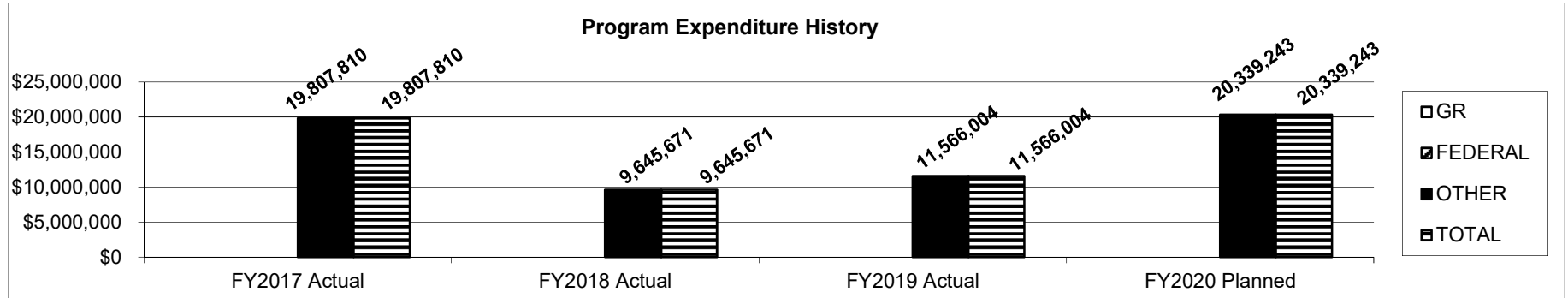
Department: Economic Development

HB Section (s): 7.115

Program Name: Tourism Marketing Program

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

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



Note: FY2020 Planned Expenditures reflect the 3% Governor's Reserve.

4. **What are the sources of the "Other " funds?**
 Tourism Supplemental Revenue Fund (0274) and Tourism Marketing Fund (0650)
5. **What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**
 Sections 620.450 through 620.467, RSMo.
6. **Are there federal matching requirements? If yes, please explain.**
 No
7. **Is this a federally mandated program? If yes, please explain.**
 No

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42465C
Division:	Tourism		
Core:	Missouri Film Office	HB Section	7.115

1. CORE FINANCIAL SUMMARY

FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	200,115	200,115	EE	0	0	200,115	200,115
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	200,115	200,115	Total	0	0	200,115	200,115
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
<i>Est. Fringe</i>	0	0	0	0	<i>Est. Fringe</i>	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: Tourism Supplemental Revenue Fund (0274)

NOTE: Tourism Supplemental Revenue Fund (0274)

2. CORE DESCRIPTION

The Missouri Film Office was established in 1983 to attract film, television, video and cable production to Missouri and to promote the growth of the film and video production industry within Missouri. The Missouri Film Office serves as the official central point of contact for all statewide inquiries concerning film, TV shows/segments, commercials, web content, and scripted motion media. The production and distribution of films and television programs is one of the nation's most valuable cultural and economic resources, and in Missouri more than 13,000 workers are employed in the industry with salaries above the national average. The office maintains and markets a large photo database of diverse locations across the state and keeps current a statewide database of skilled workers, special equipment operators and support service companies. Many small businesses provide support to the film industry in Missouri, including transportation, food service, hospitality, retail, accounting, information management, equipment rental, heavy machine leasing, specialized design services, fine arts schools, lawyers, and managers for public figures and independent artists. Missouri Film Office efforts serve to maximize the economic impact as well as national and international exposure of Missouri-filmed production for the state.

The Missouri Film Commission was created in 1996 per §620.1200, RSMo, as part of the Missouri Department of Economic Development (DED). The purpose of the five member Commission is to advise the director of the DED on the promotion of development of film production and facilities in Missouri.

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

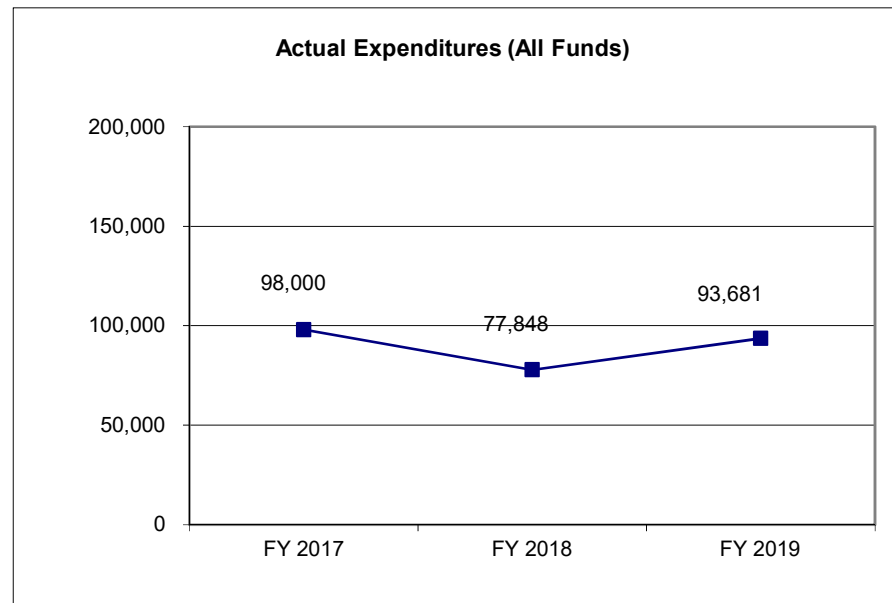
Missouri Film Office

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42465C
Division:	Tourism		
Core:	Missouri Film Office	HB Section	7.115

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	100,115	100,115	100,115	200,115
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	100,115	100,115	100,115	200,115
Actual Expenditures (All Funds)	98,000	77,848	93,681	N/A
Unexpended (All Funds)	2,115	22,267	6,434	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	2,115	22,267 (1)	6,434	N/A



*Restricted amount is as of: _____

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

Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) In FY 2018, the total restriction on the GR transfer was \$10,000,000; however, nothing was restricted from the Tourism Supplemental Revenue Fund spending authority. The Film Office did not spend their entire appropriation due to the shortage of cash.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
FILM OFFICE**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES	EE	0.00	0	0	200,115	200,115	
	Total	0.00	0	0	200,115	200,115	
DEPARTMENT CORE REQUEST	EE	0.00	0	0	200,115	200,115	
	Total	0.00	0	0	200,115	200,115	
GOVERNOR'S RECOMMENDED CORE	EE	0.00	0	0	200,115	200,115	
	Total	0.00	0	0	200,115	200,115	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
FILM OFFICE								
CORE								
EXPENSE & EQUIPMENT								
DIVISION OF TOURISM SUPPL REV	93,681	0.00	200,115	0.00	200,115	0.00	200,115	0.00
TOTAL - EE	93,681	0.00	200,115	0.00	200,115	0.00	200,115	0.00
TOTAL	93,681	0.00	200,115	0.00	200,115	0.00	200,115	0.00
GRAND TOTAL	\$93,681	0.00	\$200,115	0.00	\$200,115	0.00	\$200,115	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
FILM OFFICE								
CORE								
TRAVEL, IN-STATE	7,356	0.00	12,341	0.00	12,341	0.00	12,341	0.00
TRAVEL, OUT-OF-STATE	12,598	0.00	7,102	0.00	22,102	0.00	22,102	0.00
SUPPLIES	15,071	0.00	17,976	0.00	22,976	0.00	22,976	0.00
PROFESSIONAL DEVELOPMENT	38,057	0.00	135,001	0.00	72,386	0.00	72,386	0.00
COMMUNICATION SERV & SUPP	975	0.00	1,591	0.00	1,591	0.00	1,591	0.00
PROFESSIONAL SERVICES	14,161	0.00	14,614	0.00	54,614	0.00	54,614	0.00
OTHER EQUIPMENT	0	0.00	2,934	0.00	2,000	0.00	2,000	0.00
BUILDING LEASE PAYMENTS	499	0.00	4,215	0.00	1,000	0.00	1,000	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	2,236	0.00	1,000	0.00	1,000	0.00
MISCELLANEOUS EXPENSES	4,964	0.00	2,105	0.00	10,105	0.00	10,105	0.00
TOTAL - EE	93,681	0.00	200,115	0.00	200,115	0.00	200,115	0.00
GRAND TOTAL	\$93,681	0.00	\$200,115	0.00	\$200,115	0.00	\$200,115	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$93,681	0.00	\$200,115	0.00	\$200,115	0.00	\$200,115	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.115

Program Name: Missouri Film Office

Program is found in the following core budget(s): Missouri Film Office

1a. What strategic priority does this program address?

Laser Focused and Customer Centric

1b. What does this program do?

- The Missouri Film Office works to bring film, television, commercial and web production to Missouri and to promote the growth of the film and video production industry within Missouri by marketing Missouri to filmmakers through in-person meetings, distribution of marketing materials, and social media; responding to inquiries about possible Missouri projects; providing filmmakers information about available city and state resources; setting up location scouting trips; and providing logistical support during filming. The office also coordinates the Missouri Stories Scriptwriting Fellowship Program, an initiative to increase the number of film and TV scripts set in Missouri.
- The one-person office partners with the Kansas City Film Office as well as film liaisons in Convention and Visitors Bureaus across the state to leverage the Office's resources.
- According to a Tourism Economics study, in 2015 the Missouri film industry generated nearly \$1.2 billion in economic impact and contributed \$45.7 million in state taxes and another \$38.2 million in local taxes. In 2018, the Missouri film industry supported over 13,000 jobs with salaries higher than the national average.

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

	FY 2017		FY 2018		FY 2019		FY 2020	FY 2021	FY 2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Film Projects Assisted (1)	150	181	180	188	190	184	190	192	194
Film Office Web Site Visits	10,000	10,749	10,000	11,218	11,220	11,813	11,900	11,900	11,900
Mo Stories Script Submissions	50	48	50	52	55	45	50	55	60

Note: Film projects assisted include feature films, short films, TV series and episodes, web content, music videos, film festivals, and film events.

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

Satisfaction with Assistance Provide by the Missouri Film Office						
	FY 2018	FY 2019		FY 2020	FY 2021	FY 2022
	Actual	Projected	Actual	Projected	Projected	Projected
Extremely or Very Satisfied	91.7%	93.0%	86.7%	93.0%	95.0%	95.0%
Moderately Satisfied	0.0%	1.0%	6.7%	1.0%	1.0%	1.0%
Somewhat or Very Dissatisfied	8.4%	6.0%	6.6%	6.0%	4.0%	4.0%

Note: The Missouri Film Office has developed a survey to determine the satisfaction with the projects assisted annually by the Missouri Film Office. Satisfaction was measured on a 5-point scale: not at all satisfied, somewhat dissatisfied, moderately satisfied, very satisfied, or extremely satisfied. For FY2019, the survey was sent to 99 people who had contacted the Film Office for assistance and/or attended a Film Office education session. 37 people responded to the survey.

PROGRAM DESCRIPTION

Department: Economic Development

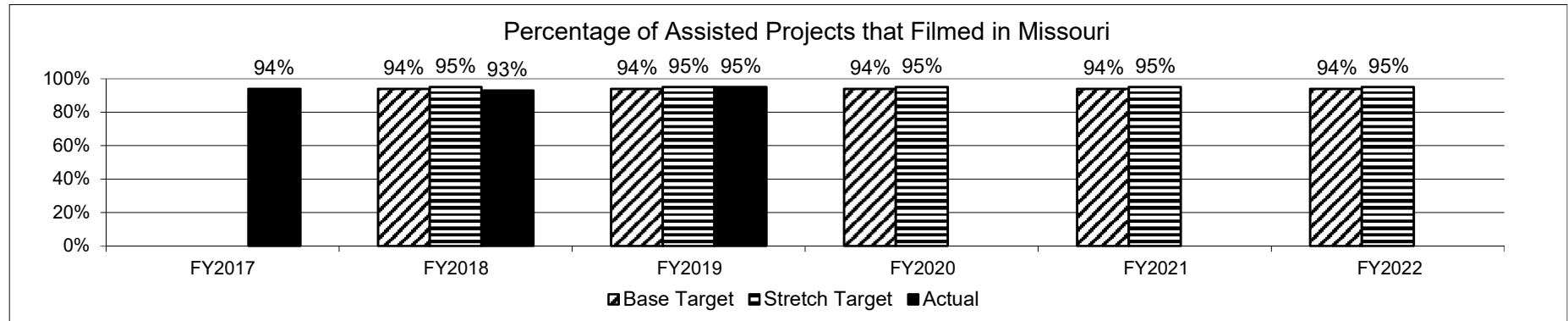
HB Section(s):

7.115

Program Name: Missouri Film Office

Program is found in the following core budget(s): Missouri Film Office

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



Note 1: Measure calculated by dividing the number of projects filming in Missouri by the total number assisted by the Film Office. Base/Stretch goals indicate continued strength in conversions.

Note 2: The Missouri Film Office has developed a survey to determine what share of the film and television productions assisted annually chose to film in Missouri as a direct result of the Film Office's efforts. The performance measure compares the percentage of productions indicating that Missouri Film Office assistance was very influential in their decision to locate in Missouri to all productions assisted.

