



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

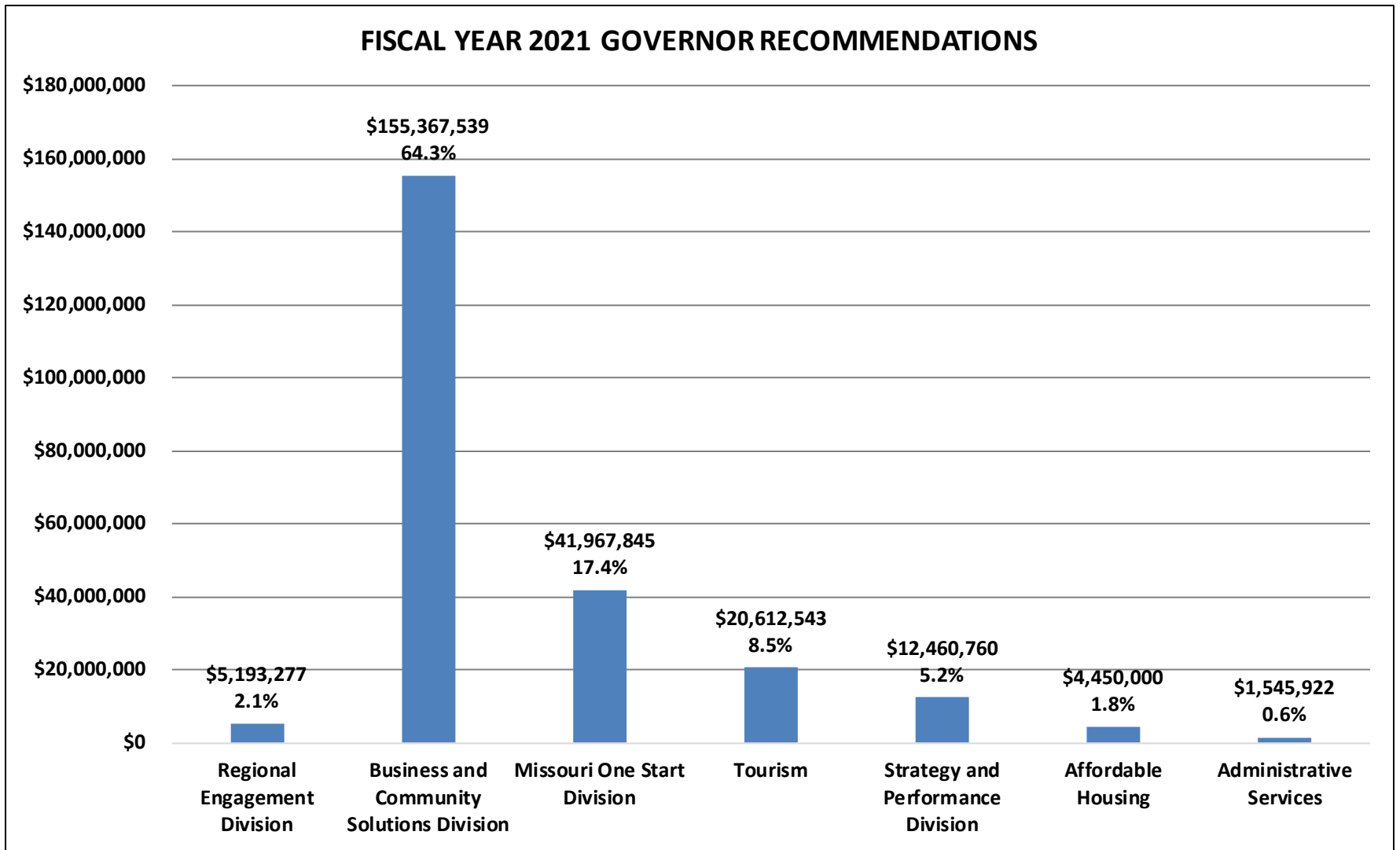
The Missouri Housing Development Commission provides financing for the construction of affordable housing and funding for home loans.

