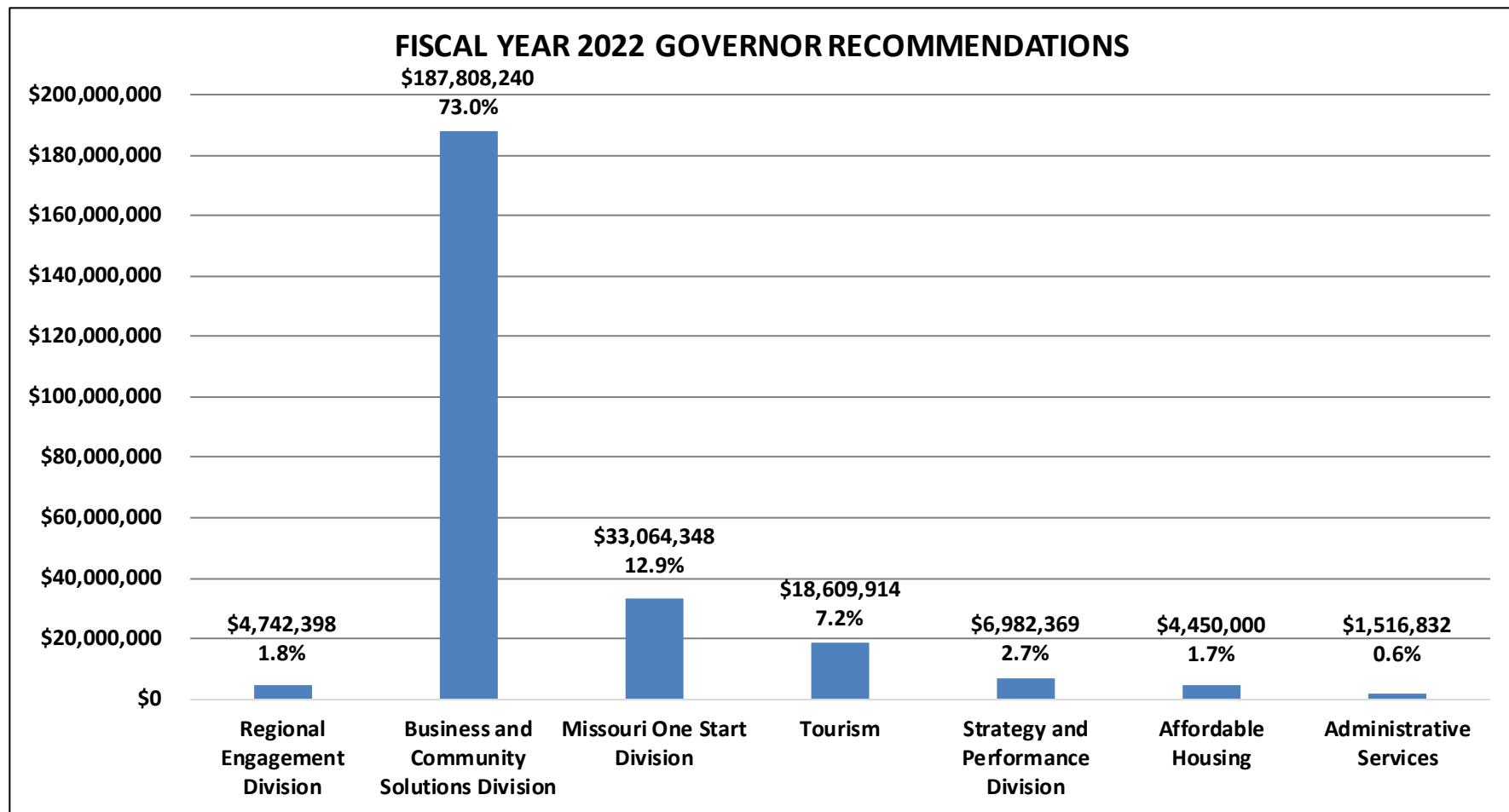


# DEPARTMENT OF ECONOMIC DEVELOPMENT

## FINANCIAL SUMMARY

	FY 2020 EXPENDITURE	FY 2021 APPROPRIATION	FY 2022 REQUEST	FY 2022 GOVERNOR RECOMMENDS
Regional Engagement Division	\$ 3,474,122	\$ 4,750,418	\$ 4,729,063	\$ 4,742,398
Business and Community Solutions Division	64,068,631	205,137,008	200,371,873	187,808,240
Missouri One Start Division	17,836,189	33,057,741	33,057,741	33,064,348
Tourism	13,425,843	18,588,702	18,588,702	18,609,914
Strategy and Performance Division	4,750,502	1,980,363	6,970,360	6,982,369
Affordable Housing	2,930,789	4,450,000	4,450,000	4,450,000
Administrative Services	1,178,828	1,468,950	1,486,008	1,516,832
State Legal Expense Fund Transfer	0	1	1	1
<b>DEPARTMENTAL TOTAL</b>	<b>\$ 107,664,904</b>	<b>\$ 269,433,183</b>	<b>* \$ 269,653,748</b>	<b>\$ 257,174,102</b>
General Revenue Fund	69,189,698	65,391,939	72,542,987	72,624,388
Federal Funds	24,204,471	115,016,349	115,052,443	115,038,892
Federal Stimulus Funds	0	50,000,000	43,033,423	30,123,396
Other Funds	14,270,735	39,024,895	39,024,895	39,387,426
<b>Total Full-time Equivalent Employees</b>	<b>137.78</b>	<b>161.01</b>	<b>159.01</b>	<b>159.01</b>
General Revenue Fund	65.78	73.60	77.60	77.60
Federal Funds	26.07	29.18	29.18	29.18
Other Funds	45.93	58.23	52.23	52.23

\* Does not include \$23,033,423 appropriated in House Bill 14 (2020) truly agreed to and finally passed during the second extraordinary session of the second regular session of the 100<sup>th</sup> General Assembly and signed by the Governor December 11, 2020 and does not include \$410,000,000 recommended in House Bill 16 (2021) introduced January 14, 2021 and does not include \$12,032 recommended in additional Fiscal Year 2021 Supplemental Appropriations. See the Supplemental section of the Missouri Budget for details regarding the additional Department of Economic Development supplemental appropriations.



**DEPARTMENT OF ECONOMIC DEVELOPMENT  
REGIONAL ENGAGEMENT DIVISION**

**FINANCIAL SUMMARY**

	FY 2020 EXPENDITURE	FY 2021 APPROPRIATION	FY 2022 GOVERNOR RECOMMENDS
Regional Engagement	\$ 1,224,122	\$ 1,750,418	\$ 1,742,398
Business Recruitment and Marketing	2,250,000	3,000,000	3,000,000
<b>TOTAL</b>	<b>\$ 3,474,122</b>	<b>\$ 4,750,418</b>	<b>\$ 4,742,398</b>
General Revenue Fund	959,355	1,200,719	1,196,502
Federal Funds	255,850	507,092	511,577
Other Funds	2,258,917	3,042,607	3,034,319
<b>Total Full-time Equivalent Employees</b>	<b>20.77</b>	<b>26.06</b>	<b>25.61</b>

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 2022 Governor's Recommendations**