Note 3: While not part of a formal survey, two 2016 productions reported to the Missouri Film Office that their efforts were instrumental in the productions being located in Missouri: (1) the Netflix series *Ozark*, which spent \$127,376 during its filming, and (2) the film *All Creatures*, which spent \$720,000 during its filming.

Share of Film Projects that Filmed in Missouri as a Direct Result of a Missouri Film Office Effort

	FY2018	FY2019	FY2019	FY2020	FY2021	FY2022
	Actual	Projected	Actual	Projected	Projected	Projected
Absolutely or Very Much Influenced	22.2%	24.0%	55.5%	26.0%	28.0%	28.0%
Moderately or Slightly Influenced	16.7%	17.0%	22.2%	19.0%	22.0%	22.0%
Not at all Influenced	61.1%	59.0%	22.2%	55.0%	50.0%	50.0%

PROGRAM DESCRIPTION

Department: Economic Development

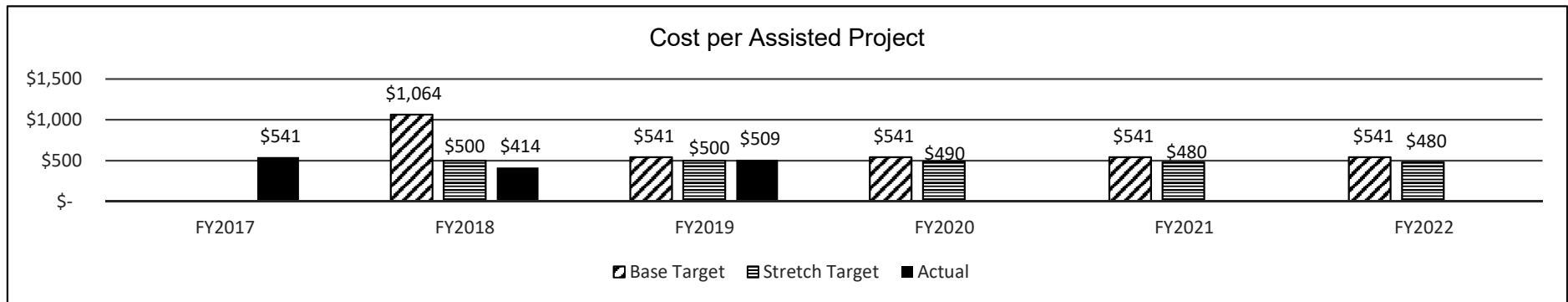
HB Section(s):

7.115

Program Name: Missouri Film Office

Program is found in the following core budget(s): Missouri Film Office

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



Note: Measure calculated by dividing the cost of the Film Office Operations by the number of Film Projects Assisted. Base target assumes consistent costs and film project activity. In FY2018, a \$10,000,000 restriction in Division of Tourism resulted in fewer film office expenditures.

PROGRAM DESCRIPTION

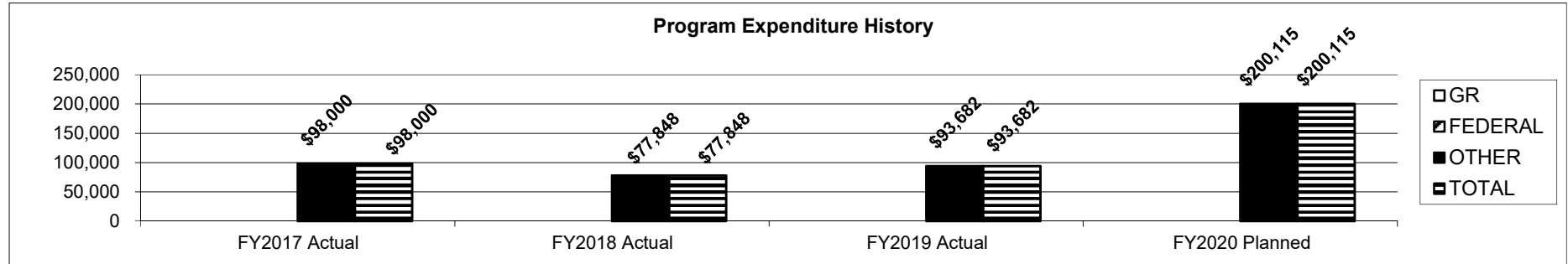
Department: Economic Development

HB Section(s): 7.115

Program Name: Missouri Film Office

Program is found in the following core budget(s): Missouri Film Office

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



Note: The FY2018 actual expenditures were down due to a \$10,000,000 restriction in cash in Division of Tourism.

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

Tourism Supplemental Revenue Fund (0274)

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

Section 620.1200, RSMo.

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

No

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

No

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42460C
Division:	Tourism		
Core:	Tourism Supplemental Revenue Fund Transfer	HB Section	7.120

1. CORE FINANCIAL SUMMARY

FY 2021 Budget Request					FY 2021 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	20,514,326	0	0	20,514,326	TRF	20,514,326	0	0	20,514,326
Total	20,514,326	0	0	20,514,326	Total	20,514,326	0	0	20,514,326
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:

Other Funds:

2. CORE DESCRIPTION

This core decision item is the General Revenue transfer that provides funding to the Tourism Supplemental Revenue Fund, which is the source of funding for the Division of Tourism and the Missouri Film Office. The authority for the Division of Tourism Statewide Tourism Marketing Program is provided for in Sections 620.450 through 620.467, RSMo. The authority for the Missouri Film Office is provided for in Section 620.1200, RSMo. Section 620.467, RSMo identifies the tourism industry classification codes used to determine the amount of General Revenue funds to be transferred into the Tourism Supplemental Revenue Fund.

See the core decision items for the Division of Tourism and the Missouri Film Office for details about these programs.

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

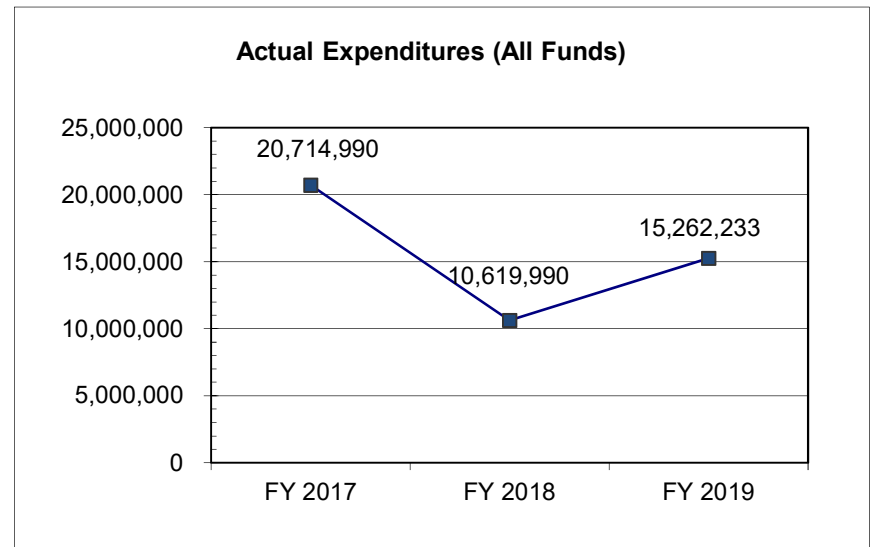
Tourism Supplemental Revenue Fund Transfer

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42460C
Division:	Tourism		
Core:	Tourism Supplemental Revenue Fund Transfer	HB Section	7.120

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	25,948,443	20,948,443	15,734,261	20,514,326
Less Reverted (All Funds)	(733,453)	(328,453)	(472,028)	(615,430)
Less Restricted (All Funds)	(4,500,000)	0	0	0
Budget Authority (All Funds)	20,714,990	20,619,990	15,262,233	19,898,896
Actual Expenditures (All Funds)	20,714,990	10,619,990	15,262,233	N/A
Unexpended (All Funds)	0	10,000,000	0	N/A
Unexpended, by Fund:				
General Revenue	0	10,000,000	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
		(1)		



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

NOTES: (1) The \$10,000,000 of unexpended funds in FY 2018 is due to a \$10,000,000 restriction not being released until 6-29-2018.
 Only \$10,619,990 of general revenue was actually transferred in FY 2018.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT TOURISM-TRANSFER

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	20,514,326	0	0	20,514,326	
	Total	0.00	20,514,326	0	0	20,514,326	
DEPARTMENT CORE REQUEST							
	TRF	0.00	20,514,326	0	0	20,514,326	
	Total	0.00	20,514,326	0	0	20,514,326	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	20,514,326	0	0	20,514,326	
	Total	0.00	20,514,326	0	0	20,514,326	

DED - BRASS REPORT 9

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM-TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	15,262,233	0.00	20,514,326	0.00	20,514,326	0.00	20,514,326	0.00
TOTAL - TRF	15,262,233	0.00	20,514,326	0.00	20,514,326	0.00	20,514,326	0.00
TOTAL	15,262,233	0.00	20,514,326	0.00	20,514,326	0.00	20,514,326	0.00
Pay Plan - 0000012								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	23,841	0.00
TOTAL - TRF	0	0.00	0	0.00	0	0.00	23,841	0.00
TOTAL	0	0.00	0	0.00	0	0.00	23,841	0.00
Pay Plan FY20-Cost to Continue - 0000013								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	0	0.00	33,330	0.00	34,560	0.00
TOTAL - TRF	0	0.00	0	0.00	33,330	0.00	34,560	0.00
TOTAL	0	0.00	0	0.00	33,330	0.00	34,560	0.00
Market Adj Pay PI FY20 C-to-C - 0000014								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	0	0.00	14,055	0.00	15,316	0.00
TOTAL - TRF	0	0.00	0	0.00	14,055	0.00	15,316	0.00
TOTAL	0	0.00	0	0.00	14,055	0.00	15,316	0.00
GRAND TOTAL	\$15,262,233	0.00	\$20,514,326	0.00	\$20,561,711	0.00	\$20,588,043	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
TOURISM-TRANSFER								
CORE								
TRANSFERS OUT	15,262,233	0.00	20,514,326	0.00	20,514,326	0.00	20,514,326	0.00
TOTAL - TRF	15,262,233	0.00	20,514,326	0.00	20,514,326	0.00	20,514,326	0.00
GRAND TOTAL	\$15,262,233	0.00	\$20,514,326	0.00	\$20,514,326	0.00	\$20,514,326	0.00
GENERAL REVENUE	\$15,262,233	0.00	\$20,514,326	0.00	\$20,514,326	0.00	\$20,514,326	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00

PROGRAM DESCRIPTION

Department: Economic Development	HB Section: 7.120
Program Name: Tourism Supplemental Revenue Fund Transfer	
Program is found in the following core budget(s): Tourism	

1a. What strategic priority does this program address?
Data Driven and Customer Centric

1b. What does this program do?
This is the General Revenue transfer that provides funding to the Tourism Supplemental Revenue Fund, which is the source of funding for the Division of Tourism and the Missouri Film Office. The authority for the Division of Tourism Statewide Tourism Marketing Program is provided for in Sections 620.450 through 620.467, RSMo. The authority for the Missouri Film Office is provided for in Section 620.1200, RSMo. Section 620.467, RSMo identifies the tourism industry classification codes used to determine the amount of General Revenue funds to be transferred into the Tourism Supplemental Revenue Fund.

See the Program Description Forms for the Statewide Tourism Marketing Program and the Missouri Film Office for an explanation of these programs and how they contribute to tourism-related economic development.