DEPARTMENT OF ECONOMIC DEVELOPMENT

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 REQUEST	FY 2021 GOVERNOR RECOMMENDS
Regional Engagement Division	\$ 0	\$ 4,138,855	\$ 5,176,542	\$ 5,193,277
Business and Community Solutions Division	0	159,320,177	157,374,250	155,367,539
Missouri One Start Division	0	42,175,950	41,954,933	41,967,845
Tourism	15,268,960	21,038,826	20,586,211	20,612,543
Strategy and Performance Division	0	7,494,140	7,445,947	12,460,760
Affordable Housing	3,509,809	4,450,000	4,450,000	4,450,000
Administrative Services	1,840,069	1,453,377	1,468,950	1,545,922
Business and Community Services	80,665,464	0	0	0
Workforce Development	81,341,283	0	0	0
Energy	12,490,087	0	0	0
Utility Regulation	12,940,526	0	0	0
State Legal Expense Fund Transfer	0	1	1	1
DEPARTMENTAL TOTAL	\$ 208,056,198	\$ 240,071,326 *	\$ 238,456,834	\$ 241,597,887
General Revenue Fund	65,621,998	86,477,746	84,749,752	87,375,891
Federal Funds	105,575,525	115,585,647	115,037,187	115,070,985
Other Funds	36,858,675	38,007,933	38,669,895	39,151,011
Total Full-time Equivalent Employees	681.51	177.60	177.60	177.60
General Revenue Fund	53.73	73.60	87.19	86.19
Federal Funds	359.92	44.77	28.18	29.18
Other Funds	267.86	59.23	62.23	62.23

* Does not include \$490,458 recommended in the Fiscal Year 2020 Supplemental Appropriations. See the Supplemental section of the Missouri Budget for details regarding the Department of Economic Development supplemental appropriations.



**DEPARTMENT OF ECONOMIC DEVELOPMENT
REGIONAL ENGAGEMENT DIVISION**

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Regional Engagement	\$ 0	\$ 1,888,855	\$ 2,193,277
Business Recruitment and Marketing	0	2,250,000	3,000,000
TOTAL	\$ 0	\$ 4,138,855	\$ 5,193,277
General Revenue Fund	0	1,246,373	1,638,668
Federal Funds	0	600,495	511,576
Other Funds	0	2,291,987	3,043,033
Total Full-time Equivalent Employees	0.00	37.06	33.06

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

REGIONAL ENGAGEMENT

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

Fiscal Year 2021 Governor’s Recommendations

- \$500,000 and eight staff for regional engagement teams.
- \$17,497 for pay plan, including \$12,587 general revenue.
- \$16,217 for the remaining pay periods of the Fiscal Year 2020 approved pay plan, including \$13,446 general revenue.
- \$150 for the remaining pay periods of the Fiscal Year 2020 approved pay plan associated with the recently completed compensation study to move to market-based minimums.
- \$762 reallocated from Administrative Services for mileage reimbursement costs.
- (\$230,204) and (four) staff reallocated to the Business and Community Solutions Division, including (\$134,650) general revenue.
- (Eight) staff core reduction from the Fiscal Year 2020 appropriation level.

BUSINESS RECRUITMENT AND MARKETING

Business Recruitment and Marketing markets the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public-private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, which subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at state, regional and local levels to increase the visibility of Missouri as a globally competitive business location.

Fiscal Year 2021 Governor’s Recommendations

- \$750,000 Economic Development Advancement Fund for regionally targeted marketing.

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

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Business and Community Solutions	\$ 0	\$ 5,764,161	\$ 6,662,197
International Trade and Investment Offices	0	1,500,000	1,500,000
Missouri Technology Investment	0	3,000,000	1,000,000
Community Development Block Grant Program	0	105,000,000	105,000,000
State Small Business Credit Initiative	0	2,000,000	0
Community Redevelopment and Assistance	0	42,056,016	41,205,342
TOTAL	\$ 0	\$ 159,320,177	\$ 155,367,539
General Revenue Fund	0	41,469,159	37,027,329
Federal Funds	0	114,260,587	114,388,226
Other Funds	0	3,590,431	3,951,984
Total Full-time Equivalent Employees	0.00	51.00	55.00

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

Fiscal Year 2021 Governor's Recommendations

- \$1,000,000 federal funds for receiving and expending federal grants.
- \$455,000 Economic Development Advancement Fund for the Global Markets Access Program.
- \$100,000 for staff recruitment and retention.
- \$28,283 for pay plan, including \$15,596 general revenue.
- \$34,694 for the remaining pay periods of the Fiscal Year 2020 approved pay plan, including \$18,258 general revenue.
- \$4,855 for the remaining pay periods of the Fiscal Year 2020 approved pay plan associated with the recently completed compensation study to move to market-based minimums, including \$2,540 general revenue.
- \$230,204 and four staff reallocated from the Regional Engagement Division, including \$134,650 general revenue.
- (\$500,000) core reduction for one-time expenditures.
- (\$455,000) core reduction from the Fiscal Year 2020 appropriation level.

