

October 1, 2020

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

Governor Parson:

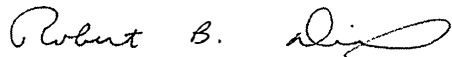
As Director of the Missouri Department of Economic Development, it is my privilege to provide you with the Department's fiscal year 2022 draft budget request for your review and consideration.

Our state has faced unprecedented economic challenges over the last year, and in line with your administration's top priorities, the Department is committed to helping create greater opportunities for Missourians to prosper in our recovery from COVID-19. We do this through an array of programs that help businesses expand, create jobs, and find the workers they need, as well as by helping strengthen our communities and attracting visitors to our state.

All of these efforts are designed to foster economic growth for our state and our citizens, as we compete in the global economic development arena. Over the last year, we have made many improvements to our Department, which will transform Missouri into the best state in the Midwest for economic development.

I would be happy to discuss the Department's budget request – or answer any questions that may arise – at your convenience. I can be reached at 573-751-4770. Thank you for your commitment to Missouri and the citizens of this great state. It is an honor to serve as a member of your cabinet, and I look forward to continuing to work collaboratively to move Missouri forward. Thank you.

Sincerely,

A handwritten signature in black ink that reads "Robert B. Dixon". The signature is written in a cursive style with a large, stylized "D" at the end.

Robert B. Dixon
Director
Missouri Department of Economic Development

**DEPARTMENT OF ECONOMIC DEVELOPMENT
FY2022 BUDGET
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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 official welcome centers at key highway entry points across Missouri and works with community-based affiliate welcome centers to provide information to travelers.

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: FY2022 Budget

DEPARTMENT:	<i>Department of Economic Development</i>
DIRECTOR:	<i>Robert B. Dixon</i>
DEPARTMENT ASPIRATION:	<i>We will help Missourians prosper.</i>
HIGHLIGHTS FROM FY20-FY21	<ul style="list-style-type: none"> * Assisted in more than 12,990 new and retained job commitments with nearly \$1.9 billion of new capital investment in FY20. *31,924 workers trained through the customized training program through Missouri One Start in FY20. *Created more than \$100 million in CARES Act recovery programs to support Missouri's businesses, communities and citizens. <ul style="list-style-type: none"> - Nonprofit Relief and Recovery Grant, \$22 million - Family-Owned Farms, \$7.5 million - Small Business Grant, \$22.5 million - PPE Production Grant, \$20 million - Tourism Grant, \$15 million - Broadband Grants, allocated more than \$45 million in program grants - Incubator and Coworking space Grant, \$1 million *Helped businesses retool to help restock critical supply needs (masks, surgical gowns, ventilators, etc) *Spun up hiring portals for response and essential employers *Quickly created a nationally acclaimed PPE Marketplace for buyers and sellers, shortening the supply chain, protecting Missourians, and supporting the local economy *Launched a \$2.5 million health and consumer confidence awareness campaign *Assisted Missouri's small businesses in receiving over \$9.2 billion in Paycheck Protection Program loans *Eliminated the HTC backlog and implemented a process improvement plan to mitigate the risk of a future backlog *Transitioned to an online application acceptance system to improve efficiency and application processing *Facilitated outreach to more than 600 businesses at the onset of the pandemic to gather information and curate impactful solutions *Missouri One Start helped hire 200 part-time temporary employees for General Motors, saving hundreds of jobs for Missouri families *Strategy and Performance Team has helped shape the State's economic recovery plan
FY22 PRIORITIES	<ul style="list-style-type: none"> * Further build out DED's customer-centric and regionally-targeted approach to economic development. * Leverage Missouri One Start so that Missouri becomes a national workforce development leader for businesses considering expanding or relocating in Missouri. * Further improve new digital processes, taking the Department entirely paperless. * Work with the development community to implement additional improvements for the HTC review process
FY23 PREVIEW	<ul style="list-style-type: none"> * Solidify Missouri's gains as a national workforce development leader through Missouri One Start. * Gain process and technological efficiencies and customer quality improvements by finalizing the overhaul of DED's incentive and grant management system. * 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.



MISSOURI

Department of Economic Development



Missouri Department
of Economic Development

ASPIRATION

We will be the best economic development department in the Midwest and help our state recover from the pandemic.

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

to meet the diverse needs of Missouri's different economies and communities

One Team

that empowers and values the people who carry out our mission

INITIATIVES

- Help small businesses recover and spur economic activity through the launch of a \$30 million business relief program
- Provide \$15 million to support tourism partners most impacted by COVID
- Deploy \$50 million in funding to provide access to broadband for communities and citizens
- Boost consumer confidence and speed recovery through a \$5 million campaign that will in part promote the Show Me Pledge and Business Recovery Lab

- Streamline the DED dashboard, making monthly reporting efficient and sustainable
- Train staff in each division on Tableau to aid in the efficiency and sustainability of the dashboard
- Develop research portfolio to guide economic strategy

- Implement DocuSign or other digital application tool across all DED programs by July 2021
- Implement process improvements for HTC initial review
- Refine and implement the Department communications plan

- Connect key employers with COVID-19 resources through targeted regional outreach
- Use \$20 million to drive PPE production in Missouri
- Provide \$22 million to support nonprofit organizations in their mission to assist our most vulnerable populations
- Strategically deploy CDBG funding to support regional growth and recovery

- Ensure a smooth transition and continued support for staff required to telework
- Develop and execute return to office plans and safety measures

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

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	

CORE DECISION ITEM

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

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	850,820	448,534	33,979	1,333,333	PS	0	0	0	0
EE	329,172	58,558	0	387,730	EE	0	0	0	0
PSD	8,000	0	0	8,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	1,187,992	507,092	33,979	1,729,063	Total	0	0	0	0
FTE	17.26	7.92	0.43	25.61	FTE	0.00	0.00	0.00	0.00

Est. Fringe	524,260	259,815	17,294	801,369
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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: Economic Development Administrative Revolving Fund (0547)
 Federal Funds: Community Development Block Grant (0123)
 Job Development and Training Fund (0155)

Other Funds:
 Federal Funds:

2. CORE DESCRIPTION

The Regional Engagement Division fosters regional economic growth by providing technical assistance and coordinating the delivery of recovery resources and 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.

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.

The Business Recruitment and Marketing program funding is also housed under this division and can be found in a separate Core Decision Item form.

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

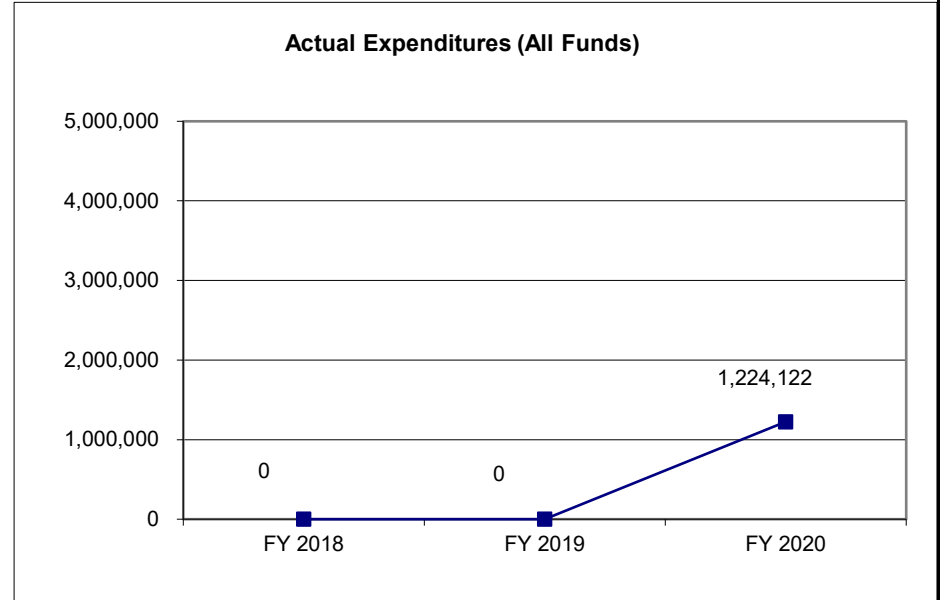
Regional Engagement

CORE DECISION ITEM

Department: Economic Development	Budget Unit: <u>43010C</u>
Division: Regional Engagement	
Core: Regional Engagement	HB Section: <u>7.005</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	0	0	1,888,855	1,750,418
Less Reverted (All Funds)	0	0	(37,391)	(35,286)
Less Restricted (All Funds)*	0	0	0	(24,519)
Budget Authority (All Funds)	0	0	1,851,464	1,690,613
Actual Expenditures (All Funds)	0	0	1,224,122	N/A
Unexpended (All Funds)	0	0	627,342	N/A
Unexpended, by Fund:				
General Revenue	0	0	249,627	N/A
Federal	0	0	344,645	N/A
Other	0	0	33,070	N/A



*Restricted amount is as of: 7/1/2020

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	26.06	863,547	448,534	42,607	1,354,688	
				EE	0.00	329,172	58,558	0	387,730	
				PD	0.00	8,000	0	0	8,000	
				Total	26.06	1,200,719	507,092	42,607	1,750,418	
DEPARTMENT CORE ADJUSTMENTS										
Core Reallocation	765	5088		PS	0.00	0	0	0		(0) Aligning resources with new job classes and final reorg FTE/PS reallocations
Core Reallocation	765	5091		PS	(0.14)	0	0	(8,628)	(8,628)	Aligning resources with new job classes and final reorg FTE/PS reallocations
Core Reallocation	765	5086		PS	(0.31)	(12,727)	0	0	(12,727)	Aligning resources with new job classes and final reorg FTE/PS reallocations
				NET DEPARTMENT CHANGES	(0.45)	(12,727)	0	(8,628)	(21,355)	
DEPARTMENT CORE REQUEST										
				PS	25.61	850,820	448,534	33,979	1,333,333	
				EE	0.00	329,172	58,558	0	387,730	
				PD	0.00	8,000	0	0	8,000	
				Total	25.61	1,187,992	507,092	33,979	1,729,063	
GOVERNOR'S RECOMMENDED CORE										
				PS	25.61	850,820	448,534	33,979	1,333,333	
				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	25.61	1,187,992	507,092	33,979	1,729,063	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
REGIONAL ENGAGEMENT								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	823,080	15.64	863,547	17.57	850,820	17.26	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	83,781	1.67	52,098	0.92	52,098	0.92	0	0.00
DIV JOB DEVELOPMENT & TRAINING	156,138	3.25	396,436	7.00	396,436	7.00	0	0.00
DED ADMINISTRATIVE	8,917	0.21	42,607	0.57	33,979	0.43	0	0.00
TOTAL - PS	1,071,916	20.77	1,354,688	26.06	1,333,333	25.61	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	135,969	0.00	329,172	0.00	329,172	0.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING	15,931	0.00	58,558	0.00	58,558	0.00	0	0.00
TOTAL - EE	151,900	0.00	387,730	0.00	387,730	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	306	0.00	8,000	0.00	8,000	0.00	0	0.00
TOTAL - PD	306	0.00	8,000	0.00	8,000	0.00	0	0.00
TOTAL	1,224,122	20.77	1,750,418	26.06	1,729,063	25.61	0	0.00
GRAND TOTAL	\$1,224,122	20.77	\$1,750,418	26.06	\$1,729,063	25.61	\$0	0.00

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43010C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: Regional Engagement	
HOUSE BILL SECTION: 7.005	DIVISION: Regional Engagement

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) - \$850,820 x 10% = \$85,082 and Regional Engagement EE (0101) - \$329,172 x 10% = \$32,917
 - Regional Engagement PS (0155) - \$448,534 x 10% = \$44,853 and Regional Engagement EE (0155) - \$58,558 x 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

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
REGIONAL ENGAGEMENT								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	627	0.00	0	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	503	0.00	0	0.00	0	0.00
ACCOUNT CLERK II	0	0.00	535	0.00	0	0.00	0	0.00
ACCOUNTANT II	0	0.00	74,748	1.00	0	0.00	0	0.00
EXECUTIVE II	42,460	1.00	0	0.00	0	0.00	0	0.00
PLANNER III	0	0.00	857	0.00	0	0.00	0	0.00
PERSONNEL CLERK	0	0.00	16,100	0.43	0	0.00	0	0.00
MARKETING SPECIALIST I	49,473	1.23	85,417	1.75	0	0.00	0	0.00
MARKETING SPECIALIST II	254,841	5.85	121,657	4.37	0	0.00	0	0.00
MARKETING SPECIALIST III	308,131	6.16	777,119	13.66	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	35,809	1.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	7,653	0.19	515	0.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	71,210	1.56	88,821	2.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	214,255	3.35	0	0.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	76,742	1.00	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	2	0.00	39,002	1.00	0	0.00
DIVISION DIRECTOR	109,489	1.00	68,057	0.75	96,057	1.20	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	7,179	0.10	55,960	0.85	0	0.00
OFFICE WORKER MISCELLANEOUS	14,269	0.43	0	0.00	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	135	0.00	0	0.00	0	0.00	0	0.00
ADMIN SUPPORT ASSISTANT	0	0.00	0	0.00	36,594	1.00	0	0.00
LEAD ADMIN SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	0	0.00
ADMIN SUPPORT PROFESSIONAL	0	0.00	0	0.00	18,183	0.00	0	0.00
RESEARCH/DATA ANALYST	0	0.00	0	0.00	857	0.00	0	0.00
ECONOMIC DEVLPMNT PROFESSIONAL	0	0.00	0	0.00	99,326	2.68	0	0.00
ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	187,172	4.23	0	0.00
SR ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	574,619	10.80	0	0.00
ECONOMIC DEVELOPMENT SPV	0	0.00	0	0.00	225,563	3.85	0	0.00
TOTAL - PS	1,071,916	20.77	1,354,688	26.06	1,333,333	25.61	0	0.00
TRAVEL, IN-STATE	64,075	0.00	67,695	0.00	67,695	0.00	0	0.00
TRAVEL, OUT-OF-STATE	10,184	0.00	27,470	0.00	27,070	0.00	0	0.00
FUEL & UTILITIES	0	0.00	4,428	0.00	4,428	0.00	0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
REGIONAL ENGAGEMENT								
CORE								
SUPPLIES	4,298	0.00	48,968	0.00	48,968	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	29,004	0.00	56,531	0.00	56,531	0.00	0	0.00
COMMUNICATION SERV & SUPP	18,385	0.00	74,844	0.00	74,844	0.00	0	0.00
PROFESSIONAL SERVICES	519	0.00	79,058	0.00	79,458	0.00	0	0.00
M&R SERVICES	6,000	0.00	4,024	0.00	4,024	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	3,350	0.00	3,350	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	1,060	0.00	1,060	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	8,423	0.00	8,423	0.00	0	0.00
OTHER EQUIPMENT	15,378	0.00	3,355	0.00	3,355	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	830	0.00	830	0.00	0	0.00
BUILDING LEASE PAYMENTS	3,074	0.00	910	0.00	910	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	1,547	0.00	1,547	0.00	0	0.00
MISCELLANEOUS EXPENSES	983	0.00	3,698	0.00	3,698	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	1,539	0.00	1,539	0.00	0	0.00
TOTAL - EE	151,900	0.00	387,730	0.00	387,730	0.00	0	0.00
PROGRAM DISTRIBUTIONS	306	0.00	8,000	0.00	8,000	0.00	0	0.00
TOTAL - PD	306	0.00	8,000	0.00	8,000	0.00	0	0.00
GRAND TOTAL	\$1,224,122	20.77	\$1,750,418	26.06	\$1,729,063	25.61	\$0	0.00
GENERAL REVENUE	\$959,355	15.64	\$1,200,719	17.57	\$1,187,992	17.26		0.00
FEDERAL FUNDS	\$255,850	4.92	\$507,092	7.92	\$507,092	7.92		0.00
OTHER FUNDS	\$8,917	0.21	\$42,607	0.57	\$33,979	0.43		0.00

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 economic recovery support along with 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.

	FY2018 Actual	FY2019 Projected	FY2019 Actual	FY2020 Projected	FY2020 Actual	FY2021 Projected	FY2022 Projected	FY2023 Projected
Technical Assistance	N/A	N/A	N/A	300	615	315	331	347
Projects Opened	144	163	122	134	101	104	114	126
Accepted and Enrolled	136	136	103	113	98	101	111	122

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.

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: FY2021-2023 Projections for Projects Opened and Accepted and Enrolled is based on a prolonged economic recovery in FY2021, with a corresponding three percent increase, followed by growth and expansion goals returning to ten percent growth over the previous year in FY2022 and

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

	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2020 Actual	FY2021 Projected	FY2022 Projected	FY2023 Projected
Customer Service Experience	N/A	90%	92%	89%	94%	96%	97%

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

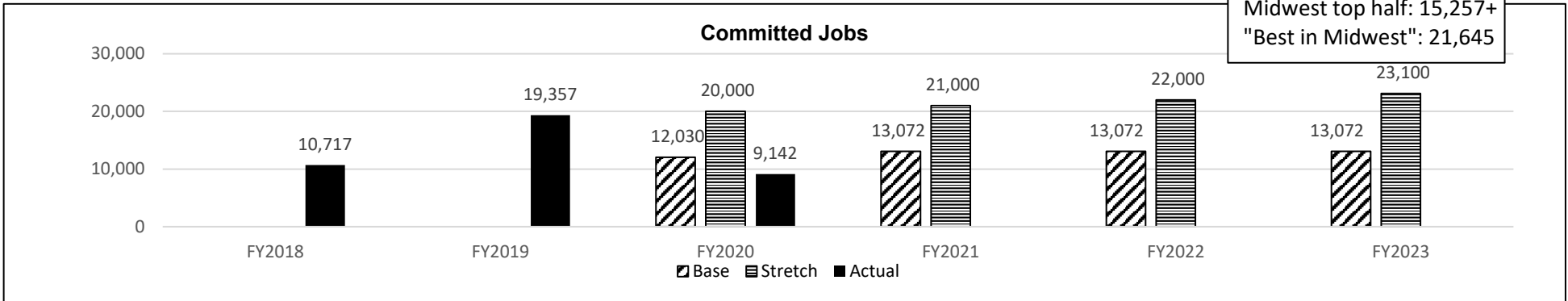
Note 2: Survey incorporated new methodology for FY2019. FY2020 results based on September 2020 survey that included 65 respondents.

PROGRAM DESCRIPTION

Department: Economic Development
Program Name: Regional Engagement
Program is found in the following core budget(s): Regional Engagement

HB Section(s): 7.005

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

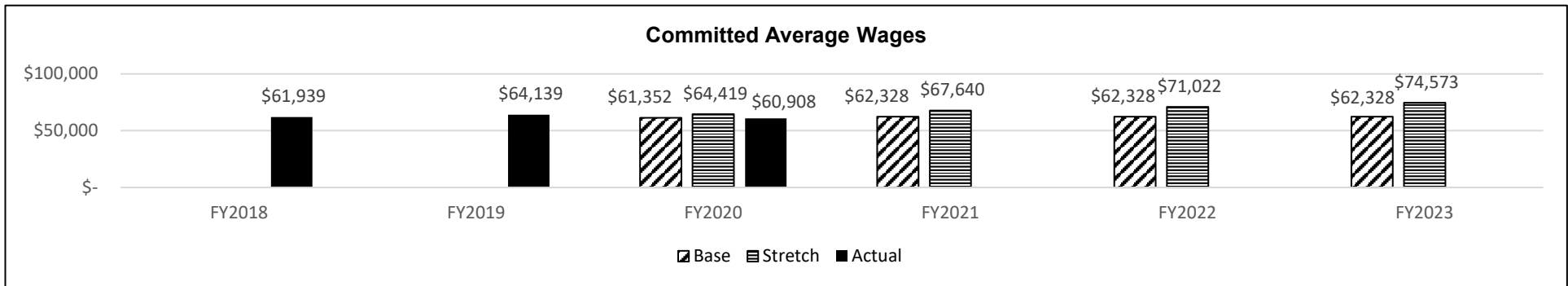


Note 1: Committed Jobs represents those jobs to be created or retained in growth opportunities facilitated.

Note 2: FY2021 base is an average of FY2018-2020 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. FY2021-2023 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: FY2021 base is an average of FY2018-FY2020 actuals and remains consistent. Stretch goals for payroll assumes a 5% increase annually.

PROGRAM DESCRIPTION

Department: Economic Development

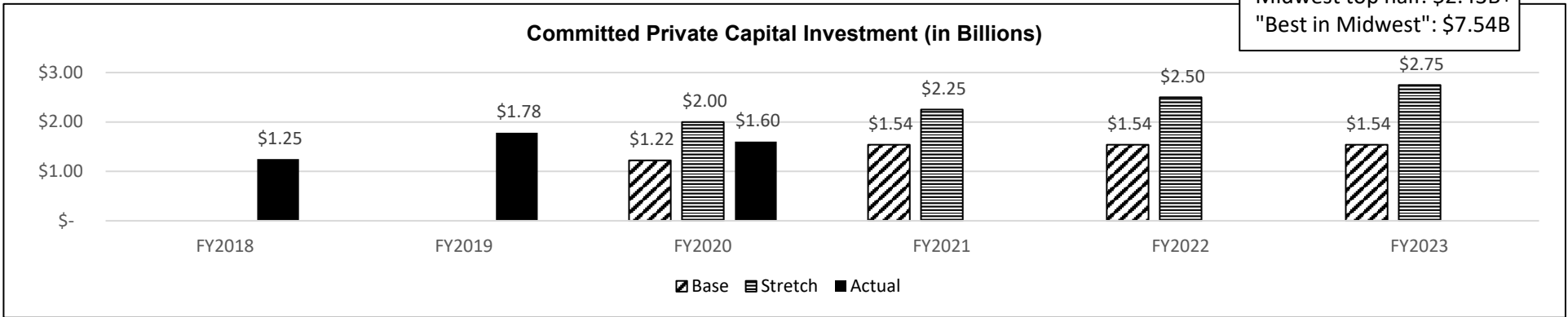
HB Section(s): 7.005

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)

Midwest top half: \$2.43B+
"Best in Midwest": \$7.54B

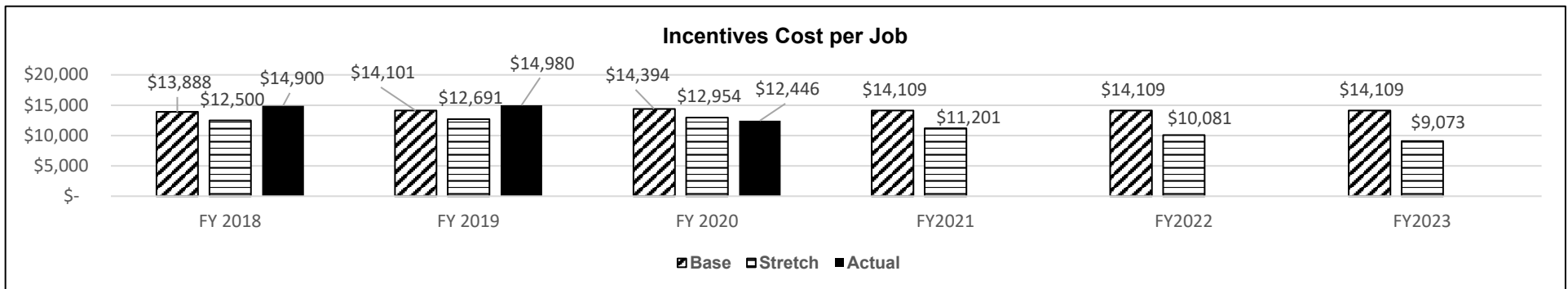


Note 1: Committed Private Capital Investment represents planned expenditures at the time of proposal acceptance or program enrollment.

Note 2: FY2021 base is an average of FY2018-FY2020 actuals and remains consistent. Stretch targets advance Missouri into the Midwest's top half by FY2023.

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 FY2021-FY2023 are based on the averages of FY2018-FY2020 actuals. Stretch targets assume a 10% decrease in the state's incentives cost per job over the previous year.

PROGRAM DESCRIPTION

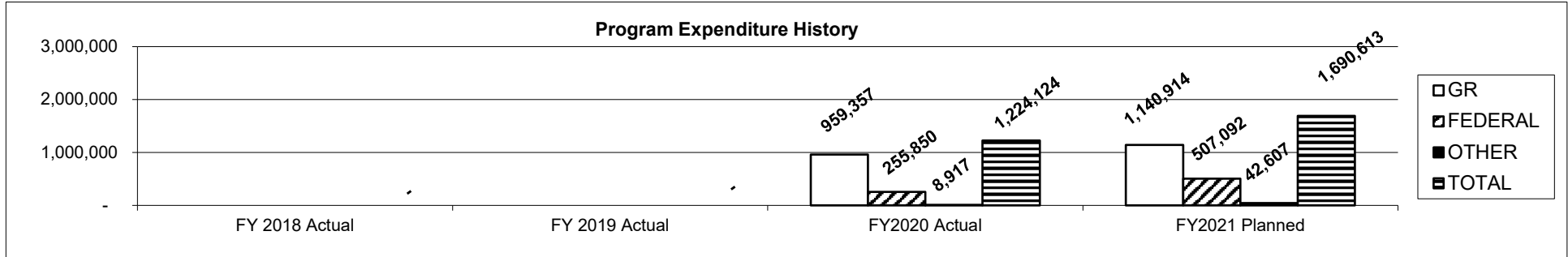
Department: Economic Development

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 and Restriction.

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

Other Fund includes 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.

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43015C
Division:	Regional Engagement	HB Section	7.005
Core:	Business Recruitment and Marketing		

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	0	0
PSD	0	0	750,000	750,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	3,000,000	3,000,000	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: Economic Development Advancement Fund (0783)

Other Funds:

2. CORE DESCRIPTION

The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. 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

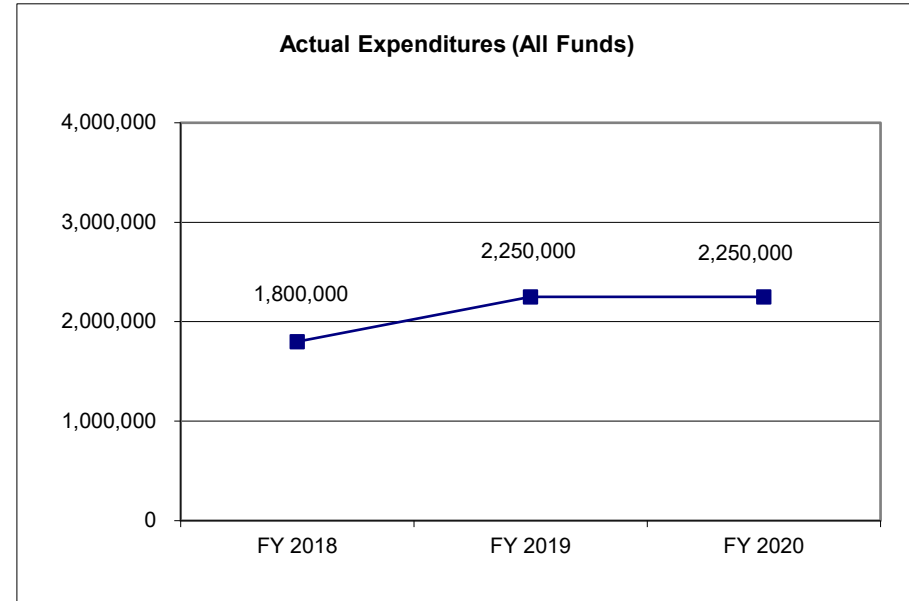
CORE DECISION ITEM

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

Budget Unit 43015C
HB Section 7.005

4. FINANCIAL HISTORY

	<u>FY 2018 Actual</u>	<u>FY 2019 Actual</u>	<u>FY 2020 Actual</u>	<u>FY 2021 Current Yr.</u>
Appropriation (All Funds)	1,800,000	2,250,000	2,250,000	3,000,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,800,000	2,250,000	2,250,000	3,000,000
Actual Expenditures (All Funds)	1,800,000	2,250,000	2,250,000	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



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	
	PD	0.00	0	0	750,000	750,000	
	Total	0.00	0	0	3,000,000	3,000,000	
DEPARTMENT CORE REQUEST							
	EE	0.00	0	0	2,250,000	2,250,000	
	PD	0.00	0	0	750,000	750,000	
	Total	0.00	0	0	3,000,000	3,000,000	
GOVERNOR'S RECOMMENDED CORE							
	EE	0.00	0	0	2,250,000	2,250,000	
	PD	0.00	0	0	750,000	750,000	
	Total	0.00	0	0	3,000,000	3,000,000	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUS RECRUITMENT AND MARKETING								
CORE								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	2,250,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
TOTAL - EE	2,250,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	750,000	0.00	750,000	0.00	0	0.00
TOTAL - PD	0	0.00	750,000	0.00	750,000	0.00	0	0.00
TOTAL	2,250,000	0.00	3,000,000	0.00	3,000,000	0.00	0	0.00
GRAND TOTAL	\$2,250,000	0.00	\$3,000,000	0.00	\$3,000,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUS RECRUITMENT AND MARKETING								
CORE								
PROFESSIONAL SERVICES	2,250,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
TOTAL - EE	2,250,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
PROGRAM DISTRIBUTIONS	0	0.00	750,000	0.00	750,000	0.00	0	0.00
TOTAL - PD	0	0.00	750,000	0.00	750,000	0.00	0	0.00
GRAND TOTAL	\$2,250,000	0.00	\$3,000,000	0.00	\$3,000,000	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	\$2,250,000	0.00	\$3,000,000	0.00	\$3,000,000	0.00		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.

	FY2018 Actual	FY2019 Projected	FY2019 Actual	FY2020 Projected	FY2020 Actual	FY2021 Projected	FY2022 Projected	FY2023 Projected
Qualified Leads	278	401	266	300	45	315	324	334
Projects Opened	107	110	102	100	93	105	108	111
Projects Announced	20	24	23	27	13	27	28	29
Capacity Building	15*	15	32	35	29	26	27	28

Note 1: Projections are provided by the contractor for FY2021 and then adjusted to reflect a 3% growth rate.

Note 2: Qualified Leads reported was impacted as a result of job duty realignment and reduced business development focused outreach during the pandemic.

Note 3: 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

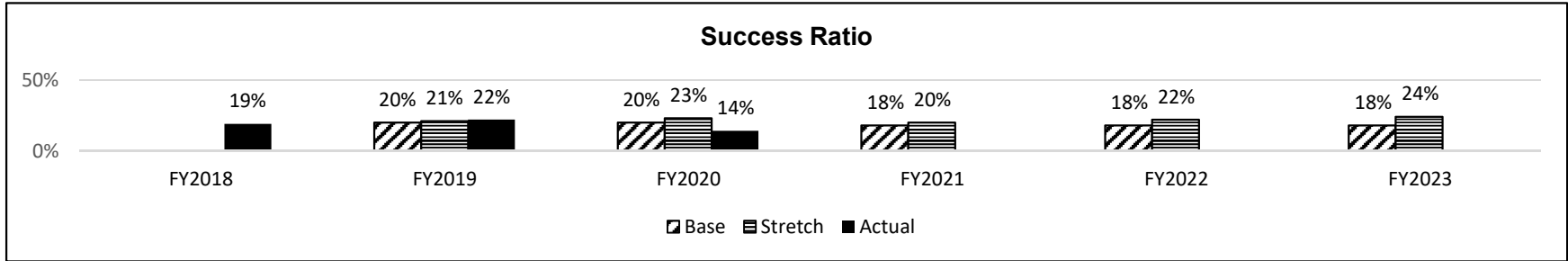
Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

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

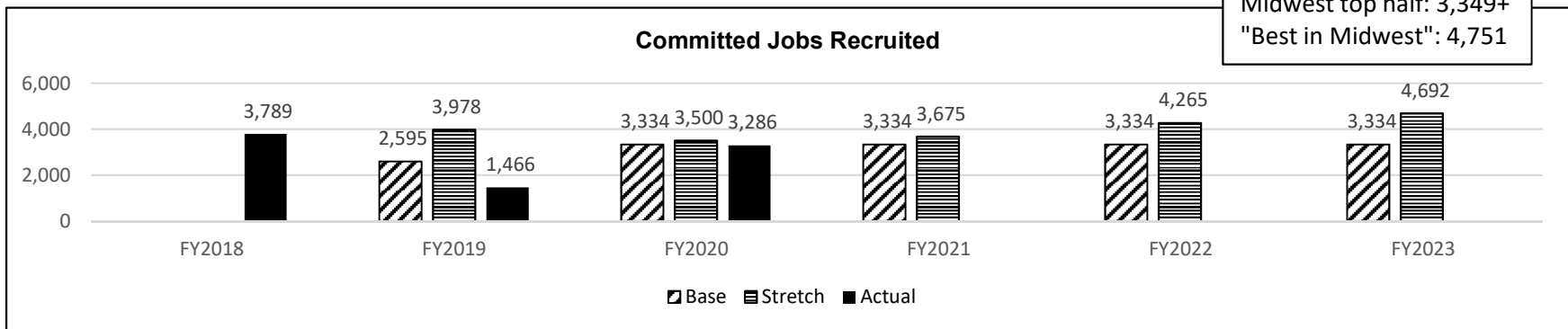
2b. Provide a measure(s) of the program's quality.



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

Note 2: Base targets for FY2021-FY2023 are based on an average of FY2018-2020 actuals. Stretch targets for FY2021-FY2023 are based on an average of FY2018-FY2020 actuals and assumes a 10% increase year over year.

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: FY2021 base is a contractor-provided projection. FY2022-FY2023 Stretch targets advance Missouri into the top quartile of Midwestern states.

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

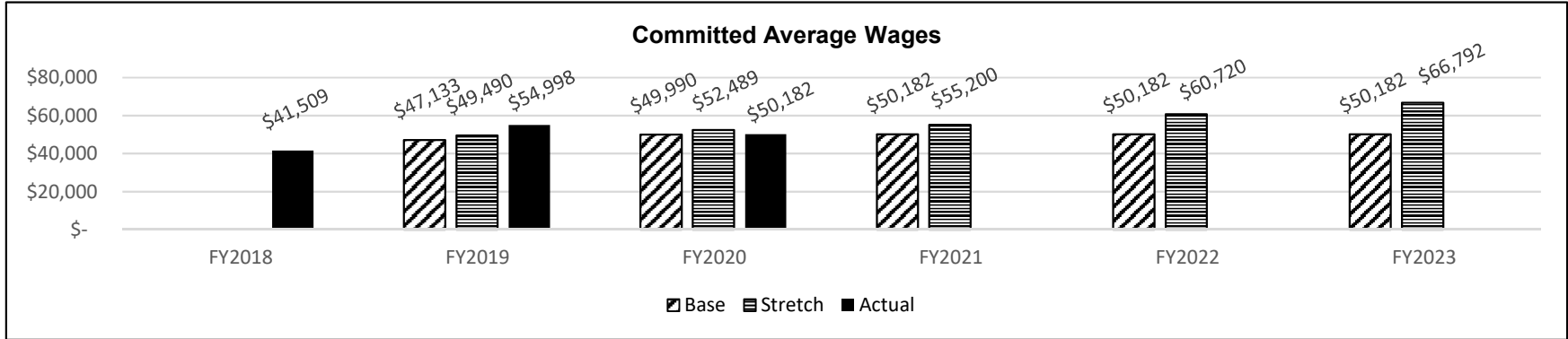
Department: Economic Development

HB Section(s): 7.005

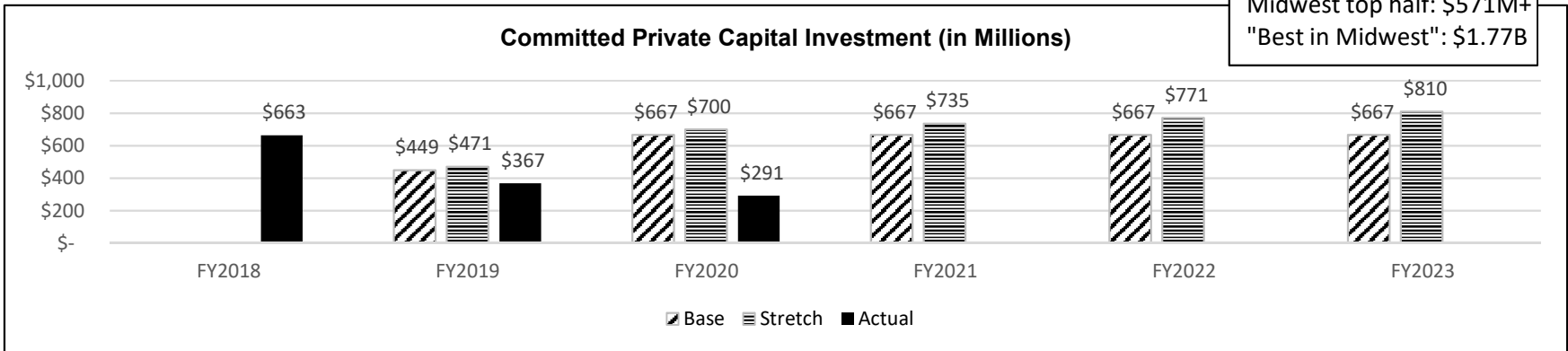
Program Name: Business Recruitment and Marketing

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

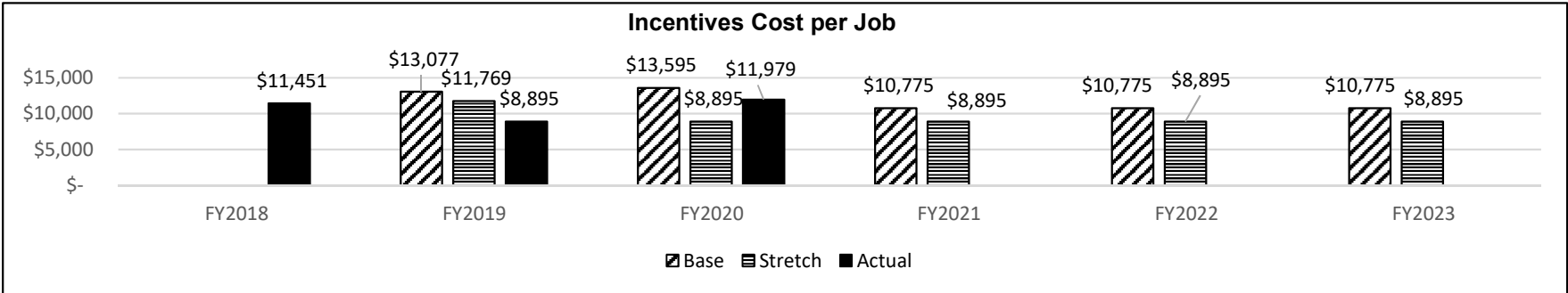
Department: Economic Development

HB Section(s): 7.005

Program Name: Business Recruitment and Marketing

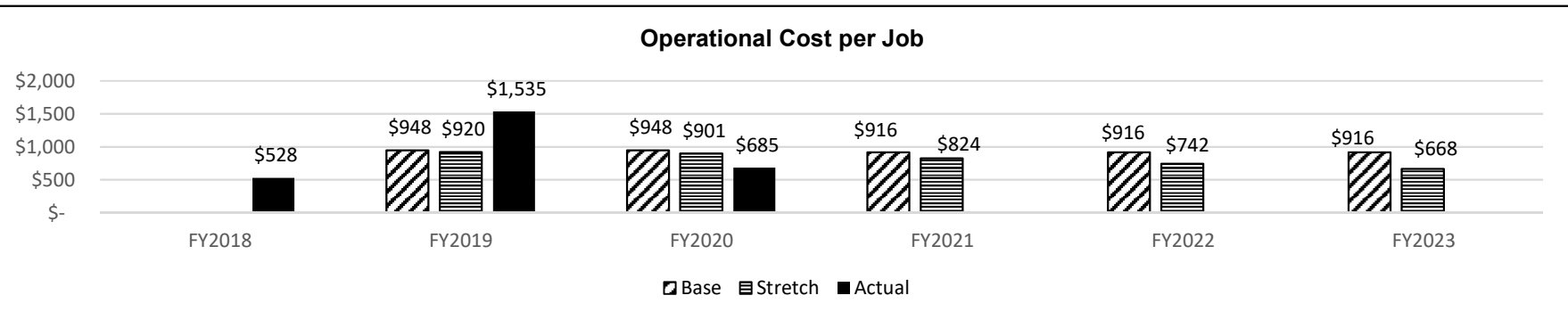
Program is found in the following core budget(s): Business Recruitment and Marketing

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 FY2021-FY2023 are based on the averages of FY2018-FY2020 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 miscellaneous revenue.