2a. Provide an activity measure(s) for the program.
This is a GR transfer. Please refer to the Program Description for the **Statewide Tourism Marketing Program and the Missouri Film Office.**

2b. Provide a measure(s) of the program's quality.
This is a GR transfer. Please refer to the Program Description for the **Statewide Tourism Marketing Program and the Missouri Film Office.**

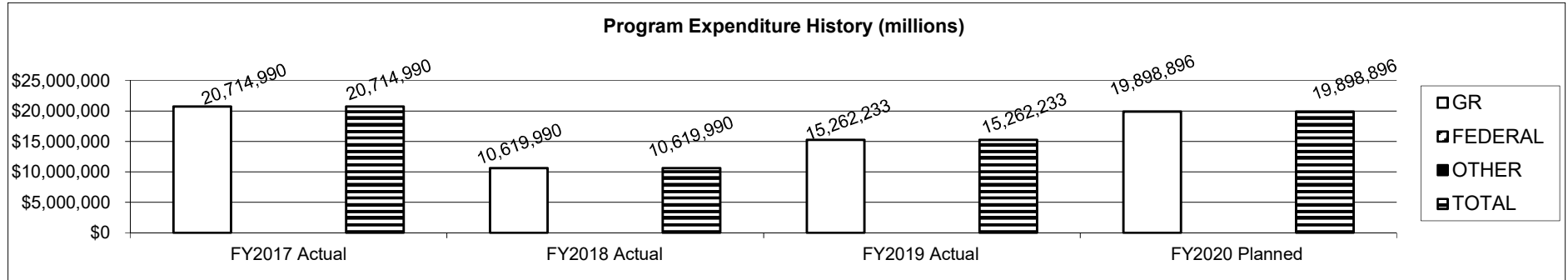
2c. Provide a measure(s) of the program's impact.
This is a GR transfer. Please refer to the Program Description for the **Statewide Tourism Marketing Program and the Missouri Film Office.**

2d. Provide a measure(s) of the program's efficiency.
This is a GR transfer. Please refer to the Program Description for the **Statewide Tourism Marketing Program and the Missouri Film Office.**

PROGRAM DESCRIPTION

Department: Economic Development	HB Section: 7.120
Program Name: Tourism Supplemental Revenue Fund Transfer	
Program is found in the following core budget(s): Tourism	

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



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

4. What are the sources of the "Other " funds?
N/A
5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)
Sections 620.450 through 620.467, RSMo, and Section 620.1200, RSMo.
6. Are there federal matching requirements? If yes, please explain.
No
7. Is this a federally mandated program? If yes, please explain.
No

CORE DECISION ITEM

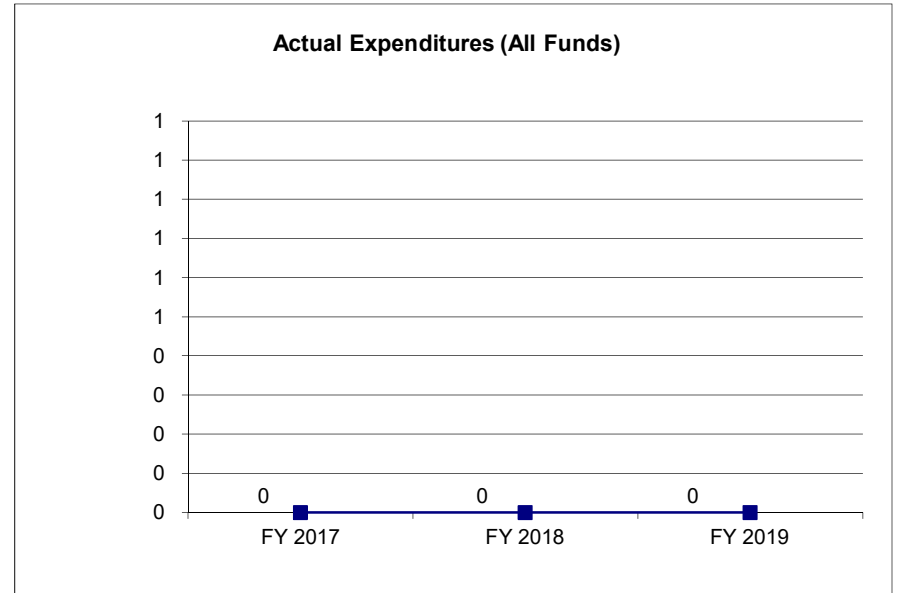
Department: Economic Development					Budget Unit					42462C				
Division: Tourism														
Core: Meet in Missouri					HB Section					7.125				
1. CORE FINANCIAL SUMMARY														
FY 2021 Budget Request					FY 2021 Governor's Recommendation									
	GR	Federal	Other	Total		GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	0	0	0	0					
EE	0	0	0	0	EE	0	0	0	0					
PSD	0	0	500,000	500,000	PSD	0	0	500,000	500,000					
TRF	0	0	0	0	TRF	0	0	0	0					
Total	0	0	500,000	500,000	Total	0	0	500,000	500,000					
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00					
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0					
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.									
Other Funds: Major Economic Convention Event in Missouri Fund (0593)					Other Funds: Major Economic Convention Event in Missouri Fund (0593)									
2. CORE DESCRIPTION														
The Major Economic Convention Event in Missouri Fund was established in 2016 (HB 1698), as provided for in §620.1620, RSMo. and became effective August, 2016. This program, more commonly referred to as the Meet in Missouri Act, provides an incentive for Destination Marketing Organizations (DMOs) to attract major out-of-state conventions to the State of Missouri. After the DMO submits the written major convention plan, the Department of Economic Development is responsible for reviewing, approving/denying the application, dispersing funds, receiving and reviewing the final summary report, and determining if any refund is required. The awarded funds may be used by the DMO for any operational costs of the venue; however, administrative costs cannot be covered. With these awarded funds, the Meet in Missouri Act hopes to assist DMOs in attracting out-of-state visitors to conventions.														
3. PROGRAM LISTING (list programs included in this core funding)														
Meet in Missouri Act														

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>42462C</u>
Division: Tourism	
Core: Meet in Missouri	HB Section <u>7.125</u>

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	0	0	0	500,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	0	0	500,000
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A



*Current Year restricted amount is as of _____.

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

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

NOTES:

FY 2020 is the first year that the Meet in Missouri Act was funded.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MEET IN MO**

5. CORE RECONCILIATION DETAIL

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

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MEET IN MO								
CORE								
PROGRAM-SPECIFIC								
MAJOR ECONOMIC CONVENTION FUND	0	0.00	500,000	0.00	500,000	0.00	500,000	0.00
TOTAL - PD	0	0.00	500,000	0.00	500,000	0.00	500,000	0.00
TOTAL	0	0.00	500,000	0.00	500,000	0.00	500,000	0.00
GRAND TOTAL	\$0	0.00	\$500,000	0.00	\$500,000	0.00	\$500,000	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MEET IN MO								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	500,000	0.00	500,000	0.00	500,000	0.00
TOTAL - PD	0	0.00	500,000	0.00	500,000	0.00	500,000	0.00
GRAND TOTAL	\$0	0.00	\$500,000	0.00	\$500,000	0.00	\$500,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$500,000	0.00	\$500,000	0.00	\$500,000	0.00

PROGRAM DESCRIPTION**Department: Economic Development****HB Section(s):****7.125****Program Name: Meet in Missouri****Program is found in the following core budget(s):****1a. What strategic priority does this program address?**

Customer Centric

1b. What does this program do?

The Missouri Division of Tourism oversees the Meet in Missouri program to help Destination Marketing Organizations (DMO) by assisting in attracting large conventions that may not otherwise be held within Missouri. Large conventions issue RFPs (Request for Proposals) allowing multiple cities/DMOs to bid on the event. The city/DMO that provides the best offer for the convention will win the RFP and hold the conference bringing in out-of-state visitors. The Meet in Missouri funds are awarded to the DMO (ex. Convention and Visitor Bureaus) to pay for operational expenses of the conference. With the additional funds, the DMO improves the chance of being awarded the RFP for the conference. The funding for this program comes from a one-time FY2020 General Revenue Fund transfer.

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

The number of grant applications received by the Missouri Division of Tourism determines the level of interest in the program. Although this is the first year of funding for the program, the Department of Economic Development began receiving and approving applications based on the statutory language in Calendar Year 2016 when HB 1698 (Meet in Missouri) passed. DMOs continued to submit applications in hopes the General Assembly would provide funds in the future. No applications received prior to FY2020 have received funds and those RFPs have already been awarded.

Application	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Projected
Approved	11	0	0	9
Denied	23	1	3	1
Received	34	1	3	10

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

The satisfaction with the Meet in Missouri program will be rated by participating DMOs. After the grant process has been completed, a survey will be sent to participants to rate the quality and efficiency of the Meet in Missouri program.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.125

Program Name: Meet in Missouri

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

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

The average number of sleeping room nights per conference based on the approved applications received is 20,000, ranging from 11,000 up to 28,000. The average value of a room night, also based on the approved applications recieved, is \$165; which then translates into \$ 6.97 per room in Missouri Sales Tax.

Base Target - 10,000 sleeping rooms
- room night value of \$1,650,000
- \$69,700 in Missouri State Tax

Stretch Target - 25,000 sleeping rooms
- room night value of \$4,125,000
- \$174,200 in Missouri State Tax

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

The cost to the state of Missouri to bring in one hotel room night based on the approved applications received is \$5.68.

Base Target - \$5.00
Stretch Target - \$4.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.125

Program Name: Meet in Missouri

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

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

Program Expenditure History



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

A General Revenue Fund transfer was made into the Major Economic Convention Event in Missouri Fund for the Meet in Missouri Program. The one-time GR transfer was made in FY2020.

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

Section 620.1620, RSMo.

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

No

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

No

CORE DECISION ITEM

Department: Economic Development					Budget Unit <u>42461C</u>				
Division: Tourism					HB Section <u>7.126</u>				
Core: Meet in Missouri Transfer									
1. CORE FINANCIAL SUMMARY									
FY 2021 Budget Request					FY 2021 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	0	0	Total	0	0	0	0
FTE					FTE				
	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
2. CORE DESCRIPTION									
<p>This core decision item is the General Revenue transfer that provides funding to the Major Economic Convention Event in Missouri Fund more commonly referred to as the Meet in Missouri Act. The authority for this program is provided for in Section 620.1620, RSMo. This General Revenue transfer took place for the first time in FY2020. It was noted during the budget process this was a one-time General Revenue appropriation, thus nothing is being requested in FY2021.</p> <p>See the core decision item for the Meet in Missouri for details about this program.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
<p>Major Economic Convention Event in Missouri (Meet in Missouri) Fund Transfer</p>									

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>42461C</u>
Division: Tourism	
Core: Meet in Missouri Transfer	HB Section <u>7.126</u>

4. FINANCIAL HISTORY

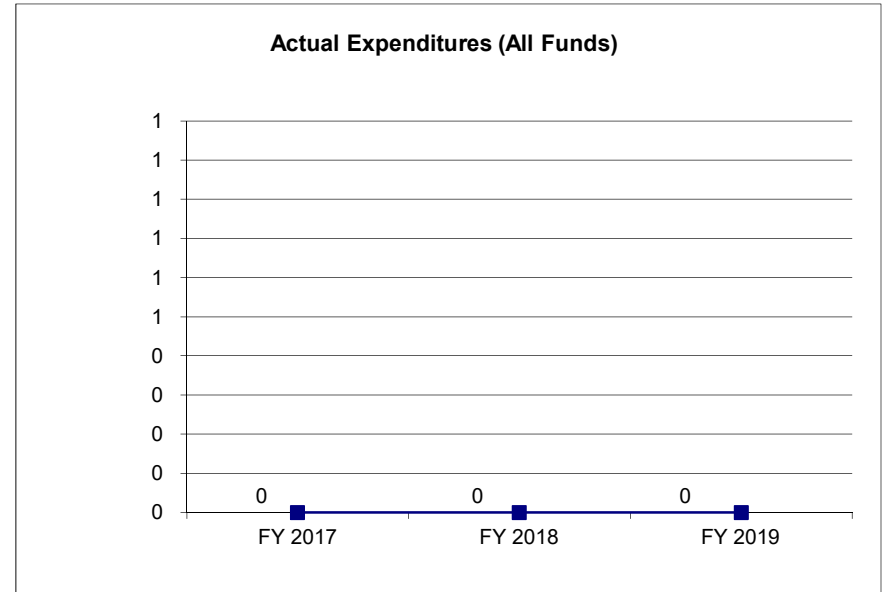
	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	0	0	0	500,000
Less Reverted (All Funds)	0	0	0	(15,000)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	0	0	485,000
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

*Current Year restricted amount is as of _____.

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

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

NOTES:



CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT MEET IN MO TRANSFER

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	500,000	0	0	500,000	
	Total	0.00	500,000	0	0	500,000	
DEPARTMENT CORE ADJUSTMENTS							
1x Expenditures	1720 T125 TRF	0.00	(500,000)	0	0	(500,000)	Reduction of one-time expenditure
NET DEPARTMENT CHANGES		0.00	(500,000)	0	0	(500,000)	
DEPARTMENT CORE REQUEST							
	TRF	0.00	0	0	0	0	
	Total	0.00	0	0	0	0	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	0	0	0	0	
	Total	0.00	0	0	0	0	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MEET IN MO TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	500,000	0.00	0	0.00	0	0.00
TOTAL - TRF	0	0.00	500,000	0.00	0	0.00	0	0.00
TOTAL	0	0.00	500,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$500,000	0.00	\$0	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MEET IN MO TRANSFER								
CORE								
TRANSFERS OUT	0	0.00	500,000	0.00	0	0.00	0	0.00
TOTAL - TRF	0	0.00	500,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$500,000	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$500,000	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.126

Program Name: Meet in Missouri Transfer

Program is found in the following core budget(s): Meet in Missouri Transfer

1a. What strategic priority does this program address?

Customer Centric

1b. What does this program do?

This is the General Revenue transfer that provides funding to the Major Economic Convention Event in Missouri Fund more commonly referred to as the Meet in Missouri Act. The authority for this program is provided for in Section 620.1620, RSMo. This General Revenue transfer took place for the first time in FY2020. See the Program Description Form for the Meet in Missouri Program for an explanation of this program and how it contributes to tourism-related economic development.

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

This is a GR transfer. Please refer to the Program Description for the **Meet in Missouri Program**.

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

This is a GR transfer. Please refer to the Program Description for the **Meet in Missouri Program**.

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

This is a GR transfer. Please refer to the Program Description for the **Meet in Missouri Program**.