INTERNATIONAL TRADE AND INVESTMENT OFFICES

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

Fiscal Year 2021 Governor's Recommendations

Continue funding at the current level.

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

MISSOURI TECHNOLOGY INVESTMENT

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

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

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

Fiscal Year 2021 Governor's Recommendations

- (\$2,000,000) core reduction from the Fiscal Year 2020 appropriation level.

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM

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

Fiscal Year 2021 Governor's Recommendations

Continue funding at the current level.

STATE SMALL BUSINESS CREDIT INITIATIVE

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

Fiscal Year 2021 Governor's Recommendations

- (\$2,000,000) federal funds core reduction from the Fiscal Year 2020 appropriation level.

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

COMMUNITY REDEVELOPMENT AND ASSISTANCE

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

Fiscal Year 2021 Governor's Recommendations

- \$1,000,000 federal funds for the Missouri Community Service Commission.
- \$2,249 federal funds for pay plan.
- \$3,652 federal funds for the remaining pay periods of the Fiscal Year 2020 approved pay plan.
- \$150 federal funds for the remaining pay periods of the Fiscal Year 2020 approved pay plan associated with the recently completed compensation study to move to market-based minimums.
- \$1,149 federal funds reallocated from Administrative Services for mileage reimbursement costs.
- (\$1,857,874) core reduction from the Fiscal Year 2020 appropriation level, including (\$1,757,874) general revenue.

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

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Missouri One Start	\$ 0	\$ 274,356	\$ 41,870
Missouri One Start Job Development Fund	0	14,901,594	14,925,975
Missouri One Start Community College New Jobs Training	0	16,000,000	16,000,000
Missouri One Start Community College Job Retention Training	0	11,000,000	11,000,000
TOTAL	\$ 0	\$ 42,175,950	\$ 41,967,845
General Revenue Fund	0	14,942,446	14,967,845
Federal Funds	0	233,504	0
Other Funds	0	27,000,000	27,000,000
Total Full-time Equivalent Employees	0.00	12.00	12.00

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

Fiscal Year 2021 Governor’s Recommendations

- \$414 for pay plan.
- \$604 for the remaining pay periods of the Fiscal Year 2020 approved pay plan.
- (\$233,504) federal funds core reduction from the Fiscal Year 2020 appropriation level.

MISSOURI ONE START JOB DEVELOPMENT FUND

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

Fiscal Year 2021 Governor’s Recommendations

- \$8,096 for increased transfer to the Missouri One Start Job Development Fund for pay plan and related fringe costs.
- \$11,723 for increased transfer to the Missouri One Start Job Development Fund for the remaining pay periods of the Fiscal Year 2020 approved pay plan and related fringe costs.
- \$4,562 for increased transfer to the Missouri One Start Job Development Fund for the remaining pay periods of the Fiscal Year 2020 approved pay plan and related fringe costs associated with the recently completed compensation study to move to market-based minimums.

MISSOURI ONE START COMMUNITY COLLEGE NEW JOBS TRAINING PROGRAM

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

Fiscal Year 2021 Governor’s Recommendations

Continue funding at the current level.

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

MISSOURI ONE START COMMUNITY COLLEGE JOB RETENTION TRAINING PROGRAM

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

Fiscal Year 2021 Governor's Recommendations

Continue funding at the current level.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
TOURISM**

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Tourism Commission			
TOTAL	\$ 15,268,960	\$ 21,038,826	\$ 20,612,543
General Revenue Fund	15,262,233	21,014,326	20,588,043
Other Funds	6,727	24,500	24,500
Total Full-time Equivalent Employees	33.52	38.50	38.50

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

Fiscal Year 2021 Governor’s Recommendations

- \$23,841 for increased transfer to the Division of Tourism Supplemental Revenue Fund for pay plan and related fringe costs.
- \$34,560 for increased transfer to the Division of Tourism Supplemental Revenue Fund for the remaining pay periods of the Fiscal Year 2020 approved pay plan and related fringe costs.
- \$15,316 for increased transfer to the Division of Tourism Supplemental Revenue Fund for the remaining pay periods of the Fiscal Year 2020 approved pay plan and related fringe costs associated with the recently completed compensation study to move to market-based minimums.
- (\$500,000) core reduction for one-time expenditures.