- \$13,335 for pay plan, including \$8,510 general revenue.
- (\$21,355) and (.45) staff reallocated to various divisions, including (\$12,727) general revenue.

**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 2022 Governor's Recommendations**

Continue funding at the current level.

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

**FINANCIAL SUMMARY**

	FY 2020 EXPENDITURE	FY 2021 APPROPRIATION	FY 2022 GOVERNOR RECOMMENDS
Business and Community Solutions	\$ 3,978,567	\$ 6,433,914	\$ 8,779,140
International Trade and Investment Offices	1,244,700	1,500,000	1,500,000
Missouri Technology Investment	2,182,500	1,000,000	1,000,000
Community Development Block Grant Program	16,169,694	125,000,000	135,123,396
Small Business Stimulus Grant Program	0	30,000,000	0
State Small Business Credit Initiative	500,000	0	0
Community Redevelopment and Assistance	39,993,170	41,203,094	41,405,704
<b>TOTAL</b>	<b>\$ 64,068,631</b>	<b>\$ 205,137,008</b>	<b>\$ 187,808,240</b>
General Revenue Fund	38,203,727	36,911,734	39,093,607
Federal Funds	23,754,144	164,376,208	144,512,005
Other Funds	2,110,760	3,849,066	4,202,628
<b>Total Full-time Equivalent Employees</b>	<b>45.39</b>	<b>55.00</b>	<b>59.45</b>

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 2022 Governor's Recommendations**

- \$1,975,000 for tourism infrastructure, pursuant to HB 677 (2019).
- \$176,048 and four staff to ensure the efficient operation of Missouri's economic development programs.
- \$150,644 Economic Development Advancement Fund for Delta Regional Authority dues.
- \$29,234 for pay plan, including \$16,526 general revenue.
- \$14,300 and .45 staff reallocated from various divisions.

**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 2022 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 2022 Governor's Recommendations**

Continue funding at the current level.

**COMMUNITY DEVELOPMENT BLOCKGRANT 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 2022 Governor's Recommendations**

- \$10,123,396 federal funds for community development activities.

**SMALL BUSINESS STIMULUS GRANT PROGRAM**

The purpose of the Small Business Stimulus Grant Program is to provide grants to small businesses and family-owned farms for reimbursement of costs of business interruption caused by required closures in connection with the COVID-19 public health emergency. Small business is defined as those with 50 or fewer employees.

**Fiscal Year 2022 Governor's Recommendations**

- (\$30,000,000) federal funds core reduction for one-time expenditures.