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

This is a GR transfer. Please refer to the Program Description for the **Meet in Missouri Program**.

PROGRAM DESCRIPTION

Department: Economic Development

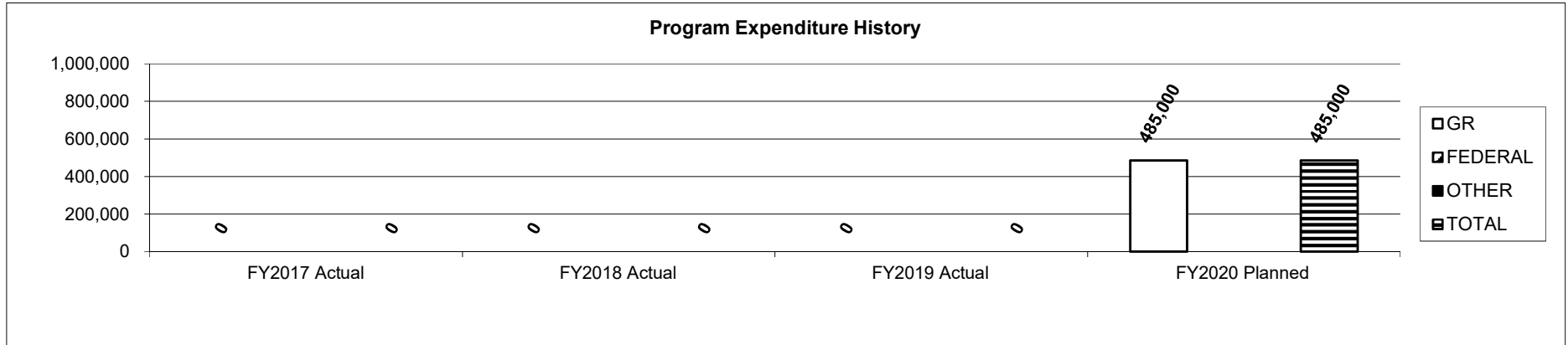
HB Section(s):

7.126

Program Name: Meet in Missouri Transfer

Program is found in the following core budget(s): Meet in Missouri Transfer

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



FY2020 Planned GR Transfer reflects 3% Governor's Reserve.

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

N/A

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

Section 620.1620, RSMo.

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

No

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

No

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42470C
Division:	Missouri Housing Development Commission		
Core:	Missouri Housing Development Commission - Missouri Housing Trust Fund	HB Section	7.130

1. CORE FINANCIAL SUMMARY

	FY 2021 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	4,450,000	4,450,000
TRF	0	0	0	0
Total	0	0	4,450,000	4,450,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	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 Housing Trust Fund (0254)

	FY 2021 Governor's Recommendation			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	4,450,000	4,450,000
TRF	0	0	0	0
Total	0	0	4,450,000	4,450,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	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 Housing Trust Fund (0254)

2. CORE DESCRIPTION

Pursuant to Missouri statutory law (59.319, RSMo), upon the recording of certain instruments, \$3 dollars shall be charged and collected by every recorder of deeds office and forwarded monthly to the Director of Revenue for deposit in the state treasury and credited to the Missouri Housing Trust Fund ("MHTF"). At the conclusion of each statutory year, pursuant to Missouri statutory law (215.034.1, RSMo), the State Treasurer allocates all moneys in the MHTF to the Missouri Housing Development Commission. By statute (215.036, RSMo), the Missouri Housing Trust Fund ("MHTF") exists to financially assist the development of housing stock and to provide housing assistance to low-income persons and families.

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

Missouri Housing Development Commission

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42470C
Division:	Missouri Housing Development Commission		
Core:	Missouri Housing Development Commission - Missouri Housing Trust Fund	HB Section	7.130

4. FINANCIAL HISTORY

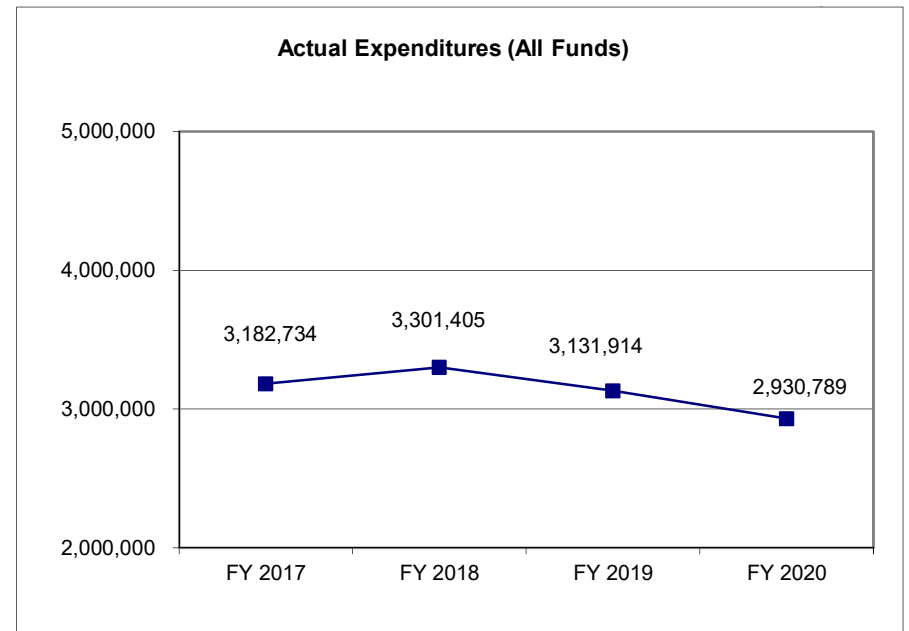
	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	4,450,000	4,450,000	4,450,000	4,450,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	4,450,000	4,450,000	4,450,000	4,450,000
Actual Expenditures (All Funds)	3,182,734	3,301,405	3,131,914	2,930,789
Unexpended (All Funds)	1,267,266	1,148,595	1,318,086	1,519,211
Unexpended, by Fund:				
General Revenue	0	0	0	
Federal	0	0	0	
Other	1,267,266	1,148,595	1,318,086	1,519,211
	(1)	(2)	(3)	(4)

*Restricted amount is as of: _____

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

NOTES:

- (1) Unexpended reflects the difference between the appropriation and actual fees collected.
- (2) Unexpended reflects the difference between the appropriation and actual fees collected. FY18 includes interest on the monies held.
- (3) Unexpended reflects the difference between the appropriation and actual fees collected.
- (4) FY2020 data reflects the amount transferred on July 19, 2019 for the FY20 funding cycle. Unexpended reflects the difference between the appropriation and actual fees collected.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MISSOURI HOUSING TRUST**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	4,450,000	4,450,000	
	Total	0.00	0	0	4,450,000	4,450,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	4,450,000	4,450,000	
	Total	0.00	0	0	4,450,000	4,450,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	4,450,000	4,450,000	
	Total	0.00	0	0	4,450,000	4,450,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI HOUSING TRUST								
CORE								
PROGRAM-SPECIFIC								
MO HOUSING TRUST	3,131,914	0.00	4,450,000	0.00	4,450,000	0.00	4,450,000	0.00
TOTAL - PD	3,131,914	0.00	4,450,000	0.00	4,450,000	0.00	4,450,000	0.00
TOTAL	3,131,914	0.00	4,450,000	0.00	4,450,000	0.00	4,450,000	0.00
GRAND TOTAL	\$3,131,914	0.00	\$4,450,000	0.00	\$4,450,000	0.00	\$4,450,000	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
MISSOURI HOUSING TRUST								
CORE								
PROGRAM DISTRIBUTIONS	3,131,914	0.00	4,450,000	0.00	4,450,000	0.00	4,450,000	0.00
TOTAL - PD	3,131,914	0.00	4,450,000	0.00	4,450,000	0.00	4,450,000	0.00
GRAND TOTAL	\$3,131,914	0.00	\$4,450,000	0.00	\$4,450,000	0.00	\$4,450,000	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$3,131,914	0.00	\$4,450,000	0.00	\$4,450,000	0.00	\$4,450,000	0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.130

Program Name: Missouri Housing Trust Fund

Program is found in the following core budget(s): Missouri Housing Development Commission

1a. What strategic priority does this program address?

Data Driven, Customer Centric, Regionally Targeted, One Team

1b. What does this program do?

- The Missouri Housing Trust Fund ("MHTF") works in collaboration with other programs to reduce, eliminate and prevent homelessness.
- The MHTF was created to financially assist the development of housing stock and to provide housing assistance to low-income persons and families.
- As the statutorily designated administrator of the MHTF, the Missouri Housing Development Commission ("MHDC") utilizes a competitive application process to grant funds to agencies, typically non-profits, that provide direct assistance to low-income persons and families; including rent and utility assistance, and home repairs/modifications.

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

Number of Households Served

MHDC Programs	FY2017		FY2018		FY2019*		FY2020	FY2021	FY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Emergency Assistance	1,578	659	905	966	981		991	1,001	1,011
Rental Assistance	952	428	557	732	529		534	539	545
Home Repair/Modification	86	135	171	64	100		101	102	103
Grand Total	2,616	1,222	1,633	1,762	1,610		1,626	1,642	1,659
Amount of Funds Leveraged	\$47.8M	\$54.6M	\$55M	\$65.4M	\$54.9M		\$56.3M	\$56.9M	\$57.4M

Note 1: Table depicts the number of households prevented from becoming or remaining homeless as a result of assistance received from the MHTF.

Note 2: There was a shift from FY2016 to FY2017 from reporting "instances of assistance" to "households assisted"; this is the reason for the substantial difference in FY2017 projected numbers and the actual numbers reported.

Note 3: *Actual data for FY2019 will be available in August 2020.

Note 4: Program projections for FY2019, FY2020, FY2021 and FY2022 are based on FY2017 actual data with an assumption of moderate annual growth. "Funds leveraged" projections based on average of FY2017 and FY2018 actual data.

PROGRAM DESCRIPTION

Department: Economic Development

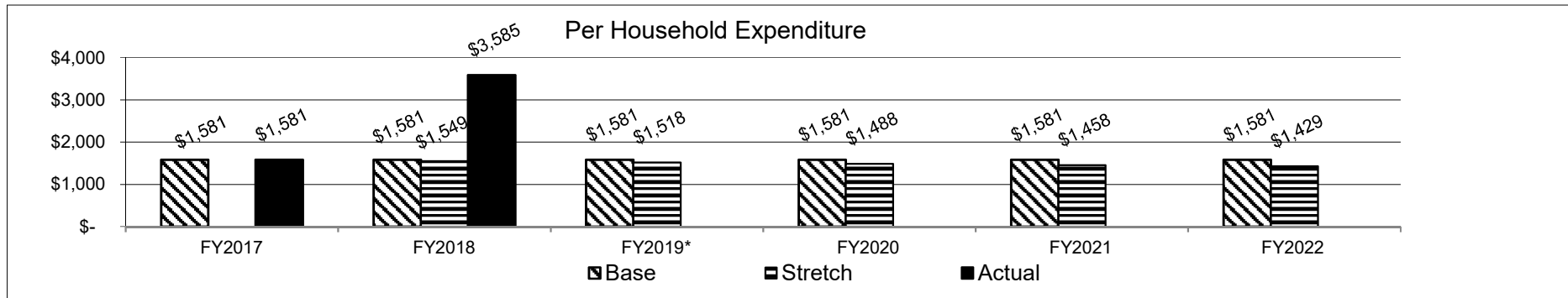
HB Section(s):

7.130

Program Name: Missouri Housing Trust Fund

Program is found in the following core budget(s): Missouri Housing Development Commission

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



Note 1: "Per Household Expenditure" refers to the amount of MHTF funds utilized each time a household received Rental Assistance, Emergency Assistance and/or Home Repair Assistance through the MHTF program.

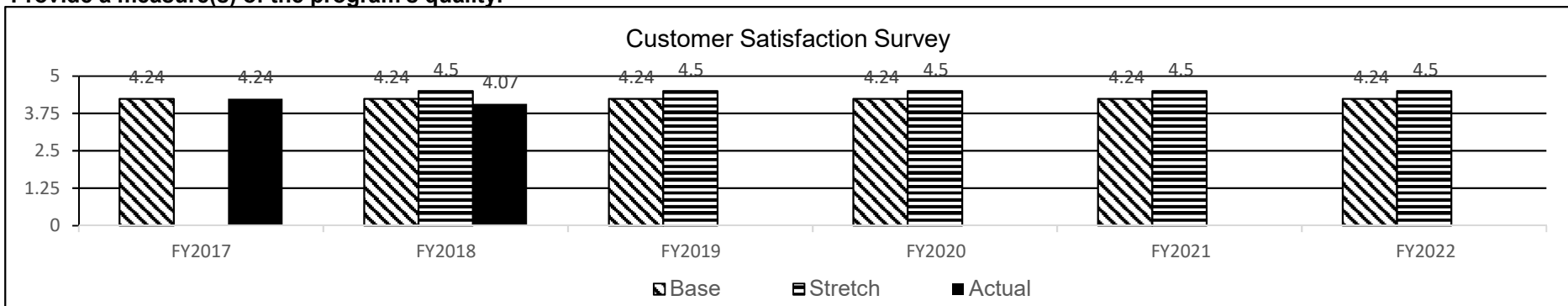
Note 2: There was a shift from FY2016 to FY2017 from reporting "instances of assistance" to "households assisted".