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

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Strategy and Performance			
TOTAL	\$ 0	\$ 7,494,140	\$ 12,460,760
General Revenue Fund	0	6,879,691	12,198,260
Federal Funds	0	437,752	80,818
Other Funds	0	176,697	181,682
Total Full-time Equivalent Employees	0.00	23.50	23.50

The Strategy and Performance Division provides forward-looking insights to inform the Department of Economic Development’s strategic planning, program development and performance management. It also houses the Department’s legislative, communications and marketing services, and provides subject matter expertise in specialized areas. This division includes the Office of the Missouri Military Advocate, which works to preserve and support Missouri’s military environment, and the Missouri Women’s Council, which works to connect Missouri women and businesses.

Fiscal Year 2021 Governor’s Recommendations

- \$5,000,000 for grants to provide broadband access to underserved areas.
- \$276,282 and 5.59 staff for the Strategy and Performance Division.
- \$14,813 for pay plan, including \$12,346 general revenue.
- \$28,013 for the remaining pay periods of the Fiscal Year 2020 approved pay plan, including \$24,524 general revenue.
- \$6,008 for the remaining pay periods of the Fiscal Year 2020 approved pay plan associated with the recently completed compensation study to move to market-based minimums, including \$5,417 general revenue.
- (\$358,496) federal funds and (5.59) staff core reduction from the Fiscal Year 2020 appropriation level.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
AFFORDABLE HOUSING**

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Missouri Housing Trust	\$ 3,131,914	\$ 4,450,000	\$ 4,450,000
Manufactured Housing Program	377,895	0	0
TOTAL	\$ 3,509,809	\$ 4,450,000	\$ 4,450,000
Other Funds	3,509,809	4,450,000	4,450,000
Total Full-time Equivalent Employees	6.92	0.00	0.00

MISSOURI HOUSING TRUST

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

Fiscal Year 2021 Governor’s Recommendations

Continue funding at the current level.

MANUFACTURED HOUSING PROGRAM

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

Fiscal Year 2021 Governor’s Recommendations

In Fiscal Year 2020, this program moved to the Department of Commerce & Insurance.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ADMINISTRATIVE SERVICES**

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Administrative Services			
TOTAL	\$ 1,840,069	\$ 1,453,377	\$ 1,545,922
General Revenue Fund	415,207	925,750	955,745
Federal Funds	862,752	53,309	90,365
Other Funds	562,110	474,318	499,812
Total Full-time Equivalent Employees	27.80	15.54	15.54

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

Fiscal Year 2021 Governor's Recommendations

- \$65,183 for performance incentives for high-achieving department employees, including \$10,137 general revenue.
- \$11,789 for pay plan, including \$8,396 general revenue.
- \$18,872 for the remaining pay periods of the Fiscal Year 2020 approved pay plan, including \$12,224 general revenue.
- (\$3,299) reallocated to various divisions for mileage reimbursement costs, including (\$762) general revenue.

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

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Missouri Economic Research and Information Center	\$ 1,085,558	\$ 0	\$ 0
Marketing	4,023,652	0	0
Sales	1,174,180	0	0
Finance	920,595	0	0
International Trade and Investment Offices	1,244,700	0	0
Missouri Technology Investment	2,182,500	0	0
Community Development Block Grant Program	23,488,943	0	0
State Small Business Credit Initiative	1,000,000	0	0
Community Redevelopment and Assistance	37,475,740	0	0
Arts and Cultural Development	8,069,596	0	0
TOTAL	\$ 80,665,464	\$ 0	\$ 0
General Revenue Fund	43,801,753	0	0
Federal Funds	31,628,860	0	0
Other Funds	5,234,851	0	0
Total Full-time Equivalent Employees	97.31	0.00	0.00

MISSOURI ECONOMIC RESEARCH AND INFORMATION CENTER

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, the Missouri Economic Research and Information Center moved to the Department of Higher Education & Workforce Development. Portions of this program moved to various divisions within the Department of Economic Development.