**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, the 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 2022 Governor's Recommendations**

- \$200,000 Economic Development Advancement Fund for the Main Street Program.
- \$2,611 federal funds for pay plan.
- (\$1) core reduction from the Fiscal Year 2021 appropriation level.

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

**FINANCIAL SUMMARY**

	FY 2020 EXPENDITURE	FY 2021 APPROPRIATION	FY 2022 GOVERNOR RECOMMENDS
Missouri One Start	\$ 115,344	\$ 41,456	\$ 41,871
Missouri One Start Job Development Fund	11,140,911	6,016,285	6,022,477
Missouri One Start Community College New Jobs Training	3,674,337	16,000,000	16,000,000
Missouri One Start Community College Job Retention Training	2,905,597	11,000,000	11,000,000
<b>TOTAL</b>	<b>\$ 17,836,189</b>	<b>\$ 33,057,741</b>	<b>\$ 33,064,348</b>
General Revenue Fund	11,175,668	6,057,741	6,064,348
Federal Funds	80,587	0	0
Other Funds	6,579,934	27,000,000	27,000,000
<b>Total Full-time Equivalent Employees</b>	<b>8.26</b>	<b>9.00</b>	<b>9.00</b>

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 2022 Governor's Recommendations**

- \$415 for pay plan.

**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. The name of this fund was previously the Missouri Works Job Development Fund.

**Fiscal Year 2022 Governor's Recommendations**

- \$6,192 for increased transfer to the Missouri One Start Job Development Fund for pay plan and related fringe costs.

**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 2022 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 2022 Governor's Recommendations**

Continue funding at the current level.

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
TOURISM**

**FINANCIAL SUMMARY**

	FY 2020 EXPENDITURE	FY 2021 APPROPRIATION	FY 2022 GOVERNOR RECOMMENDS
Tourism Commission			
<b>TOTAL</b>	<b>\$ 13,425,843</b>	<b>\$ 18,588,702</b>	<b>\$ 18,609,914</b>
General Revenue Fund	13,419,116	18,564,202	18,585,414
Other Funds	6,727	24,500	24,500
<b>Total Full-time Equivalent Employees</b>	<b>32.08</b>	<b>37.50</b>	<b>31.50</b>

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 five 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 2022 Governor's Recommendations**

- \$21,212 for increased transfer to the Division of Tourism Supplemental Revenue Fund for pay plan and related fringe costs.
- (Six) staff core reduction from the Fiscal Year 2021 appropriation level.

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

**FINANCIAL SUMMARY**

	FY 2020 EXPENDITURE	FY 2021 APPROPRIATION	FY 2022 GOVERNOR RECOMMENDS
Strategy and Performance			
<b>TOTAL</b>	<b>\$ 4,750,502</b>	<b>\$ 1,980,363</b>	<b>\$ 6,982,369</b>
General Revenue Fund	4,573,806	1,720,330	6,729,967
Federal Funds	76,292	80,144	80,818
Other Funds	100,404	179,889	171,584
<b>Total Full-time Equivalent Employees</b>	<b>15.69</b>	<b>17.91</b>	<b>16.91</b>

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 2022 Governor's Recommendations**

- \$5,000,000 for grants to provide broadband access to underserved areas.
- \$12,009 for pay plan, including \$9,637 general revenue.
- (\$10,003) Department of Economic Development Administrative Fund and (one) staff reallocated to various divisions.

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
AFFORDABLE HOUSING**

**FINANCIAL SUMMARY**

	<b>FY 2020 EXPENDITURE</b>	<b>FY 2021 APPROPRIATION</b>	<b>FY 2022 GOVERNOR RECOMMENDS</b>
Missouri Housing Trust			
<b>TOTAL</b>	<b>\$ 2,930,789</b>	<b>\$ 4,450,000</b>	<b>\$ 4,450,000</b>
Other Funds	2,930,789	4,450,000	4,450,000
<b>Total Full-time Equivalent Employees</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

**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 2022 Governor's Recommendations**

Continue funding at the current level.

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
ADMINISTRATIVE SERVICES**

**FINANCIAL SUMMARY**

	FY 2020 EXPENDITURE	FY 2021 APPROPRIATION	FY 2022 GOVERNOR RECOMMENDS
Administrative Services			
<b>TOTAL</b>	<b>\$ 1,178,828</b>	<b>\$ 1,468,950</b>	<b>\$ 1,516,832</b>
General Revenue Fund	858,026	937,212	954,549
Federal Funds	37,598	52,905	57,888
Other Funds	283,204	478,833	504,395
<b>Total Full-time Equivalent Employees</b>	<b>15.59</b>	<b>15.54</b>	<b>16.54</b>

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 2022 Governor's Recommendations**

- \$18,681 for performance incentives for high-achieving department employees, including \$10,427 general revenue.
- \$12,143 for pay plan, including \$8,483 general revenue.
- \$17,058 and one staff in net reallocations from various divisions, including (\$1,573) general revenue.