Note 2: Base targets for FY2021 are based on the average of FY2018-FY2020 actuals. Stretch targets assume a 10% decrease year over year.

PROGRAM DESCRIPTION

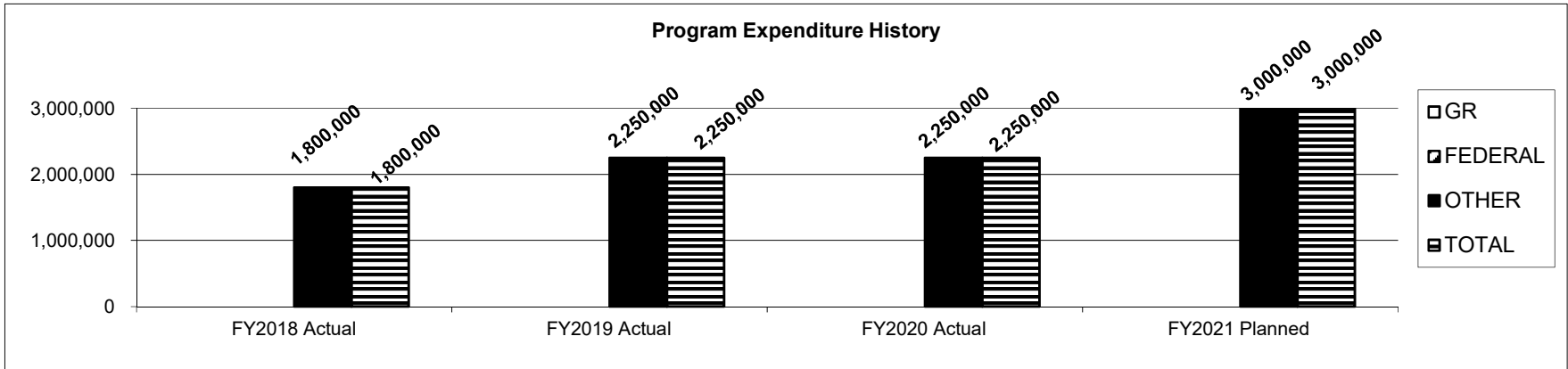
Department: Economic Development

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

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43017C</u>
Division: Business and Community Solutions	
Core: Federal Grant/Donations Fund	HB Section <u>7.010</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	1,000,000	0	1,000,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	1,000,000	0	1,000,000	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: _____
 Notes: _____

2. CORE DESCRIPTION

The purpose of this fund is to allow the Department to receive and expend federal grants which may become available between sessions of the General Assembly.

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

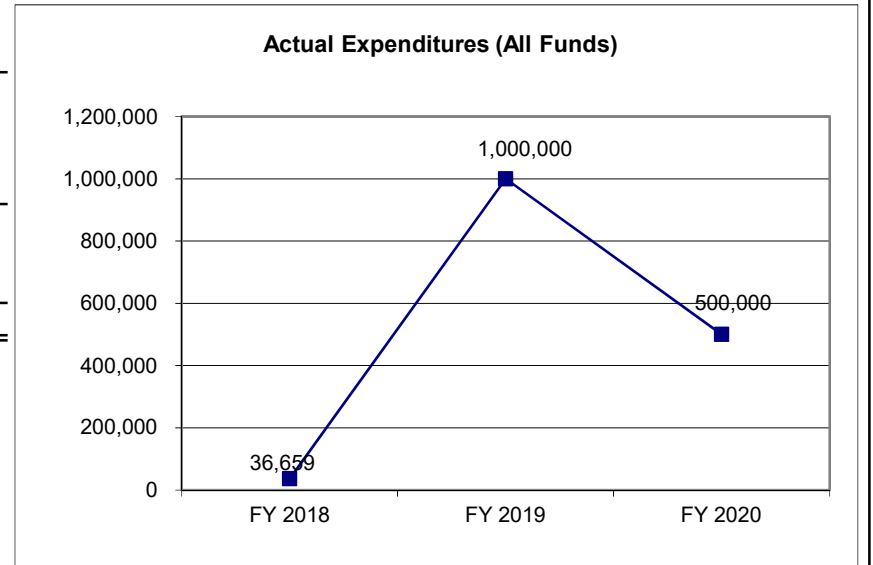
Federal Grant/Donations Fund

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43017C</u>
Division: Business and Community Solutions	
Core: Federal Grant/Donations Fund	HB Section <u>7.010</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	6,000,000	2,000,000	2,000,000	1,000,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	6,000,000	2,000,000	2,000,000	1,000,000
Actual Expenditures (All Funds)	36,659	1,000,000	500,000	N/A
Unexpended (All Funds)	5,963,341	1,000,000	500,000	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	5,963,341	1,000,000	1,500,000	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).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Previously, this fund accepted federal U.S. Treasury State Small Business Credit Initiative (SSBCI) funding starting in FY2010. The purpose of the SSBCI program was to provide funds to state programs to increase the amount of private capital made available to small businesses. The original SSBCI program funds were expended in FY2018; however, spending in FY2019 and FY2020 includes funds from repaid loans.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
FED GRANTS/DONATIONS**

5. CORE RECONCILIATION DETAIL

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

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SSBCI								
CORE								
PROGRAM-SPECIFIC								
DEPT OF ECONOMIC DEV-FEDERAL	500,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	500,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL	500,000	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$500,000	0.00	\$0	0.00	\$0	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FED GRANTS/DONATIONS								
CORE								
PROGRAM-SPECIFIC								
DEPT OF ECONOMIC DEV-FEDERAL	0	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
TOTAL - PD	0	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
TOTAL	0	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$1,000,000	0.00	\$1,000,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SSBCI								
CORE								
PROGRAM DISTRIBUTIONS	500,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	500,000	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$500,000	0.00	\$0	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$500,000	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FED GRANTS/DONATIONS								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
TOTAL - PD	0	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$1,000,000	0.00	\$1,000,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$1,000,000	0.00	\$1,000,000	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): 7.010

Program Name: Federal Grant/Donations Fund

Program is found in the following core budget(s): Federal Grant/Donations Fund

1a. What strategic priority does this program address?

Customer Centric

1b. What does this program do?

This fund allows the Department to receive and expend grants, donations, contracts, and payments from private, federal, and other governmental agencies which may become available between sessions of the General Assembly.

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

As grant funds are received, new activity measures will be implemented.

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

As grant funds are received, new quality measures will be implemented.

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

As grant funds are received, new impact measures will be implemented.

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

As grant funds are received, new efficiency measures will be implemented.

PROGRAM DESCRIPTION

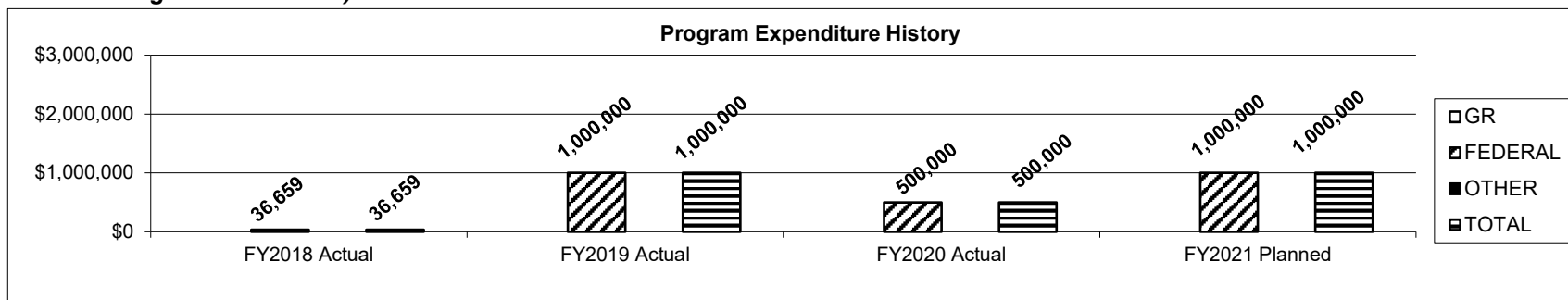
Department: Economic Development

HB Section(s): 7.010

Program Name: Federal Grant/Donations Fund

Program is found in the following core budget(s): Federal Grant/Donations 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: FY2018 Actual includes the remaining cash in the fund from the original SSBCI allocation. FY2019 and FY2020 includes loan repayment funds paid to the MTC for further disbursement.

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.)

The SSBCI program authorization was Title III of the Small Business Jobs Act of 2010, Public Law 111-240, 124 Stat. 2568, 2582, however these program funds were exhausted in FY2018.

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>43020C</u>
Division: Business and Community Solutions	
Core: Business and Community Solutions	HB Section <u>7.015</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	1,476,617	979,149	338,232	2,793,998	PS	0	0	0	0
EE	693,131	200,251	888,565	1,781,947	EE	0	0	0	0
PSD	0	50,000	872,563	922,563	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	2,169,748	1,229,400	2,099,360	5,498,508	Total	0	0	0	0
FTE	31.19	14.26	5.00	50.45	FTE	0.00	0.00	0.00	0.00

Est. Fringe	927,213	524,619	182,262	1,634,094
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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: State Supplemental Downtown Development (0766)
 Administrative Revolving Fund (0547)
 International Promotions Revolving Fund (0567)
 Economic Development Advancement Fund (0783)

Federal Funds: Community Development Block Grant (0123)

Other Funds:

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.

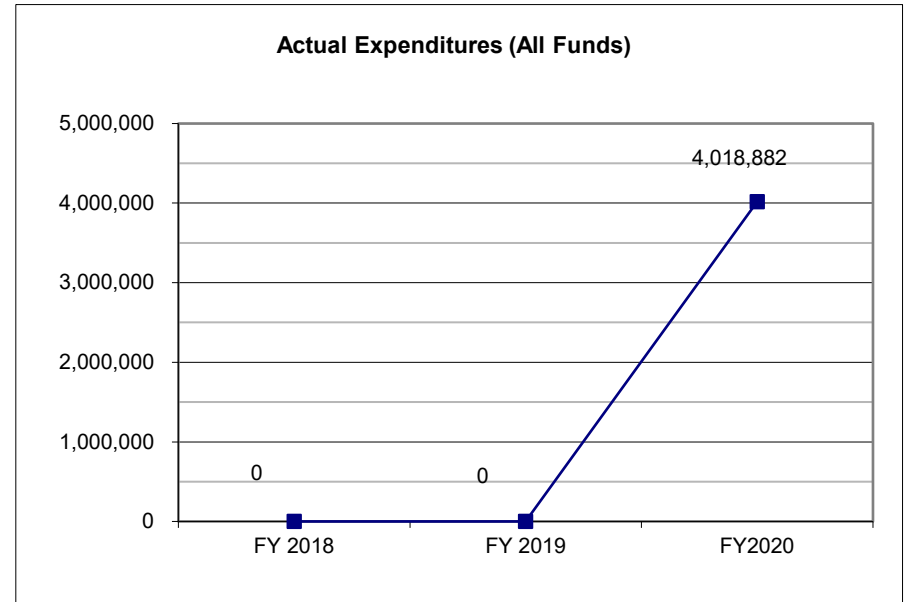
CORE DECISION ITEM

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

Budget Unit 43020C
HB Section 7.015

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY2020 Actual	FY2021 Current Yr.
Appropriation (All Funds)	0	0	5,813,779	5,484,208
Less Reverted (All Funds)	0	0	(88,650)	(63,205)
Less Restricted (All Funds)*	0	0	0	(48,620)
Budget Authority (All Funds)	0	0	5,725,129	5,372,383
Actual Expenditures (All Funds)	0	0	4,018,882	N/A
Unexpended (All Funds)	0	0	1,706,247	N/A
Unexpended, by Fund:				
General Revenue	0	0	191,682	N/A
Federal	0	0	280,891	N/A
Other	0	0	1,233,674	N/A



*Restricted amount is as of: 7/1/2020

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	50.00	1,462,317	979,149	338,232	2,779,698	
		EE	0.00	693,131	200,251	888,565	1,781,947	
		PD	0.00	0	50,000	872,563	922,563	
		Total	50.00	2,155,448	1,229,400	2,099,360	5,484,208	
DEPARTMENT CORE ADJUSTMENTS								
Core Reallocation	766 5096	PS	0.00	0	0	0		0 Aligning resources with new job classes and final reorg FTE/PS reallocations
Core Reallocation	766 5093	PS	0.45	14,300	0	0	14,300	Aligning resources with new job classes and final reorg FTE/PS reallocations
NET DEPARTMENT CHANGES			0.45	14,300	0	0	14,300	
DEPARTMENT CORE REQUEST								
		PS	50.45	1,476,617	979,149	338,232	2,793,998	
		EE	0.00	693,131	200,251	888,565	1,781,947	
		PD	0.00	0	50,000	872,563	922,563	
		Total	50.45	2,169,748	1,229,400	2,099,360	5,498,508	
GOVERNOR'S RECOMMENDED CORE								
		PS	50.45	1,476,617	979,149	338,232	2,793,998	
		EE	0.00	693,131	200,251	888,565	1,781,947	
		PD	0.00	0	50,000	872,563	922,563	
		Total	50.45	2,169,748	1,229,400	2,099,360	5,498,508	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUS & COMMUNITY SOLUTIONS								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	1,228,482	24.27	1,462,317	30.74	1,476,617	31.19	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	600,296	13.15	979,149	14.26	979,149	14.26	0	0.00
DED ADMINISTRATIVE	90,363	1.73	291,828	4.00	291,828	4.00	0	0.00
STATE SUPP DOWNTOWN DEVELOPMNT	40,177	1.01	46,404	1.00	46,404	1.00	0	0.00
TOTAL - PS	1,959,318	40.16	2,779,698	50.00	2,793,998	50.45	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	1,025,264	0.00	693,131	0.00	693,131	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	237,543	0.00	200,251	0.00	200,251	0.00	0	0.00
INTERNATIONAL PROMOTIONS REVOL	179,238	0.00	884,675	0.00	884,675	0.00	0	0.00
STATE SUPP DOWNTOWN DEVELOPMNT	138	0.00	3,890	0.00	3,890	0.00	0	0.00
TOTAL - EE	1,442,183	0.00	1,781,947	0.00	1,781,947	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	420,922	0.00	0	0.00	0	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	50,000	0.00	50,000	0.00	0	0.00
INTERNATIONAL PROMOTIONS REVOL	196,459	0.00	517,563	0.00	517,563	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	0	0.00	355,000	0.00	355,000	0.00	0	0.00
TOTAL - PD	617,381	0.00	922,563	0.00	922,563	0.00	0	0.00
TOTAL	4,018,882	40.16	5,484,208	50.00	5,498,508	50.45	0	0.00
GRAND TOTAL	\$4,018,882	40.16	\$5,484,208	50.00	\$5,498,508	50.45	\$0	0.00

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43020C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: Business and Community Solutions	
HOUSE BILL SECTION: 7.015	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

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.

- Business & Comm Solutions PS (0101) - \$1,476,617 x 10% = \$147,662 and Business & Comm Solutions EE (0101) - \$693,131 x 10% = \$69,313
- Business & Comm Solutions PS (0123) - \$979,149 x 10% = \$97,915 and Business & Comm Solutions EE (0123) - \$251,400 x 10% = \$25,140
- Business & Comm Solutions PS (0766) - \$338,232 x 10% = \$33,823 and Business & Comm Solutions EE (0766) - \$1,761,128 x 10% = \$176,113

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

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUS & COMMUNITY SOLUTIONS								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	80,571	2.30	28,891	1.61	0	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	45,432	1.00	0	0.00	0	0.00
SENIOR AUDITOR	32,682	0.60	0	0.00	0	0.00	0	0.00
ACCOUNTING GENERALIST II	46,523	1.00	87,316	1.00	0	0.00	0	0.00
RESEARCH ANAL I	0	0.00	649	0.00	0	0.00	0	0.00
RESEARCH ANAL III	0	0.00	46,569	1.00	0	0.00	0	0.00
PLANNER III	0	0.00	54,221	1.00	0	0.00	0	0.00
MARKETING SPECIALIST I	48,096	1.40	117,045	2.45	0	0.00	0	0.00
MARKETING SPECIALIST II	35,797	0.82	5,038	1.00	0	0.00	0	0.00
MARKETING SPECIALIST III	162,748	3.13	258,768	3.90	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	204,321	5.89	241,658	5.97	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	221,910	5.40	196,410	5.80	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	723,565	14.46	963,134	16.89	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	216,460	2.78	163,133	1.75	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	281,005	3.60	0	0.00	0	0.00
DIVISION DIRECTOR	86,655	0.80	138,017	1.52	107,670	1.25	0	0.00
DESIGNATED PRINCIPAL ASST DIV	68,146	0.83	0	0.00	145,000	1.00	0	0.00
OFFICE WORKER MISCELLANEOUS	0	0.00	0	0.00	14,300	0.45	0	0.00
MISCELLANEOUS TECHNICAL	0	0.00	129	0.00	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	31,844	0.75	503	0.01	2,503	0.90	0	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	151,780	1.50	0	0.00	0	0.00
ADMIN SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	0	0.00
LEAD ADMIN SUPPORT ASSISTANT	0	0.00	0	0.00	121,891	3.00	0	0.00
RESEARCH/DATA ANALYST	0	0.00	0	0.00	0	0.00	0	0.00
ECONOMIC DEVLPMNT PROFESSIONAL	0	0.00	0	0.00	395,921	9.57	0	0.00
ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	663,807	10.34	0	0.00
SR ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	945,215	16.79	0	0.00
ECONOMIC DEVELOPMENT SPV	0	0.00	0	0.00	137,242	2.00	0	0.00
ECONOMIC DEVELOPMENT MANAGER	0	0.00	0	0.00	113,133	3.15	0	0.00
SENIOR ACCOUNTS ASSISTANT	0	0.00	0	0.00	87,316	1.00	0	0.00
LEAD AUDITOR	0	0.00	0	0.00	60,000	1.00	0	0.00
TOTAL - PS	1,959,318	40.16	2,779,698	50.00	2,793,998	50.45	0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUS & COMMUNITY SOLUTIONS								
CORE								
TRAVEL, IN-STATE	38,509	0.00	118,361	0.00	118,361	0.00	0	0.00
TRAVEL, OUT-OF-STATE	40,944	0.00	99,993	0.00	99,993	0.00	0	0.00
FUEL & UTILITIES	0	0.00	17,192	0.00	17,192	0.00	0	0.00
SUPPLIES	23,509	0.00	132,311	0.00	132,311	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	109,688	0.00	226,769	0.00	226,769	0.00	0	0.00
COMMUNICATION SERV & SUPP	26,764	0.00	135,197	0.00	135,197	0.00	0	0.00
PROFESSIONAL SERVICES	979,980	0.00	903,629	0.00	903,629	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	1	0.00	1	0.00	0	0.00
M&R SERVICES	43,515	0.00	18,823	0.00	18,823	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	2	0.00	2	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	12,024	0.00	12,024	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	28,306	0.00	28,306	0.00	0	0.00
OTHER EQUIPMENT	4,450	0.00	16,495	0.00	16,495	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	2,071	0.00	2,071	0.00	0	0.00
BUILDING LEASE PAYMENTS	173,096	0.00	35,846	0.00	35,846	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	7,278	0.00	7,278	0.00	0	0.00
MISCELLANEOUS EXPENSES	1,728	0.00	19,391	0.00	19,391	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	8,258	0.00	8,258	0.00	0	0.00
TOTAL - EE	1,442,183	0.00	1,781,947	0.00	1,781,947	0.00	0	0.00
PROGRAM DISTRIBUTIONS	617,381	0.00	911,601	0.00	911,601	0.00	0	0.00
REFUNDS	0	0.00	10,962	0.00	10,962	0.00	0	0.00
TOTAL - PD	617,381	0.00	922,563	0.00	922,563	0.00	0	0.00
GRAND TOTAL	\$4,018,882	40.16	\$5,484,208	50.00	\$5,498,508	50.45	\$0	0.00
GENERAL REVENUE	\$2,674,668	24.27	\$2,155,448	30.74	\$2,169,748	31.19		0.00
FEDERAL FUNDS	\$837,839	13.15	\$1,229,400	14.26	\$1,229,400	14.26		0.00
OTHER FUNDS	\$506,375	2.74	\$2,099,360	5.00	\$2,099,360	5.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

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 (full descriptions may be found on the Program Description Forms):
 - International Trade and Investment Offices
 - Community Development Block Grants
 - Missouri Technology Corporation (MTC)

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

Community Development Projects

	FY2018 Actual	FY2019		FY2020		FY2021 Projected	FY2022 Projected	FY2023 Projected
		Projected	Actual	Projected	Actual			
Number of Projects Authorized	140	N/A	128	139	69	14	139	139
Amount of Incentives Authorized	\$23.7M	N/A	\$21.9M	\$23.7M	\$13.6M	\$2M	\$23.7M	\$23.7M
Number of Tax Credit Certificates Issued*	4,410	N/A	3,768	4,405	2,986	2,642	4,405	4,405
Amount of Incentives Issued	\$19.9M	N/A	\$16.7M	\$20M	\$14M	\$14.7M	\$20M	\$20M

Note 1: Community Development projects represent 6 programs, the largest of which are Neighborhood Assistance and Youth Opportunities.
 Note 2: Due to budget concerns, DED has not authorized tax credits for those programs. Instead, DED has utilized CARES Act funding for COVID-related expenses for non-profits.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

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

	FY2018 Actual	FY2019		FY2020		FY2021 Projected	FY2022 Projected	FY2023 Projected
		Projected	Actual	Projected	Actual			
Number of Projects Authorized	341	N/A	311	317	369	317	317	317
Amount of Incentives Authorized	\$170M	N/A	\$157.8M	\$177.8M	\$151M	\$177.8M	\$177.8M	\$177.8M
Number of Tax Credit Certificates Issued*	218	N/A	357	277	281	277	277	277
Amount of Incentives Issued	\$64.6M	N/A	\$116M	\$91.2M	\$128.4M	\$91.2M	\$91.2M	\$91.2M

Business Development Projects

	FY2018 Actual	FY2019		FY2020		FY2021 Projected	FY2022 Projected	FY2023 Projected
		Projected	Actual	Projected	Actual			
Number of Projects Authorized	158	149	101	143	116	150	150	150
Amount of Incentives Authorized	\$195M	\$182M	\$105M	\$180M	\$153.8M	\$189.7M	\$189.3M	\$189M
Number of Tax Credit Certificates Issued*	167	192	154	165	103	155	187	183
Amount of Incentives Issued	\$134M	\$162M	\$152M	\$152.8M	\$190M	\$212.5M	\$210M	\$220M

Note 1: Redevelopment Projects represent 3 programs, the largest of which are Historic Preservation and Neighborhood Preservation.

Note 2: Business Development projects represent 5 programs, the largest of which is Missouri Works.

Note 3: These are new measures; therefore, projected data for FY2018 is not available. Projected data for FY2019 was not broken out by Community Development and Redevelopment.

Note 4: Community Development and Redevelopment projections are based on FY2018-FY2020 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.

	FY2018 Actual	FY2019 Actual	FY2020		FY2021 Projected	FY2022 Projected	FY2023 Projected
			Projected	Actual			
Customer Service Experience	N/A	88%	90%	86%	92%	94%	95%

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

Note 2: FY2020 results based on September 2020 survey that included 156 respondents.

PROGRAM DESCRIPTION

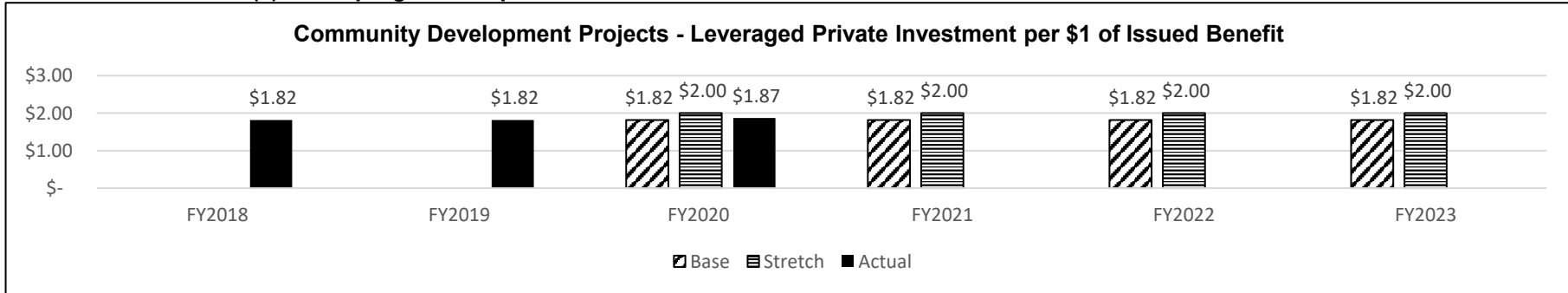
Department: **Economic Development**

HB Section(s): **7.015**

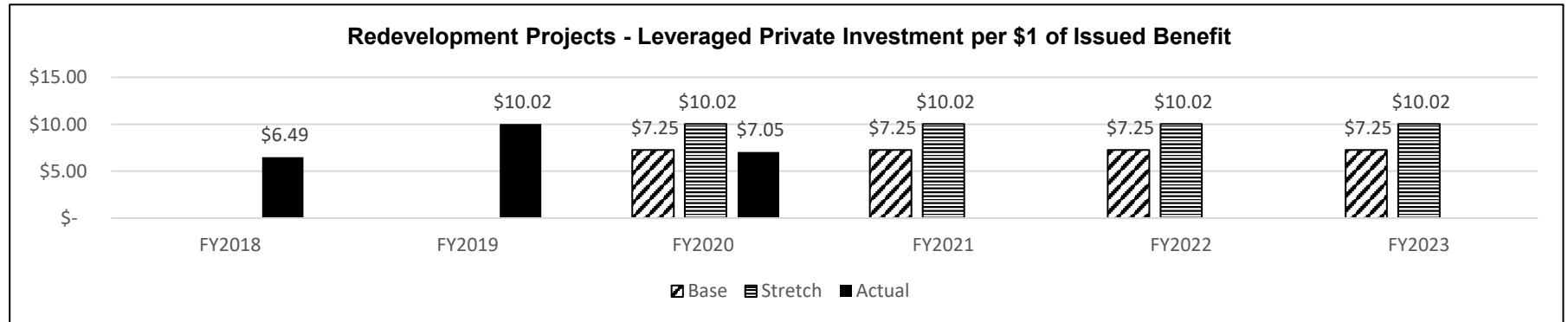
Program Name: **Business and Community Solutions**

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 FY2021, the Base target is calculated on a FY2018-FY2020 average and the Stretch is a 10% increase.
 Note 3: This measure has been refined; therefore, projected data for FY2018-FY2019 is not available.



Note 1: Amount of Actual Private Investment compared to \$1 of benefits issued for all Redevelopment projects.
 Note 2: For FY2021, the Base target is calculated on the FY2018-FY2020 average.
 Note 3: This measure has been refined; therefore, projected data for FY2018-FY2019 is not available.

PROGRAM DESCRIPTION

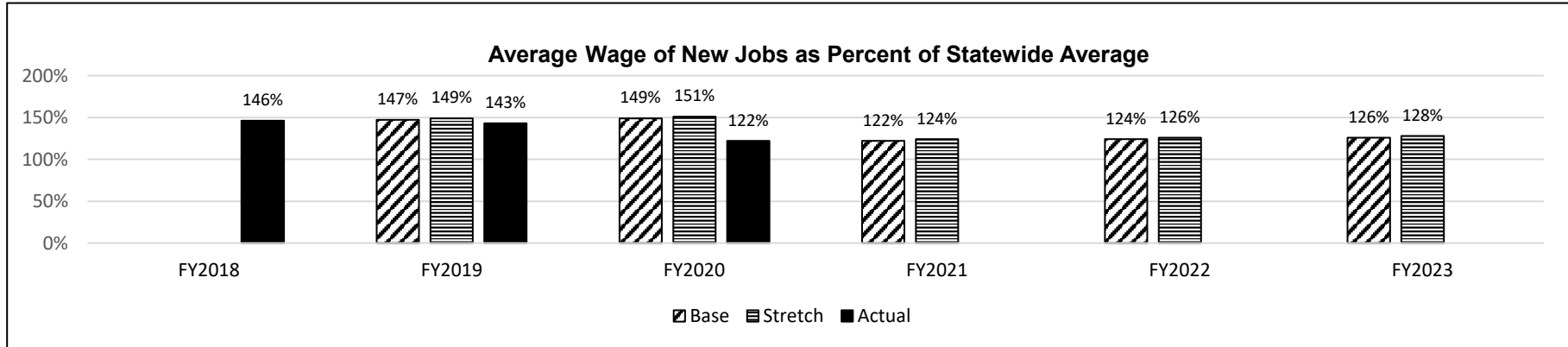
Department: Economic Development

HB Section(s): 7.015

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)

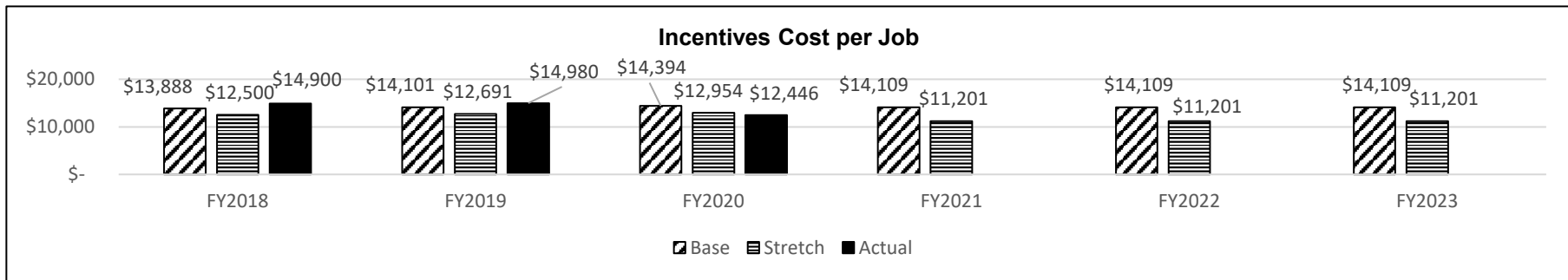


Note 1: Average wages paid to actual new jobs for which we have average wage data as a percent of the statewide average wage for Business Development programs.

Note 2: The Base target is calculated as the lowest of the 3 years of data, then increasing by 2% each year, and the Stretch target is calculated as the base plus 2% each year.

Note 3: This is a new measure; therefore, data for FY2018 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 FY2021-FY2023 are based on the averages of FY2018-FY2020 actuals. Stretch targets assume a 10% decrease in the state's incentive per job.

PROGRAM DESCRIPTION

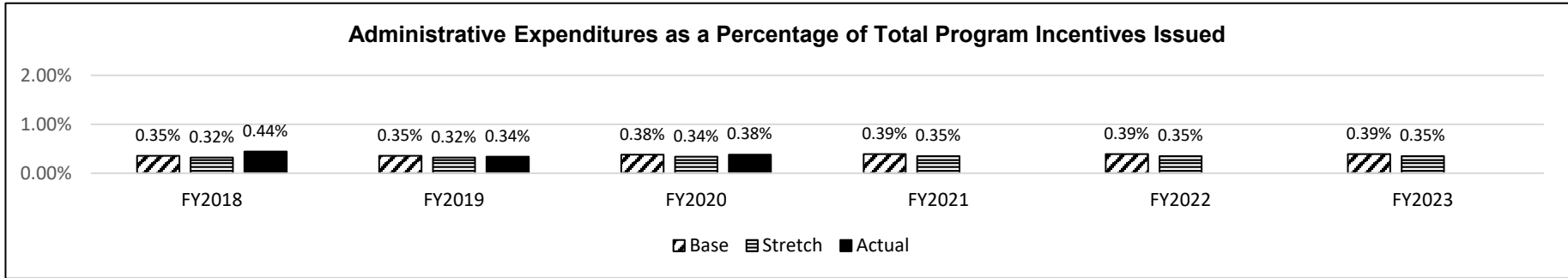
Department: Economic Development

HB Section(s): 7.015

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: Base targets for FY2021-FY2023 are based on the averages of FY2018-FY2020 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

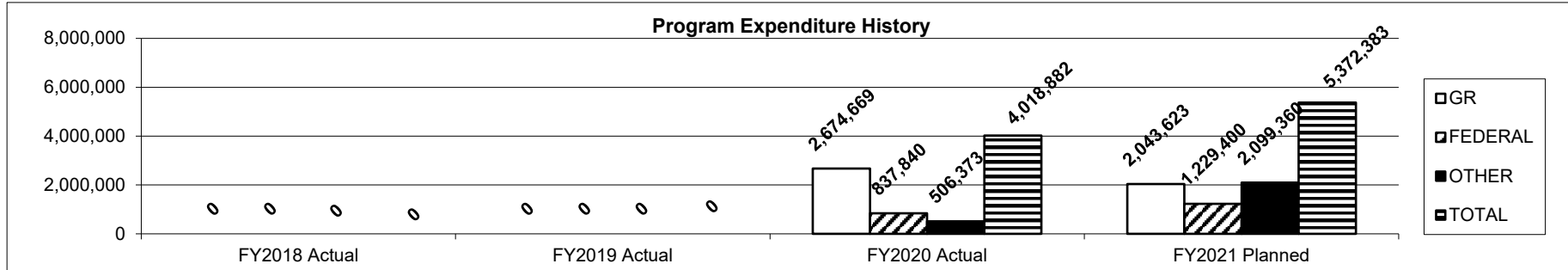
Department: Economic Development

HB Section(s): 7.015

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 Restrictions and 3% Governor's Reserve.