MARKETING

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, portions of this program moved to various divisions within the Department of Economic Development, and the remainder moved to the Department of Higher Education & Workforce Development.

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

SALES

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to various divisions within the Department of Economic Development.

FINANCE

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to various divisions within the Department of Economic Development.

INTERNATIONAL TRADE AND INVESTMENT OFFICES

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Business and Community Solutions Division.

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

MISSOURI TECHNOLOGY INVESTMENT

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

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

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Business and Community Solutions Division.

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Business and Community Solutions Division.

STATE SMALL BUSINESS CREDIT INITIATIVE

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Business and Community Solutions Division.

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

COMMUNITY REDEVELOPMENT AND ASSISTANCE

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Business and Community Solutions Division.

ARTS AND CULTURAL DEVELOPMENT

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

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

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Office of the Lieutenant Governor.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
WORKFORCE DEVELOPMENT**

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Workforce Development Administration	\$ 13,224,734	\$ 0	\$ 0
Workforce Programs	55,412,535	0	0
Missouri One Start Job Development Fund	5,141,000	0	0
Missouri Women's Council	67,547	0	0
Missouri One Start Community College Job Retention Training Program	2,780,863	0	0
Missouri One Start Community College New Jobs Training Program	4,714,604	0	0
TOTAL	\$ 81,341,283	\$ 0	\$ 0
General Revenue Fund	5,354,234	0	0
Federal Funds	67,036,989	0	0
Other Funds	8,950,060	0	0
Total Full-time Equivalent Employees	293.19	0.00	0.00

WORKFORCE DEVELOPMENT ADMINISTRATION

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Department of Higher Education & Workforce Development. Portions of this program moved to various divisions within the Department of Economic Development.

WORKFORCE PROGRAMS

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Department of Higher Education & Workforce Development.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
WORKFORCE DEVELOPMENT**

MISSOURI ONE START JOB DEVELOPMENT FUND

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Missouri One Start Division.

MISSOURI WOMEN'S COUNCIL

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Strategy and Performance Division.

MISSOURI ONE START COMMUNITY COLLEGE JOB RETENTION TRAINING PROGRAM

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Missouri One Start Division.

MISSOURI ONE START COMMUNITY COLLEGE NEW JOBS TRAINING PROGRAM

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Missouri One Start Division.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ENERGY**

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Division of Energy Operations	\$ 1,968,456	\$ 0	\$ 0
Division of Energy Services	9,733,060	0	0
Wood Energy/Alternative Fuel Infrastructure Tax Credits	788,571	0	0
TOTAL	\$ 12,490,087	\$ 0	\$ 0
General Revenue Fund	788,571	0	0
Federal Funds	6,046,924	0	0
Other Funds	5,654,592	0	0
Total Full-time Equivalent Employees	31.77	0.00	0.00

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

Fiscal Year 2021 Governor's Recommendations

In Fiscal Year 2020, this program moved to the Department of Natural Resources.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
UTILITY REGULATION**

FINANCIAL SUMMARY

	FY 2019 EXPENDITURE	FY 2020 APPROPRIATION	FY 2021 GOVERNOR RECOMMENDS
Office of Public Counsel	\$ 997,164	\$ 0	\$ 0
Public Service Commission	11,943,362	0	0
TOTAL	\$ 12,940,526	\$ 0	\$ 0
Other Funds	12,940,526	0	0
Total Full-time Equivalent Employees	191.00	0.00	0.00

OFFICE OF PUBLIC COUNSEL

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

Fiscal Year 2021 Governor’s Recommendations

In Fiscal Year 2020, this program moved to the Department of Commerce & Insurance.

PUBLIC SERVICE COMMISSION

The Public Service Commission (PSC) regulates the rates and practices of investor-owned natural gas, electric, steam, water, and sewer utilities. The commission has limited regulatory authority over investor-owned telephone companies. The PSC also administers safety standards for the rural electric cooperatives and municipal natural gas systems, maintains a registry of state video service providers, and registers Voice over Internet Protocol (VoIP) service providers. In addition, the PSC administers the Relay Missouri service, which gives hearing-impaired citizens access to the telephone network.

Fiscal Year 2021 Governor’s Recommendations

In Fiscal Year 2020, this program moved to the Department of Commerce & Insurance.