Note 3: Base target is calculated by using 2017 actual per household expenditures (Rental Assistance, Emergency Assistance and Home Repair Assistance) divided by the number of households served. Stretch is calculated based on a 2 percent decrease in household expenditure.

Note 4: *FY2019 actual data available August 2020.

Note 5: Due to the federally declared disaster 2018 Home Repair agencies utilized more MHTF dollars per household with fewer cases of assistance than previous years causing a 44 percent increase in per household expenditure from 2017.

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



Note 1: "Customer" refers to organizations (grantees) which received MHTF monies for the current FY2019 grant year.

Note 2: The MHTF Annual Survey consists of a set of five satisfaction questions on a five-point weighted scale. The survey is sent to current FY2019 grantees.

Note 3: Base target set as FY2017 actual data as benchmark. Stretch target set as a .25 point increase.

PROGRAM DESCRIPTION

Department: Economic Development

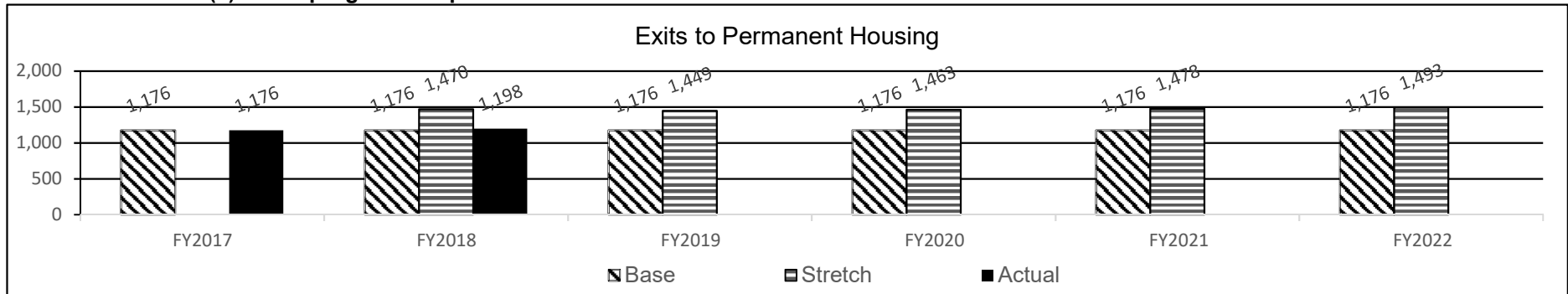
HB Section(s):

7.130

Program Name: Missouri Housing Trust Fund

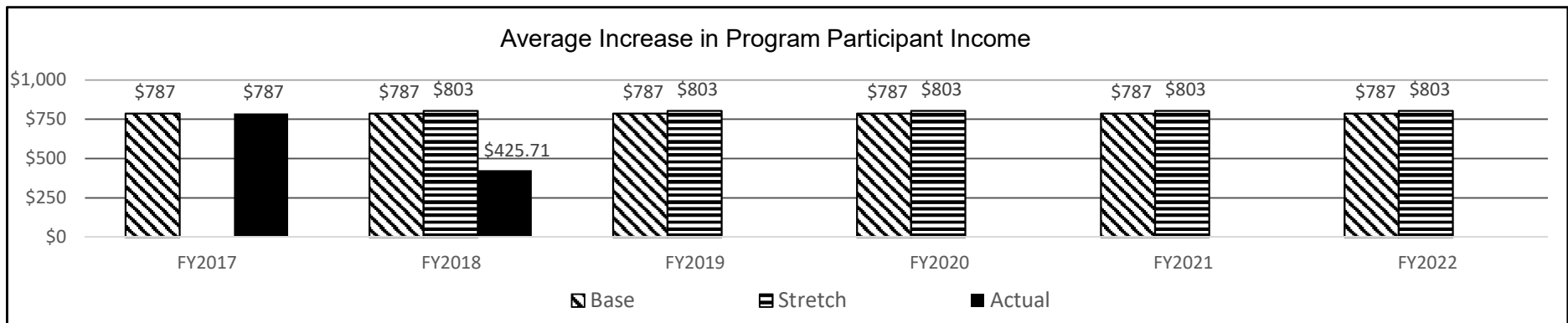
Program is found in the following core budget(s): Missouri Housing Development Commission

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



Note 1: "Exits to Permanent Housing" refers to the number of households that obtained or maintained permanent housing after exiting the MHTF program.

Note 2: Base target is set at the FY2017 actual data. Stretch target is calculated at 90 percent of the projected households assisted detailed in 2a.



Note 1: "Increase in Program Participant Income" refers to an increase in either earned income or connection to other mainstream resources (i.e., SSI, SSDI, etc.) as a result of participating in the MHTF program.

Note 2: Collection of the increase in program participant income began during the FY2017 grant year. Base target is set at the FY2017 actual data benchmark. Stretch target is calculated with a modest 2 percent increase.

Note 3: Based on the response to the federally declared disaster, the number of households served with Emergency Assistance funds increased from FY2017.

PROGRAM DESCRIPTION

Department: Economic Development

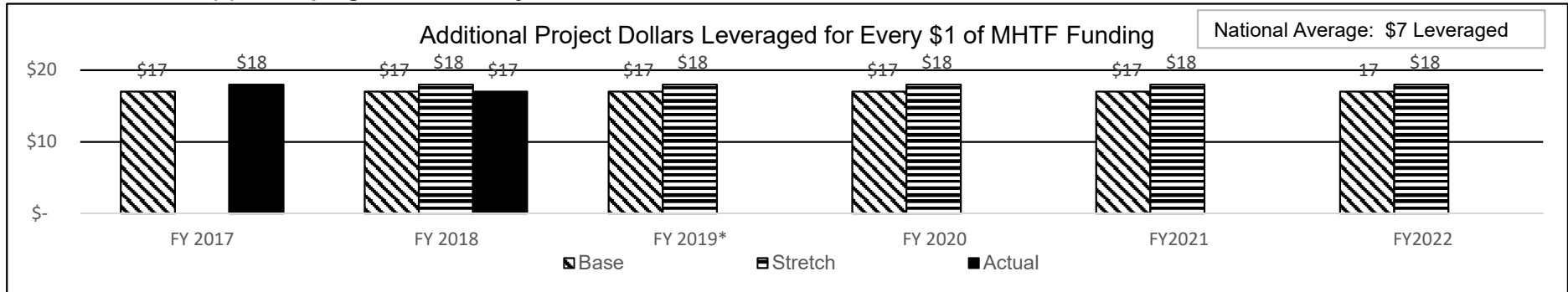
HB Section(s):

7.130

Program Name: Missouri Housing Trust Fund

Program is found in the following core budget(s): Missouri Housing Development Commission

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

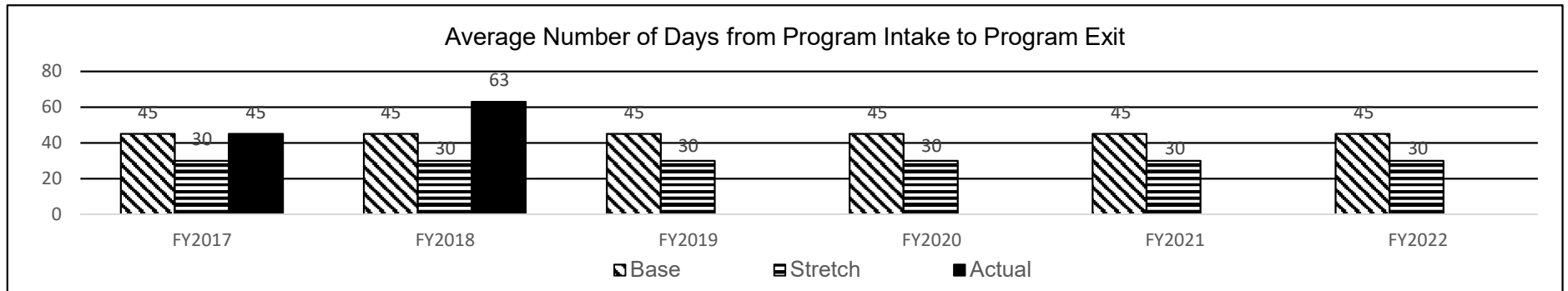


Note 1: MHDC is able to assist a larger number of individuals than would otherwise be possible by successfully leveraging the state dollars with other funds.

Note 2: *Actual data for FY2019 will be available August 2020.

Note 3: Base targets calculated as the average of FY2016 and 2017 Actuals. Stretch is set to match FY2017 actual funds leveraged, which was a strong year at well above the national average.

Note 4: National average as reported in the 2016 Housing Trust Fund Survey Report published by the Center for Community Change.



Note 1: "Program Exit" refers to the date the program participant is no longer receiving MHTF assistance.

Note 2: Base target set at FY2017 actual data as a benchmark. Stretch target set at the federal performance measure benchmark of 30 days.

Note 3: The federally declared disaster resulted in longer periods of assistance.

PROGRAM DESCRIPTION

Department: Economic Development

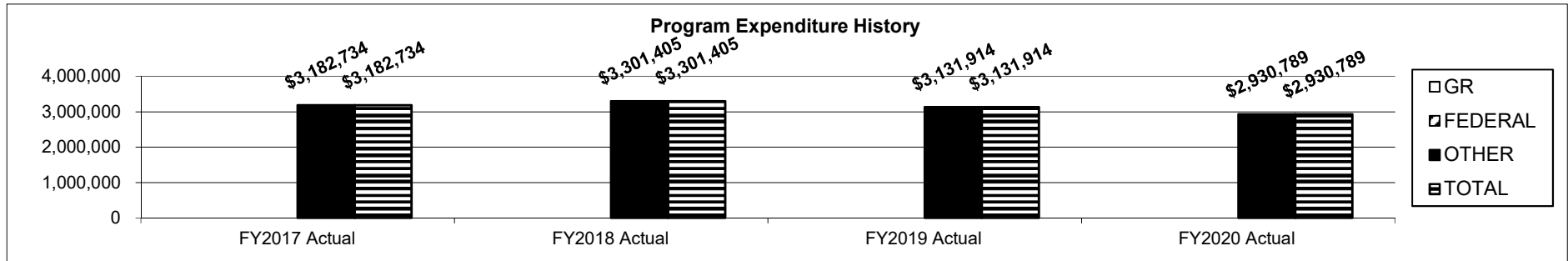
HB Section(s):

7.130

Program Name: Missouri Housing Trust Fund

Program is found in the following core budget(s): Missouri Housing Development Commission

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



Note: FY2020 Actual reflects the actual amount transferred from the State Treasurer's office on July 19, 2019 for the FY2020 funding cycle.

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

Missouri Housing Trust Fund (0254) is funded with \$3 dollars charged and collected by every recorder of deeds office pursuant to 59.319 RSMo.

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

Section 59.319, RSMo and Sections 215.034 - 215.039, RSMo.

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

No.

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

No.

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	41910C
Division:	Administration		
Core:	Administration	HB Section	7.135

1. CORE FINANCIAL SUMMARY

	FY 2021 Budget Request					FY 2021 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	827,269	50,383	282,208	1,159,860	PS	827,269	50,383	282,208	1,159,860
EE	97,719	1,777	190,721	290,217	EE	97,719	1,777	190,721	290,217
PSD	0	0	12,001	12,001	PSD	0	0	12,001	12,001
TRF	0	0	0	0	TRF	0	0	0	0
Total	924,988	52,160	484,930	1,462,078	Total	924,988	52,160	484,930	1,462,078
FTE	10.89	1.00	3.65	15.54	FTE	10.89	1.00	3.65	15.54

Est. Fringe	413,244	29,735	140,090	568,306
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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: Administrative Revolving Fund (0547)

Notes:

Other Funds: Administrative Revolving Fund (0547)

Notes:

2. CORE DESCRIPTION

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

Other funds represents the DED Administrative Revolving Fund (0547). This fund was established by RSMo 620.015 and consists of any monies transferred or paid to the Department of Economic Development in return for goods and services provided by the department.