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

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

NEW DECISION ITEM

RANK: 3 OF 6

Department: Economic Development	Budget Unit <u> 43020C </u>
Division: Business and Community Solutions	
DI Name: Business and Community Solutions NDI DI# 1419006	HB Section <u> 7.015 </u>

1. AMOUNT OF REQUEST

FY 2022 Budget Request					FY 2022 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	176,048	0	0	176,048	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD		0	0		PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	<u> 176,048 </u>	<u> 0 </u>	<u> 0 </u>	<u> 176,048 </u>	Total	<u> 0 </u>	<u> 0 </u>	<u> 0 </u>	<u> 0 </u>
FTE	4.00	0.00	0.00	4.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	114,499	0	0	114,499	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: _____

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 Business and Community Solutions Division has a need for additional FTE to efficiently serve our business and community customers. These additional FTE will focus on eliminating and preventing backlogs to approve and issue tax credits. These additional positions will not increase the Department's overall FTE count. Specifically, these additional team members will help our Division:

(1) Speed up Historic Preservation Tax Credit (HTC) and Neighborhood Preservation Act (NPA) application review, authorization, and issuance. This will increase certainty for our customers, help them avoid unnecessary interest payments due partially to review times, and prevent future backlogs.

(2) Speed up tax credit issuance for Missouri businesses participating in the Missouri Works program. This will also improve our team's ability to guide our business customers through annual reporting requirements and deadlines, ensuring that they can continue to earn the credits needed to fuel their growth.

NEW DECISION ITEM

RANK: 3 OF 6

Department: Economic Development	Budget Unit	<u>43020C</u>
Division: Business and Community Solutions		
DI Name: Business and Community Solutions NDI DI# 1419006	HB Section	<u>7.015</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.

- (3) Ensure timely payments for TIF projects, based on their actual sales and income tax revenue generated. This will ensure that TIF projects across the State can continue receiving the TIF proceeds needed to continue fueling their growth.
- (4) Speed up Neighborhood Assistance Program (NAP) and Youth Opportunities Program (YOP) application review, authorization, and issuance to help the State's nonprofits raise donations needed to address our communities' most pressing needs.
- (5) Improve overall customer satisfaction due to reduced wait times and increased capacity for proactive customer service.

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.)

Based on a review of the number of days between program application cycles closing and final award recommendations for HTC, NPA, NAP, and YOP, 4 FTE would help speed up application approvals by approximately one month per program. These team members would start on the programs where the need is greatest (e.g. HTC application review, YOP tax credit issuance) and broaden their skill sets to cover multiple programs.

- For HTC, NAP, YOP, and the Neighborhood Preservation Act (NPA), each program has an application deadline and all applications come in at approximately the same time. With each fully trained FTE, we project that the programs could decrease the amount of calendar days of review by approximately 35 days.
- Our Division faces significant tax credit issuance demand at certain times of the year, which currently detracts from other work (e.g. program application cycles and technical assistance for customers). During tax season, customers of many of our programs want their tax credits quickly, and we receive the majority of tax credit documentation between January 15-March 31. Customers need the tax credits issued prior to April 15 in order to claim on their taxes.
- The Division is often called to administer new programs and initiatives, which compete with our existing responsibilities. These additional FTE would be available to help move these initiatives forward without sacrificing our Division's focus on existing program responsibilities (e.g. HTC application review, authorization, and issuance).
- These additional FTEs will ensure proper backup coverage for these programs to account for team members' leave. Due to capacity, some program administration functions are currently only known by one teammate, and if that teammate goes on leave or departs the Division, it delays authorization, issuance, and technical assistance for our business and community customers.

NEW DECISION ITEM

RANK: 3 OF 6

Department: Economic Development	Budget Unit <u>43020C</u>
Division: Business and Community Solutions	
DI Name: Business and Community Solutions NDI DI# 1419006	HB Section <u>7.015</u>

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 / Econ Dev Spec / 07EB20	83,240	2.0					83,240	2.0	
100 / Senior Econ Dev Spec / 07EB30	92,808	2.0					92,808	2.0	
Total PS	176,048	4.0	0	0.0	0	0.0	176,048	4.0	0
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Grand Total	<u>176,048</u>	<u>4.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>176,048</u>	<u>4.0</u>	<u>0</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
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>
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
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>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM

RANK: 3 **OF** 6

Department: <u>Economic Development</u>	Budget Unit <u>43020C</u>
Division: <u>Business and Community Solutions</u>	
DI Name: <u>Business and Community Solutions NDI DI# 1419006</u>	HB Section <u>7.015</u>

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

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

Refer to the BCS core for the activity measures.

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

Refer to BCS Core for quality measures.

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

Refer to the BCS Core for impact measures.

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

Refer to BCS Core for efficiency measures.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Refer to the BCS Core for strategies to achieve performanc measure targets.

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUS & COMMUNITY SOLUTIONS								
Business/Community Solutions - 1419006								
ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	83,240	2.00	0	0.00
SR ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	92,808	2.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	176,048	4.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$176,048	4.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$176,048	4.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43025C</u>
Division: Business and Community Solutions	
Core: Econ Dev Advancement Fund Refunds (EDAF)	HB Section <u>7.015</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	10,000	10,000
TRF	0	0	0	0
Total	0	0	10,000	10,000
FTE	0.00	0.00	0.00	0.00

	FY 2022 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
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

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: Economic Development Advancement Fund (0783)

Other Funds:

2. CORE DESCRIPTION

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.

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 was first applied 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.

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

Economic Development Advancement Refunds

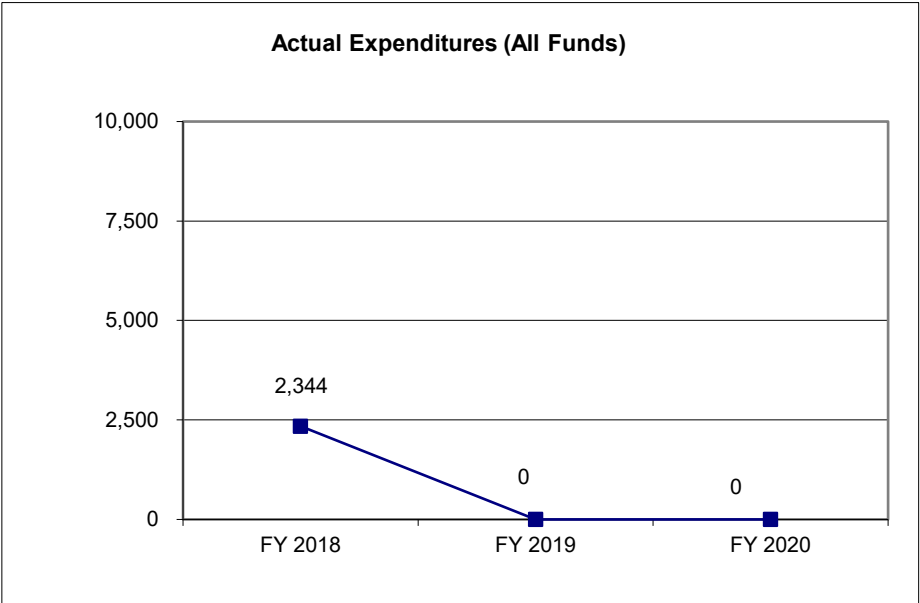
CORE DECISION ITEM

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

Budget Unit 43025C
HB Section 7.015

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	10,000	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)	10,000	10,000	10,000	10,000
Actual Expenditures (All Funds)	2,344	0	0	N/A
Unexpended (All Funds)	7,656	10,000	10,000	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	7,656	10,000	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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
EDAF REFUNDS								
CORE								
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	10,000	0.00	10,000	0.00	0	0.00
TOTAL - PD	0	0.00	10,000	0.00	10,000	0.00	0	0.00
TOTAL	0	0.00	10,000	0.00	10,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$10,000	0.00	\$10,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
EDAF REFUNDS								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	9,999	0.00	9,999	0.00	0	0.00
REFUNDS	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL - PD	0	0.00	10,000	0.00	10,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$10,000	0.00	\$10,000	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	\$10,000	0.00	\$10,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Economic Development Advancement Fund Refunds

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

1a. What strategic priority does this program address?

Customer Centric

1b. What does this program do?

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.

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

This is a refund appropriation; therefore, no performance measures are provided.

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

This is a refund appropriation; therefore, no performance measures are provided.

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

This is a refund appropriation; therefore, no performance measures are provided.

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

This is a refund appropriation; therefore, no performance measures are provided.

PROGRAM DESCRIPTION

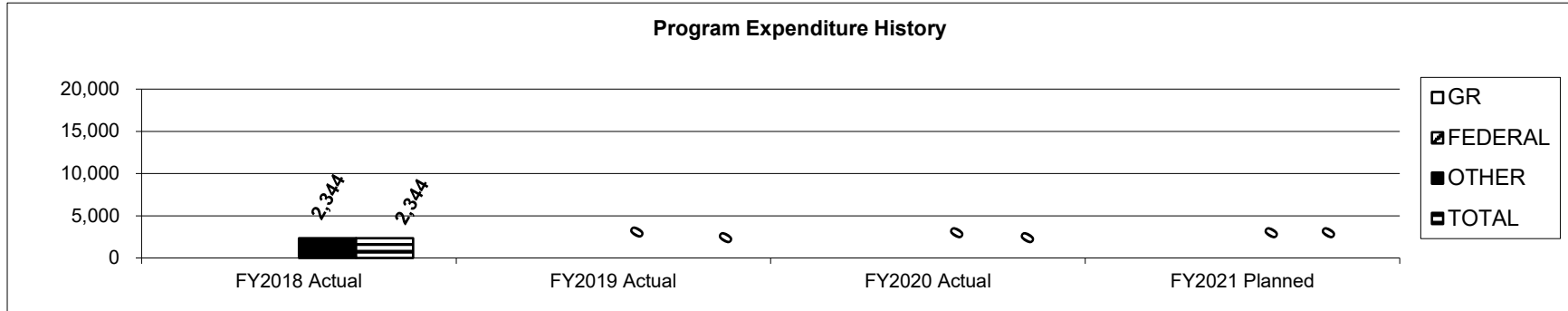
Department: Economic Development

HB Section(s): 7.015

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>7.015</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	1,500,000	1,500,000	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	1,500,000	1,500,000	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: Economic Development Advancement Fund (0783)

Other Funds:

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)

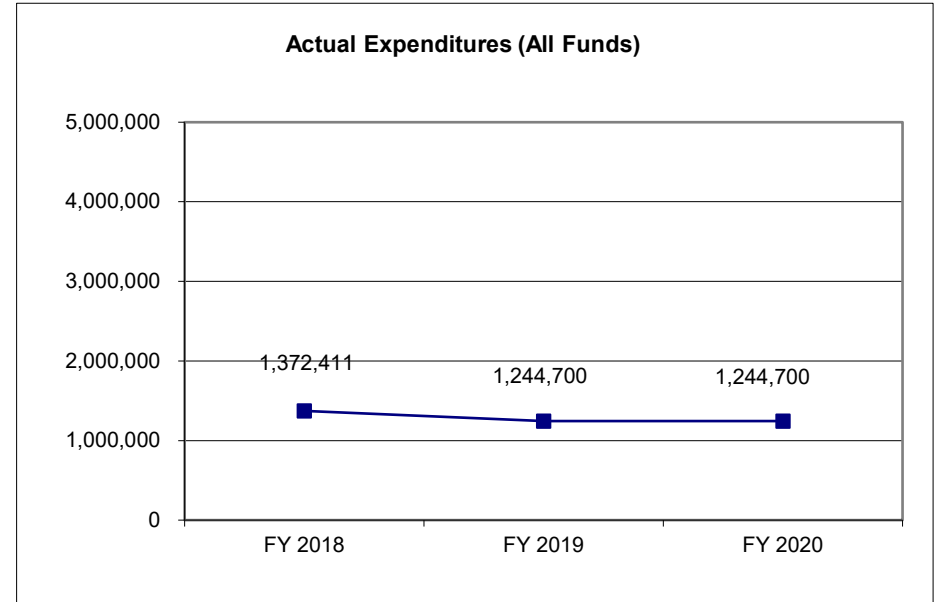
International Trade and Investment Offices

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43030C</u>
Division: Business and Community Solutions	
Core: International Trade and Investment Offices	HB Section <u>7.015</u>

4. FINANCIAL HISTORY

	<u>FY 2018 Actual</u>	<u>FY 2019 Actual</u>	<u>FY 2020 Actual</u>	<u>FY 2021 Current Yr.</u>
Appropriation (All Funds)	1,500,000	1,500,000	1,500,000	1,500,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,500,000	1,500,000	1,500,000	1,500,000
Actual Expenditures (All Funds)	1,372,411	1,244,700	1,244,700	N/A
Unexpended (All Funds)	127,589	255,300	255,300	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	127,589	255,300	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:

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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
INTER TRADE & INVESTMNT OFFICE								
CORE								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	1,244,700	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
TOTAL - EE	1,244,700	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
TOTAL	1,244,700	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
GRAND TOTAL	\$1,244,700	0.00	\$1,500,000	0.00	\$1,500,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
INTER TRADE & INVESTMNT OFFICE								
CORE								
PROFESSIONAL SERVICES	1,244,700	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
TOTAL - EE	1,244,700	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
GRAND TOTAL	\$1,244,700	0.00	\$1,500,000	0.00	\$1,500,000	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	\$1,244,700	0.00	\$1,500,000	0.00	\$1,500,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

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.

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Export Work Orders	484	384	461	585	569	548	275	400	450
FDI Leads Generated	N/A	N/A	12	49	25	29	12	28	35
FDI Informational Requests*	N/A	N/A	35	123	100	70	65	73	85

Note 1: Export work orders are specific activities done on behalf of Missouri companies seeking to export.

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: FY2021, FY2022, and FY2023 projected activity has been updated to reflect the adverse affects of the global health emergency on global demand for Missouri products.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: International Trade and Investment Offices

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

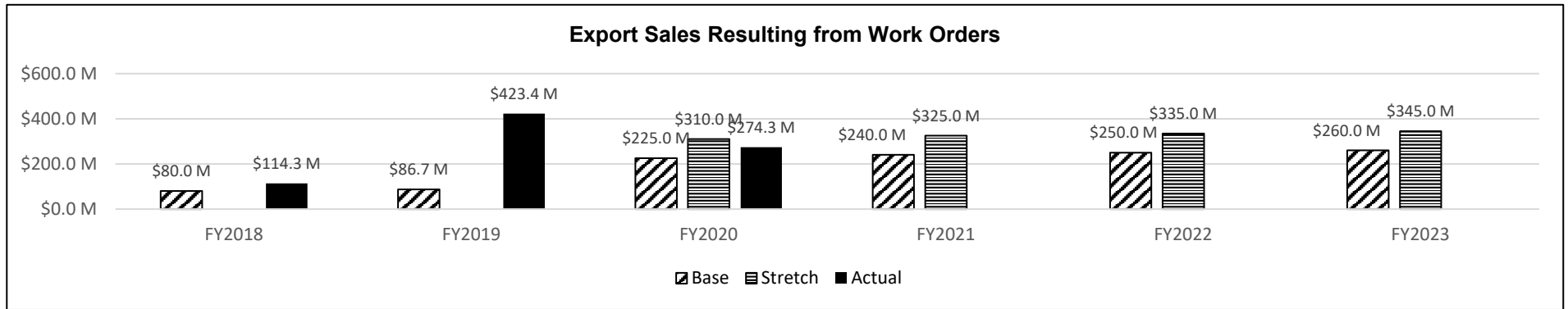
2b. Provide a measure(s) of the program's quality.

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customer Satisfaction	95%	89%	94%	98%	95%	99%	96%	97%	98%

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 FY2020, 627 Client Impact Statements were dispatched and 585 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

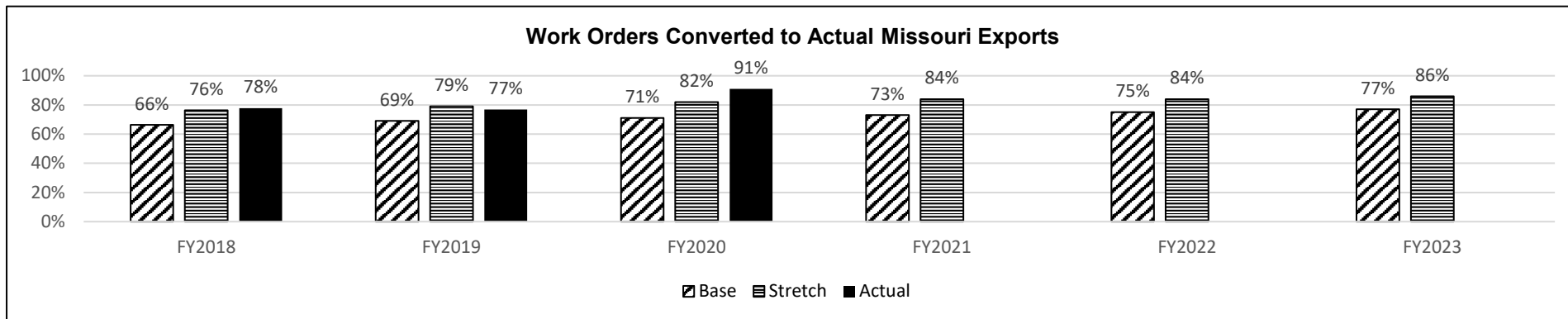
Department: Economic Development

HB Section(s): 7.015

Program Name: International Trade and Investment Offices

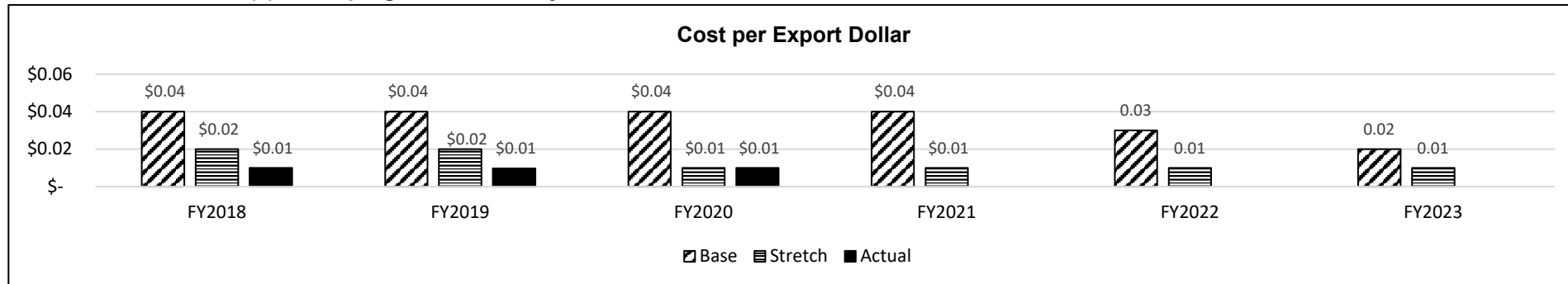
Program is found in the following core budget(s): International Trade and Investment Offices

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

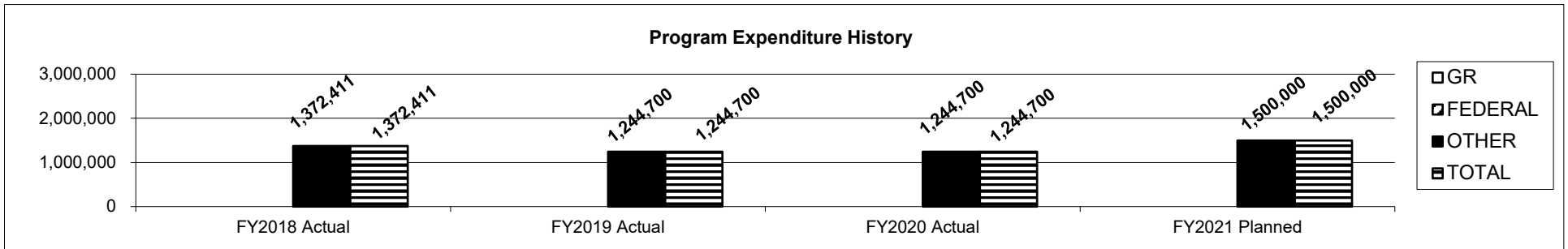
Department: Economic Development

HB Section(s): 7.015

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

NEW DECISION ITEM

RANK: 6 OF 6

Department: Economic Development	Budget Unit <u>43023C</u>
Division: Business and Community Solutions	
DI Name: Tourism Infrastructure DI# 1419005	HB Section <u>7.016</u>

1. AMOUNT OF REQUEST

FY 2022 Budget Request					FY 2022 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	1,975,000	0	0	1,975,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	1,975,000	0	0	1,975,000	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	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. THIS REQUEST CAN BE CATEGORIZED AS:

<input checked="" 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 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.

In 2019, the General Assembly passed House Bill 677 (Fiscal Note #1505-06T) creating the Tourism Infrastructure Facilities Program under Section 99.585, RSMo. The program provides funding for renovations of publicly owned sports and entertainment venues. Project awards are derived from a portion of tax revenues derived directly or indirectly from such projects. Program agreements commit DED to requesting appropriations for approved projects for up to 20 years.

DED received and approved one application under this program. Per the statute, no additional applications may be approved after August 28, 2020. The approved application is for the phased construction, reconstruction, rehabilitation, repair, and improvement of the structures, fixtures, systems, and facilities for the Enterprise Center, a multipurpose sports and entertainment venue located in St. Louis where the St. Louis Blues National Hockey League team currently plays.

NEW DECISION ITEM

RANK: 6 OF 6

Department: Economic Development	Budget Unit <u>43023C</u>
Division: Business and Community Solutions	
DI Name: Tourism Infrastructure DI# 1419005	HB Section <u>7.016</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.)

Under Section 99.585, RSMo, the annual amount of the state appropriation authorized under this section shall not exceed \$2.5 million per year for any fiscal year ending on or before June 30, 2031, \$4.5 million dollars per year for any fiscal year thereafter. No such appropriation shall be made prior to July 1, 2021. DED is requesting \$1.975 million based on the revenue analysis of the applications.

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
							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>
800/Program Distributions	1,975,000						1,975,000		
Total PSD	<u>1,975,000</u>		<u>0</u>		<u>0</u>		<u>1,975,000</u>		<u>0</u>
Transfers									
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Grand Total	<u>1,975,000</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>1,975,000</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM

RANK: 6 OF 6

Department: Economic Development	Budget Unit <u>43023C</u>
Division: Business and Community Solutions	
DI Name: Tourism Infrastructure DI# 1419005	HB Section <u>7.016</u>

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

NEW DECISION ITEM

RANK: 6 OF 6

Department: Economic Development	Budget Unit <u>43023C</u>
Division: Business and Community Solutions	
DI Name: Tourism Infrastructure	DI# <u>1419005</u>
	HB Section <u>7.016</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.
A program activity measure is currently being developed.

6b. Provide a measure(s) of the program's quality.
A program quality measure is currently being developed.

6c. Provide a measure(s) of the program's impact.
A program impact measure is currently being developed.

6d. Provide a measure(s) of the program's efficiency.
A program efficiency measure is currently being developed.

NEW DECISION ITEM

RANK: 6 **OF** 6

Department: Economic Development	Budget Unit <u>43023C</u>
Division: Business and Community Solutions	
DI Name: Tourism Infrastructure DI# 1419005	HB Section <u>7.016</u>

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Ensure clear, timely communications between applicant and DED regarding the project's eligible costs and the portion of tax revenues derived directly or indirectly from the project.

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TOURISM INFRASTRUCTURE								
Tourism Infrastructure NDI - 1419005								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	1,975,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	1,975,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,975,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$1,975,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43040C</u>
Division: Business and Community Solutions	
Core: MO Technology Investment Fund Transfer	HB Section <u>7.020</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	1,000,000	0	0	1,000,000
Total	1,000,000	0	0	1,000,000
FTE	0.00	0.00	0.00	0.00

	FY 2022 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.

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:

Other Funds:

2. CORE DESCRIPTION

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

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

MO Technology Investment Fund Transfer

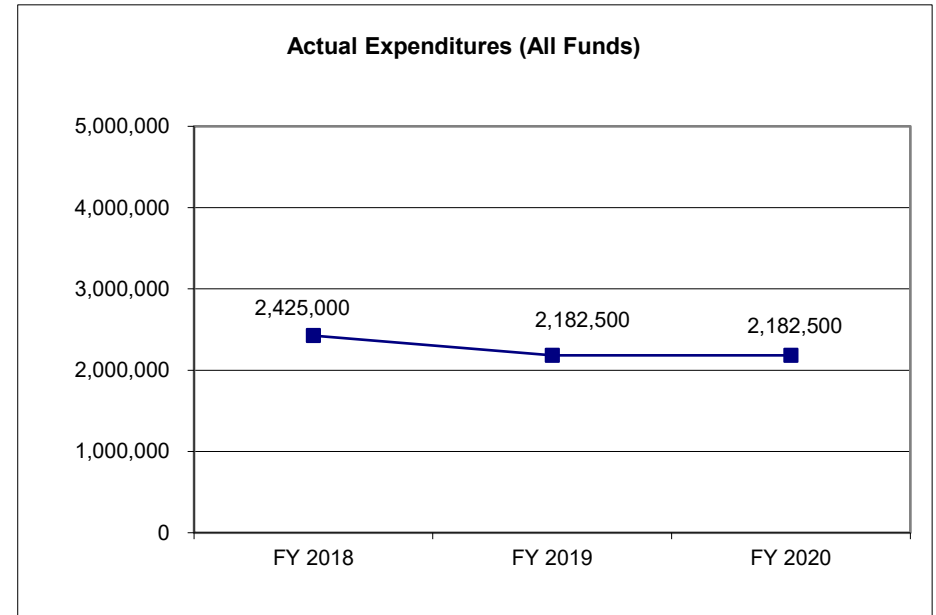
CORE DECISION ITEM

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

Budget Unit 43040C
HB Section 7.020

4. FINANCIAL HISTORY

	<u>FY 2018 Actual</u>	<u>FY 2019 Actual</u>	<u>FY 2020 Actual</u>	<u>FY 2021 Current Yr.</u>
Appropriation (All Funds)	2,500,000	2,250,000	3,000,000	1,000,000
Less Reverted (All Funds)	(75,000)	(67,500)	(90,000)	0
Less Restricted (All Funds)*	0	0	(727,500)	(1,000,000)
Budget Authority (All Funds)	2,425,000	2,182,500	2,182,500	0
Actual Expenditures (All Funds)	2,425,000	2,182,500	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)	(2)



*Restricted amount is as of: 7/1/2020

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

NOTES:

(1) The FY2020 spending restrictions included withholding the FY2020 fourth quarter funding appropriated to MTC (\$727,500) and a request (that was complied with) that MTC repay the entire amount of General Revenue-funded disbursements to MTC for the first three quarters of FY2020 (\$2,182,500).

(2) The FY2021 funding appropriation was withheld.

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	1,000,000	0	0	1,000,000	
	Total	0.00	1,000,000	0	0	1,000,000	
DEPARTMENT CORE REQUEST							
	TRF	0.00	1,000,000	0	0	1,000,000	
	Total	0.00	1,000,000	0	0	1,000,000	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO TECH INVESTMENT TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	2,182,500	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
TOTAL - TRF	2,182,500	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
TOTAL	2,182,500	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
GRAND TOTAL	\$2,182,500	0.00	\$1,000,000	0.00	\$1,000,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO TECH INVESTMENT TRANSFER								
CORE								
TRANSFERS OUT	2,182,500	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
TOTAL - TRF	2,182,500	0.00	1,000,000	0.00	1,000,000	0.00	0	0.00
GRAND TOTAL	\$2,182,500	0.00	\$1,000,000	0.00	\$1,000,000	0.00	\$0	0.00
GENERAL REVENUE	\$2,182,500	0.00	\$1,000,000	0.00	\$1,000,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

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

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

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

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

This is a GR transfer appropriation; therefore, refer to the MTC Core for measures.

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

This is a GR transfer appropriation; therefore, refer to the MTC Core for measures.

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

This is a GR transfer appropriation; therefore, refer to the MTC Core for measures.

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

This is a GR transfer appropriation; therefore, refer to the MTC Core for measures.

PROGRAM DESCRIPTION

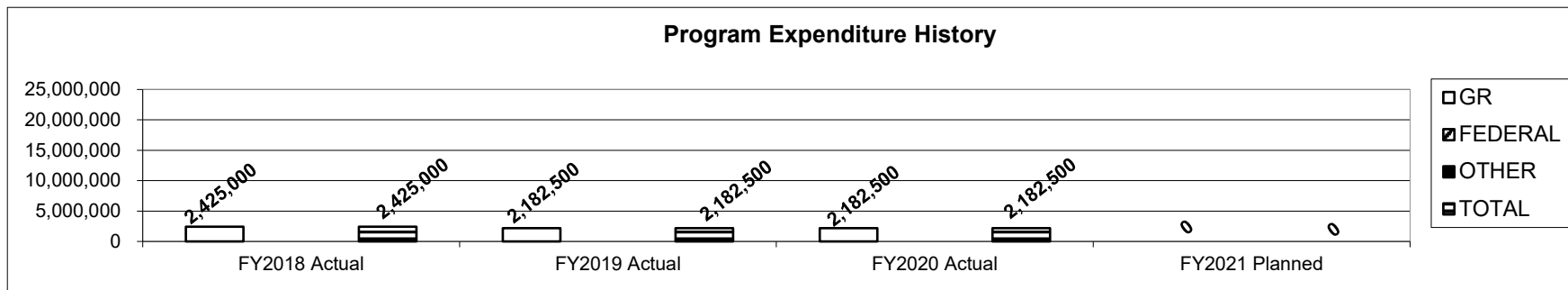
Department: Economic Development

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.)



Note: Planned Expenditures for GR reflects Restriction.

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

Transfer from General Revenue to Missouri Technology Investment Fund (0172).

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 <u>43035C</u>
Division: Business and Community Solutions	
Core: Missouri Technology Corporation (MTC)	HB Section <u>7.025</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	5,500,000	5,500,000	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: Missouri Technology Investment Fund (0172)
 Notes: Requires a GR transfer to MTIF (0172)

Other Funds:
 Notes:

2. CORE DESCRIPTION

This core decision item establishes the spending authority for the Missouri Technology Corporation (MTC) co-investment and entrepreneurial support grant programs, the State's eight Innovation Centers, and the Missouri Manufacturing Extension Partnership (MEP).

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 21st 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 ex officio members of the board.

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

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

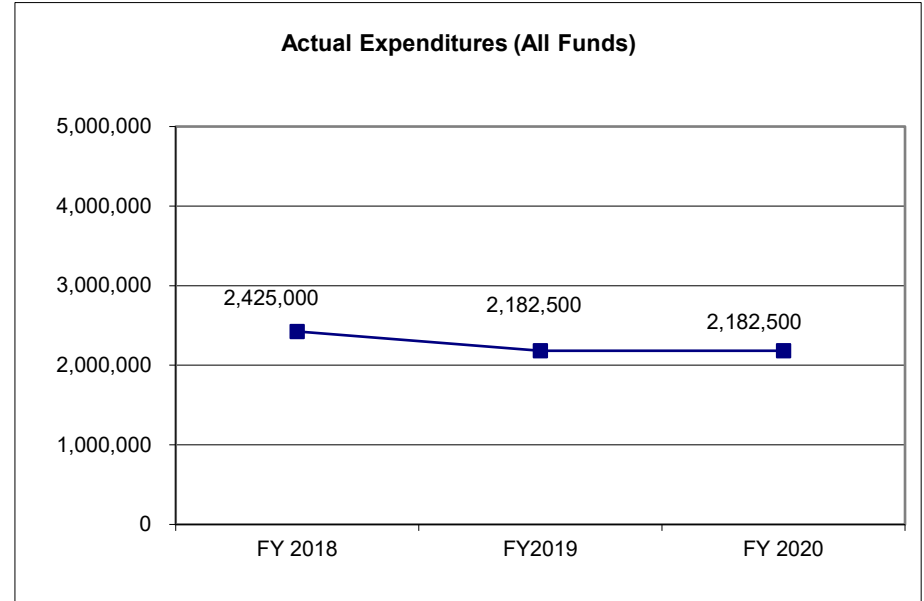
CORE DECISION ITEM

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

Budget Unit 43035C
HB Section 7.025

4. FINANCIAL HISTORY

	FY 2018 Actual	FY2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	3,500,000	3,500,000	5,500,000	5,500,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	3,500,000	3,500,000	5,500,000	5,500,000
Actual Expenditures (All Funds)	2,425,000	2,182,500	2,182,500	N/A
Unexpended (All Funds)	1,075,000	1,317,500	3,317,500	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	1,075,000	1,317,500	3,317,500	N/A
	(1)	(1)	(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 accommodates the Governor's standard 3% GR reserve.
 - (2) The FY2020 spending restrictions included withholding the FY2020 fourth quarter funding appropriated to MTC (\$727,500) and a request (that was complied with) that MTC repay the entire amount of General Revenue-funded disbursements to MTC for the first three quarters of FY2020 (\$2,182,500).
 - (3) The FY2021 GR Transfer appropriation was withheld.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPME
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO TECH CORP-RAM								
CORE								
PROGRAM-SPECIFIC								
MISSOURI TECHNOLOGY INVESTMENT	2,182,500	0.00	5,500,000	0.00	5,500,000	0.00	0	0.00
TOTAL - PD	2,182,500	0.00	5,500,000	0.00	5,500,000	0.00	0	0.00
TOTAL	2,182,500	0.00	5,500,000	0.00	5,500,000	0.00	0	0.00
GRAND TOTAL	\$2,182,500	0.00	\$5,500,000	0.00	\$5,500,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO TECH CORP-RAM								
CORE								
PROGRAM DISTRIBUTIONS	2,182,500	0.00	5,500,000	0.00	5,500,000	0.00	0	0.00
TOTAL - PD	2,182,500	0.00	5,500,000	0.00	5,500,000	0.00	0	0.00
GRAND TOTAL	\$2,182,500	0.00	\$5,500,000	0.00	\$5,500,000	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	\$2,182,500	0.00	\$5,500,000	0.00	\$5,500,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.025

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?

MTC drives economic development through the promotion of entrepreneurship and fostering the growth of new and emerging high-tech companies.

1b. What does this program do?

- MTC assists early-stage businesses to raise the private capital necessary 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 non-profit organizations, higher education institutions, Innovation Centers, and other research institutions that help entrepreneurs raise capital and develop promising new technologies through the MOBEC Grant program and (3) direct funding to the State's Innovation Centers.
- 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.

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
IDEA Fund Co-Investments Approved	36	31	9	10	15	7	10	13	13
IDEA Fund Co-Investments Allocated	N/A	\$6,005,463	\$2,000,000	\$1,474,132	\$2,500,000	\$1,100,000	\$1,500,000	\$2,000,000	\$2,000,000
Number of MOBEC Grants Approved	N/A	13	N/A	9	10	8	6	10	10
Amount of MOBEC Grant Funds Allocated	N/A	\$2,740,000	N/A	\$1,950,000	\$1,000,000	\$901,022	\$1,000,000	\$2,000,000	\$2,000,000

Note 1: MTC's Board of Directors approves MOBEC Grant and IDEA Fund co-investment allocations within a fiscal year based upon the annual budget. However, the disbursement of actual funds may span multiple fiscal years. Therefore, shown are the allocations approved per fiscal year for each program.

Note 2: The entire FY2020 budget was restricted, therefore allocated program expenses for IDEA Fund and MOBEC Grants were lower than initially projected. Additionally, the entire FY2021 budget has been withheld, therefore allocated program expenses for IDEA Fund and MOBEC Grants are lower than historical allocations.

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

	FY2018	FY2019	FY2020		FY2021	FY2022	FY2023
	Actual	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	N/A	86%	86%	82%	88%	90%	90%

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

Note 2: FY2020 results based on September 2020 survey that included 28 respondents. FY2019 results were based on a survey that included 22 respondents.

Note 3: MTC's drop in customer experience scores compared to FY2019 may be influenced by FY2020 budget restrictions and withholds combined with announced FY2021 withholds.

PROGRAM DESCRIPTION

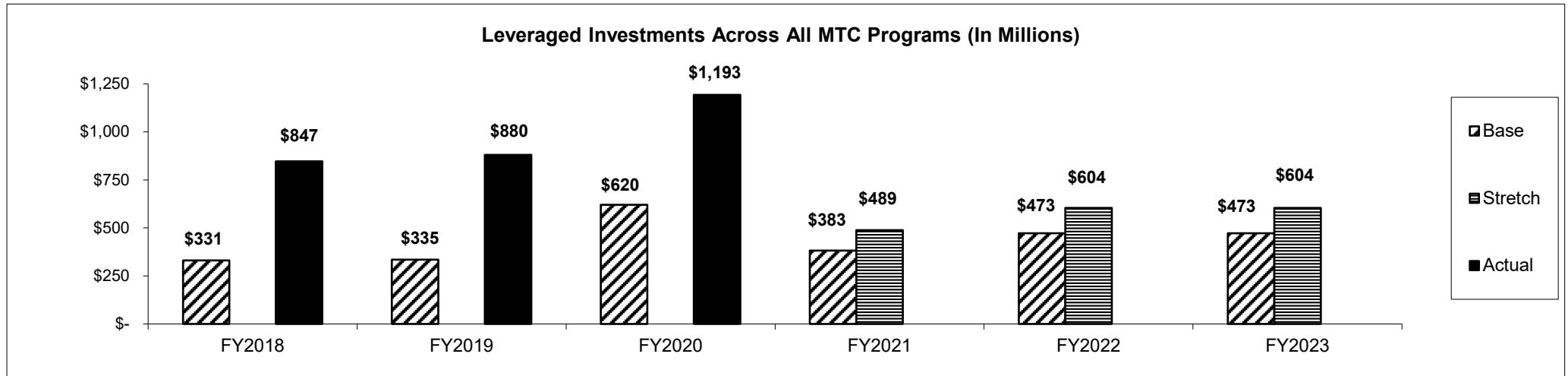
Department: Economic Development

HB Section(s): 7.025

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.