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

Administration Services and Support

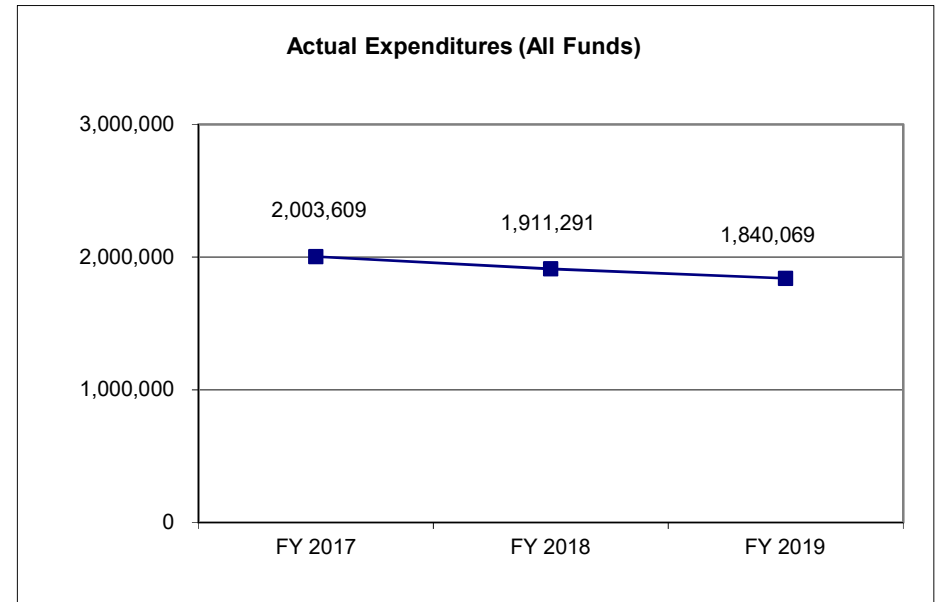
CORE DECISION ITEM

Department: Economic Development
Division: Administration
Core: Administration

Budget Unit 41910C
HB Section 7.135

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	3,190,810	3,140,655	3,153,835	1,462,078
Less Reverted (All Funds)	(14,192)	(13,680)	(13,764)	(27,750)
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	3,176,618	3,126,975	3,140,071	1,434,328
Actual Expenditures (All Funds)	2,003,609	1,911,291	1,840,069	N/A
Unexpended (All Funds)	1,173,009	1,215,684	1,300,002	N/A
Unexpended, by Fund:				
General Revenue	50,384	66,567	29,825	N/A
Federal	818,464	802,783	679,630	N/A
Other	304,161	346,334	590,547	N/A
	(1)	(1)	(1)	(2)



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

NOTES: (1) The lapse in General Revenue is the result of various vacancies that occurred throughout the year. The lapse in Other Funds includes \$12,000 refund appropriation.
 (2) Federal funds are no longer available as the Division of Workforce Development transferred to the Department of Higher Education.

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT ADMINISTRATIVE SERVICES

5. CORE RECONCILIATION DETAIL

				Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES										
				PS	15.54	827,269	50,383	357,208	1,234,860	
				EE	0.00	97,719	1,777	115,721	215,217	
				PD	0.00	0	0	12,001	12,001	
				Total	15.54	924,988	52,160	484,930	1,462,078	
DEPARTMENT CORE ADJUSTMENTS										
Core Reallocation	2088	1018		PS	(0.00)	0	0	0	(0)	Budget closer to actuals
Core Reallocation	2088	3614		PS	0.00	0	0	(36,735)	(36,735)	Budget closer to actuals
Core Reallocation	2088	3612		PS	0.00	0	0	0	(0)	Budget closer to actuals
Core Reallocation	2344	3614		PS	0.00	0	0	(38,265)	(38,265)	Reallocate from PS to E&E
Core Reallocation	2344	2174		EE	0.00	0	0	75,000	75,000	Reallocate from PS to E&E
NET DEPARTMENT CHANGES					0.00	0	0	0	0	
DEPARTMENT CORE REQUEST										
				PS	15.54	827,269	50,383	282,208	1,159,860	
				EE	0.00	97,719	1,777	190,721	290,217	
				PD	0.00	0	0	12,001	12,001	
				Total	15.54	924,988	52,160	484,930	1,462,078	
GOVERNOR'S RECOMMENDED CORE										
				PS	15.54	827,269	50,383	282,208	1,159,860	
				EE	0.00	97,719	1,777	190,721	290,217	
				PD	0.00	0	0	12,001	12,001	
				Total	15.54	924,988	52,160	484,930	1,462,078	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ADMINISTRATIVE SERVICES								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	367,378	5.96	827,269	10.89	827,269	10.89	827,269	10.89
DED-ED PRO-CDBG-ADMINISTRATION	29,489	0.62	50,383	1.00	50,383	1.00	50,383	1.00
DIV JOB DEVELOPMENT & TRAINING	765,465	13.13	0	0.00	0	0.00	0	0.00
DED ADMINISTRATIVE	498,910	8.09	357,208	3.65	282,208	3.65	282,208	3.65
TOTAL - PS	1,661,242	27.80	1,234,860	15.54	1,159,860	15.54	1,159,860	15.54
EXPENSE & EQUIPMENT								
GENERAL REVENUE	47,829	0.00	97,719	0.00	97,719	0.00	97,719	0.00
DED-ED PRO-CDBG-ADMINISTRATION	212	0.00	1,777	0.00	1,777	0.00	1,777	0.00
DIV JOB DEVELOPMENT & TRAINING	67,586	0.00	0	0.00	0	0.00	0	0.00
DED ADMINISTRATIVE	60,933	0.00	115,721	0.00	190,721	0.00	190,721	0.00
TOTAL - EE	176,560	0.00	215,217	0.00	290,217	0.00	290,217	0.00
PROGRAM-SPECIFIC								
DED ADMINISTRATIVE	2,267	0.00	12,001	0.00	12,001	0.00	12,001	0.00
TOTAL - PD	2,267	0.00	12,001	0.00	12,001	0.00	12,001	0.00
TOTAL	1,840,069	27.80	1,462,078	15.54	1,462,078	15.54	1,462,078	15.54
Pay Plan - 0000012								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	0	0.00	8,396	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	0	0.00	0	0.00	512	0.00
DED ADMINISTRATIVE	0	0.00	0	0.00	0	0.00	2,881	0.00
TOTAL - PS	0	0.00	0	0.00	0	0.00	11,789	0.00
TOTAL	0	0.00	0	0.00	0	0.00	11,789	0.00
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	12,224	0.00	12,224	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	0	0.00	745	0.00	745	0.00

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ADMINISTRATIVE SERVICES								
Pay Plan FY20-Cost to Continue - 0000013								
PERSONAL SERVICES								
DED ADMINISTRATIVE	0	0.00	0	0.00	5,903	0.00	5,903	0.00
TOTAL - PS	0	0.00	0	0.00	18,872	0.00	18,872	0.00
TOTAL	0	0.00	0	0.00	18,872	0.00	18,872	0.00
GRAND TOTAL	\$1,840,069	27.80	\$1,462,078	15.54	\$1,480,950	15.54	\$1,492,739	15.54

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 41910C BUDGET UNIT NAME: Administration HOUSE BILL SECTION: 7.135	DEPARTMENT: Economic Development DIVISION: Administration
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 10% flexibility between the Personal Service and/or Expense and Equipment appropriation. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians.</p> <p>- Admin Services PS (0101) - \$827,269 x 10% = \$82,727 and Admin Services EE (0101) - \$97,719 x 10% = \$9,772 - Admin Services PS (0123) - \$50,383 x 10% = \$5,038 and Admin Services EE (0123) - \$1,777 x 10% = \$178 - Admin Services PS (0547) - \$282,208 x 10% = \$28,221 and Admin Services EE (0547) - \$190,721 x 10% = \$19,072</p>	
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
\$0	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 2019, Administrative Services flexed \$0.	In FY 2020, Administrative Services was appropriated 10% flexibility between PS and E&E appropriations. This will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ADMINISTRATIVE SERVICES								
CORE								
SR OFFICE SUPPORT ASSISTANT	2,929	0.09	34,037	1.00	0	0.00	0	0.00
ACCOUNTANT I	0	0.00	41,769	0.80	41,769	0.80	41,769	0.80
ACCOUNTANT II	47,313	1.00	49,139	1.16	49,139	1.09	49,139	1.09
BUDGET ANAL III	55,386	0.94	66,323	0.71	66,323	0.71	66,323	0.71
ACCOUNTING GENERALIST I	32,334	0.99	0	0.00	0	0.00	0	0.00
ACCOUNTING GENERALIST II	43,651	1.00	0	0.00	0	0.00	0	0.00
PERSONNEL OFFICER	144,567	3.00	44,448	1.04	44,448	1.04	44,448	1.04
PERSONNEL ANAL I	3,694	0.09	0	0.00	38,092	1.00	38,092	1.00
EXECUTIVE I	43,101	0.99	44,712	0.76	44,712	0.76	44,712	0.76
EXECUTIVE II	79,077	2.00	0	0.00	0	0.00	0	0.00
PERSONNEL CLERK	74,654	2.20	0	0.00	0	0.00	0	0.00
MARKETING SPECIALIST II	17,917	0.42	0	0.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	17,237	0.48	0	0.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	14,167	0.25	0	0.00	0	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B1	132,882	1.95	76,911	0.84	76,911	0.84	76,911	0.84
FISCAL & ADMINISTRATIVE MGR B2	3,188	0.04	83,153	0.71	83,153	0.71	83,153	0.71
HUMAN RESOURCES MGR B1	130,429	1.92	60,912	1.00	60,912	1.00	60,912	1.00
HUMAN RESOURCES MGR B2	3,188	0.04	83,794	0.81	83,794	0.81	83,794	0.81
STATE DEPARTMENT DIRECTOR	128,832	0.99	139,740	1.05	136,740	1.05	136,740	1.05
DESIGNATED PRINCIPAL ASST DEPT	338,481	5.00	83,473	1.10	89,208	2.04	89,208	2.04
DESIGNATED PRINCIPAL ASST DIV	4,967	0.04	65,923	0.01	65,923	0.01	65,923	0.01
LEGAL COUNSEL	0	0.00	634	0.19	0	0.00	0	0.00
CHIEF COUNSEL	95,374	0.88	128,786	1.02	148,115	1.68	148,115	1.68
SENIOR COUNSEL	72,883	0.96	55,352	0.66	0	0.00	0	0.00
OFFICE WORKER MISCELLANEOUS	0	0.00	12,778	0.05	0	0.00	0	0.00
DEPUTY GENERAL COUNSEL	64,049	0.79	97,799	1.00	72,783	1.42	72,783	1.42
MISCELLANEOUS TECHNICAL	0	0.00	16	0.02	1	0.00	1	0.00
MISCELLANEOUS PROFESSIONAL	1,391	0.03	636	0.06	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	109,064	1.70	45,059	0.46	57,837	0.58	57,837	0.58
SPECIAL ASST OFFICE & CLERICAL	0	0.00	9,217	0.99	0	0.00	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	487	0.01	0	0.00	0	0.00	0	0.00

DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ADMINISTRATIVE SERVICES								
CORE								
DIR OF LEGISLATIVE AFFAIRS	0	0.00	10,249	0.10	0	0.00	0	0.00
TOTAL - PS	1,661,242	27.80	1,234,860	15.54	1,159,860	15.54	1,159,860	15.54
TRAVEL, IN-STATE	29,512	0.00	15,969	0.00	16,906	0.00	16,906	0.00
TRAVEL, OUT-OF-STATE	5,973	0.00	12,408	0.00	12,790	0.00	12,790	0.00
FUEL & UTILITIES	0	0.00	2,102	0.00	2,505	0.00	2,505	0.00
SUPPLIES	34,227	0.00	20,776	0.00	28,118	0.00	28,118	0.00
PROFESSIONAL DEVELOPMENT	22,396	0.00	46,591	0.00	64,071	0.00	64,071	0.00
COMMUNICATION SERV & SUPP	23,863	0.00	32,535	0.00	43,327	0.00	43,327	0.00
PROFESSIONAL SERVICES	45,601	0.00	48,791	0.00	69,454	0.00	69,454	0.00
HOUSEKEEPING & JANITORIAL SERV	65	0.00	438	0.00	658	0.00	658	0.00
M&R SERVICES	3,726	0.00	4,757	0.00	6,693	0.00	6,693	0.00
MOTORIZED EQUIPMENT	0	0.00	501	0.00	761	0.00	761	0.00
OFFICE EQUIPMENT	1,156	0.00	7,232	0.00	9,700	0.00	9,700	0.00
OTHER EQUIPMENT	2,966	0.00	8,417	0.00	11,758	0.00	11,758	0.00
PROPERTY & IMPROVEMENTS	0	0.00	238	0.00	328	0.00	328	0.00
BUILDING LEASE PAYMENTS	1,600	0.00	496	0.00	720	0.00	720	0.00
EQUIPMENT RENTALS & LEASES	320	0.00	9,344	0.00	15,265	0.00	15,265	0.00
MISCELLANEOUS EXPENSES	5,155	0.00	2,158	0.00	3,238	0.00	3,238	0.00
REBILLABLE EXPENSES	0	0.00	2,464	0.00	3,925	0.00	3,925	0.00
TOTAL - EE	176,560	0.00	215,217	0.00	290,217	0.00	290,217	0.00
PROGRAM DISTRIBUTIONS	2,267	0.00	1	0.00	1	0.00	1	0.00
REFUNDS	0	0.00	12,000	0.00	12,000	0.00	12,000	0.00
TOTAL - PD	2,267	0.00	12,001	0.00	12,001	0.00	12,001	0.00
GRAND TOTAL	\$1,840,069	27.80	\$1,462,078	15.54	\$1,462,078	15.54	\$1,462,078	15.54
GENERAL REVENUE	\$415,207	5.96	\$924,988	10.89	\$924,988	10.89	\$924,988	10.89
FEDERAL FUNDS	\$862,752	13.75	\$52,160	1.00	\$52,160	1.00	\$52,160	1.00
OTHER FUNDS	\$562,110	8.09	\$484,930	3.65	\$484,930	3.65	\$484,930	3.65

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.135

Program Name: Administration

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

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

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

- The Director is appointed by the Governor and charged with overall leadership and strategic direction of the department. The Director is assisted by a Deputy Director and Executive Assistant.
- The Department General Counsel advises and consults with executive staff concerning policy, personnel, contracts, legislation, and ensures Sunshine Law compliance and program compliance.
- Human Resources supports all divisions with position recruitment, advising on personnel issues, on-boarding new staff, providing continuous improvement training to managers, and payroll services.
- Budget and Finance supports all divisions with accounting, procurement services, and budget management.

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

	FY2017 Actual	FY2018 Actual	FY2019 Projected	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Number of Financial Transactions Processed	1,741	1,807	1,748	1,862	892	892	892
Number of Corrections on Financial Transactions	33	29	29	61	15	15	15
Number of Fiscal Notes Processed	487	574	500	423	300	300	300

Note 1: These are new activity measures; therefore, there is no Projected data from previous years.

Note 2: Chart depicts financial transactions processed and Fiscal Notes processed by the DED Administration/Financial Systems unit only.

Note 3: Transactions projected to decline due to FY2020 reorganization.

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

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2021 Projected	FY2022 Projected
Customer Service Experience	N/A	N/A	82%	84%	86%	90%

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

Note 2: Survey incorporated new methodology for FY2019. Data includes 61 respondents.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

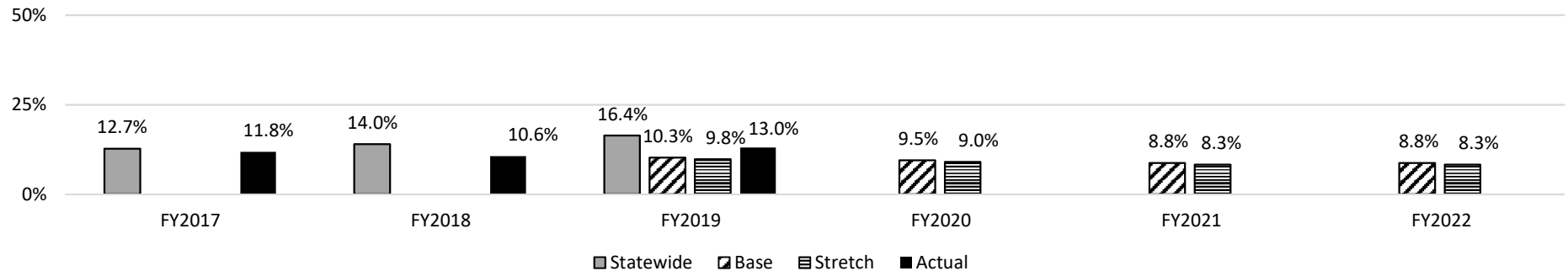
7.135

Program Name: Administration

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

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

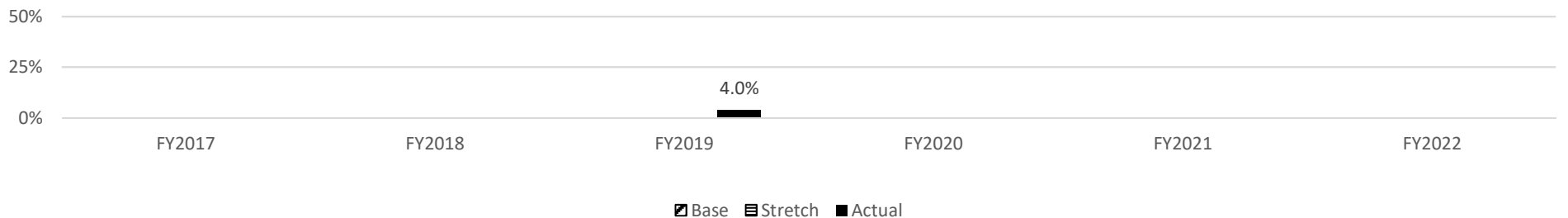
Voluntary* Employee Turnover Rate



**Depicts employees who resigned from the state or agency voluntarily. Does not include retirements, dismissals, ends of appointment or layoffs.*

Note: Demonstrates the Ability to Retain Quality Employees.

New Hire Turnover Rate within the first 18 months



Note 1: New measure; therefore, FY2017 and FY2018 data is not available.

Note 2: New Hire Turnover Rate Base and Stretch targets to be established March 1, 2021, following 18 months of statistics following department reorganization.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

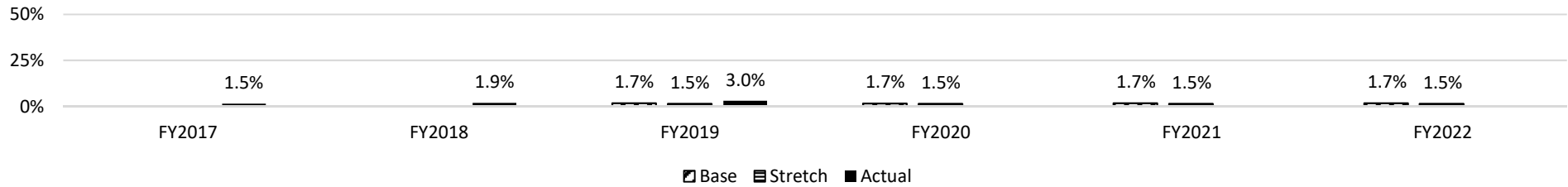
7.135

Program Name: Administration

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

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

Correction Rate on Processed Financial Documents

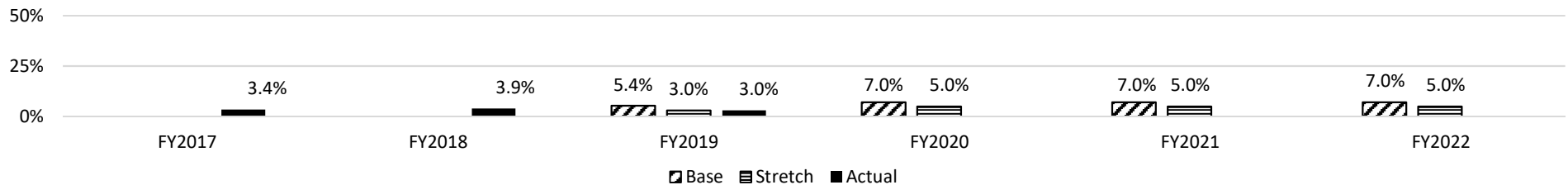


Note 1: Chart depicts correction rate on processed financial documents by the DED Administration/Financial Systems unit only (see 2a), which shows effectiveness in entering SAMII documents and processing vendor payments.

Note 2: Base reflects average of previous three years. Stretch reflects lowest percent of previous three years.

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

Ratio of Administrative Expenses to Total DED Expenses



Note 1: Results for FY2017-FY2019 reflect results prior to the Department's reorganization.

Note 2: Base targets for FY2020-FY2022 reflect the revised PS and E&E budgets for the DED reorganization from ~ \$58M to \$21M.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

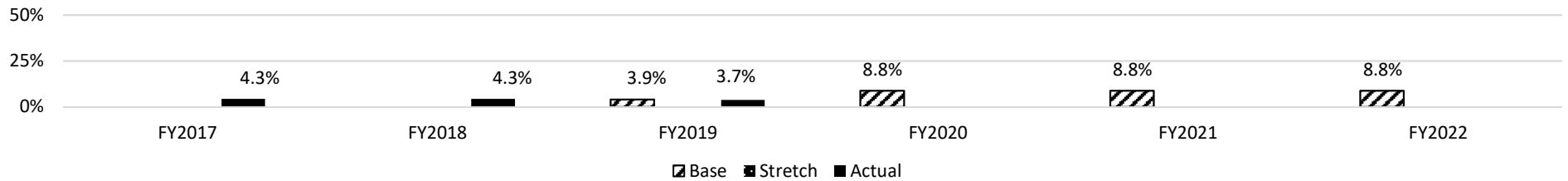
7.135

Program Name: Administration

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

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

Ratio of Administrative Employees to Total DED Employees



Note 1: Results for FY2017-FY2019 reflect results prior to the Department's reorganization.

Note 2: Base targets for FY2020-FY2022 reflect the revised FTE numbers for the DED reorganization from 862.71 to 177.6. Through the reorganization, DED will greatly increase its economic development focus.

Note 3: Department FTE based on the reorganization totals 177.6. Administration Division FTE totals 15.5.

PROGRAM DESCRIPTION

Department: Economic Development

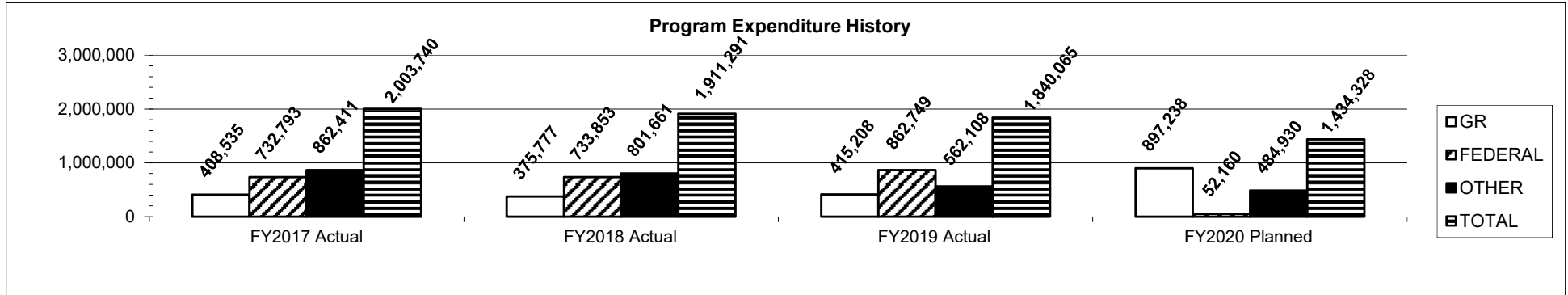
HB Section(s):

7.135

Program Name: Administration

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

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



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

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

Administrative Services Revolving Fund (0547)

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

Section 620.010, RSMo, establishes the Department of Economic Development and its divisions. Section 620.015, RSMo (DED Administrative Revolving Fund); Federal statutory citation: 29 USC 1 (BLS authorizing legislation) and 29 USC 49 et. seq., as amended (the Wagner-Peyser Act as amended by the Workforce Investment Act of 1998 [P.L. 105-220]). Catalog of Federal Domestic Assistance program number is 17.002 for LMI.

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

No.

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

No.

CORE DECISION ITEM

Department: Economic Development	Budget Unit 41930C
Division: Administration	
Core: Transfers to Administrative Services Revolving Fund	HB Section 7.140

1. CORE FINANCIAL SUMMARY

	FY 2021 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	162,974	162,974
Total	0	0	162,974	162,974

FTE	0.00	0.00	0.00	0.00
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Est. Fringe	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: Tourism Supplemental Revenue Fund (0274)

Notes:

	FY 2021 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	162,974	162,974
Total	0	0	162,974	162,974

FTE	0.00	0.00	0.00	0.00
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Est. Fringe	0	0	0	0
--------------------	---	---	---	---

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

Other Funds: Tourism Supplemental Revenue Fund (0274)

Notes:

2. CORE DESCRIPTION

These transfers allow for reimbursement to the Administration Division for providing resources and support to the divisions as part of the cost allocation plan. Administration is comprised of numerous units and support sections including the director's office, general counsel, financial systems, budget, and human resources.