Note 1: Leveraged investments for the IDEA Fund program represents the total amount of new funding raised from private investors and grant funding awarded to companies over the fiscal year. Leveraged investments for the MOBEC Grant program, Innovation Centers, and the Manufacturing Extension Partnership (MEP) program represents capital raised from private investors and grant funding awarded to the grantee's clients.

Note 2: COVID-19 had a significant negative impact on invested capital from private sources during Q4 of FY2020 and is expected to have an impact for FY2021; therefore, base and stretch goals for FY2021 are lower than historical projections.

Note 3: Due to significant budget cuts since FY2017 and budget restrictions and withholds for FY2020 and FY2021, fewer co-investments and MOBEC grants have been allocated; therefore, Base and Stretch projections for FY2022 and FY2023 leveraged investments are lower than FY2020's base projection.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.025

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. (continued)

Clients Served and Full-Time Jobs Created Across All MTC Programs

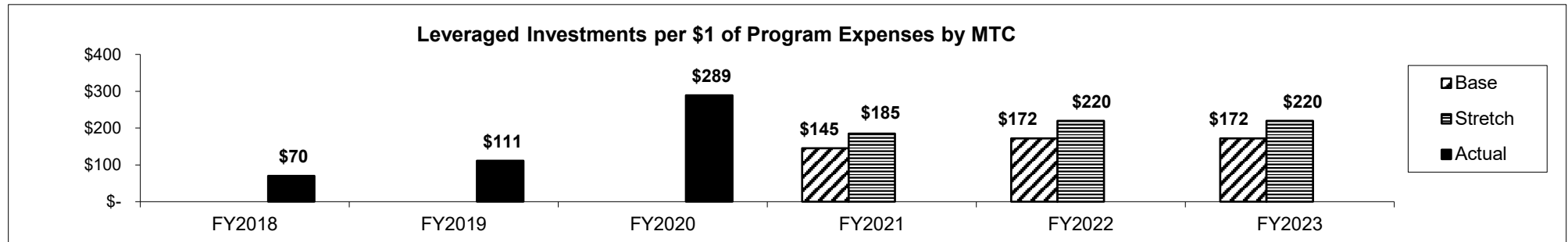
	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
	Actual	Actual	Actual	Projected	Projected	Projected
Clients Served	4,201	3,087	6,540	4,000	4,500	4,500
Full-Time Jobs Created	2,231	3,460	2,590	1,500	1,750	2,000

Note 1: Clients served represents the number of clients served by MOBEC Grant recipients, Innovation Centers, and the Missouri Manufacturing Extension Partnership (MEP).

Note 2: Full-Time jobs created represents the number jobs created by clients served by MOBEC Grant recipients, Innovation Centers, and the MEP program as well as the jobs created by the IDEA Fund portfolio companies.

Note 3: Due to the impact of COVID-19, the full-time job creation projections for FY2021 and beyond are lower than the historical job created numbers for FY2018-FY2020. However, the number of clients served increased dramatically in FY2020. Most likely due to the stakeholders that MTC supports providing vital information and resources to the State's entrepreneurs in their time of economic crisis.

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



Note 1: The data in this chart shows the leveraged investments (2c.) per dollar in program expenses within a fiscal year. It should be interpreted as for every dollar MTC spent on a program expense in FY2020, \$286 in leveraged investments are generated.

Note 2: COVID-19 had a significant negative impact on invested capital from private sources during Q4 of FY2020 and is expected to have an impact for FY2021, therefore base and stretch goals for FY2021 are lower than FY2020's actual figure.

Note 3: This is a new efficiency measure, therefore Base and Stretch goals are not available for FY2018-FY2020.

PROGRAM DESCRIPTION

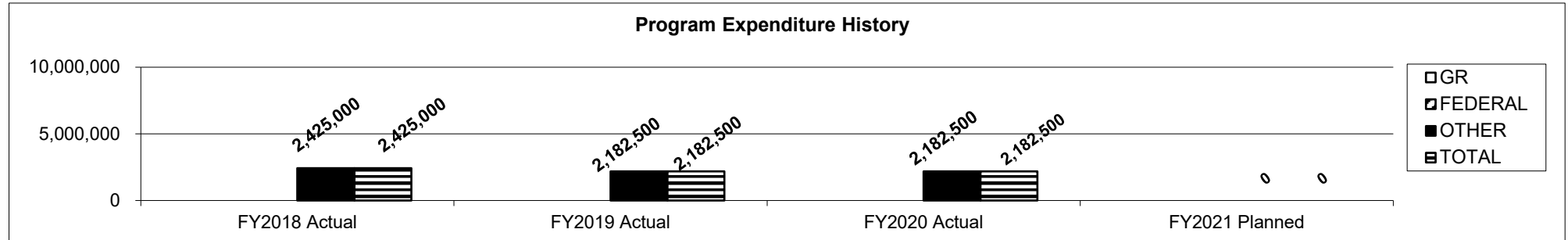
Department: Economic Development

HB Section(s): 7.025

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 and Restriction 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 <u>43045C</u>
Division: Business and Community Solutions	
Core: Community Development Block Grant (CDBG)	HB Section <u>7.030</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request				FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total	GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0
EE	0	866,200	0	866,200	EE	0	0	0
PSD	0	124,133,800	0	124,133,800	PSD	0	0	0
TRF	0	0	0	0	TRF	0	0	0
Total	0	125,000,000	0	125,000,000	Total	0	0	0
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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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.

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

Other Funds:

Other Funds:

2. CORE DESCRIPTION

The Community Development Block Grant (CDBG) program provides federal grants awarded by the U.S. Department of Housing and Urban Development (HUD) 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.

In response to the coronavirus, HUD allocated approximately \$43 million from CARES Act CDBG funds for the state to prepare, respond, and recover from COVID-19 impacts to Missouri.

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.

HUD awarded \$68,382,000 to the State for supplemental CDBG disaster recovery funding for DR-4317. 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 also awarded the State \$42,592,000 in CDBG mitigation funding. Mitigation helps communities lessen the impacts of disasters by reducing or eliminating the long-term risk of death, injury, property loss or damage, suffering and hardship. In response to the 2019 spring flooding and tornado events, HUD awarded the State \$30,776,000.

CORE DECISION ITEM

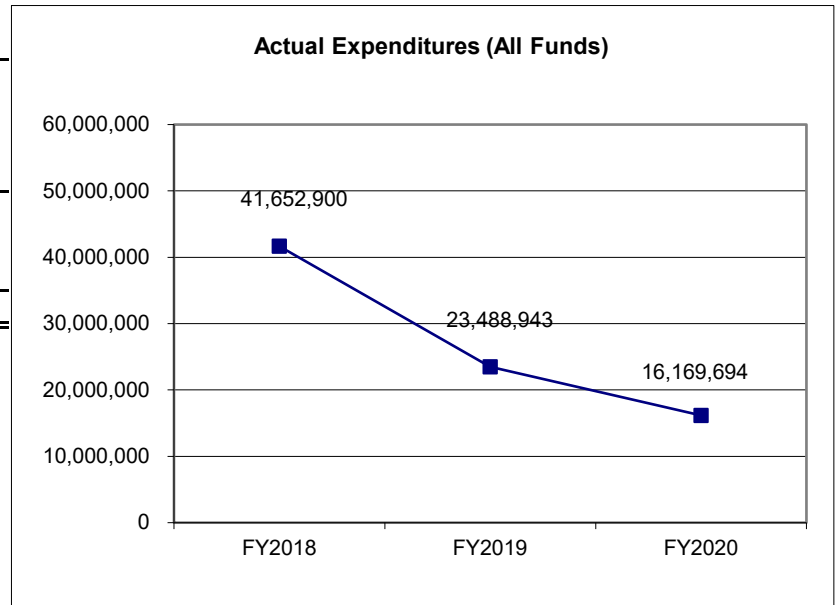
Department: Economic Development	Budget Unit <u>43045C</u>
Division: Business and Community Solutions	
Core: Community Development Block Grant (CDBG)	HB Section <u>7.030</u>

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

Community Development Block Grant Program

4. FINANCIAL HISTORY

	FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Current Yr.
Appropriation (All Funds)	51,403,550	106,322,117	125,000,000	125,000,000
Less Reverted (All Funds)	(7,745)	(7,804)	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	51,395,805	106,314,313	125,000,000	125,000,000
Actual Expenditures (All Funds)	41,652,900	23,488,943	16,169,694	N/A
Unexpended (All Funds)	9,742,905	82,825,370	108,830,306	N/A
Unexpended, by Fund:				
General Revenue	97,862	21,092	0	N/A
Federal	9,645,043	82,804,278	108,830,306	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) Compliance Team PS, E&E and corresponding FTE transferred to the CDBG Program.
 - (2) Disaster Recovery Grant has been awarded, but no funds expended in FY2019. As of September 2020, approximately \$43M of the \$58.5M 2017 CDBG-DR grant has been awarded. Due to the impacts of COVID-19, local governments requested extensions for project timelines and performance requirements, which has pushed back the timeline for project expenditures.
 - (3) 2017 CDBG-DR and CDBG-Mitigation allocations were delayed from HUD due to new HUD approval processes, delayed federal register guidance, and the 2018-2019 federal government shutdown. The CDBG Program has since opened and completed application cycles for these programs.

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	124,133,800	0	124,133,800	
	Total	0.00	0	125,000,000	0	125,000,000	
DEPARTMENT CORE REQUEST							
	EE	0.00	0	866,200	0	866,200	
	PD	0.00	0	124,133,800	0	124,133,800	
	Total	0.00	0	125,000,000	0	125,000,000	
GOVERNOR'S RECOMMENDED CORE							
	EE	0.00	0	866,200	0	866,200	
	PD	0.00	0	124,133,800	0	124,133,800	
	Total	0.00	0	125,000,000	0	125,000,000	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
CDBG PROGRAM									
CORE									
EXPENSE & EQUIPMENT									
DED-ED PRO -CDBG- PASSTHROUGH	291,331	0.00	866,200	0.00	866,200	0.00	0	0.00	
TOTAL - EE	291,331	0.00	866,200	0.00	866,200	0.00	0	0.00	
PROGRAM-SPECIFIC									
DED-ED PRO -CDBG- PASSTHROUGH	15,878,363	0.00	104,133,800	0.00	104,133,800	0.00	0	0.00	
DED FEDERAL STIMULUS	0	0.00	20,000,000	0.00	20,000,000	0.00	0	0.00	
TOTAL - PD	15,878,363	0.00	124,133,800	0.00	124,133,800	0.00	0	0.00	
TOTAL	16,169,694	0.00	125,000,000	0.00	125,000,000	0.00	0	0.00	
CDBG Federal Stimulus Increase - 1419001									
PROGRAM-SPECIFIC									
DED FEDERAL STIMULUS	0	0.00	0	0.00	23,033,423	0.00	0	0.00	
TOTAL - PD	0	0.00	0	0.00	23,033,423	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	23,033,423	0.00	0	0.00	
GRAND TOTAL	\$16,169,694	0.00	\$125,000,000	0.00	\$148,033,423	0.00	\$0	0.00	

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
CDBG PROGRAM								
CORE								
TRAVEL, IN-STATE	2,325	0.00	13,000	0.00	13,000	0.00	0	0.00
TRAVEL, OUT-OF-STATE	21	0.00	2,700	0.00	2,700	0.00	0	0.00
FUEL & UTILITIES	0	0.00	150	0.00	150	0.00	0	0.00
SUPPLIES	10	0.00	4,500	0.00	4,500	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	826	0.00	2,950	0.00	2,950	0.00	0	0.00
COMMUNICATION SERV & SUPP	163	0.00	4,500	0.00	4,500	0.00	0	0.00
PROFESSIONAL SERVICES	287,611	0.00	827,300	0.00	827,300	0.00	0	0.00
M&R SERVICES	0	0.00	300	0.00	300	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	250	0.00	250	0.00	0	0.00
BUILDING LEASE PAYMENTS	375	0.00	600	0.00	600	0.00	0	0.00
MISCELLANEOUS EXPENSES	0	0.00	2,450	0.00	2,450	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	7,500	0.00	7,500	0.00	0	0.00
TOTAL - EE	291,331	0.00	866,200	0.00	866,200	0.00	0	0.00
PROGRAM DISTRIBUTIONS	15,878,363	0.00	124,133,800	0.00	124,133,800	0.00	0	0.00
TOTAL - PD	15,878,363	0.00	124,133,800	0.00	124,133,800	0.00	0	0.00
GRAND TOTAL	\$16,169,694	0.00	\$125,000,000	0.00	\$125,000,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$16,169,694	0.00	\$125,000,000	0.00	\$125,000,000	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Sections: 7.030

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.

- The State administers multiple CDBG grants, many of which are reserved for specific purposes identified by federal register. These grants include:

- (1) Regular Annual CDBG Allocation - ~\$23,000,000 each year - project categories include (A) Infrastructure (e.g. Community Facilities, Water/wastewater projects, demolition, and downtown revitalization); (B) Economic Development (e.g. industrial infrastructure for job-creating projects); (C) Workforce Training; and (4) Emergency projects (e.g. generators needed after a severe ice storm);
- (2) 2017 CDBG-Disaster Recovery (CDBG-DR) - \$58,535,000 - primarily to address unmet housing needs resulting from 2017 flooding events in five zip codes identified by the U.S. Department of Housing and Urban Development (HUD);
- (3) 2017 CDBG-Mitigation - \$41,592,000 - funding to mitigate disaster risks and reduce future losses, with primary focus on five zip codes identified by HUD;
- (4) 2017 CDBG-DR Infrastructure - \$9,847,018 - additional funding allocated in December 2019 to further address seriously damaged infrastructure from the 2017 flooding events;
- (5) 2019 CDBG-DR - \$30,776,000 - primarily to address unmet housing needs resulting from 2019 disaster events in three counties identified by HUD; and
- (6) 2020 CDBG-COVID (CDBG-CV) - \$43,033,423 - to help communities prevent, prepare for, and respond to COVID-19 in a variety of ways.

Note: A New Decision Item is being requested to increase this appropriation amount from \$20,000,000 to \$43,033,423.

PROGRAM DESCRIPTION

Department: Economic Development

HB Sections: 7.030

Program Name: Community Development Block Grant Program

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

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

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
CDBG Funds Expended	N/A	\$40.8M	N/A	\$24M	\$31.6M	\$14.6M	\$32.1M	\$35.7M	\$29.4M
Total CDBG Projects	70	81	70	55	68	53	68	68	70
Infrastructure	N/A	66	N/A	48	43	30	46	52	45
Economic Development	N/A	8	N/A	2	4	8	6	10	5
Workforce Training	N/A	N/A	N/A	N/A	7	0	4	4	5
Public Services	N/A	N/A	N/A	N/A	N/A	N/A	10	6	0
Emergency and Other	N/A	7	N/A	5	14	15	16	6	15
CDBG-CV Funds Expended	N/A	N/A	N/A	N/A	N/A	N/A	\$23M	\$20M	0
CDBG-DR Funds Expended	N/A	N/A	N/A	N/A	\$11.7M	\$1.6M	\$20M	\$20M	\$10M
Housing Units (DR)	N/A	N/A	N/A	N/A	106	0	125	214	50

Note 1: Numbers are based on funds drawn on projects per Fiscal Year. Average period of performance for a CDBG project is 3 years, therefore the annual expenditure and actual amount take into account each project spending a percentage of total allocation.

Note 2: Housing Units under (DR) represents a projected number of households being served within multiple project categories that include: Single-Family (buyout and demolition, relocation assistance, and down payment assistance) and/or Affordable Multi-Family Rental Recovery.

Note 3: In FY2020, CDBG Projects were \$17M lower than expected due to a combination of communities' focus on COVID-19 response, increased construction costs that required rebidding work, delayed starts to construction, and other factors.

Note 4: CARES Act CDBG-CV Funds are projected to expend from FY2021 to FY2023.

Note 5: As of September 2020, approximately \$43M of the \$58.5M 2017 CDBG-DR grant has been awarded. Due to the impacts of COVID-19, local governments requested extensions for project timelines and performance requirements, which has pushed back the timeline for project expenditures.

Note 6: 2017 CDBG-DR and CDBG-Mitigation allocations were delayed from HUD due to new HUD approval processes, delayed federal register guidance, and the 2018-2019 federal government shutdown. The CDBG Program has since opened and completed application cycles for these programs.

Note 7: The 2017 CDBG-DR Infrastructure application cycle closed in October 2020, and each approved project will receive funding based on its timeline for work and completion.

Note 8: The 2017 CDBG-Mitigation application cycle closed in October 2020, and each approved project will receive funding based on its timeline for work and completion.

PROGRAM DESCRIPTION

Department: Economic Development

HB Sections: 7.030

Program Name: Community Development Block Grant Program

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

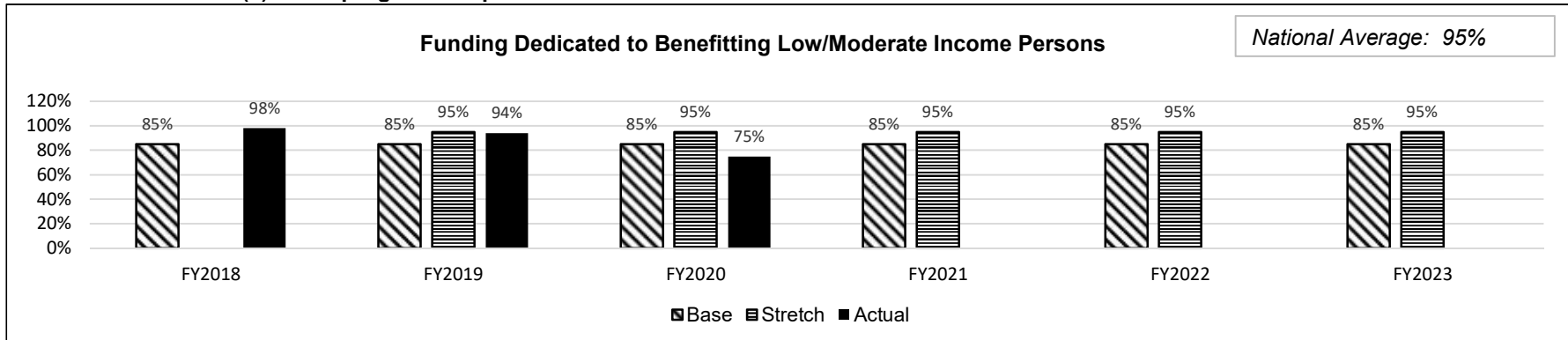
2b. Provide a measure(s) of the program's quality.

	FY2018	FY2019	FY2020		FY2021	FY2022	FY2023
	Actual	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	N/A	88%	88%	87%	90%	95%	95%

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

Note 2: FY2020 results based on September 2020 survey that included 15 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 benefitting 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

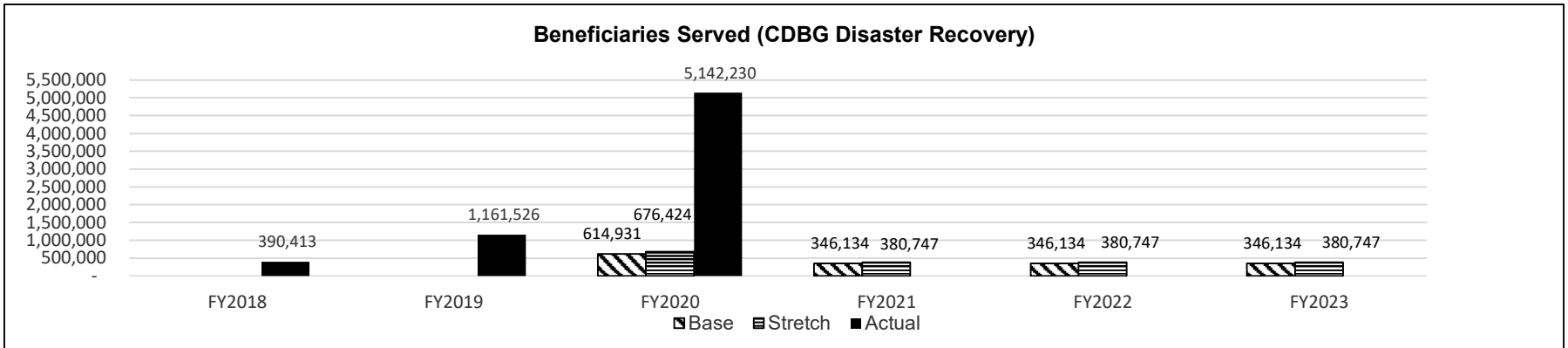
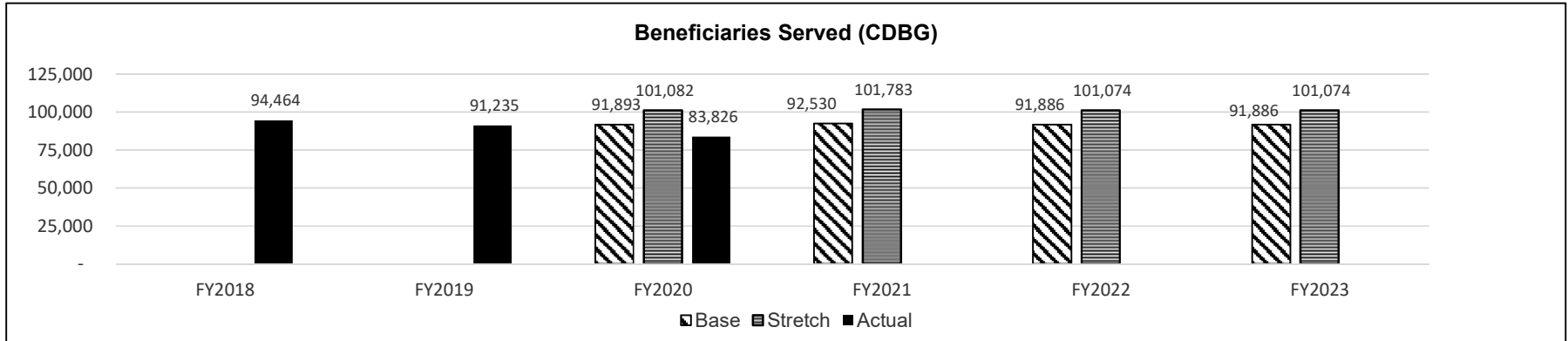
Department: Economic Development

HB Sections: 7.030

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 FY2020 Actuals since it is likely for recovery funds to be more weighted towards rural areas and housing than in FY2020.

PROGRAM DESCRIPTION

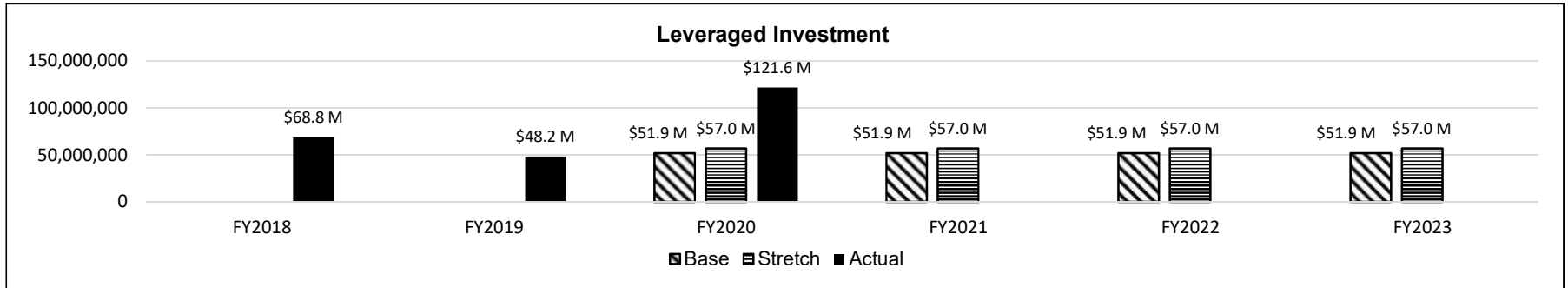
Department: Economic Development

HB Sections: 7.030

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)

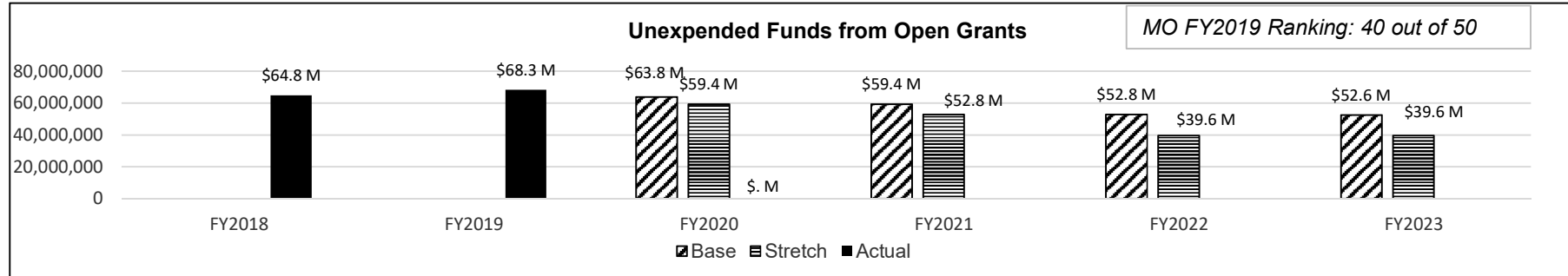


Note 1: Leveraged investment are non-CDBG funds (local, state, or federal) that are used in conjunction with CDBG funds to aid in financing a particular project.

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 FY20 CDBG allocation was ~\$23M. 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

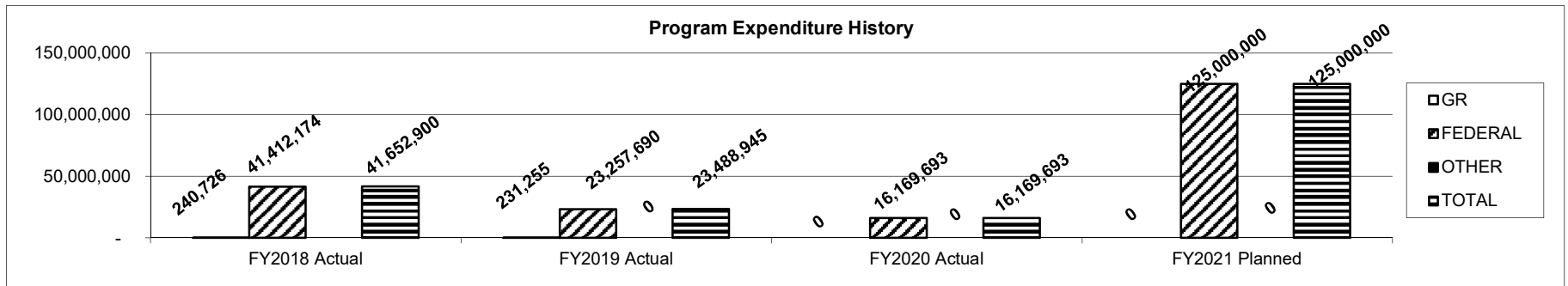
Department: Economic Development

HB Sections: 7.030

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.

NEW DECISION ITEM

RANK: 1 OF 6

Department: Economic Development	Budget Unit <u>43045C</u>
Division : Business and Community Solutions	
DI Name: CDBG Federal Stimulus Increase DI# 1419001	HB Section <u>07.030</u>

1. AMOUNT OF REQUEST

	FY 2022 Budget Request				FY 2022 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	23,033,423	0	23,033,423	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	23,033,423	0	23,033,423	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:

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.

In response to the coronavirus, the Department of Housing and Urban Development (HUD) has allocated approximately \$43 million from CARES Act CDBG funds for the state to prepare, respond, and recover from COVID-19 impacts to Missouri. These funds will be used to address COVID-related needs that remain or emerge after the CARES Act's Coronavirus Relief Fund expires on December 30, 2020.

Possible uses of the funds include: public services activities such as job training or costs associated with COVID-19 testing, special economic development assistance such as grants or loans to small businesses to create or retain jobs, infrastructure such as acquiring and rehabilitating property necessary for COVID-19 response, and grant administration and planning for communities across the State.

NEW DECISION ITEM

RANK: 1 OF 6

Department: Economic Development	Budget Unit <u>43045C</u>
Division : Business and Community Solutions	
DI Name: CDBG Federal Stimulus Increase DI# 1419001	HB Section <u>07.030</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.)

Missouri has been allocated \$43,033,423 of CDBG CARES Act funds. The increase to the appropriation is needed to ensure sufficient authority to deploy funds as community needs arise, especially following the expiration of the CARES Act's Coronavirus Relief Fund on December 30, 2020. While we expect to expend much of this \$43M allocation prior to FY2022, this spending authority will maximize the opportunities to ensure these CARES Act funds can get to the communities as a variety of COVID-related needs 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
			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			23,033,423				23,033,423		
Total PSD	<u>0</u>		<u>23,033,423</u>		<u>0</u>		<u>23,033,423</u>		<u>0</u>
Transfers									
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>23,033,423</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>23,033,423</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM

RANK: 1 OF 6

Department: Economic Development	Budget Unit <u>43045C</u>
Division : Business and Community Solutions	
DI Name: CDBG Federal Stimulus Increase DI# 1419001	HB Section <u>07.030</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
							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		
							0		
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Program Distributions							0		
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Transfers							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>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM

RANK: 1 OF 6

Department: <u>Economic Development</u>	Budget Unit <u>43045C</u>
Division : <u>Business and Community Solutions</u>	
DI Name: <u>CDBG Federal Stimulus Increase</u> DI# <u>1419001</u>	HB Section <u>07.030</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 CDBG Core items for performance measures.

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

Refer to CDBG Core items for performance measures.

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

Refer to CDBG Core items for performance measures.

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

Refer to CDBG Core items for performance measures.

NEW DECISION ITEM

RANK: 1 **OF** 6

Department: Economic Development	Budget Unit <u>43045C</u>
Division : Business and Community Solutions	
DI Name: CDBG Federal Stimulus Increase DI# 1419001	HB Section <u>07.030</u>

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

Performance Measures are under development.

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
CDBG PROGRAM								
CDBG Federal Stimulus Increase - 1419001								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	23,033,423	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	23,033,423	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$23,033,423	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	\$23,033,423	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43048C</u>
Division: Business and Community Solutions	
Core: Small Business Federal Stimulus	HB Section <u>7.031</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request				FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total	GR	Fed	Other	Total
PS	0	0	0	0	0	0	0	0
EE	0	0	0	0	0	0	0	0
PSD	0	0	0	0	0	0	0	0
TRF	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0
FTE	0.00	0.00	0.00	0.00	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:
Notes:

Other Funds:
Notes:

2. CORE DESCRIPTION

The purpose of this program is provide appropriation authority for small business and family-owned farm grants using Federal Stimulus funding. However, the Federal Stimulus funds did not come directly to the DED, but were allocated to the State Emergency Management Agency (SEMA) under the Department of Public Safety.

DED followed the language in Section 7.031 to create the Small Business and Family-Owned Farm Grant program guidance.

CORE DECISION ITEM

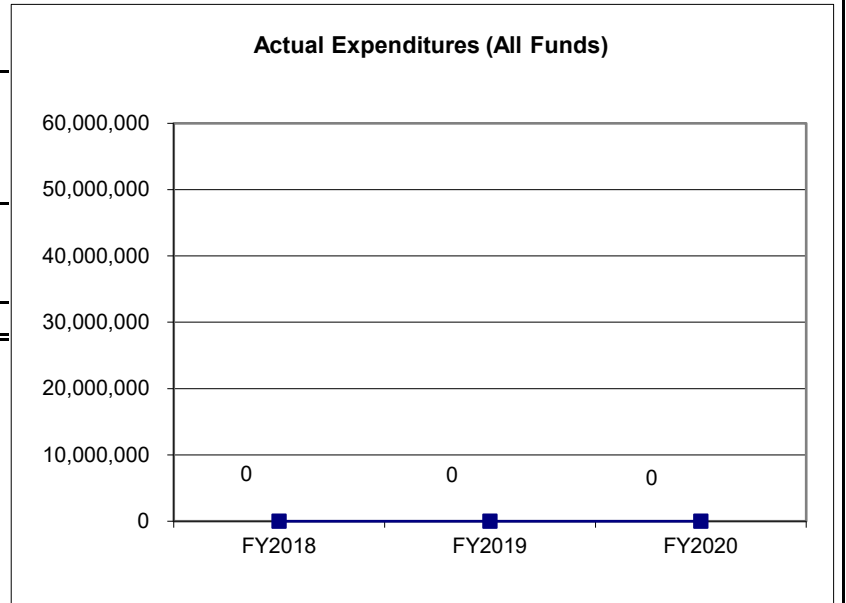
Department: Economic Development	Budget Unit <u>43048C</u>
Division: Business and Community Solutions	
Core: Small Business Federal Stimulus	HB Section <u>7.031</u>

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

Small Business Stimulus

4. FINANCIAL HISTORY

	FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Current Yr.
Appropriation (All Funds)	N/A	N/A	N/A	30,000,000
Less Reverted (All Funds)	N/A	N/A	N/A	0
Less Restricted (All Funds)*	N/A	N/A	N/A	0
Budget Authority (All Funds)	N/A	N/A	N/A	30,000,000
Actual Expenditures (All Funds)	N/A	N/A	N/A	N/A
Unexpended (All Funds)	N/A	N/A	N/A	N/A
Unexpended, by Fund:				
General Revenue	N/A	N/A	N/A	N/A
Federal	N/A	N/A	N/A	N/A
Other	N/A	N/A	N/A	N/A



*Restricted amount is as of: _____

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

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
SMALL BUSINESS STIMULUS**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	30,000,000	0	30,000,000	
	Total	0.00	0	30,000,000	0	30,000,000	
DEPARTMENT CORE ADJUSTMENTS							
Core Reduction	1268 6983 PD	0.00	0	(30,000,000)	0	(30,000,000)	Core reduction of one-time expenditure
NET DEPARTMENT CHANGES		0.00	0	(30,000,000)	0	(30,000,000)	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SMALL BUSINESS STIMULUS								
CORE								
PROGRAM-SPECIFIC								
DED FEDERAL STIMULUS	0	0.00	30,000,000	0.00	0	0.00	0	0.00
TOTAL - PD	0	0.00	30,000,000	0.00	0	0.00	0	0.00
TOTAL	0	0.00	30,000,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$30,000,000	0.00	\$0	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SMALL BUSINESS STIMULUS								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	30,000,000	0.00	0	0.00	0	0.00
TOTAL - PD	0	0.00	30,000,000	0.00	0	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$30,000,000	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	\$30,000,000	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): 7.031

Program Name: Small Business Stimulus

Program is found in the following core budget(s): Small Business Stimulus

- 1a. What strategic priority does this program address?**
Laser Focused and Customer Centric
- 1b. What does this program do?**
The purpose of this program is to provide appropriation authority for small business and family-owned farm grants using Federal Stimulus funding. However, the Federal Stimulus funds did not come directly to DED, but were allocated to the State Emergency Management Agency (SEMA) under the Department of Public Safety.

DED followed the language in Section 7.031 to create the Small Business and Family-owned Farm grant program guidance.
- 2a. Provide an activity measure(s) for the program.**
An activity measure is being developed.
- 2b. Provide a measure(s) of the program's quality.**
A quality measure is being developed.
- 2c. Provide a measure(s) of the program's impact.**
An impact measure is being developed.
- 2d. Provide a measure(s) of the program's efficiency.**
An efficiency measure is being developed.

PROGRAM DESCRIPTION

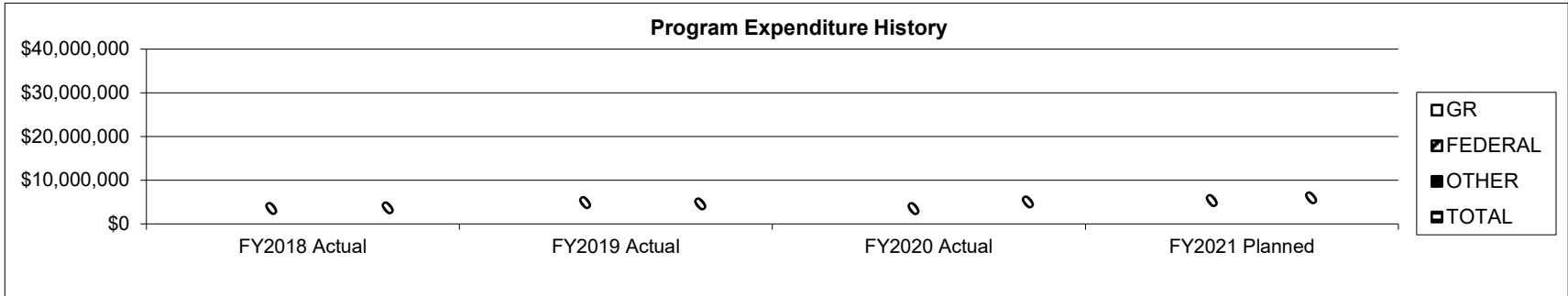
Department: Economic Development

HB Section(s): 7.031

Program Name: Small Business Stimulus

Program is found in the following core budget(s): Small Business Stimulus

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: Funds for this program will be expended from SEMA appropriations.

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.)

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	
Core: Main Street Program	HB Section <u>7.035</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	300,000	300,000	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: Economic Development Advancement Fund (0783)

Other Funds:

Notes:

Notes:

2. CORE DESCRIPTION

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 (MMSM). The Department of Economic Development (DED) contracts with the MMSM 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.

MMSM 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.

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

Main Street Program

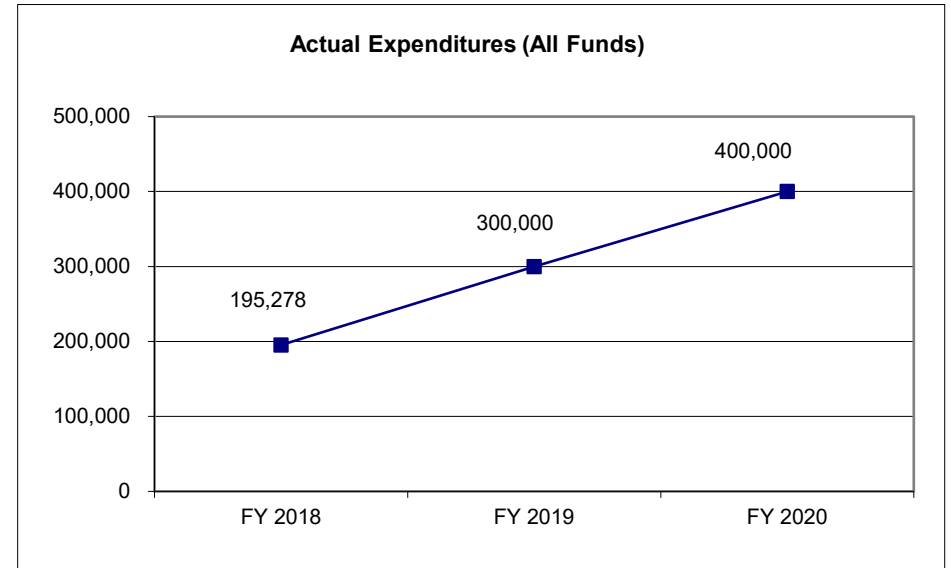
CORE DECISION ITEM

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

Budget Unit 43055C
HB Section 7.035

4. FINANCIAL HISTORY

	<u>FY 2018 Actual</u>	<u>FY 2019 Actual</u>	<u>FY 2020 Actual</u>	<u>FY 2021 Current Yr.</u>
Appropriation (All Funds)	200,000	300,000	400,000	300,000
Less Reverted (All Funds)	(4,722)	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	195,278	300,000	400,000	300,000
Actual Expenditures (All Funds)	195,278	300,000	400,000	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)	(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) Source of appropriation was GR and EDAF (0783). Includes standard Governor's 3% GR reserve.
 - (2) 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	300,000	300,000	
	Total	0.00	0	0	300,000	300,000	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MAINSTREET PROGRAM								
CORE								
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	400,000	0.00	300,000	0.00	300,000	0.00	0	0.00
TOTAL - PD	400,000	0.00	300,000	0.00	300,000	0.00	0	0.00
TOTAL	400,000	0.00	300,000	0.00	300,000	0.00	0	0.00
GRAND TOTAL	\$400,000	0.00	\$300,000	0.00	\$300,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MAINSTREET PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	400,000	0.00	300,000	0.00	300,000	0.00	0	0.00
TOTAL - PD	400,000	0.00	300,000	0.00	300,000	0.00	0	0.00
GRAND TOTAL	\$400,000	0.00	\$300,000	0.00	\$300,000	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	\$400,000	0.00	\$300,000	0.00	\$300,000	0.00		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 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.

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Individuals Trained	1,917	1,866	1,800	2,293	2,400	2,689	2,700	2,800	2,900
Assessed Communities	35	35	38	40	42	52	55	58	60
Accredited Communities	21	20	22	23	24	48	50	52	54

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	FY2023
	Actual	Projected	Actual	Projected	Projected	Projected
Customers Satisfied with Knowledge of MMSMC Staff	81%	84%	99%	86%	86%	86%
Customers Satisfied with Information/Presentations Received from MMSMC	93%	94%	93%	94%	94%	94%
Customers Satisfied with Overall Experience with MMSMC	90%	92%	92%	92%	92%	92%

Note 1: 107 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.

PROGRAM DESCRIPTION

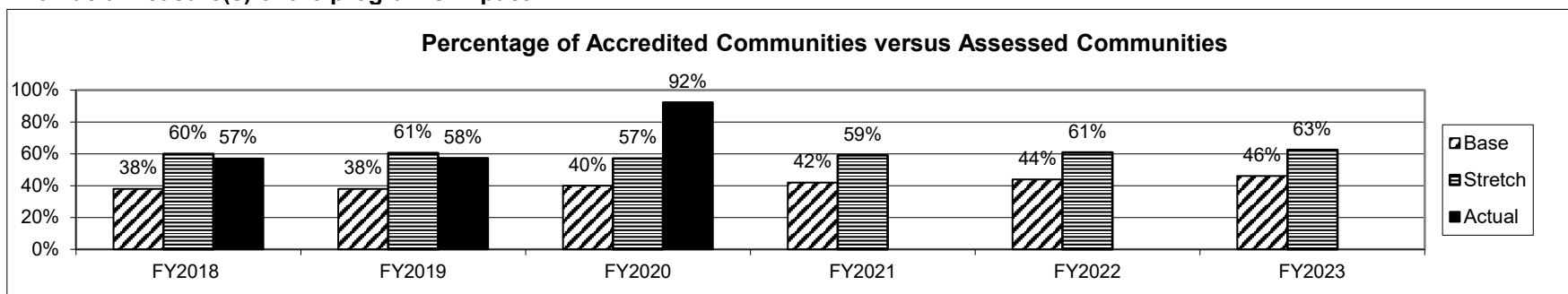
Department: Economic Development

HB Section(s): 7.035

Program Name: Main Street

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

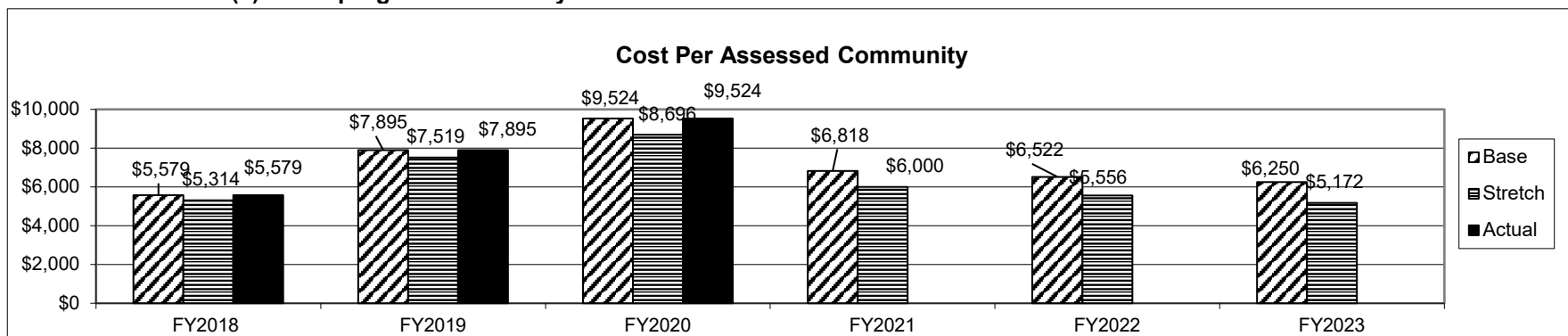
2c. Provide a measure(s) of the program's impact.



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 2 percentage points from prior Stretch.

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: The contract agreement between DED and MMSC increased from \$300,000 in FY2019 to \$400,000 in FY2020, which resulted in a higher cost per community.

PROGRAM DESCRIPTION

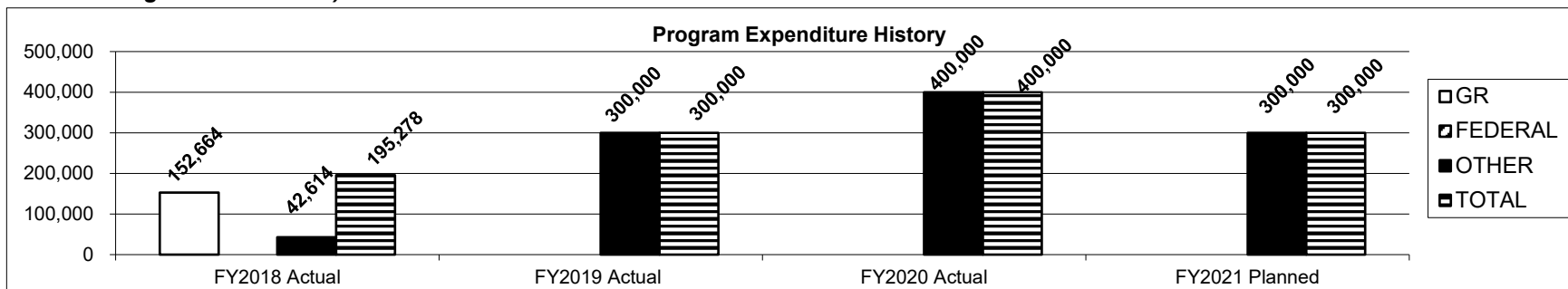
Department: Economic Development

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 2022 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	1	0	0	1
TRF	0	0	0	0
Total	1	0	0	1
FTE	0.00	0.00	0.00	0.00

	FY 2022 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.

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:

Other Funds:

Notes:

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

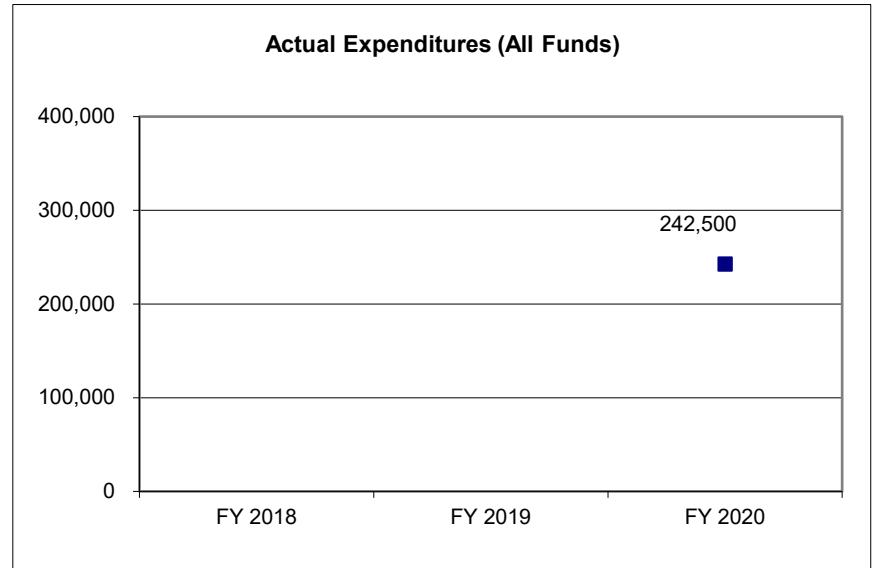
CORE DECISION ITEM

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

Budget Unit 43057C
HB Section 7.036

4. FINANCIAL HISTORY

	<u>FY 2018</u>	<u>FY 2019</u>	<u>FY 2020</u>	<u>FY 2021</u>
	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Current Yr.</u>
Appropriation (All Funds)			250,000	1
Less Reverted (All Funds)			(7,500)	0
Less Restricted (All Funds)*			0	0
Budget Authority (All Funds)	0	0	242,500	1
Actual Expenditures (All Funds)			242,500	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



*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	1	0	0	1	
	Total	0.00	1	0	0	1	
DEPARTMENT CORE REQUEST	PD	0.00	1	0	0	1	
	Total	0.00	1	0	0	1	
GOVERNOR'S RECOMMENDED CORE	PD	0.00	1	0	0	1	
	Total	0.00	1	0	0	1	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
REGIONAL VITALITY PILOT								
CORE								
PROGRAM-SPECIFIC								
GENERAL REVENUE	242,500	0.00	1	0.00	1	0.00	0	0.00
TOTAL - PD	242,500	0.00	1	0.00	1	0.00	0	0.00
TOTAL	242,500	0.00	1	0.00	1	0.00	0	0.00
GRAND TOTAL	\$242,500	0.00	\$1	0.00	\$1	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
REGIONAL VITALITY PILOT								
CORE								
PROGRAM DISTRIBUTIONS	242,500	0.00	1	0.00	1	0.00	0	0.00
TOTAL - PD	242,500	0.00	1	0.00	1	0.00	0	0.00
GRAND TOTAL	\$242,500	0.00	\$1	0.00	\$1	0.00	\$0	0.00
GENERAL REVENUE	\$242,500	0.00	\$1	0.00	\$1	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): 7.036

Program Name: Regional Vitality Pilot Initiative

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

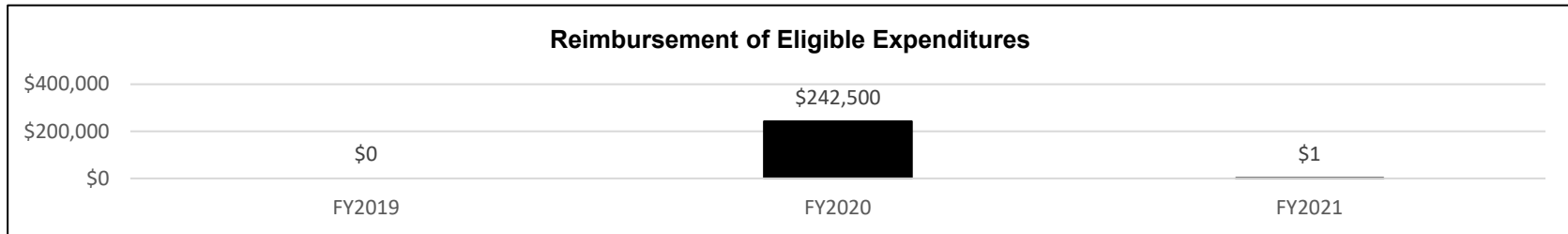
1a. What strategic priority does this program address?

Customer Centric

1b. What does this program do?

This is a pilot program that was added to the Department's budget in FY2020. The Regional Vitality Initiative of the Community Foundation of Northwest Missouri will: develop a strategic plan, processes, and continuous improvement systems for improving communities. At the end of the project the communities will have identified their priority issues, improved communication and coordination between organizations across the region, and increased regional capacity for economic development.

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



Note 1: This is a new measure and pilot program; therefore, no previous year data available.

Note 2: No Base or Stretch targets set for FY2021 as funding is limited to \$1.

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

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

PROGRAM DESCRIPTION

Department: Economic Development

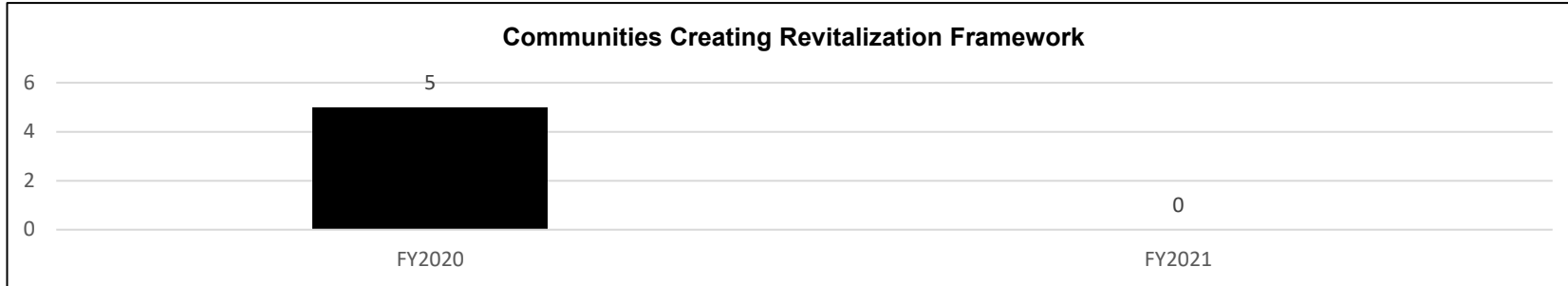
HB Section(s): 7.036

Program Name: Regional Vitality Pilot Initiative

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

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

Number of communities creating a plan for regional vitality - entrepreneurial support, leadership training, etc.



Note 1: This is a new measure and pilot program; therefore no previous year data available.

Note 2: No Base or Stretch targets set for FY2021 as funding is limited to \$1.

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

An efficiency measure will be developed if funding is restored.

PROGRAM DESCRIPTION

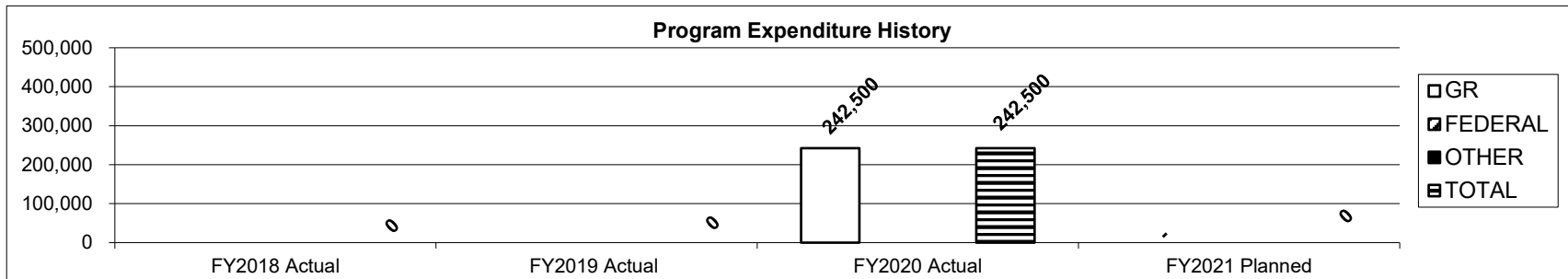
Department: Economic Development

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.)



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 - budget bill HB 7.036

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>43065C</u>
Division: Business and Community Solutions	
Core: Tax Increment Financing (TIF) Transfer	HB Section <u>7.040</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	31,844,958	0	0	31,844,958
Total	31,844,958	0	0	31,844,958

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.

	FY 2022 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:

Other Funds:

Notes:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding for the Tax Increment Financing (TIF) program. It provides funds to remit for the tax increment financing captured via state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law, for approved projects, and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

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

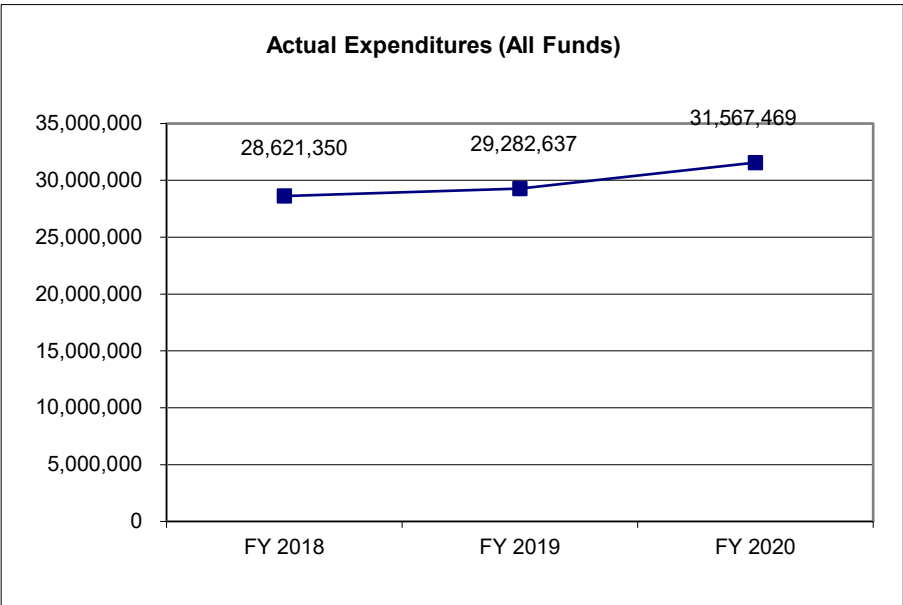
State Tax Increment Financing Program

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43065C</u>
Division: Business and Community Solutions	
Core: Tax Increment Financing (TIF) Transfer	HB Section <u>7.040</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	30,103,350	31,150,124	32,526,457	31,844,958
Less Reverted (All Funds)	(903,101)	(934,504)	(958,988)	(895,868)
Less Restricted (All Funds)*	0	0	0	(1,982,681)
Budget Authority (All Funds)	29,200,249	30,215,620	31,567,469	28,966,409
Actual Expenditures (All Funds)	28,621,350	29,282,637	31,567,469	N/A
Unexpended (All Funds)	578,899	932,983	0	N/A
Unexpended, by Fund:				
General Revenue	578,899	932,983	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)	(1)	(1)	



*Restricted amount is as of: 7/1/2020

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	31,844,958	0	0	31,844,958	
	Total	0.00	31,844,958	0	0	31,844,958	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
TOTAL - TRF	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
TOTAL	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
GRAND TOTAL	\$31,567,469	0.00	\$31,844,958	0.00	\$31,844,958	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM TRANSFER								
CORE								
TRANSFERS OUT	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
TOTAL - TRF	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
GRAND TOTAL	\$31,567,469	0.00	\$31,844,958	0.00	\$31,844,958	0.00	\$0	0.00
GENERAL REVENUE	\$31,567,469	0.00	\$31,844,958	0.00	\$31,844,958	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): 7.040

Program Name: State Tax Increment Financing (TIF) Program

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

1a. What strategic priority does this program address?

Laser Focused, Customer Centric, Regionally Targeted

1b. What does this program do?

This transfer provides funding for the state TIF program. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated 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

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

This is a transfer; please refer to the TIF Core for measures.

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

This is a transfer; please refer to the TIF Core for measures.

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

This is a transfer; please refer to the TIF Core for measures.

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

This is a transfer; please refer to the TIF Core for measures.

PROGRAM DESCRIPTION

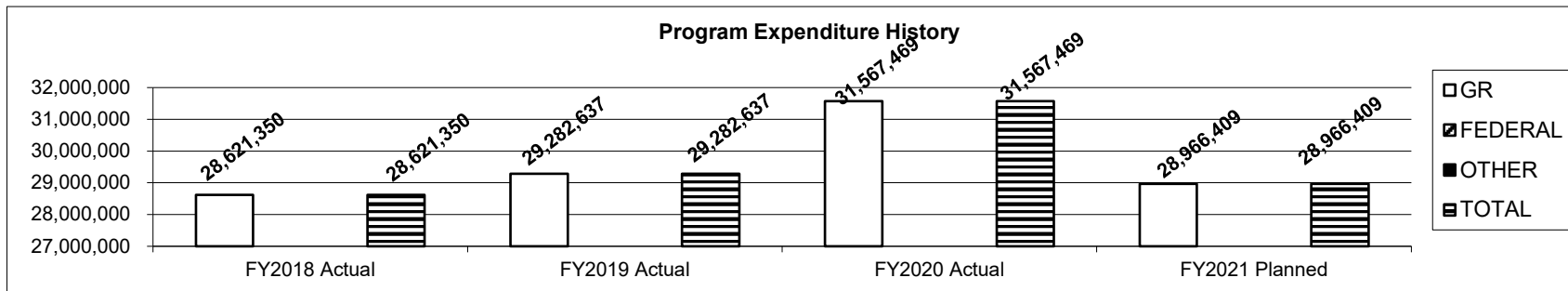
Department: Economic Development

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 (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 reflects 3% Governor's Reserve and Restriction.

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>43060C</u>
Division: Business and Community Solutions	
Core: Tax Increment Financing (TIF)	HB Section <u>7.045</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	31,844,958	31,844,958
TRF	0	0	0	0
Total	0	0	31,844,958	31,844,958

	FY 2022 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
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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.

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: State Tax Increment Financing Fund (0848)
 Notes: Requires a GR transfer to the TIF Fund (0848)

Other Funds:
 Notes:

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 <u>43060C</u>
Division: Business and Community Solutions	
Core: Tax Increment Financing (TIF)	HB Section <u>7.045</u>

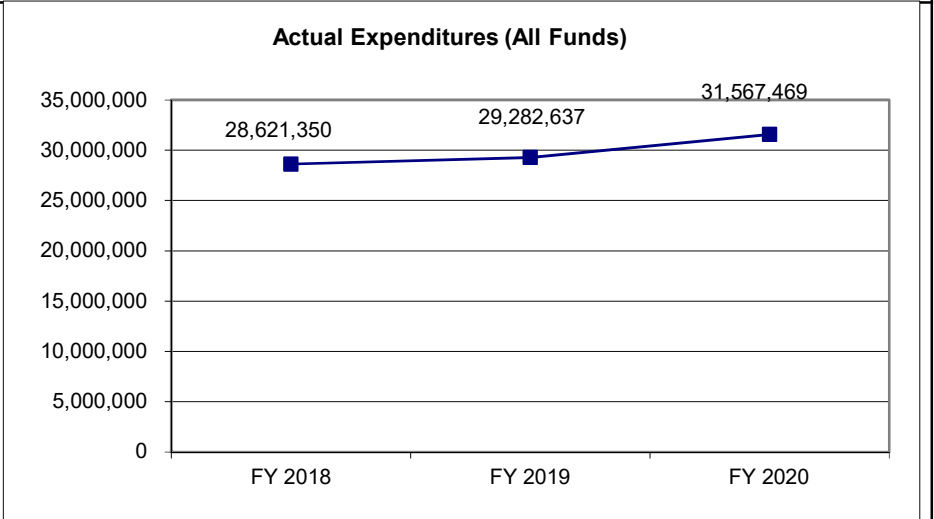
- (11) Eastern Jackson County Bass Pro: construction of Bass Pro Outdoor World store, lodging and complimentary retail and dining establishments in a 400-acre undeveloped parcel south of I-70 and west of I-435;
 - (12) Kansas City East Village: J.E. Dunn headquarters, infrastructure improvements and mixed use development in east end of downtown KC west of I-70;
 - (13) St. Louis Innovation District: redevelopment of a blighted and aging industrial zone into a live-work-play technology district;
 - (14) National Geospatial Agency West: Redevelopment of land for use by a government agency; and
 - (15) Fenton Logistics Park: Redevelopment of the former Fenton Chrysler assembly plant into a mixed-use site; and
 - (16) IDEA Commons: Redevelopment project in Springfield. Addition to existing JVIC building as well as new class A office space and parking garage.
- TIF Projects Completed and Closed:
 Excelsior Springs: Elms Hotel and supporting infrastructure.

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

State Tax Increment Financing Program

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	30,103,350	31,150,124	32,526,457	31,844,958
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	30,103,350	31,150,124	32,526,457	31,844,958
Actual Expenditures (All Funds)	28,621,350	29,282,637	31,567,469	N/A
Unexpended (All Funds)	1,482,000	1,867,487	958,988	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	1,482,000	1,867,487	958,988	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	31,844,958	31,844,958	
	Total	0.00	0	0	31,844,958	31,844,958	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM								
CORE								
PROGRAM-SPECIFIC								
MO SUPP TAX INCREMENT FINANCE	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
TOTAL - PD	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
TOTAL	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
GRAND TOTAL	\$31,567,469	0.00	\$31,844,958	0.00	\$31,844,958	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
TOTAL - PD	31,567,469	0.00	31,844,958	0.00	31,844,958	0.00	0	0.00
GRAND TOTAL	\$31,567,469	0.00	\$31,844,958	0.00	\$31,844,958	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	\$31,567,469	0.00	\$31,844,958	0.00	\$31,844,958	0.00		0.00

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

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.

	CY2017		CY2018		CY2019		CY2020	CY2021	CY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active TIF Projects	15	15	15	15	15	15	16	16	16

PROGRAM DESCRIPTION

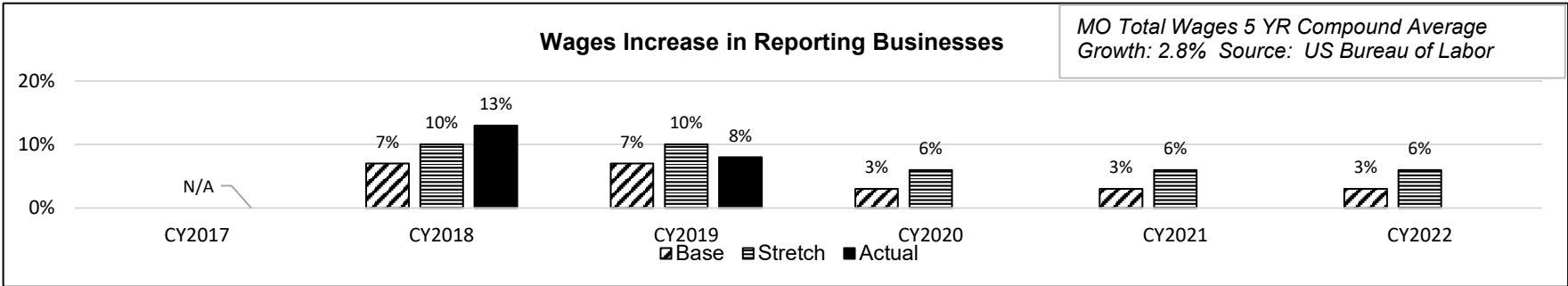
Department: Economic Development

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

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

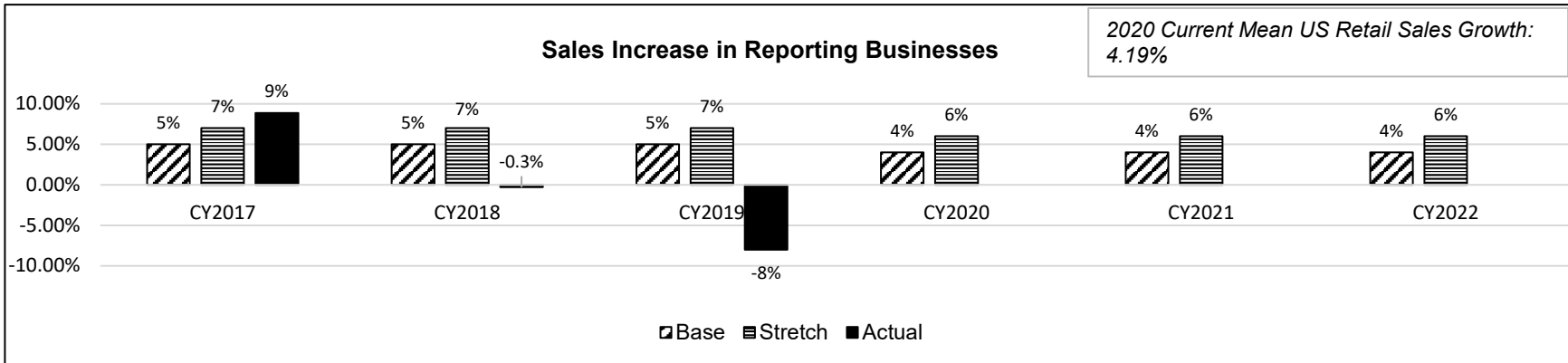


Note 1: Reflects the yearly % increase in total wages for active withholdings based projects.

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 CY2017 is not available.

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



Note 1: Reflects the yearly % increase in net new sales for active sales based projects.

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 4% and the Stretch target is an increase of 2% over the Base.

PROGRAM DESCRIPTION

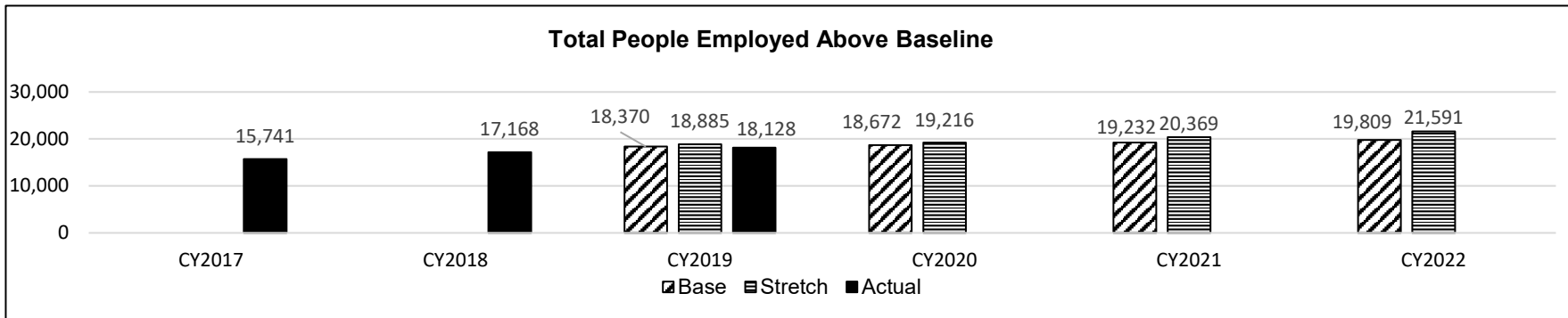
Department: Economic Development

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

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

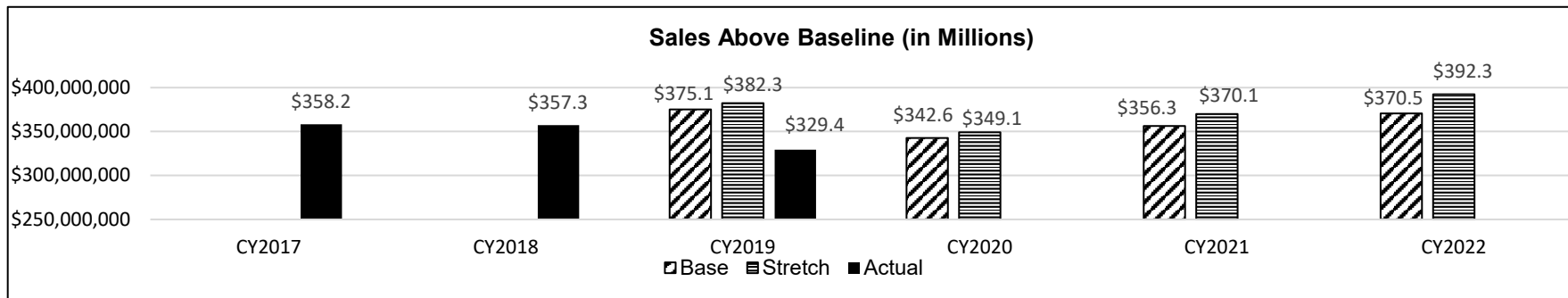


Note 1: Reflects calendar year employees over the baseline amount for active projects. For all projects, the baseline is determined to be a cumulative total of 5,611 jobs.

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 CY2017 and CY2018 is not available.

Note 4: The Base target is set at moderate growth at 3% 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 taxes non-reporting businesses may have produced and paid to the State.

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

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

PROGRAM DESCRIPTION

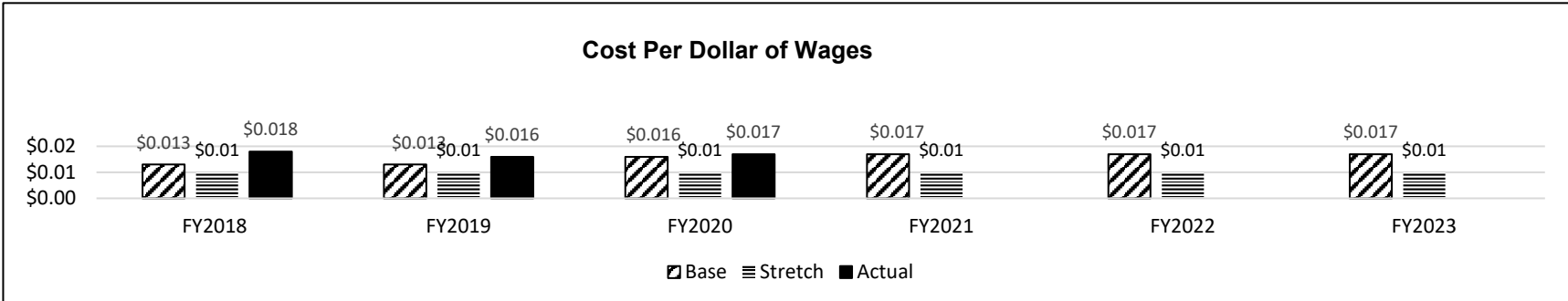
Department: Economic Development

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

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

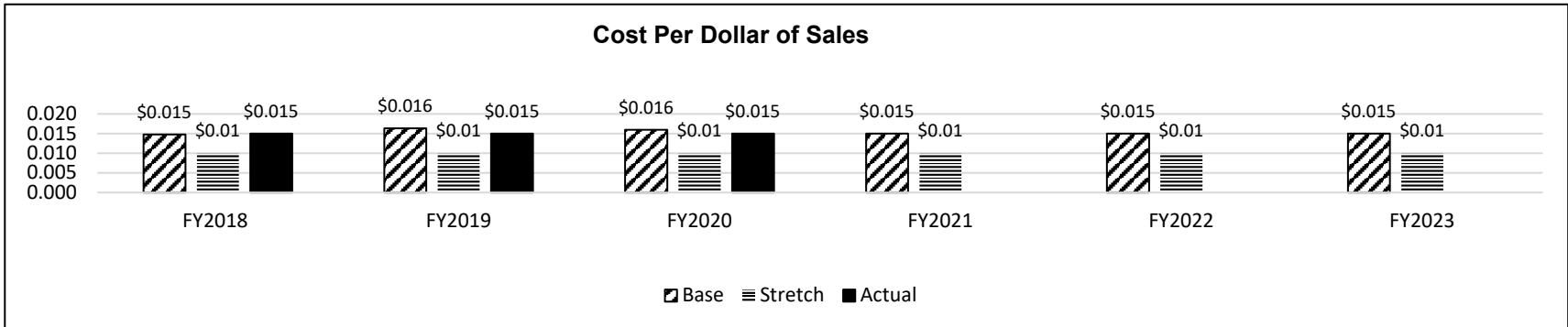


Note 1: Reflects the cost to the state divided by total wages for active projects.