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

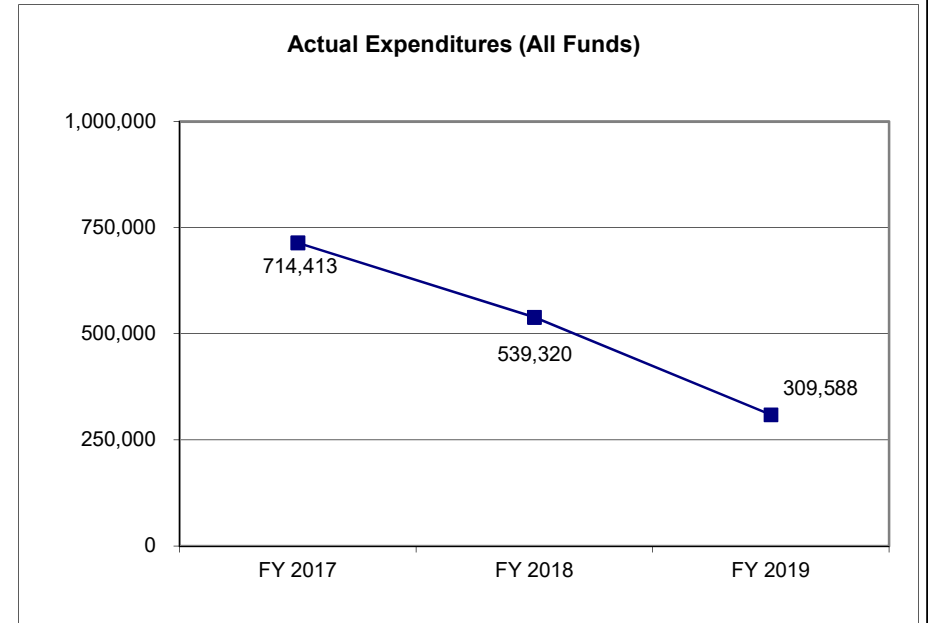
Transfers to Administrative Services

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	41930C
Division:	Administration		
Core:	Transfers to Administrative Services Revolving Fund	HB Section	7.140

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY2020 Current Yr.
Appropriation (All Funds)	1,684,366	1,684,366	1,684,366	162,974
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	1,684,366	1,684,366	1,684,366	162,974
Actual Expenditures (All Funds)	714,413	539,320	309,588	N/A
Unexpended (All Funds)	969,953	1,145,046	1,374,778	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	821,184	984,526	1,008,576	N/A
Other	148,769	160,520	366,202	N/A
			(1)	



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

NOTES: (1) Several division transfers moved to new departments as result of DED's reorganization in FY2020 budget.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ADMIN SERVICES-TRANSFER**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	0	0	162,974	162,974	
	Total	0.00	0	0	162,974	162,974	
DEPARTMENT CORE REQUEST							
	TRF	0.00	0	0	162,974	162,974	
	Total	0.00	0	0	162,974	162,974	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	0	0	162,974	162,974	
	Total	0.00	0	0	162,974	162,974	

DED - BRASS REPORT 9

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ADMIN SERVICES-TRANSFER								
CORE								
FUND TRANSFERS								
ENERGY FEDERAL	8,770	0.00	0	0.00	0	0.00	0	0.00
MO ARTS COUNCIL TRUST	19,114	0.00	0	0.00	0	0.00	0	0.00
DIVISION OF TOURISM SUPPL REV	67,322	0.00	162,974	0.00	162,974	0.00	162,974	0.00
MANUFACTURED HOUSING FUND	8,449	0.00	0	0.00	0	0.00	0	0.00
PUBLIC SERVICE COMMISSION	202,771	0.00	0	0.00	0	0.00	0	0.00
ENERGY SET-ASIDE PROGRAM	3,162	0.00	0	0.00	0	0.00	0	0.00
TOTAL - TRF	309,588	0.00	162,974	0.00	162,974	0.00	162,974	0.00
TOTAL	309,588	0.00	162,974	0.00	162,974	0.00	162,974	0.00
GRAND TOTAL	\$309,588	0.00	\$162,974	0.00	\$162,974	0.00	\$162,974	0.00

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DED - BRASS REPORT 10

DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
ADMIN SERVICES-TRANSFER								
CORE								
TRANSFERS OUT	309,588	0.00	162,974	0.00	162,974	0.00	162,974	0.00
TOTAL - TRF	309,588	0.00	162,974	0.00	162,974	0.00	162,974	0.00
GRAND TOTAL	\$309,588	0.00	\$162,974	0.00	\$162,974	0.00	\$162,974	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
FEDERAL FUNDS	\$8,770	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$300,818	0.00	\$162,974	0.00	\$162,974	0.00	\$162,974	0.00

PROGRAM DESCRIPTION	
Department: <u>Economic Development</u>	HB Section(s): <u>7.140</u>
Program Name: <u>Transfers to Administrative Services Revolving Fund</u>	
Program is found in the following core budget(s): <u>Transfers to Administrative Services Revolving Fund</u>	
<p>1a. What strategic priority does this program address?</p> <p style="margin-left: 20px;">Laser Focused, Data Driven, Customer Centric, One Team</p> <p>1b. What does this program do?</p> <p style="margin-left: 20px;">These transfers allow for reimbursement to the Administration Division for providing resources and support to the divisions as part of the cost allocation plan. Administration is comprised of numerous units and support sections including the director's office, general counsel, financial systems, budget, and human resources.</p> <p style="margin-left: 20px;">No performance measures are included for this program as it is Transfer Out and performance measures can be found in the DED Administration Core.</p> <p>2a. Provide an activity measure(s) for the program.</p> <p style="margin-left: 20px;">N/A</p> <p>2b. Provide a measure(s) of the program's quality.</p> <p style="margin-left: 20px;">N/A</p> <p>2c. Provide a measure(s) of the program's impact.</p> <p style="margin-left: 20px;">N/A</p> <p>2d. Provide a measure(s) of the program's efficiency.</p> <p style="margin-left: 20px;">N/A</p>	

PROGRAM DESCRIPTION

Department: Economic Development

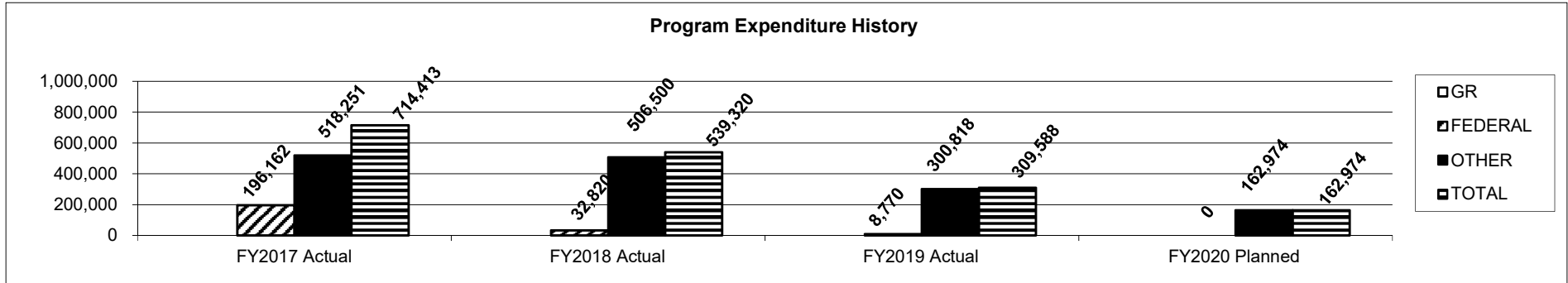
HB Section(s):

7.140

Program Name: Transfers to Administrative Services Revolving Fund

Program is found in the following core budget(s): Transfers to Administrative Services Revolving Fund

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



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

Transfer from various funds: Tourism Supplemental Revenue (0274), Manufactured Housing (0582), Public Service Commission (0607), MO Arts Council Trust Fund (0262), and Energy Set-aside Program (0667). Only 0274 remains in FY2020 Planned.

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

620.015, RSMo for DED Administrative Revolving Fund.

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

No.

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

No.

CORE DECISION ITEM

Department Economic Development Division: Core: Legal Expense Fund Transfer	Budget Unit 42636C HB Section 7.145																																																																																										
1. CORE FINANCIAL SUMMARY																																																																																											
<table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th colspan="4" style="text-align: center; border-bottom: 1px solid black;">FY 2021 Budget Request</th> </tr> <tr> <th></th> <th style="text-align: center;">GR</th> <th style="text-align: center;">Federal</th> <th style="text-align: center;">Other</th> <th style="text-align: center;">Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>EE</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>PSD</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>TRF</td> <td style="text-align: center;">1</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Total</td> <td style="text-align: center; border-top: 1px solid black; border-bottom: 3px double black;">1</td> <td style="text-align: center; border-top: 1px solid black; border-bottom: 3px double black;">0</td> <td style="text-align: center; border-top: 1px solid black; border-bottom: 3px double black;">0</td> <td style="text-align: center; border-top: 1px solid black; border-bottom: 3px double black;">1</td> </tr> <tr> <td>FTE</td> <td style="text-align: center;">0.00</td> <td style="text-align: center;">0.00</td> <td style="text-align: center;">0.00</td> <td style="text-align: center;">0.00</td> </tr> </tbody> </table> <table style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <tr> <td style="border: 1px solid black; padding: 2px;">Est. 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Fringe	0	0	0	0	<table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th colspan="4" style="text-align: center; border-bottom: 1px solid black;">FY 2021 Governor's Recommendation</th> </tr> <tr> <th></th> <th style="text-align: center;">GR</th> <th style="text-align: center;">Federal</th> <th style="text-align: center;">Other</th> <th style="text-align: center;">Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>EE</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>PSD</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>TRF</td> <td style="text-align: center;">1</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Total</td> <td style="text-align: center; border-top: 1px solid black; border-bottom: 3px double black;">1</td> <td style="text-align: center; border-top: 1px solid black; border-bottom: 3px double black;">0</td> <td style="text-align: center; border-top: 1px solid black; border-bottom: 3px double black;">0</td> <td style="text-align: center; border-top: 1px solid black; border-bottom: 3px double black;">1</td> </tr> <tr> <td>FTE</td> <td style="text-align: center;">0.00</td> <td style="text-align: center;">0.00</td> <td style="text-align: center;">0.00</td> <td style="text-align: center;">0.00</td> </tr> </tbody> </table> <table style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <tr> <td style="border: 1px solid black; padding: 2px;">Est. 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2. CORE DESCRIPTION In FY 2020, the General Assembly appropriated \$1 for transfer from the department's core budget to the State Legal Expense Fund for the payment of claims, premiums, and expenses provided by Section 105.711 through Section 105.726, RSMo. In order to fund such expenses, the General Assembly also authorized three percent flexibility from the department's operating budget into the \$1 transfer appropriation.																																																																																											
3. PROGRAM LISTING (list programs included in this core funding) N/A																																																																																											

CORE DECISION ITEM

Department Economic Development	Budget Unit 42636C
Division:	
Core: Legal Expense Fund Transfer	HB Section 7.145

4. FINANCIAL HISTORY

	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Current Yr.
Appropriation (All Funds)	0	1	1	1
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	1	1	1
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	0	1	1	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

(1)

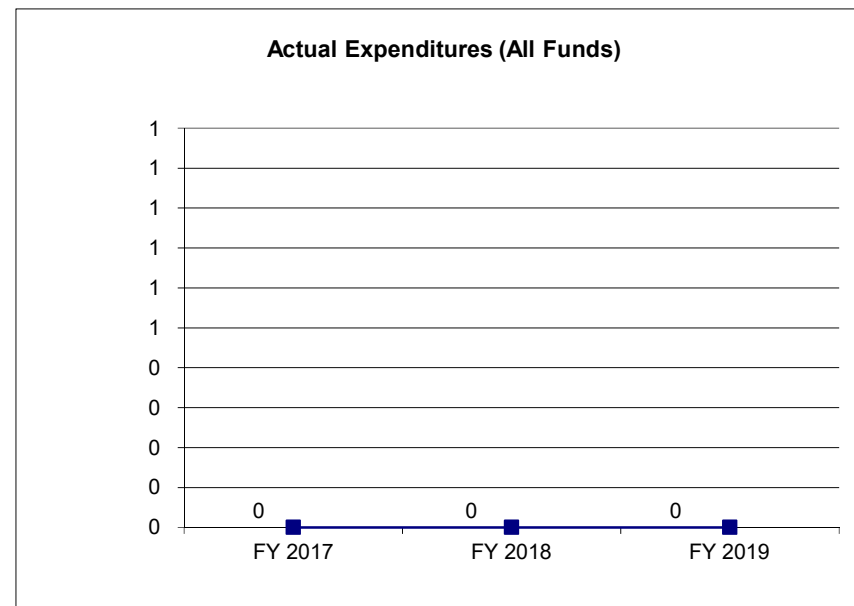
*Current Year restricted amount is as of _____.

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

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

NOTES:

(1) FY 2018 is the first year for this appropriation. There have been no expenditures from this core.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
DED LEGAL EXPENSE FUND TRF**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	1	0	0	1	
	Total	0.00	1	0	0	1	
DEPARTMENT CORE REQUEST							
	TRF	0.00	1	0	0	1	
	Total	0.00	1	0	0	1	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	1	0	0	1	
	Total	0.00	1	0	0	1	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
DED LEGAL EXPENSE FUND TRF								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	1	0.00	1	0.00	1	0.00
TOTAL - TRF	0	0.00	1	0.00	1	0.00	1	0.00
TOTAL	0	0.00	1	0.00	1	0.00	1	0.00
GRAND TOTAL	\$0	0.00	\$1	0.00	\$1	0.00	\$1	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2019	FY 2019	FY 2020	FY 2020	FY 2021	FY 2021	FY 2021	FY 2021
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	GOV REC	GOV REC
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE
DED LEGAL EXPENSE FUND TRF								
CORE								
TRANSFERS OUT	0	0.00	1	0.00	1	0.00	1	0.00
TOTAL - TRF	0	0.00	1	0.00	1	0.00	1	0.00
GRAND TOTAL	\$0	0.00	\$1	0.00	\$1	0.00	\$1	0.00
GENERAL REVENUE	\$0	0.00	\$1	0.00	\$1	0.00	\$1	0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00	\$0	0.00