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

Note 3: 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: The Base target is an approximate average of the prior four years and the Stretch is set at \$.01.

PROGRAM DESCRIPTION

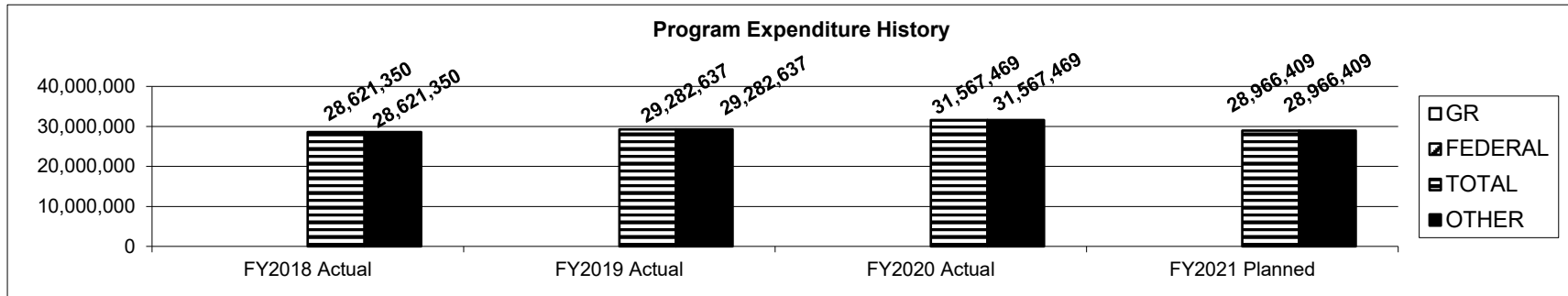
Department: Economic Development

HB Section(s): 7.045

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 and Restriction 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 <u>43075C</u>
Division: Business and Community Solutions	
Core: State Supp Downtown Dev Trf (MODESA)	HB Section <u>7.050</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	0	0	PSD	0	0	0	0
TRF	1,661,327	0	0	1,661,327	TRF	0	0	0	0
Total	1,661,327	0	0	1,661,327	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: _____ 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)

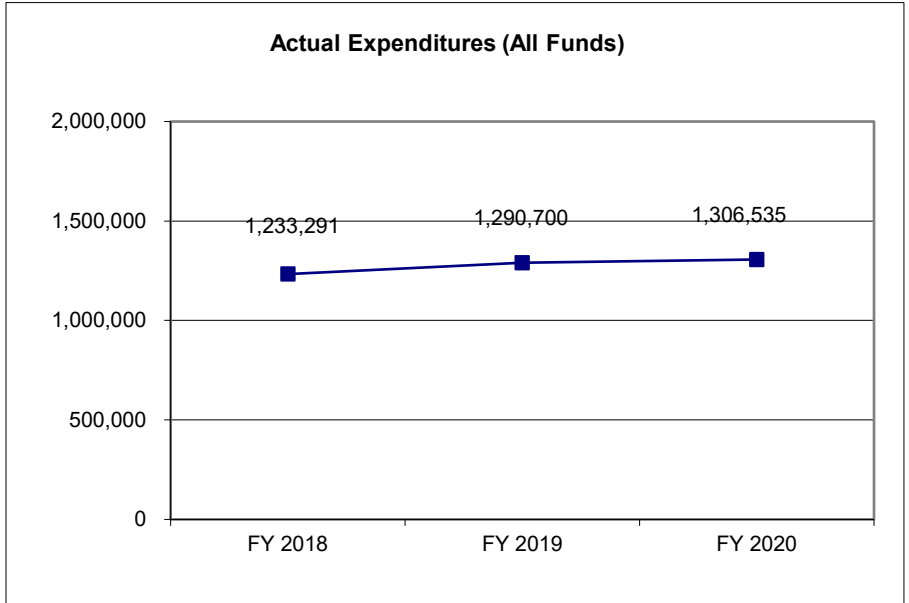
Missouri Downtown Economic Stimulus (MODESA)

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43075C</u>
Division: Business and Community Solutions	
Core: State Supp Downtown Dev Trf (MODESA)	HB Section <u>7.050</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	1,775,575	1,775,575	2,351,608	1,661,327
Less Reverted (All Funds)	(59,267)	(53,267)	(87,354)	(25,303)
Less Restricted (All Funds)*	0	0	0	(817,885)
Budget Authority (All Funds)	1,716,308	1,722,308	2,264,254	818,139
Actual Expenditures (All Funds)	1,233,291	1,290,700	1,306,535	N/A
Unexpended (All Funds)	483,017	431,608	957,719	N/A
Unexpended, by Fund:				
General Revenue	483,017	431,608	957,719	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)			



*Restricted amount is as of: 7/1/2020

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 DEVELOPME
ST SUPP DOWNTOWN DVLP TRANSFER**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	1,661,327	0	0	1,661,327	
	Total	0.00	1,661,327	0	0	1,661,327	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ST SUPP DOWNTOWN DVLP TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	1,306,535	0.00	1,661,327	0.00	1,661,327	0.00	0	0.00
TOTAL - TRF	1,306,535	0.00	1,661,327	0.00	1,661,327	0.00	0	0.00
TOTAL	1,306,535	0.00	1,661,327	0.00	1,661,327	0.00	0	0.00
GRAND TOTAL	\$1,306,535	0.00	\$1,661,327	0.00	\$1,661,327	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ST SUPP DOWNTOWN DVLP TRANSFER								
CORE								
TRANSFERS OUT	1,306,535	0.00	1,661,327	0.00	1,661,327	0.00	0	0.00
TOTAL - TRF	1,306,535	0.00	1,661,327	0.00	1,661,327	0.00	0	0.00
GRAND TOTAL	\$1,306,535	0.00	\$1,661,327	0.00	\$1,661,327	0.00	\$0	0.00
GENERAL REVENUE	\$1,306,535	0.00	\$1,661,327	0.00	\$1,661,327	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): 7.050

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.

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

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

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

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

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

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

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

PROGRAM DESCRIPTION

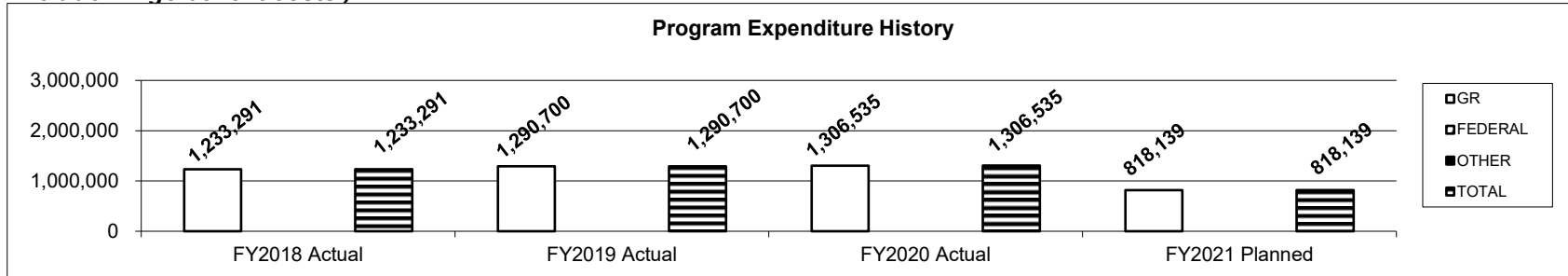
Department: Economic Development

HB Section(s): 7.050

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 and Restriction.

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 <u>43070C</u>
Division: Business and Community Solutions	
Core: Missouri Downtown Economic Stimulus Act (MODESA)	HB Section <u>7.055</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	1,614,885	1,614,885	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: MODESA Fund (0766)

Other Funds:

Notes:

Notes:

2. CORE DESCRIPTION

This core decision item establishes spending authority for the Missouri Downtown Economic Stimulus (MODESA) program. This program is designed to use 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.

Active Projects:

(1) Kansas City Live!: restore/rebuild an eight city block, approximately 425,000 sq. feet in the south central part of downtown Kansas City for an entertainment district that has live entertainment, dining, specialty retail establishments and loft housing.

(2) Ballpark Village: redevelop an area adjacent to Busch Stadium in St. Louis into restaurant, retail, entertainment, and office space.

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

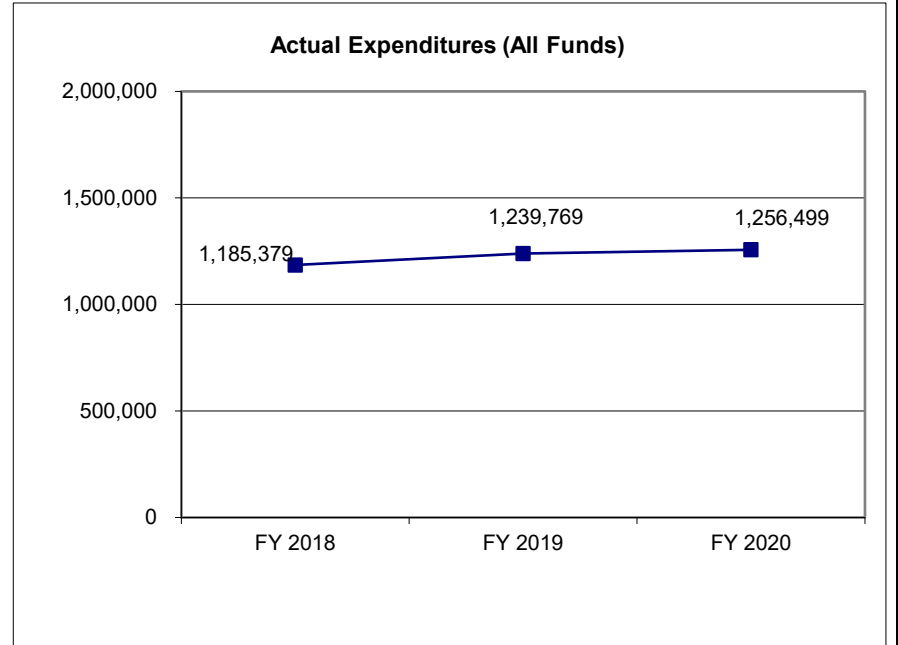
Missouri Downtown Economic Stimulus Act (MODESA)

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43070C</u>
Division: Business and Community Solutions	
Core: Missouri Downtown Economic Stimulus Act (MODESA)	HB Section <u>7.055</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	1,729,133	1,729,133	2,305,166	1,614,885
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	1,729,133	1,729,133	2,305,166	1,614,885
Actual Expenditures (All Funds)	1,185,379	1,239,769	1,256,499	N/A
Unexpended (All Funds)	543,754	489,364	1,048,667	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	543,754	489,364	1,048,667	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	1,614,885	1,614,885	
	Total	0.00	0	0	1,614,885	1,614,885	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MODESA								
CORE								
PROGRAM-SPECIFIC								
STATE SUPP DOWNTOWN DEVELOPMNT	1,256,499	0.00	1,614,885	0.00	1,614,885	0.00	0	0.00
TOTAL - PD	1,256,499	0.00	1,614,885	0.00	1,614,885	0.00	0	0.00
TOTAL	1,256,499	0.00	1,614,885	0.00	1,614,885	0.00	0	0.00
GRAND TOTAL	\$1,256,499	0.00	\$1,614,885	0.00	\$1,614,885	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MODESA								
CORE								
PROGRAM DISTRIBUTIONS	1,256,499	0.00	1,614,885	0.00	1,614,885	0.00	0	0.00
TOTAL - PD	1,256,499	0.00	1,614,885	0.00	1,614,885	0.00	0	0.00
GRAND TOTAL	\$1,256,499	0.00	\$1,614,885	0.00	\$1,614,885	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	\$1,256,499	0.00	\$1,614,885	0.00	\$1,614,885	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.055

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.

	CY2017		CY2018		CY2019		CY2020	CY2021	CY2022
	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

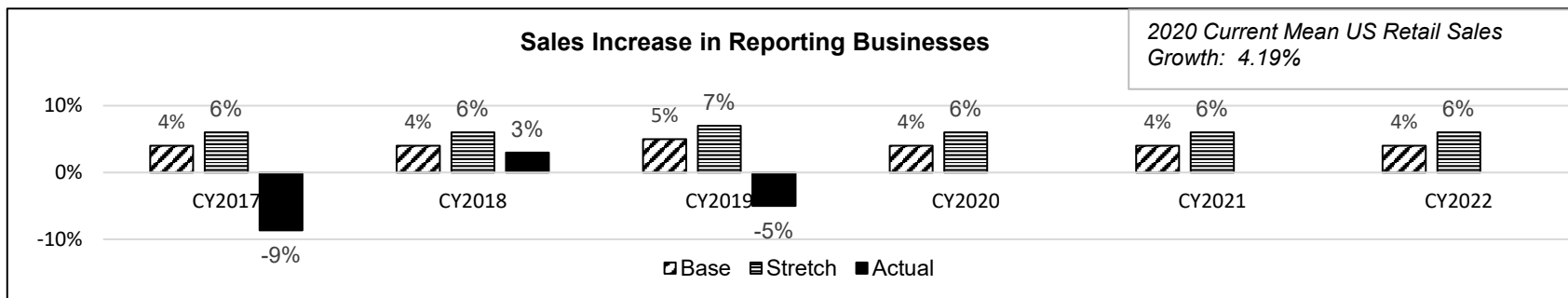
Department: Economic Development

HB Section(s): 7.055

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.

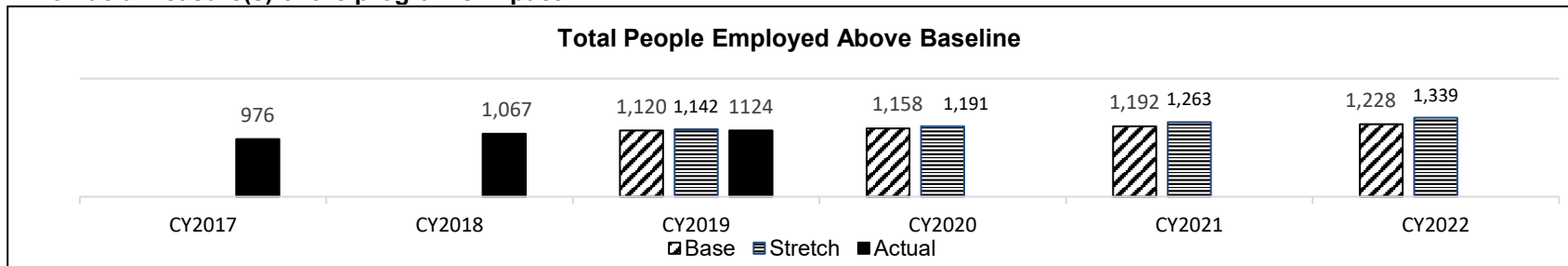


Note 1: Reflects the yearly increase in net new sales for active projects.

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

Note 3: The Base target is set at moderate growth at 4% and the Stretch target is an increase of 2% over the Base.

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



Note 1: Baseline 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: This is a new measure; therefore, projected data for CY2017 and CY2018 is not available.

Note 4: Only reporting businesses are included in this metric.

PROGRAM DESCRIPTION

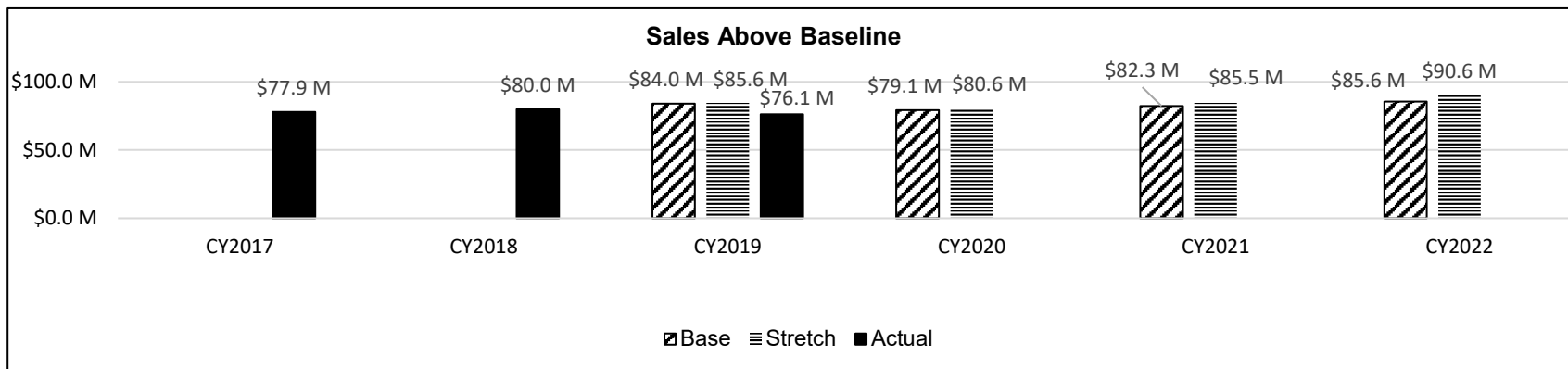
Department: Economic Development

HB Section(s): 7.055

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)



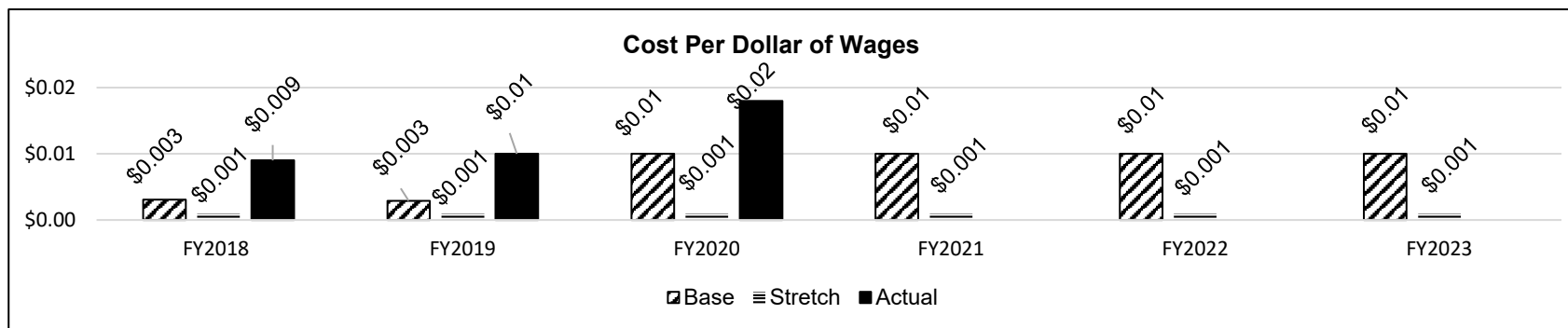
Note 1: Baseline sales is equal to the number of gross taxable sales reported by existing businesses within the project area prior to approval of the redevelopment project.

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

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

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

PROGRAM DESCRIPTION

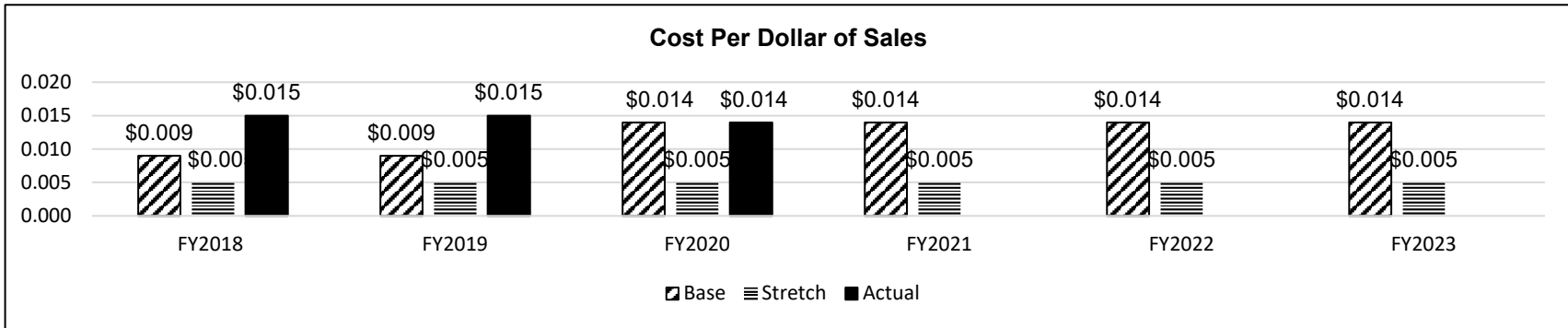
Department: Economic Development

HB Section(s): 7.055

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

PROGRAM DESCRIPTION

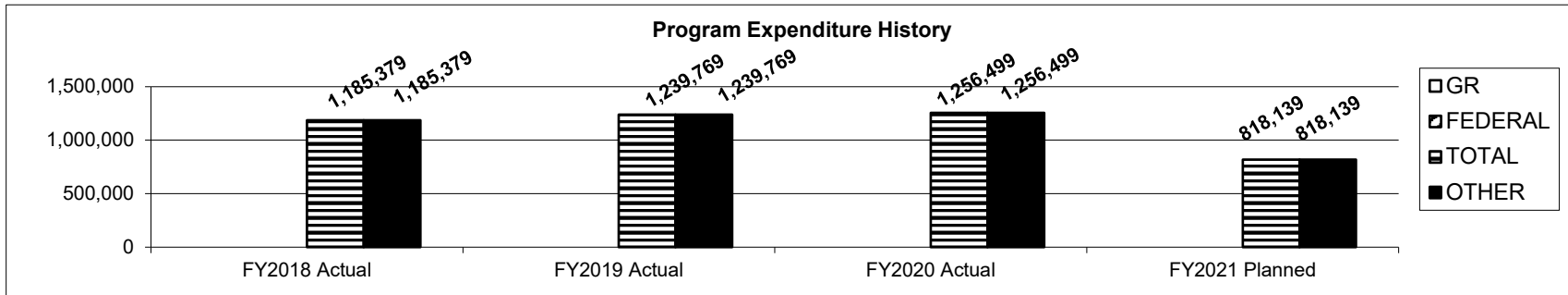
Department: Economic Development

HB Section(s): 7.055

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 and Restriction 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	43085C
Division	Business and Community Solutions		
Core	Downtown Revitalization Pres Pgm (DRPP) Transfer	HB Section	7.060

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	0	0	0	0
Total	250,000	0	0	250,000	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:

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

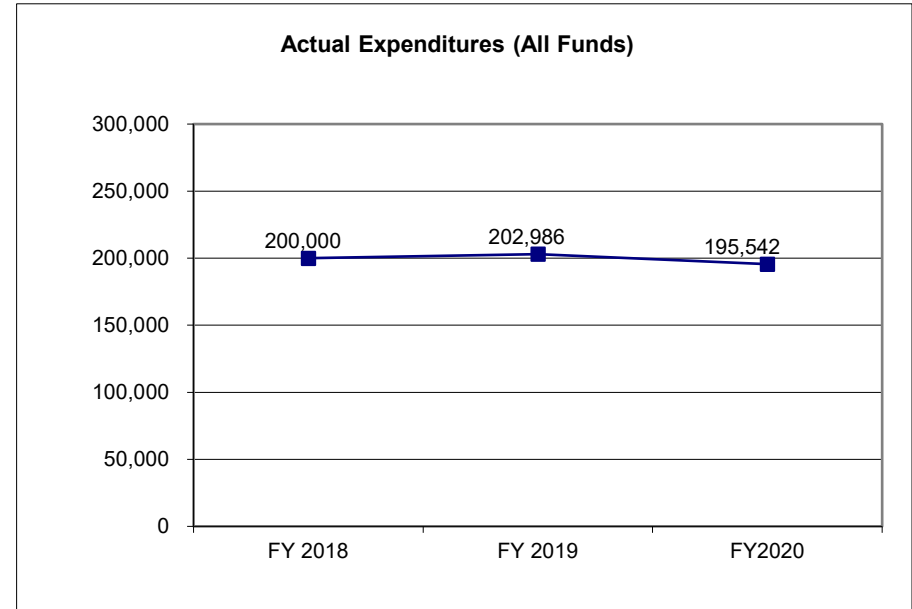
CORE DECISION ITEM

Department	Economic Development	Budget Unit	43085C
Division	Business and Community Solutions		
Core	Downtown Revitalization Pres Pgm (DRPP) Transfer	HB Section	7.060

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY2020 Actual	FY2021 Current Yr.
Appropriation (All Funds)	200,000	300,000	350,000	250,000
Less Reverted (All Funds)	0	0	(10,500)	(1,500)
Less Restricted (All Funds)	0	0	0	(200,000)
Budget Authority (All Funds)	200,000	300,000	339,500	48,500
Actual Expenditures (All Funds)	200,000	202,986	195,542	N/A
Unexpended (All Funds)	0	97,014	143,958	N/A
Unexpended, by Fund:				
General Revenue	0	97,014	143,958	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)	(2)		

*Restricted amount is as of: 7/1/2020



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.
 - (2) Reserve released due to anticipated spending.

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	250,000	0	0	250,000	
	Total	0.00	250,000	0	0	250,000	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DNTWN REVITAL PRESERV TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
TOTAL - TRF	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
TOTAL	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
GRAND TOTAL	\$195,542	0.00	\$250,000	0.00	\$250,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DNTWN REVITAL PRESERV TRANSFER								
CORE								
TRANSFERS OUT	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
TOTAL - TRF	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
GRAND TOTAL	\$195,542	0.00	\$250,000	0.00	\$250,000	0.00	\$0	0.00
GENERAL REVENUE	\$195,542	0.00	\$250,000	0.00	\$250,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.060

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.

This is a transfer; therefore, refer to the DRPP Core for measures.

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

This is a transfer; therefore, refer to the DRPP Core for measures.

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

This is a transfer; therefore, refer to the DRPP Core for measures.

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

This is a transfer; therefore, refer to the DRPP Core for measures.

PROGRAM DESCRIPTION

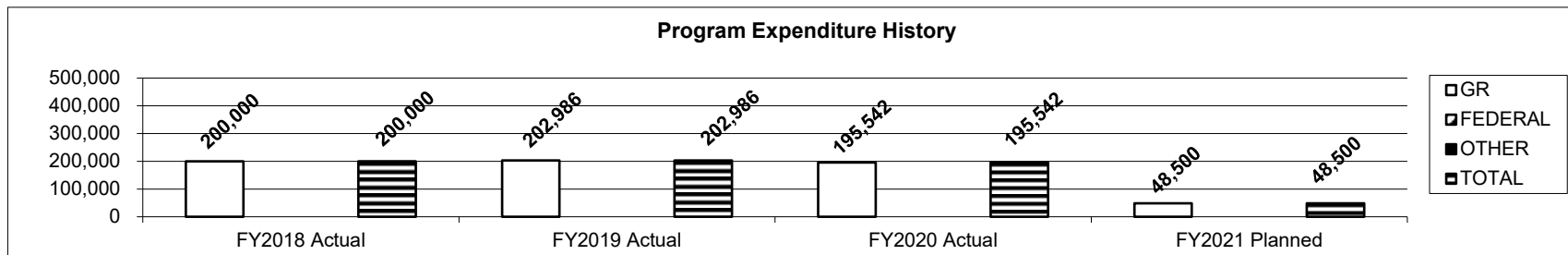
Department: Economic Development

HB Section(s): 7.060

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 and Restriction.

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 <u>43080C</u>
Division: Business and Community Solutions	
Core: Downtown Revitalization Preservation Program	HB Section <u>7.065</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	250,000	250,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	250,000	250,000	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: Downtown Revitalization Preservation Fund (0907)
Notes:

Other Funds:
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)

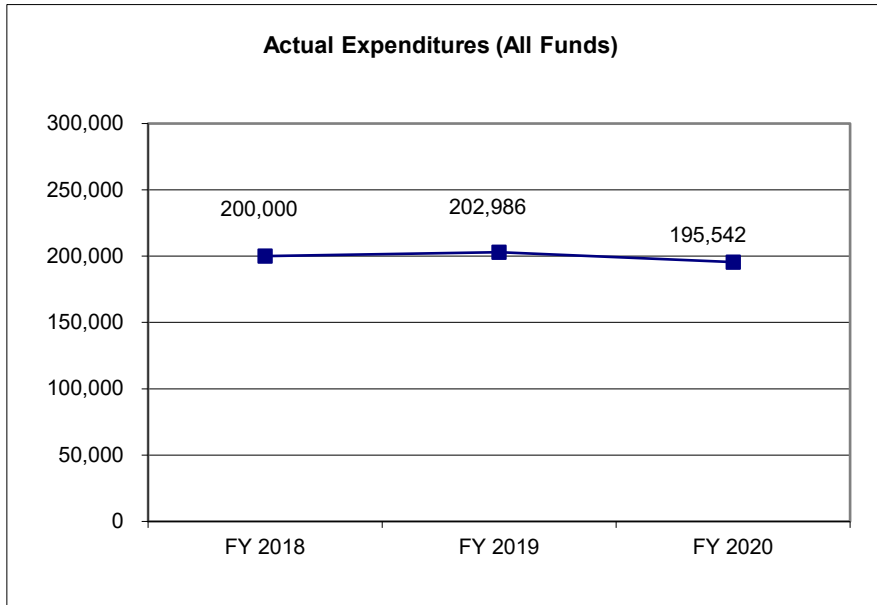
Downtown Revitalization Preservation Program (DRPP)

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43080C</u>
Division: Business and Community Solutions	
Core: Downtown Revitalization Preservation Program	HB Section <u>7.065</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	200,000	300,000	350,000	250,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	200,000	300,000	350,000	250,000
Actual Expenditures (All Funds)	200,000	202,986	195,542	N/A
Unexpended (All Funds)	0	97,014	154,458	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	97,014	154,458	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	250,000	250,000	
	Total	0.00	0	0	250,000	250,000	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DOWNTOWN REVITAL PRESERVATION								
CORE								
PROGRAM-SPECIFIC								
DOWNTOWN REVITALIZ PRESERVATN	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
TOTAL - PD	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
TOTAL	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
GRAND TOTAL	\$195,542	0.00	\$250,000	0.00	\$250,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DOWNTOWN REVITAL PRESERVATION								
CORE								
PROGRAM DISTRIBUTIONS	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
TOTAL - PD	195,542	0.00	250,000	0.00	250,000	0.00	0	0.00
GRAND TOTAL	\$195,542	0.00	\$250,000	0.00	\$250,000	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	\$195,542	0.00	\$250,000	0.00	\$250,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.065

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

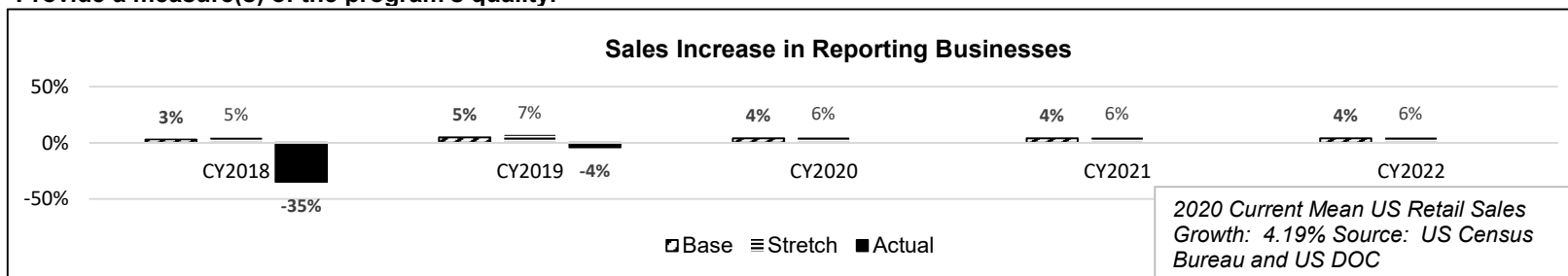
1b. What does this program do?

- 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.

	CY2017		CY2018		CY2019		CY2020	CY2021	CY2022
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active DRPP Projects	4	2	4	2	2	2	2	2	2

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



Note 1: Reflects yearly increase in net new sales for active projects.

Note 2: 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 3: Base target is projected to be 4% and Stretch target is set at 2% above the Base.

PROGRAM DESCRIPTION

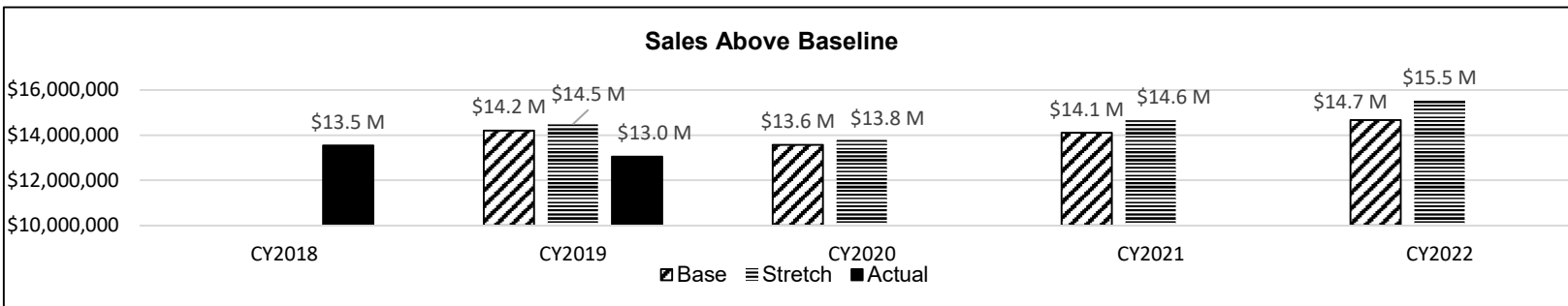
Department: Economic Development

HB Section(s): 7.065

Program Name: Downtown Revitalization Preservation Program

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

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

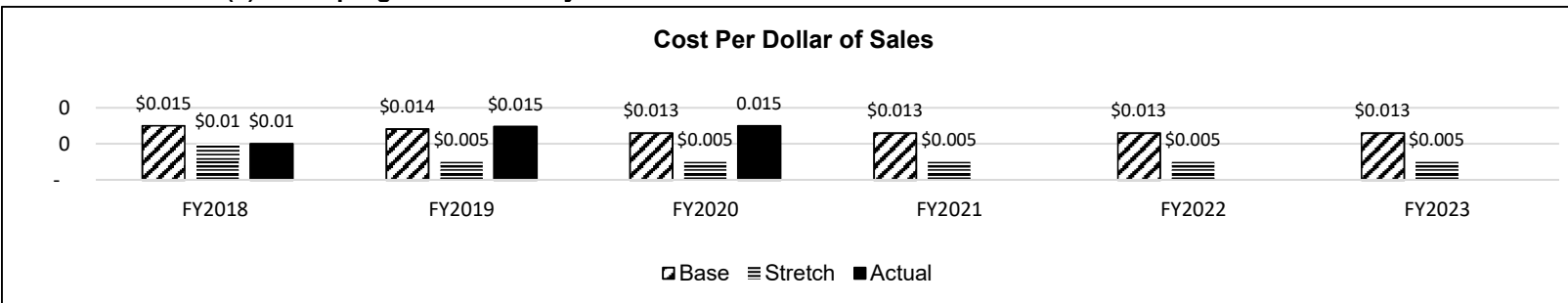


Note 1: Reflects calendar year gross taxable sales reported above the baseline for active projects.

Note 2: 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 3: The Base Target is set at 4% 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 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

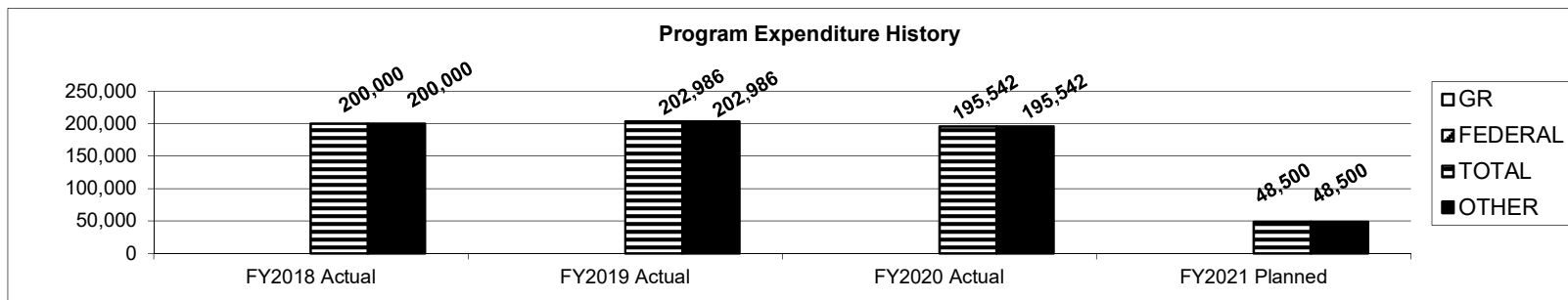
Department: Economic Development

HB Section(s): 7.065

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 and Restriction 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 <u>43090C</u>
Division: Business and Community Solutions	
Core: MO Community Service Commission	HB Section <u>7.070</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	225,003	0	225,003	PS	0	0	0	0
EE	0	263,649	0	263,649	EE	0	0	0	0
PSD	0	6,658,156	0	6,658,156	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	7,146,808	0	7,146,808	Total	0	0	0	0
FTE		5.00	0.00	5.00	FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	144,761	0	144,761
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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:
Notes:

Other Funds:
Notes:

2. CORE DESCRIPTION

The Missouri Community Service Commission (MCSC) receives funding from the Corporation for National and Community Service (CNCS) in Washington, D.C., to administer the AmeriCorps State and Education Awards programs in Missouri. 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)

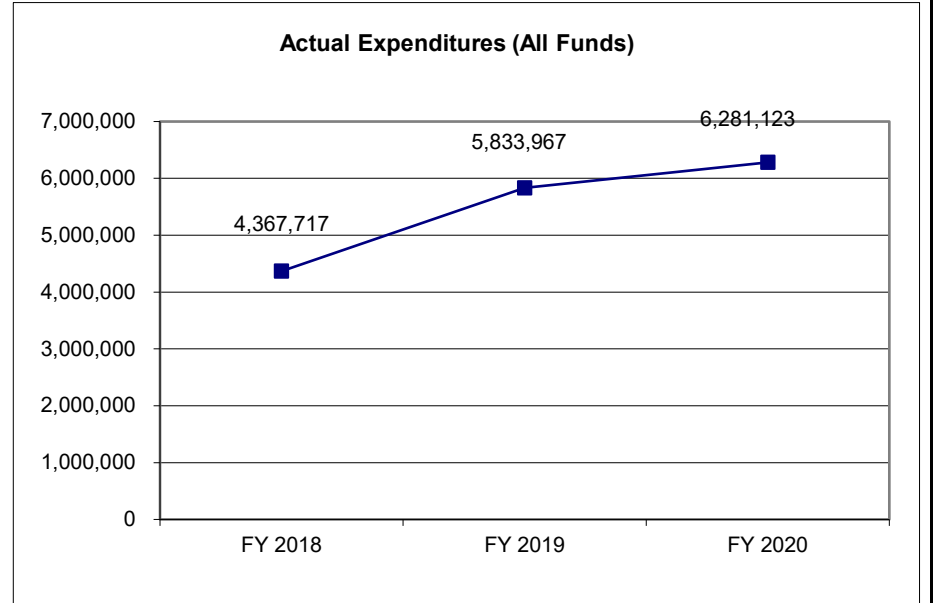
Missouri Community Service Commission

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43090C</u>
Division: Business and Community Solutions	
Core: MO Community Service Commission	HB Section <u>7.070</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	4,384,991	6,172,398	6,668,409	7,146,808
Less Reverted (All Funds)	(1,056)	(1,067)	(1,083)	0
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	4,383,935	6,171,331	6,667,326	7,146,808
Actual Expenditures (All Funds)	4,367,717	5,833,967	6,281,123	N/A
Unexpended (All Funds)	16,218	337,364	386,203	N/A
Unexpended, by Fund:				
General Revenue	495	658	498	N/A
Federal	15,723	336,706	385,705	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	0	225,003	0	225,003	
	EE	0.00	0	263,649	0	263,649	
	PD	0.00	0	6,658,156	0	6,658,156	
	Total	5.00	0	7,146,808	0	7,146,808	
DEPARTMENT CORE ADJUSTMENTS							
Core Reallocation	767 5113 PS	(0.00)	0	0	0	(0)	Aligning resources with new job classes
NET DEPARTMENT CHANGES		(0.00)	0	0	0	(0)	
DEPARTMENT CORE REQUEST							
	PS	5.00	0	225,003	0	225,003	
	EE	0.00	0	263,649	0	263,649	
	PD	0.00	0	6,658,156	0	6,658,156	
	Total	5.00	0	7,146,808	0	7,146,808	
GOVERNOR'S RECOMMENDED CORE							
	PS	5.00	0	225,003	0	225,003	
	EE	0.00	0	263,649	0	263,649	
	PD	0.00	0	6,658,156	0	6,658,156	
	Total	5.00	0	7,146,808	0	7,146,808	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO COMMUNITY SVS COMM								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	34,513	0.55	0	0.00	0	0.00	0	0.00
COMMUNITY SERV COMM-FED/OTHER	208,065	4.68	225,003	5.00	225,003	5.00	0	0.00
TOTAL - PS	242,578	5.23	225,003	5.00	225,003	5.00	0	0.00
EXPENSE & EQUIPMENT								
COMMUNITY SERV COMM-FED/OTHER	174,627	0.00	263,649	0.00	263,649	0.00	0	0.00
TOTAL - EE	174,627	0.00	263,649	0.00	263,649	0.00	0	0.00
PROGRAM-SPECIFIC								
COMMUNITY SERV COMM-FED/OTHER	5,863,919	0.00	6,658,156	0.00	6,658,156	0.00	0	0.00
TOTAL - PD	5,863,919	0.00	6,658,156	0.00	6,658,156	0.00	0	0.00
TOTAL	6,281,124	5.23	7,146,808	5.00	7,146,808	5.00	0	0.00
MCSC Increase NDI - 1419002								
PERSONAL SERVICES								
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	36,094	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	36,094	0.00	0	0.00
TOTAL	0	0.00	0	0.00	36,094	0.00	0	0.00
GRAND TOTAL	\$6,281,124	5.23	\$7,146,808	5.00	\$7,182,902	5.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO COMMUNITY SVS COMM								
CORE								
ECONOMIC DEV INCENTIVE SPEC I	20,259	0.59	30,716	0.64	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	57,475	1.40	21,553	0.36	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	90,105	1.87	111,001	2.00	0	0.00	0	0.00
STUDENT INTERN	0	0.00	5	0.00	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	11,988	0.37	0	0.00	1,000	0.31	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	62,751	1.00	61,728	2.00	61,728	1.05	0	0.00
ECONOMIC DEVLPMNT PROFESSIONAL	0	0.00	0	0.00	0	0.64	0	0.00
ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	101,553	2.00	0	0.00
ECONOMIC DEVELOPMENT SPV	0	0.00	0	0.00	60,722	1.00	0	0.00
TOTAL - PS	242,578	5.23	225,003	5.00	225,003	5.00	0	0.00
TRAVEL, IN-STATE	13,732	0.00	57,399	0.00	57,399	0.00	0	0.00
TRAVEL, OUT-OF-STATE	16,578	0.00	22,500	0.00	22,500	0.00	0	0.00
SUPPLIES	2,608	0.00	18,750	0.00	18,750	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	18,052	0.00	15,000	0.00	15,000	0.00	0	0.00
COMMUNICATION SERV & SUPP	1,625	0.00	11,250	0.00	11,250	0.00	0	0.00
PROFESSIONAL SERVICES	114,103	0.00	77,750	0.00	77,750	0.00	0	0.00
M&R SERVICES	1,003	0.00	3,750	0.00	3,750	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	7,500	0.00	7,500	0.00	0	0.00
OTHER EQUIPMENT	1,979	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	903	0.00	3,700	0.00	3,700	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	3,750	0.00	3,750	0.00	0	0.00
MISCELLANEOUS EXPENSES	4,044	0.00	41,250	0.00	41,250	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	50	0.00	50	0.00	0	0.00
TOTAL - EE	174,627	0.00	263,649	0.00	263,649	0.00	0	0.00
PROGRAM DISTRIBUTIONS	5,863,919	0.00	6,658,156	0.00	6,658,156	0.00	0	0.00
TOTAL - PD	5,863,919	0.00	6,658,156	0.00	6,658,156	0.00	0	0.00
GRAND TOTAL	\$6,281,124	5.23	\$7,146,808	5.00	\$7,146,808	5.00	\$0	0.00
GENERAL REVENUE	\$34,513	0.55	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$6,246,611	4.68	\$7,146,808	5.00	\$7,146,808	5.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.070

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.

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Program Count	20	22	22	22	22	22	23	23	23
Member Count	600	682	700	592	680	785	700	710	750
Member Service Hours	1,000,000	892,500	1,020,000	1,006,876	1,020,000	836,637	850,000	850,000	850,000
Number of Volunteers	50,000	37,403	50,000	29,882	50,000	68,031	60,000	60,000	40,000

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

	FY2018	FY2019	FY2020		FY2021	FY2022	FY2023
	Actual	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	N/A	93%	94%	*	95%	95%	95%

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

Note 2: *A FY2020 survey is in process and results are pending.

PROGRAM DESCRIPTION

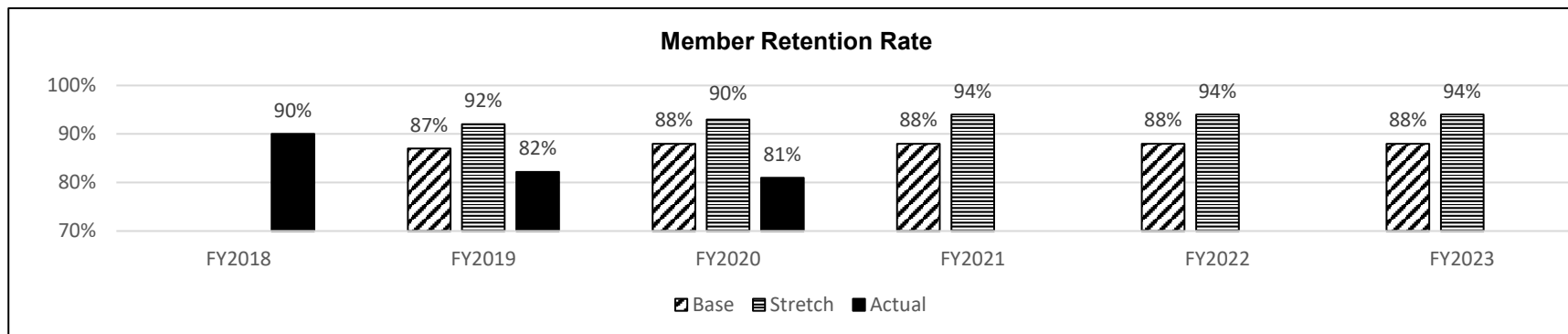
Department: Economic Development

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.

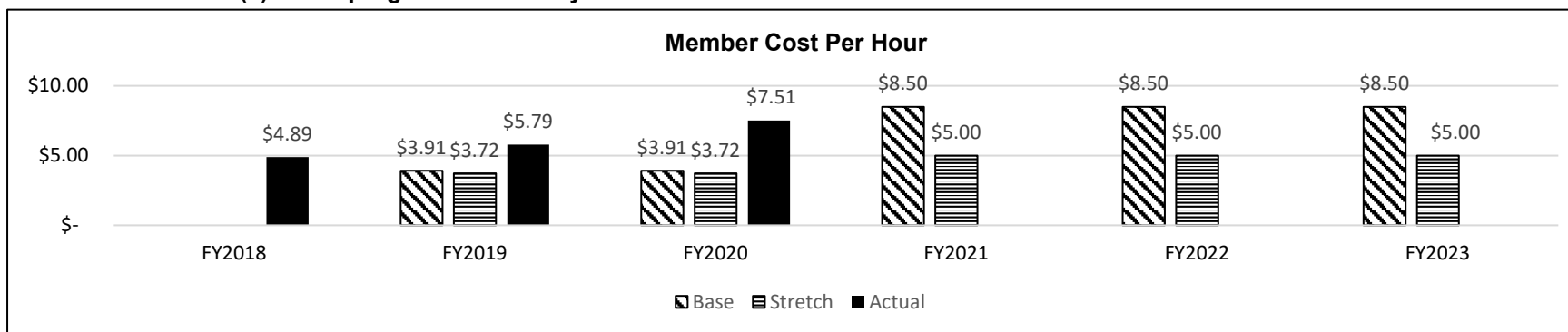


Note 1: Calculated by review of grant management system monthly and quarterly program reporting of member retention.

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 FY2018 are not available.

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



Note 1: Calculated by dividing the cost of the program by the number of member service hours.

Note 2: FY2021-FY2023 Base and Stretch targets set by considering possible program funding levels and expected member service hours. They are higher due to the possibility of receiving additional funding through the CORPS Act.

PROGRAM DESCRIPTION

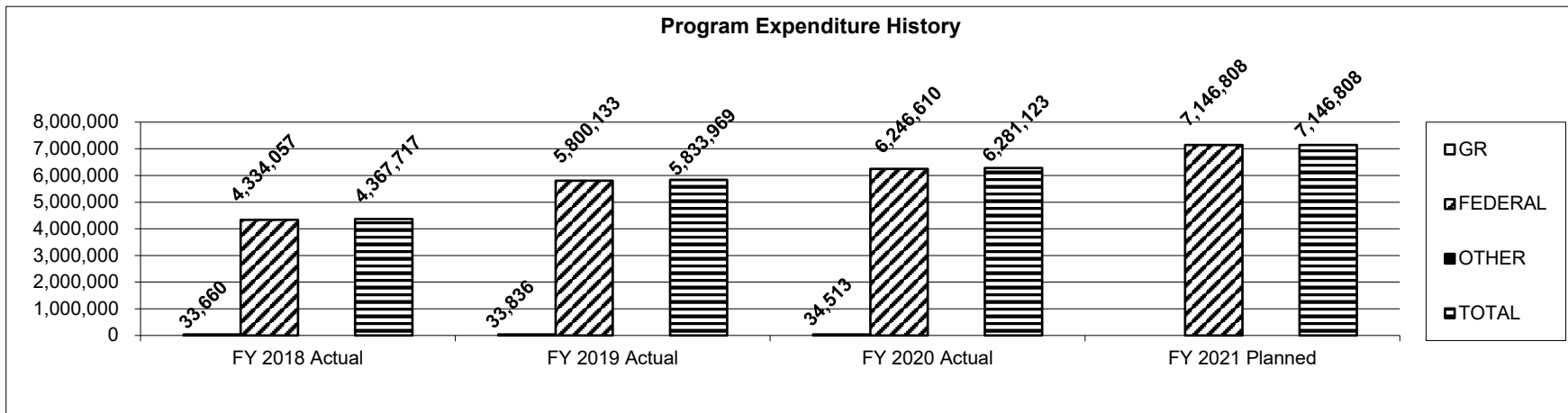
Department: Economic Development

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.)



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: 4 OF 6

Department: Economic Development	Budget Unit <u>43090C</u>
Division: Business and Community Solutions	
DI Name: MO Community Service Comm Increase DI# 1419002	HB Section <u>7.070</u>

1. AMOUNT OF REQUEST

	FY 2022 Budget Request			
	GR	Federal	Other	Total
PS	0	36,094	0	36,094
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	36,094	0	36,094
FTE	0.00	0.00	0.00	0.00

	FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	11,954	0	11,954
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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:

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

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

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

This new decision item is being requested in order to increase the FY2022 federal Personal Service appropriation authority for the Missouri Community Service Commission (MCSC), Section 7.070 in House Bill 2007. The increase is needed because while 1.0 FTE was moved from General Revenue to Federal for FY2021, the federal appropriation authority was not increased. This increase is needed, so that all 5.0 FTE can be paid entirely from federal funds. Federal funds are awarded by the Corporation for National and Community Service (CNCS). MCSC has received an increase in federal grant awards over the past two to three years; therefore, having adequate appropriation authority for all 5.0 positions is critical.

NEW DECISION ITEM

RANK: 4 OF 6

Department: Economic Development	Budget Unit <u>43090C</u>
Division: Business and Community Solutions	
DI Name: MO Community Service Comm Increase DI# 1419002	HB Section <u>7.070</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.)

In the FY2021 budget, 1.0 General Revenue (GR)-funded FTE assigned to the Missouri Community Service Commission (MCSC) was transferred to be Federal-funded. However, the GR PS appropriation authority under Appropriation (5112) totaling \$36,094 was not transferred. The outcome has been that the Federal PS authority is inadequate and DED has to use a portion of Business and Community Solutions GR PS funding in order to fund a portion of the MCSC Director position, which we do not believe was the original intent of the transfer.

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
100/Principal Asst to Board/Commission/ 009878			36,094				36,094	0.0	
Total PS	0	0.0	36,094	0.0	0	0.0	36,094	0.0	0
Total EE	0		0		0		0		0
Total PSD	0		0		0		0		0
Transfers									
Total TRF	0		0		0		0		0
Grand Total	0	0.0	36,094	0.0	0	0.0	36,094	0.0	0

NEW DECISION ITEM

RANK: 4 OF 6

Department: Economic Development	Budget Unit <u>43090C</u>
Division: Business and Community Solutions	
DI Name: MO Community Service Comm Increase DI# 1419002	HB Section <u>7.070</u>

	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS
							0		
							0	0.0	
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		
							0		
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Program Distributions							0		
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Transfers									
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>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM

RANK: 4 OF 6

Department: Economic Development	Budget Unit <u>43090C</u>
Division: Business and Community Solutions	
DI Name: MO Community Service Comm Increase DI# 1419002	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 Services Commission Core for the program performance measures.

6b. Provide a measure(s) of the program's quality.
Refer to the Missouri Community Services Commission Core for the program performance measures.

6c. Provide a measure(s) of the program's impact.
Refer to the Missouri Community Services Commission Core for the program performance measures.

6d. Provide a measure(s) of the program's efficiency.
Refer to the Missouri Community Services Commission Core for the program performance measures.

NEW DECISION ITEM

RANK: 4 **OF** 6

Department: Economic Development	Budget Unit <u>43090C</u>
Division: Business and Community Solutions	
DI Name: MO Community Service Comm Increase DI# 1419002	HB Section <u>7.070</u>

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

MCSC receives funding from the Corporation for National and Community Service to administer the AmeriCorps State and Education Awards program in Missouri. These funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)3 status. These grants provide communities and neighborhoods with the human resources necessary to address their most pressing civic needs and gives individuals a way to serve by completing community service projects.

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO COMMUNITY SVS COMM								
MCSC Increase NDI - 1419002								
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	36,094	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	36,094	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$36,094	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	\$36,094	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43095C
Division:	Missouri One Start	HB Section	7.075
Core:	Missouri One Start		

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	41,456	0	471,067	512,523	PS	0	0	0	0
EE	0	0	81,389	81,389	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	41,456	0	552,456	593,912	Total	0	0	0	0
FTE	1.00	0.00	8.00	9.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	27,778	0	156,017	169,748	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: Missouri One Start Job Development Fund - Fund 0600
 Note:

Other Funds:
 Note:

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.

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

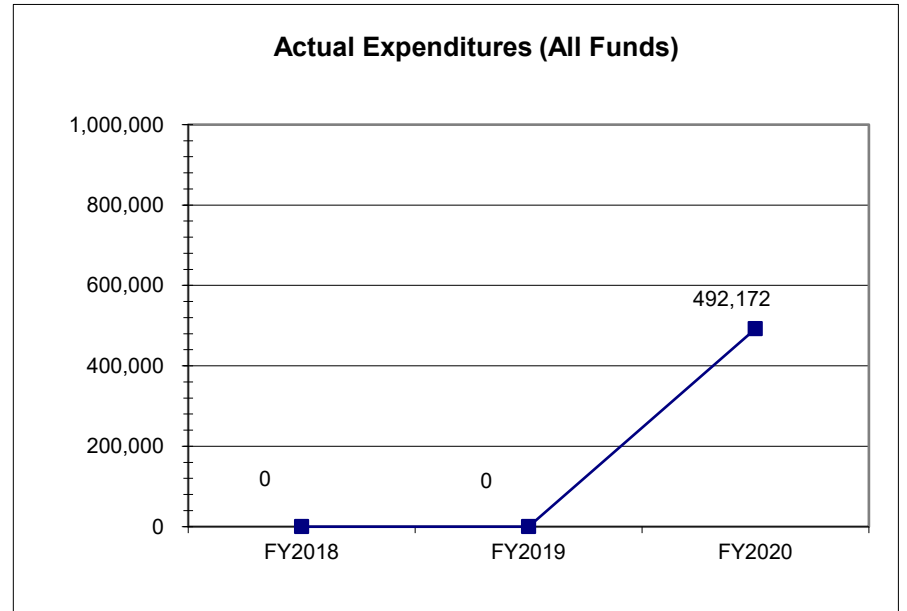
Missouri One Start

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43095C
Division:	Missouri One Start	HB Section	7.075
Core:	Missouri One Start		

4. FINANCIAL HISTORY

	FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Current Yr.
Appropriation (All Funds)	0	0	763,221	593,912
Less Reverted (All Funds)	0	0	(1,226)	(1,244)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	0	761,995	592,668
Actual Expenditures (All Funds)	0	0	492,172	N/A
Unexpended (All Funds)	0	0	269,823	N/A
Unexpended, by Fund:				
General Revenue	0	0	4,869	N/A
Federal	0	0	152,917	N/A
Other	0	0	112,037	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	9.00	41,456	0	471,067	512,523	
	EE	0.00	0	0	81,389	81,389	
	Total	9.00	41,456	0	552,456	593,912	
DEPARTMENT CORE ADJUSTMENTS							
Core Reallocation	768 5154 PS	0.00	0	0	0		0 Aligning resources with new job classes
Core Reallocation	768 5115 PS	0.00	0	0	0		(0) Aligning resources with new job classes
NET DEPARTMENT CHANGES		0.00	0	0	0		(0)
DEPARTMENT CORE REQUEST							
	PS	9.00	41,456	0	471,067	512,523	
	EE	0.00	0	0	81,389	81,389	
	Total	9.00	41,456	0	552,456	593,912	
GOVERNOR'S RECOMMENDED CORE							
	PS	9.00	41,456	0	471,067	512,523	
	EE	0.00	0	0	81,389	81,389	
	Total	9.00	41,456	0	552,456	593,912	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MISSOURI ONE START								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	34,757	0.62	41,456	1.00	41,456	1.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING	78,900	1.36	0	0.00	0	0.00	0	0.00
MO ONE START JOB DEVELOPMENT	339,095	6.28	471,067	8.00	471,067	8.00	0	0.00
TOTAL - PS	452,752	8.26	512,523	9.00	512,523	9.00	0	0.00
EXPENSE & EQUIPMENT								
DIV JOB DEVELOPMENT & TRAINING	1,687	0.00	0	0.00	0	0.00	0	0.00
MO ONE START JOB DEVELOPMENT	37,733	0.00	81,389	0.00	81,389	0.00	0	0.00
TOTAL - EE	39,420	0.00	81,389	0.00	81,389	0.00	0	0.00
TOTAL	492,172	8.26	593,912	9.00	593,912	9.00	0	0.00
GRAND TOTAL	\$492,172	8.26	\$593,912	9.00	\$593,912	9.00	\$0	0.00

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43095C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: Missouri One Start	
HOUSE BILL SECTION: 7.075	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

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.

- Missouri One Start PS (0600) - \$471,067 x 10% = \$47,107 and Missouri One Start EE (0600) - \$81,389 x 10% = \$8,139

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

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MISSOURI ONE START								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	32,752	1.00	31,378	1.00	0	0.00	0	0.00
MARKETING SPECIALIST I	10,938	0.30	0	0.00	0	0.00	0	0.00
MARKETING SPECIALIST III	115,905	2.26	141,720	2.00	0	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	197,194	4.00	0	0.00	0	0.00
WORKFORCE DEVELOPMENT SPEC IV	142,478	3.07	9,237	0.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	27,213	0.46	0	0.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	35,075	1.00	0	0.00	0	0.00
DIVISION DIRECTOR	86,988	0.80	96,364	1.00	111,364	1.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	131	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	36,478	0.37	1,424	0.00	0	0.00	0	0.00
LEAD ADMIN SUPPORT ASSISTANT	0	0.00	0	0.00	34,802	1.00	0	0.00
ECONOMIC DEVLPMNT PROFESSIONAL	0	0.00	0	0.00	43,000	1.00	0	0.00
SR ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	196,431	4.00	0	0.00
ECONOMIC DEVELOPMENT SPV	0	0.00	0	0.00	126,926	2.00	0	0.00
TOTAL - PS	452,752	8.26	512,523	9.00	512,523	9.00	0	0.00
TRAVEL, IN-STATE	7,572	0.00	6,500	0.00	6,500	0.00	0	0.00
TRAVEL, OUT-OF-STATE	2,674	0.00	1,750	0.00	1,750	0.00	0	0.00
FUEL & UTILITIES	0	0.00	500	0.00	500	0.00	0	0.00
SUPPLIES	2,720	0.00	9,500	0.00	9,500	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	6,079	0.00	11,789	0.00	11,789	0.00	0	0.00
COMMUNICATION SERV & SUPP	4,564	0.00	6,500	0.00	6,500	0.00	0	0.00
PROFESSIONAL SERVICES	2,216	0.00	35,500	0.00	35,500	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	500	0.00	500	0.00	0	0.00
M&R SERVICES	0	0.00	2,500	0.00	2,500	0.00	0	0.00
OFFICE EQUIPMENT	471	0.00	1,400	0.00	1,400	0.00	0	0.00
OTHER EQUIPMENT	12,584	0.00	100	0.00	100	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	700	0.00	700	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	1,000	0.00	1,000	0.00	0	0.00
MISCELLANEOUS EXPENSES	540	0.00	700	0.00	700	0.00	0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MISSOURI ONE START								
CORE								
REBILLABLE EXPENSES	0	0.00	2,450	0.00	2,450	0.00	0	0.00
TOTAL - EE	39,420	0.00	81,389	0.00	81,389	0.00	0	0.00
GRAND TOTAL	\$492,172	8.26	\$593,912	9.00	\$593,912	9.00	\$0	0.00
GENERAL REVENUE	\$34,757	0.62	\$41,456	1.00	\$41,456	1.00		0.00
FEDERAL FUNDS	\$80,587	1.36	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$376,828	6.28	\$552,456	8.00	\$552,456	8.00		0.00

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?

- Provide oversight to Local Education Agencies designated to administer the Missouri One Start training funds that are awarded to qualified companies creating new jobs or making new capital investment relating directly to the retention of jobs. The Missouri One Start training programs include the Customized Training program, New Jobs Training Program (NJTP), and Job Retention Training Program (JRTP).
- Coordinate workforce solutions to assist businesses with having the right workforce with the right skillset by providing personalized recruitment assistance and funding resources for pre-employment screening and specialized industry training.
- Cultivate a strong brand identity that communicates value-add of Missouri's workforce to retain and attract new companies, capital investment, and jobs to the state.

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

	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2020 Actual	FY2021 Projected	FY2022 Projected	FY2023 Projected
Social Media Outreach Posts	N/A	N/A	N/A	133	266	319	383

Note 1: Social Media Outreach Posts was a new measures for FY2020. No data available for FY2018-FY2019.

Note 2: FY2021 Social Media Outreach Posts reflects a 100% increase from the FY2020 Actual. FY2022-FY2023 reflect a 20% increase each year.

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

	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2020 Actual	FY2021 Projected	FY2022 Projected	FY2023 Projected
Customer Service Experience	99%	100%	100%	91%	100%	100%	100%

Note 1: Percentage of respondents who rated their experience as "good" or "excellent."

Note 2: Data includes 113 respondents from 257 NJTP, JRTP, and Customized Training companies surveyed in FY2020.

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.

	FY2018 Actual	FY2019 Actual	FY2020 Projected	FY2020 Actual	FY2021 Projected	FY2022 Projected	FY2023 Projected
Social Media Outreach Engagements	N/A	N/A	N/A	77,531	155,062	186,074	233,289
Social Media Followers	N/A	N/A	N/A	350	385	424	466

Note 1: Social Media Outreach Engagement was a new measure for FY2020. No data available for FY2018-FY2019.

Note 2: FY2021 Social Media Outreach Engagements reflect a 100% increase from the FY2020 Actual. FY2022-FY2023 reflect a 20% increase each year.

Note 3: Social Media Outreach Engagements includes clicks, likes, shares, and comments.

Note 4: Social Media Followers was a new measure for FY2020. No data available for FY2018-FY2019. Data represents an unduplicant count.

Note 5: FY2021-FY2023 Social Media Followers reflects a 10% increase each year of unique Followers.

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

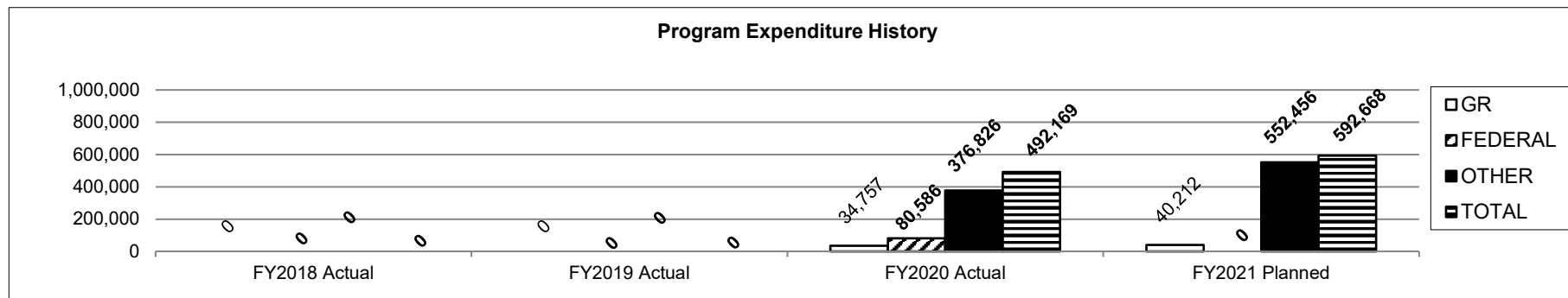
Department of Economic Development _____

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.)

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 <u>43105C</u>
Division: Missouri One Start	
Core: Missouri One Start Job Development Fund Transfer	HB Section <u>7.080</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	6,016,285	0	0	6,016,285	TRF	0	0	0	0
Total	6,016,285	0	0	6,016,285	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:
Notes:

Other Funds:
Notes:

2. CORE DESCRIPTION

The Missouri One Start Job Development Fund provides funding for the Missouri Customized Training Program and the personal services, equipment, and expenses of Missouri One Start staff. The Customized training program is one of the more flexible and popular of workforce training programs for businesses. It is an essential tool in economic development efforts and 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, with oversight provided by Missouri One Start staff.

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 <u>43105C</u>
Division: Missouri One Start	
Core: Missouri One Start Job Development Fund Transfer	HB Section <u>7.080</u>

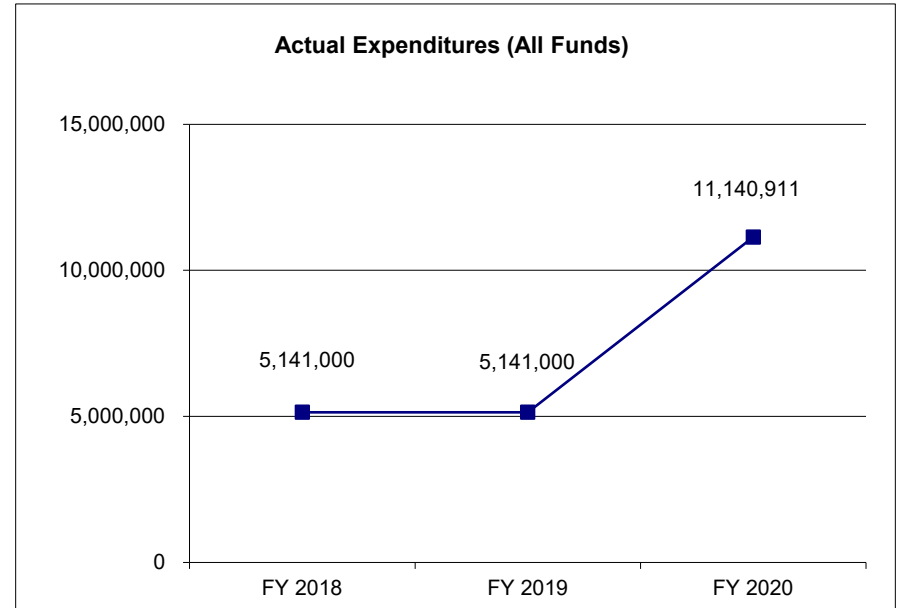
4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	5,300,000	5,300,000	14,901,594	6,016,285
Less Reverted (All Funds)	(159,000)	(159,000)	(447,048)	(180,489)
Less Restricted (All Funds)*	0	0	(3,313,635)	0
Budget Authority (All Funds)	5,141,000	5,141,000	11,140,911	5,835,796
Actual Expenditures (All Funds)	5,141,000	5,141,000	11,140,911	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: 4/1/2020

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 DEVELOPME
MO JOB DEV FUND TRANSFER

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	6,016,285	0	0	6,016,285	
	Total	0.00	6,016,285	0	0	6,016,285	
DEPARTMENT CORE REQUEST							
	TRF	0.00	6,016,285	0	0	6,016,285	
	Total	0.00	6,016,285	0	0	6,016,285	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	6,016,285	0	0	6,016,285	
	Total	0.00	6,016,285	0	0	6,016,285	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO JOB DEV FUND TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	11,140,911	0.00	6,016,285	0.00	6,016,285	0.00	0	0.00
TOTAL - TRF	11,140,911	0.00	6,016,285	0.00	6,016,285	0.00	0	0.00
TOTAL	11,140,911	0.00	6,016,285	0.00	6,016,285	0.00	0	0.00
GRAND TOTAL	\$11,140,911	0.00	\$6,016,285	0.00	\$6,016,285	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO JOB DEV FUND TRANSFER								
CORE								
TRANSFERS OUT	11,140,911	0.00	6,016,285	0.00	6,016,285	0.00	0	0.00
TOTAL - TRF	11,140,911	0.00	6,016,285	0.00	6,016,285	0.00	0	0.00
GRAND TOTAL	\$11,140,911	0.00	\$6,016,285	0.00	\$6,016,285	0.00	\$0	0.00
GENERAL REVENUE	\$11,140,911	0.00	\$6,016,285	0.00	\$6,016,285	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): 7.080

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

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 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.

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

This is a GR transfer. Please refer to the Program Description for **Missouri One Start Job Development Fund**.

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

This is a GR transfer. Please refer to the Program Description for **Missouri One Start Job Development Fund**.

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

This is a GR transfer. Please refer to the Program Description for **Missouri One Start Job Development Fund**.

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

This is a GR transfer. Please refer to the Program Description for **Missouri One Start Job Development Fund**.

PROGRAM DESCRIPTION

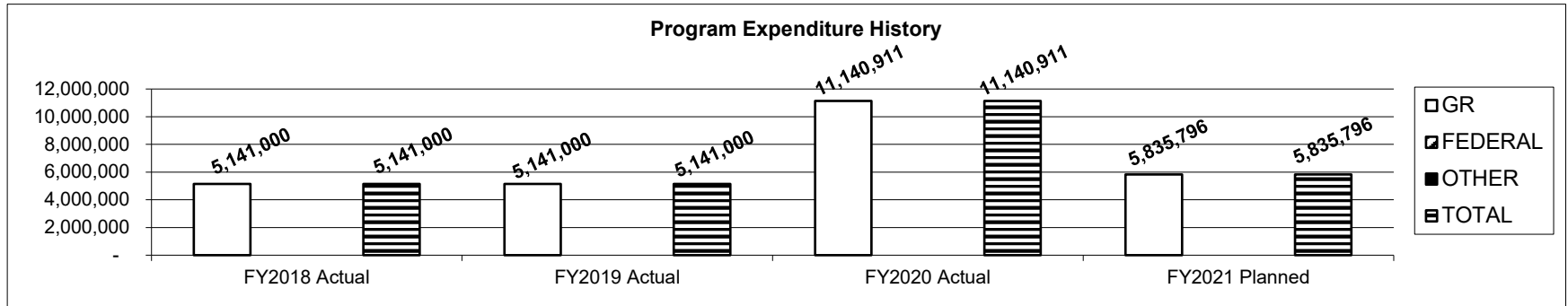
Department: Economic Development

HB Section(s): 7.080

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 <u>43100C</u>
Division: Missouri One Start	
Core: Missouri One Start Job Development Fund	HB Section <u>7.085</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	15,000	15,000	EE	0	0	0	0
PSD	0	0	8,678,406	8,678,406	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	8,693,406	8,693,406	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: Missouri One Start Job Development Fund - 0600
 Notes: Requires a GR transfer.

Other Funds:
 Notes:

2. CORE DESCRIPTION

The Missouri One Start Job Development Fund provides funding for the Missouri Customized Training Program and the personal services, equipment, and expenses of Missouri One Start staff. The Customized training program is one of the more flexible and popular of workforce training programs for businesses. It is an essential tool in economic development efforts and 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, with oversight provided by Missouri One Start staff.

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

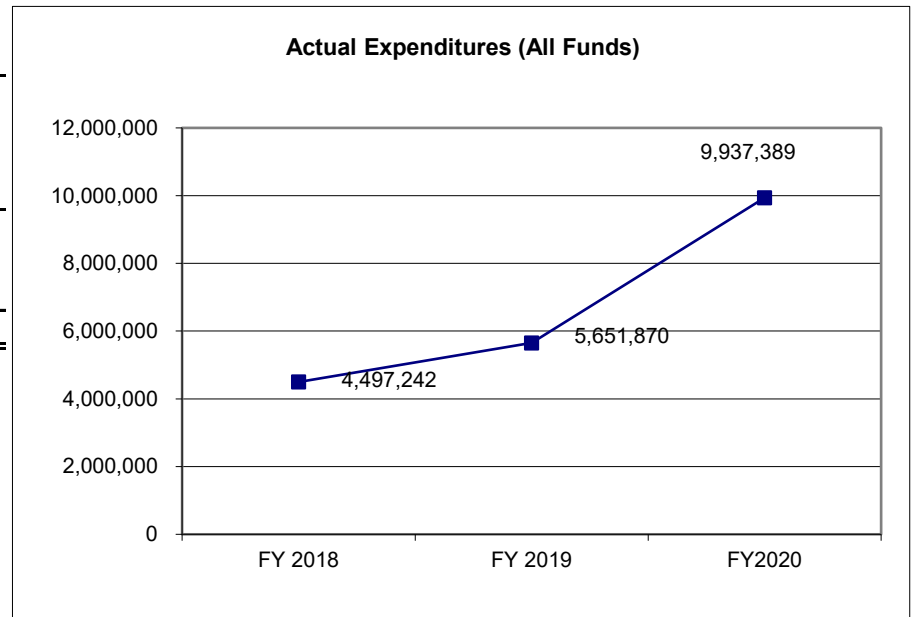
Missouri One Start Job Development Fund

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43100C</u>
Division: Missouri One Start	
Core: Missouri One Start Job Development Fund	HB Section <u>7.085</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY2020 Actual	FY2021 Current Yr.
Appropriation (All Funds)	14,039,985	7,000,000	17,395,000	8,693,406
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	14,039,985	7,000,000	17,395,000	8,693,406
Actual Expenditures (All Funds)	4,497,242	5,651,870	9,937,389	N/A
Unexpended (All Funds)	9,542,743	1,348,130	7,457,611	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	9,542,743	1,348,130	7,457,611	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) In FY2018, \$14,039,985 was appropriated; however, only \$5,300,000 was authorized and transferred from GR. Of the \$5,300,000, 3% was reverted (\$159,000) for the Governor's standard 3% reserve leaving \$5,141,000. In FY2018, \$4,497,242 was actually spent leaving \$643,785 unspent.

(2) In FY2019, \$7,000,000 was appropriated; however, only \$5,300,000 was authorized and transferred from GR. Of the \$5,300,000, 3% was reverted (\$159,000) for the Governor's standard 3% reserve leaving \$5,141,000. In FY2019, \$5,651,870 was actually spent and \$510,870 was carried over from FY2018.

(3) In FY2020, \$17,395,000 was appropriated; however, only \$14,901,594 was authorized and transferred from GR. Of the \$14,901,594, 3% was reverted (\$447,048) for the Governor's standard 3% reserve and \$3,313,635 was restricted due to COVID-19, leaving \$11,140,089. In FY2020 \$9,937,988 was actually spent leaving \$1,202,101 unspent. This large amount of unspent funds was due to companies not able to complete training due to COVID-19.

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							
	EE	0.00	0	0	15,000	15,000	
	PD	0.00	0	0	8,678,406	8,678,406	
	Total	0.00	0	0	8,693,406	8,693,406	
DEPARTMENT CORE ADJUSTMENTS							
Core Reallocation	769 5120 EE	0.00	0	0	125,000	125,000	Aligning resources closer to prior year spending
Core Reallocation	769 5120 PD	0.00	0	0	(125,000)	(125,000)	Aligning resources closer to prior year spending
NET DEPARTMENT CHANGES		0.00	0	0	0	0	
DEPARTMENT CORE REQUEST							
	EE	0.00	0	0	140,000	140,000	
	PD	0.00	0	0	8,553,406	8,553,406	
	Total	0.00	0	0	8,693,406	8,693,406	
GOVERNOR'S RECOMMENDED CORE							
	EE	0.00	0	0	140,000	140,000	
	PD	0.00	0	0	8,553,406	8,553,406	
	Total	0.00	0	0	8,693,406	8,693,406	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MISSOURI ONE START JOB DEV								
CORE								
EXPENSE & EQUIPMENT								
MO ONE START JOB DEVELOPMENT	244,591	0.00	15,000	0.00	140,000	0.00	0	0.00
TOTAL - EE	244,591	0.00	15,000	0.00	140,000	0.00	0	0.00
PROGRAM-SPECIFIC								
MO ONE START JOB DEVELOPMENT	9,692,798	0.00	8,678,406	0.00	8,553,406	0.00	0	0.00
TOTAL - PD	9,692,798	0.00	8,678,406	0.00	8,553,406	0.00	0	0.00
TOTAL	9,937,389	0.00	8,693,406	0.00	8,693,406	0.00	0	0.00
GRAND TOTAL	\$9,937,389	0.00	\$8,693,406	0.00	\$8,693,406	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MISSOURI ONE START JOB DEV								
CORE								
SUPPLIES	49	0.00	0	0.00	500	0.00	0	0.00
PROFESSIONAL SERVICES	243,476	0.00	5,000	0.00	129,500	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	5,000	0.00	5,000	0.00	0	0.00
OTHER EQUIPMENT	1,066	0.00	5,000	0.00	5,000	0.00	0	0.00
TOTAL - EE	244,591	0.00	15,000	0.00	140,000	0.00	0	0.00
PROGRAM DISTRIBUTIONS	9,692,798	0.00	8,678,406	0.00	8,553,406	0.00	0	0.00
TOTAL - PD	9,692,798	0.00	8,678,406	0.00	8,553,406	0.00	0	0.00
GRAND TOTAL	\$9,937,389	0.00	\$8,693,406	0.00	\$8,693,406	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	\$9,937,389	0.00	\$8,693,406	0.00	\$8,693,406	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.085

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?

- Provides the funding source for the Missouri One Start Customized Training program and the personal services, expenses, and equipment of Missouri One Start staff.
- Funds provided to Missouri One Start Customized Training assistance to small, medium and large businesses throughout the state to screen, train, and upskill new and existing employees to meet the specific workforce needs of a business.

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

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Companies Assisted	200	148	164	197	300	250	190	225	240
Funds Awarded	N/A	\$4,487,145	N/A	\$6,313,500	\$12,400,000	\$9,225,816	\$5,800,000	\$7,000,000	\$8,400,000

Note 1: Projections for Companies Assisted and Funds Awarded for FY2021 reflects a decrease in general revenue funds authorized. FY2022-FY2023 assumes approximately 20% increase in general revenue funds each year.

Note 2: Funds Awarded includes both funds obligated for training and to administer the training projects.

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

	FY2018	FY2019	FY2020		FY2021	FY2022	FY2023
	Actual	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	99%	100%	100%	91%	100%	100%	100%

Note 1: Percentage of respondents who rated their experience as "good" or "excellent."

Note 2: Data includes 110 respondents from 250 Customized Training companies surveyed in FY2020.

PROGRAM DESCRIPTION

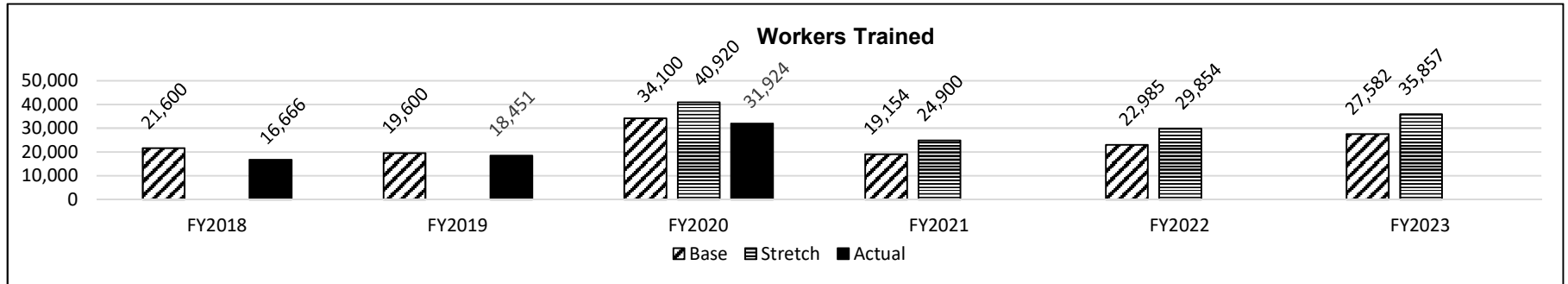
Department: Economic Development

HB Section(s): 7.085

Program Name: Missouri One Start Job Development Fund

Program is found in the following core budget(s): Missouri One Start Job Development Fund

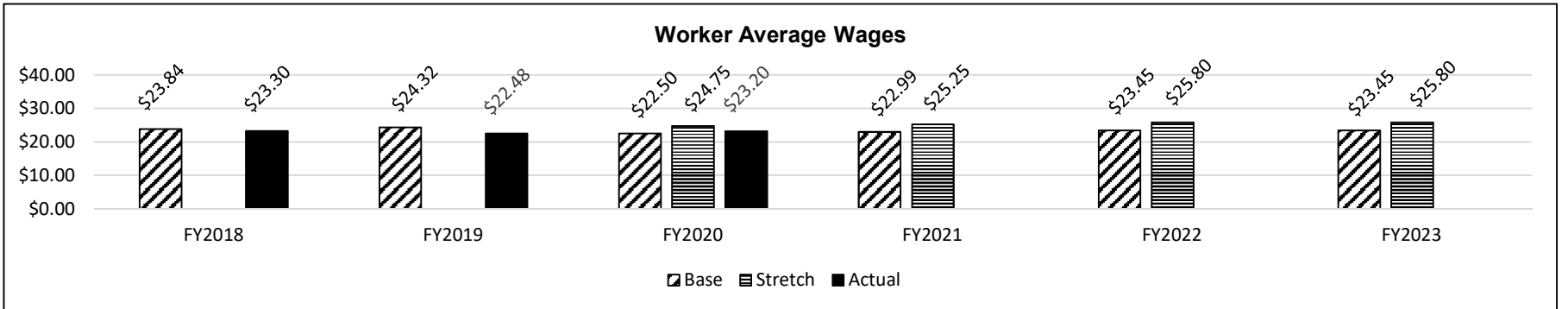
2c. Provide a measure(s) of the program's impact.



Note 1: Base target for FY2020 reflected a budget increase; however, COVID-19 impacted the total number of actual workers trained. Base for FY2021 adjusted to reflect a 40% decrease due to budget. FY2022-FY2023 Base targets reflect a 20% increase of the previous year's Base.

Note 2: Stretch target for FY2021-FY2023 reflects a 30% increase of the Base target each year.

Note 3: FY2018 Trainees: 1,171 New; 15,495 Existing | FY2019 Trainees: 1,198 New; 17,253 Existing | FY2020 Trainees 5,472 New; 26,452 Existing.



Note 1: Base target for FY2021 reflects an average of the Actual Wages from FY2018-FY2020. Base targets for FY2022-FY2023 reflects a 2% increase of FY2021 Base target.

Note 2: Stretch targets for FY2021-FY2023 reflects a 10% increase of the Base target.

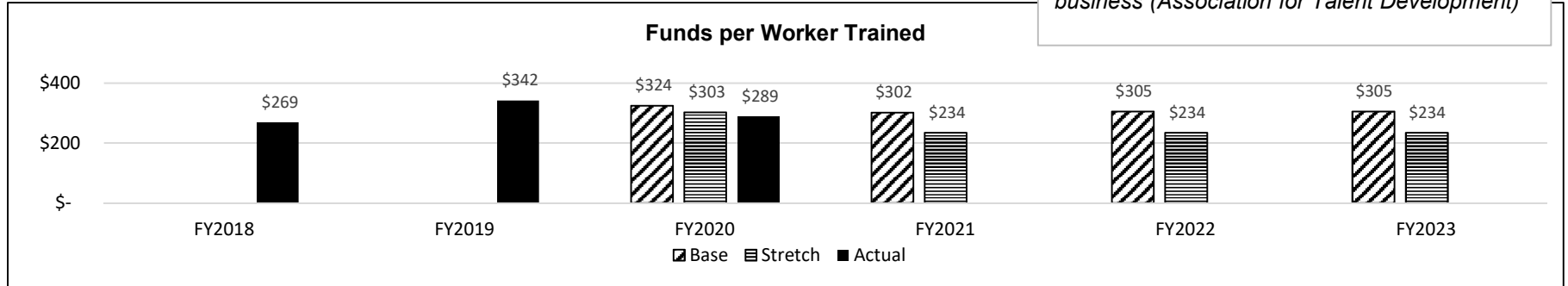
PROGRAM DESCRIPTION

Department: Economic Development
Program Name: Missouri One Start Job Development Fund
Program is found in the following core budget(s): Missouri One Start Job Development Fund

HB Section(s): 7.085

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 awarded training funds by the number of workers receiving training.

Note 2: Base target for FY2021 reflects a decrease in training funds and number of workers being trained. FY2022-FY2023 Base targets assumes a 20% increase in funding each year and a 20% increase in the number of workers being trained.

Note 3: FY2022-FY2023 Stretch target reflects a 30% increase in workers being trained.

PROGRAM DESCRIPTION

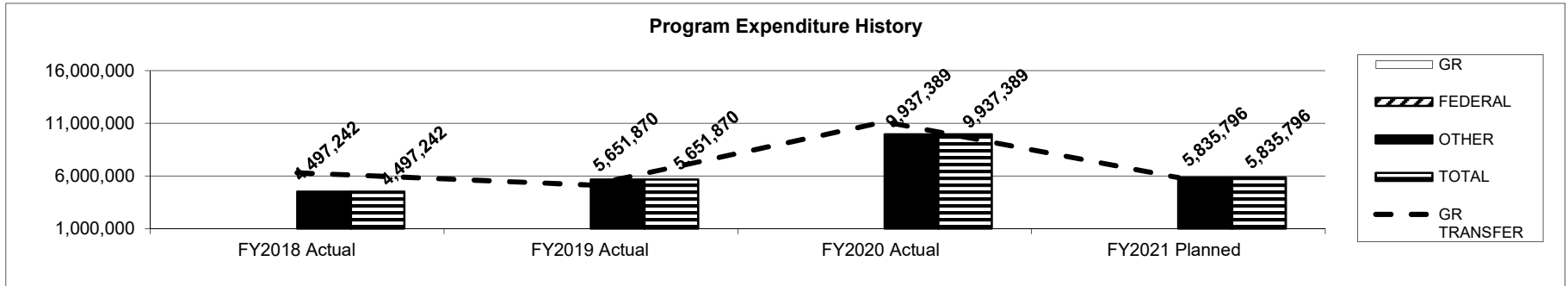
Department: Economic Development

HB Section(s): 7.085

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.

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.)

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 2022 Budget Request					FY 2022 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	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	16,000,000	16,000,000	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: Community College New Jobs Training Program (0563)
Notes:

Other Funds:
Notes:

2. CORE DESCRIPTION

The Missouri One Start Community College New Jobs Training Program (NJTP) provides funding 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)

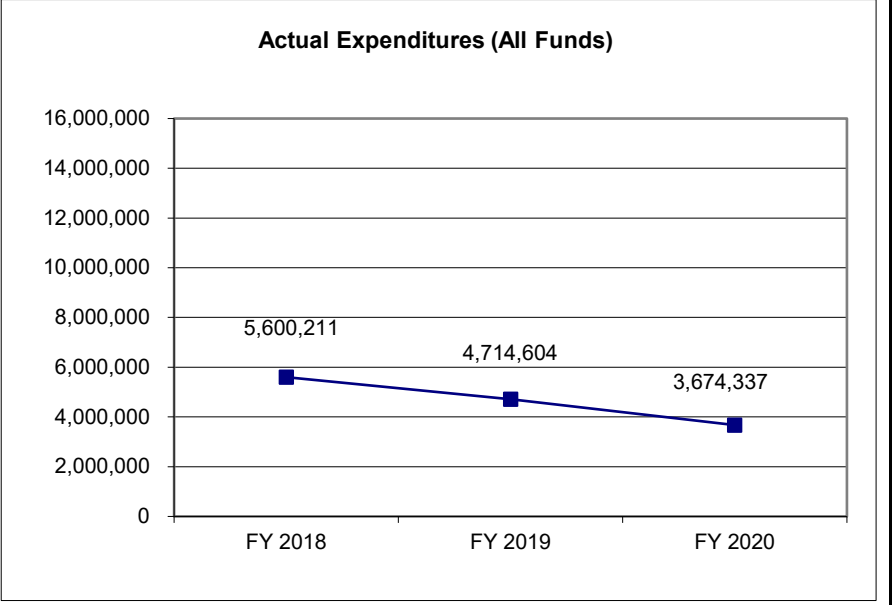
The Missouri One Start Community College New Jobs Training Program

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	43110C
Division:	Missouri One Start	HB Section	7.090
Core:	Missouri One Start Community College New Jobs Training Program		

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 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)	5,600,211	4,714,604	3,674,337	N/A
Unexpended (All Funds)	10,399,789	11,285,396	12,325,663	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	10,399,789	11,285,396	12,325,663	N/A
	(2)(3)	(1)(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 FY2020 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, \$3.7 million in withholding was requested to be redeemed by businesses, leaving \$12.3 million in annual unexpended funds.
 - (2) The appropriation amount is set at \$16,000,000; however, spending reflects withholding claims 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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
COMM COLL NEW JOBS TRAINING								
CORE								
PROGRAM-SPECIFIC								
MO ONE START COL NEW JOBS TRN	3,674,337	0.00	16,000,000	0.00	16,000,000	0.00	0	0.00
TOTAL - PD	3,674,337	0.00	16,000,000	0.00	16,000,000	0.00	0	0.00
TOTAL	3,674,337	0.00	16,000,000	0.00	16,000,000	0.00	0	0.00
GRAND TOTAL	\$3,674,337	0.00	\$16,000,000	0.00	\$16,000,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
COMM COLL NEW JOBS TRAINING								
CORE								
PROGRAM DISTRIBUTIONS	3,674,337	0.00	16,000,000	0.00	16,000,000	0.00	0	0.00
TOTAL - PD	3,674,337	0.00	16,000,000	0.00	16,000,000	0.00	0	0.00
GRAND TOTAL	\$3,674,337	0.00	\$16,000,000	0.00	\$16,000,000	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	\$3,674,337	0.00	\$16,000,000	0.00	\$16,000,000	0.00		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?

- Provides funds to assist 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.
- In coordination with the Department of Revenue, a portion of the new jobs' state withholding tax is diverted into a designated training account to reimburse eligible training costs that are normally associated with a new business locations or expansions.
- The program is administered by the local community college with oversight by Missouri One Start staff.

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

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Companies Assisted	15	16	15	12	14	13	14	14	14

Note: Projected data assumes an average of FY2018-FY2020 Actuals.

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

	FY2018	FY2019	FY2020		FY2021	FY2022	FY2023
	Actual	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	100%	100%	100%	*	95%	95%	95%

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: *A FY2020 survey is in process and results are forthcoming.

PROGRAM DESCRIPTION

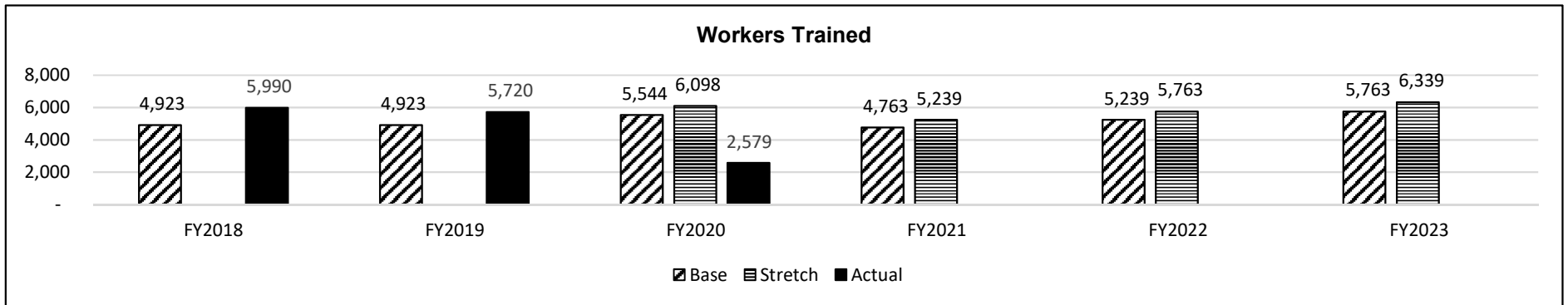
Department: Economic Development

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

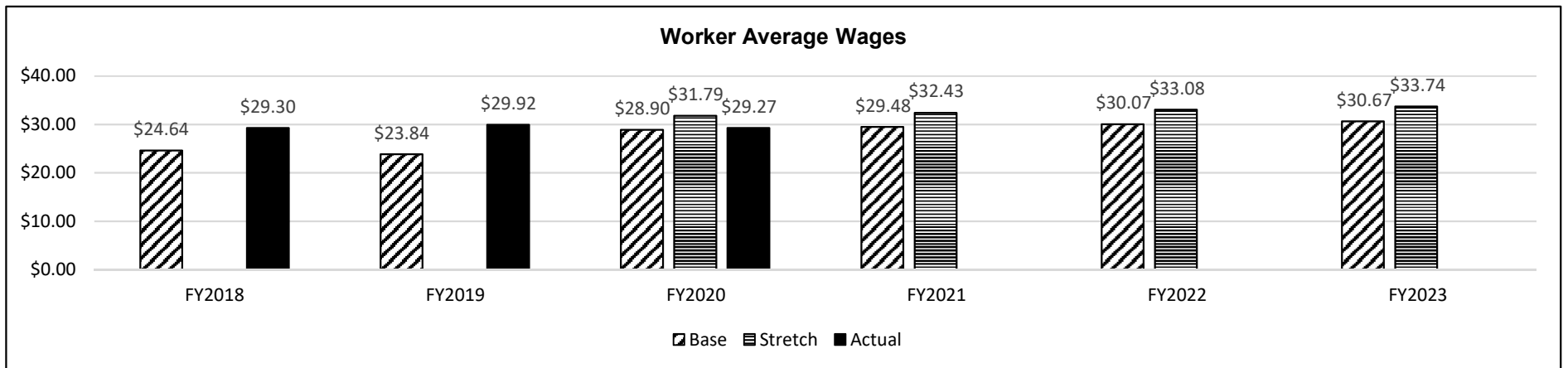
2c. Provide a measure(s) of the program's impact.



Note 1: Base target for FY2021 reflects an average of FY2018-FY2020 Actuals. Base target FY2022-FY2023 reflects a 10% increase each year.

Note 2: Stretch targets for FY2021-FY2023 reflects a 10% increase of the Base.

Note 3: FY2020 Actual reflects a decrease in training due to COVID-19 and data not submitted from several companies.



Note 1: Base targets for FY2021 reflects an average of the Actual wages from FY2018-FY2020. Base targets for FY2022-FY2023 reflects a 2% increase.

Note 2: Stretch targets for FY2020-FY2022 reflects a 10% increase of the Base.

PROGRAM DESCRIPTION

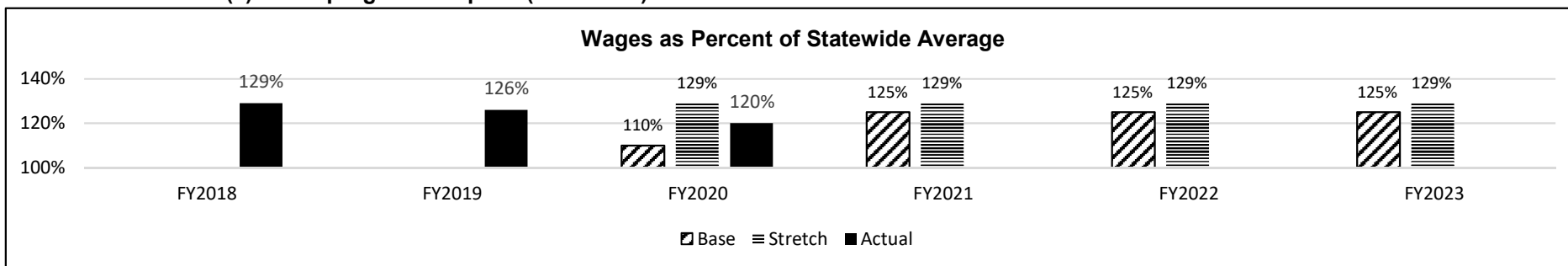
Department: Economic Development

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)

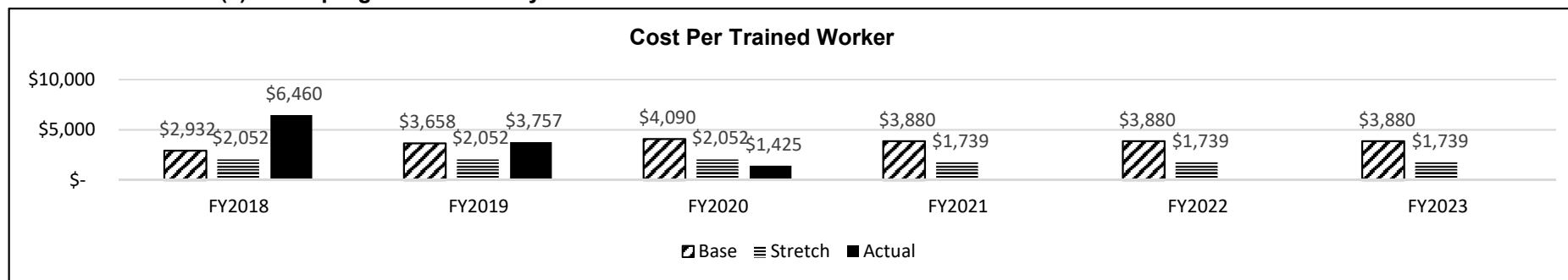


Note 1: Statewide Average Wage for CY2019 was \$24.29 per hour. Specific company projects impact actual wages year-to-year.

Note 2: Base target for FY2021 reflects an average of Actual percentage of trainee wages. Stretch target reflects highest percentage of previous 3 years.

Note 3: Actual trainee wages for FY2020 was \$29.27 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 target for FY2021 reflects an average of FY2018 to FY2020 Actuals. Stretch target for FY2021-FY2023 reflects average of the two lowest Cost Per Trained Worker in the previous three years.

PROGRAM DESCRIPTION

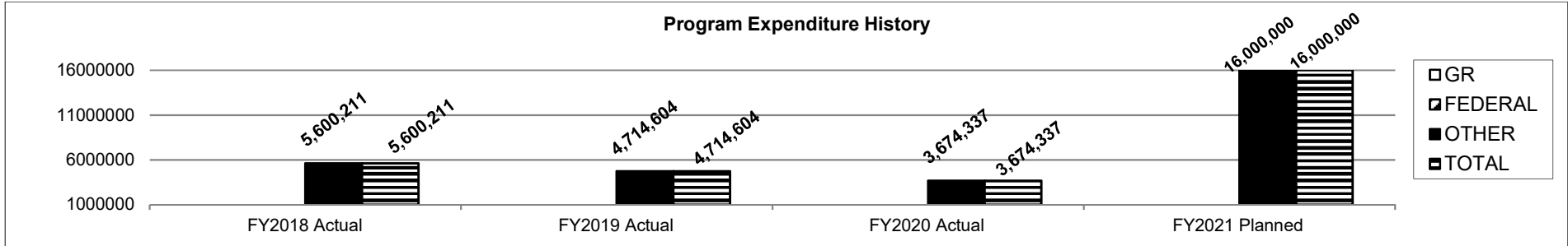
Department: Economic Development

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 <u>43115C</u>
Division: Missouri One Start	
Core: Missouri One Start Community College Job Retention Training Program	HB Section <u>7.095</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	11,000,000	11,000,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	<u>0</u>	<u>0</u>	<u>11,000,000</u>	<u>11,000,000</u>	Total	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
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: Job Retention Training Program Fund (0717)

Other Funds:

2. CORE DESCRIPTION

The Missouri One Start Community College Job Retention Training Program (JRTP) provides funding 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)

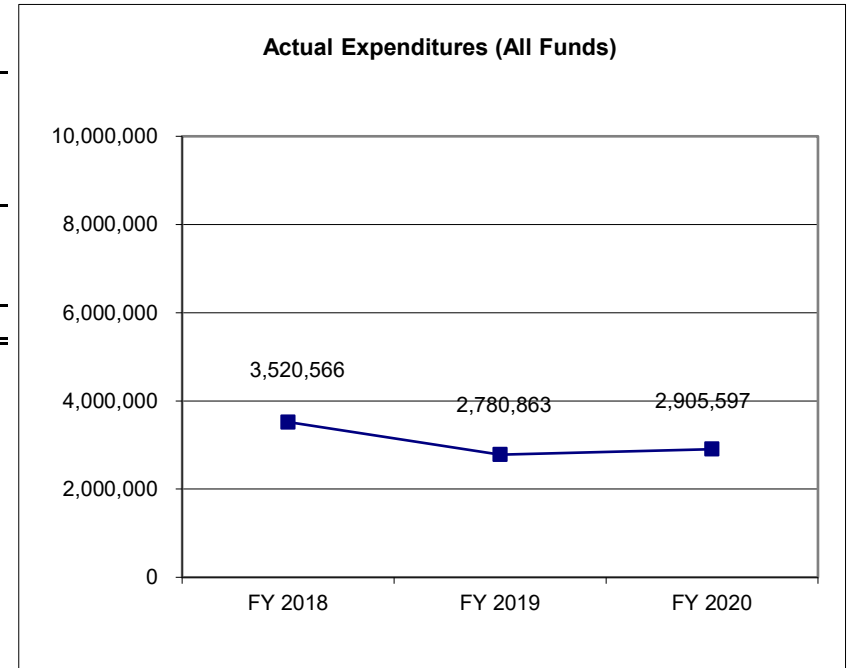
Missouri One Start Community College Job Retention Training Program

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43115C</u>
Division: Missouri One Start	
Core: Missouri One Start Community College Job Retention Training Program	HB Section <u>7.095</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	10,000,000	10,000,000	11,000,000	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	11,000,000	11,000,000
Actual Expenditures (All Funds)	3,520,566	2,780,863	2,905,597	N/A
Unexpended (All Funds)	6,479,434	7,219,137	8,094,403	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	6,479,434	7,219,137	8,094,403	N/A
	(2)(3)	(1)(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 FY2020 the JRTP had a total of \$16 million in active withholding projects and \$12.6 million requested for pending projects, totaling \$28.6 million in active and pending JRTP projects. Of the \$16 million active projects, \$2.9 million in withholding was requested to be redeemed by businesses, leaving \$8 million in annual unexpended funds.
 - (2) The appropriation is set at \$11,000,000; however, spending reflects withholding claims 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 FY2020 Annual Appropriation is \$11 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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
JOBS RETENTION TRG PRG								
CORE								
PROGRAM-SPECIFIC								
MO ONE START COL JOB RET TRAIN	2,905,597	0.00	11,000,000	0.00	11,000,000	0.00	0	0.00
TOTAL - PD	2,905,597	0.00	11,000,000	0.00	11,000,000	0.00	0	0.00
TOTAL	2,905,597	0.00	11,000,000	0.00	11,000,000	0.00	0	0.00
GRAND TOTAL	\$2,905,597	0.00	\$11,000,000	0.00	\$11,000,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
JOBS RETENTION TRG PRG								
CORE								
PROGRAM DISTRIBUTIONS	2,905,597	0.00	11,000,000	0.00	11,000,000	0.00	0	0.00
TOTAL - PD	2,905,597	0.00	11,000,000	0.00	11,000,000	0.00	0	0.00
GRAND TOTAL	\$2,905,597	0.00	\$11,000,000	0.00	\$11,000,000	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	\$2,905,597	0.00	\$11,000,000	0.00	\$11,000,000	0.00		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?

- Provides funds to assist eligible existing businesses retain jobs by providing training to upskill their workforce. 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.
- In coordination with the Department of Revenue, a portion of state withholding tax from the retained jobs is diverted into a designated training account to reimburse eligible training costs.
- The program is administered by the local community college with oversight by Missouri One Start staff.

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

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Companies Assisted	17	9	13	12	13	17	13	13	13

Note 1: Projected data assumes an average of FY2018-FY2020 Actuals.

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

	FY2018	FY2019	FY2020		FY2021	FY2022	FY2023
	Actual	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	100%	100%	100%	*	95%	95%	95%

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: *A FY2020 survey is in process and results are forthcoming.

PROGRAM DESCRIPTION

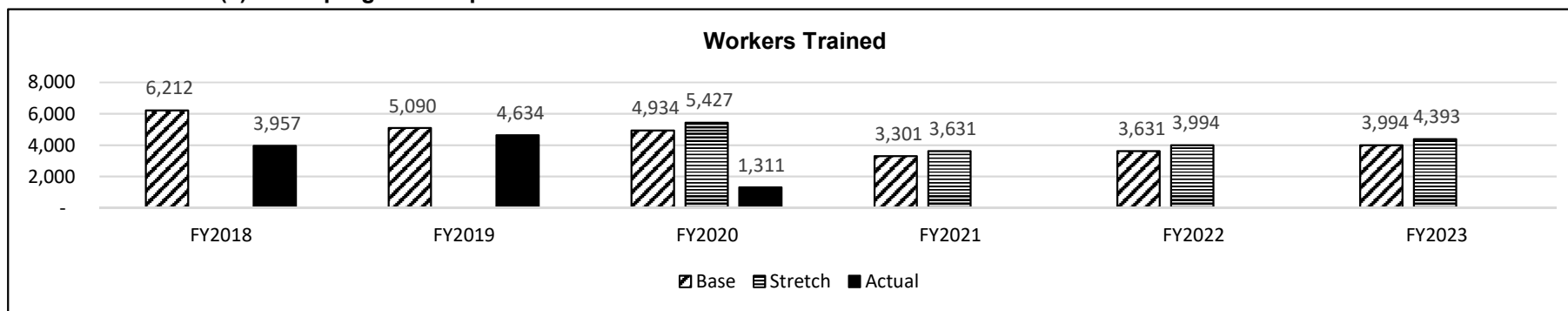
Department: Economic Development

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

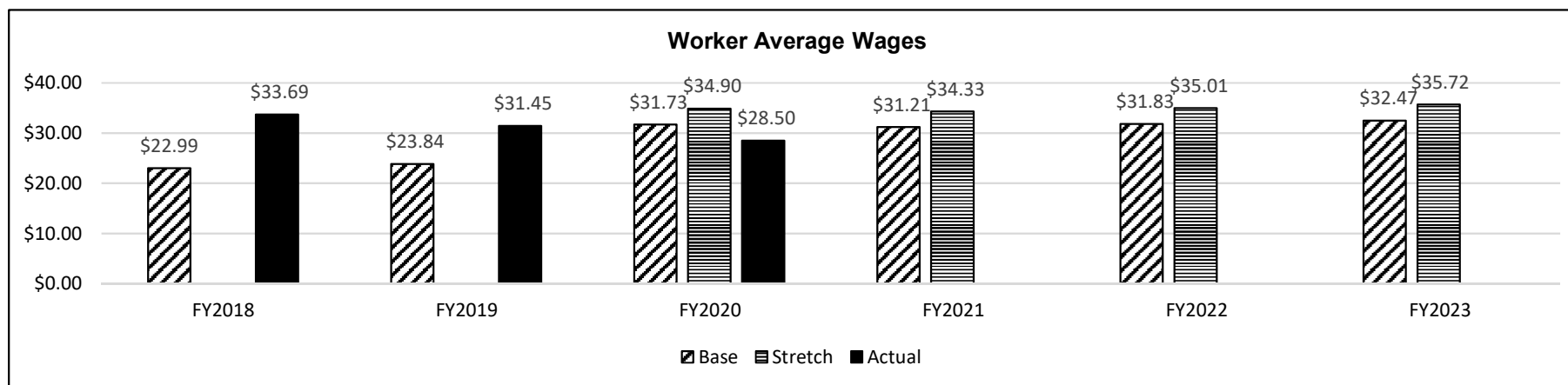
2c. Provide a measure(s) of the program's impact.



Note1: Base target for FY2021 reflects an average of FY2018-FY2020 Actuals. Base targets for FY2022-FY2023 reflects a 10% increase each year.

Note 2: Stretch targets for FY2020-FY2022 reflect a 10% increase of the Base.

Note 3: FY2020 Actual reflects a decrease in training due to COVID-19 and data not submitted from several companies.



Note 1: Base targets for FY2021 reflects an average of the Actual wages from FY2018-FY2020. Base targets for FY2022-FY2023 reflects a 2% increase.

PROGRAM DESCRIPTION

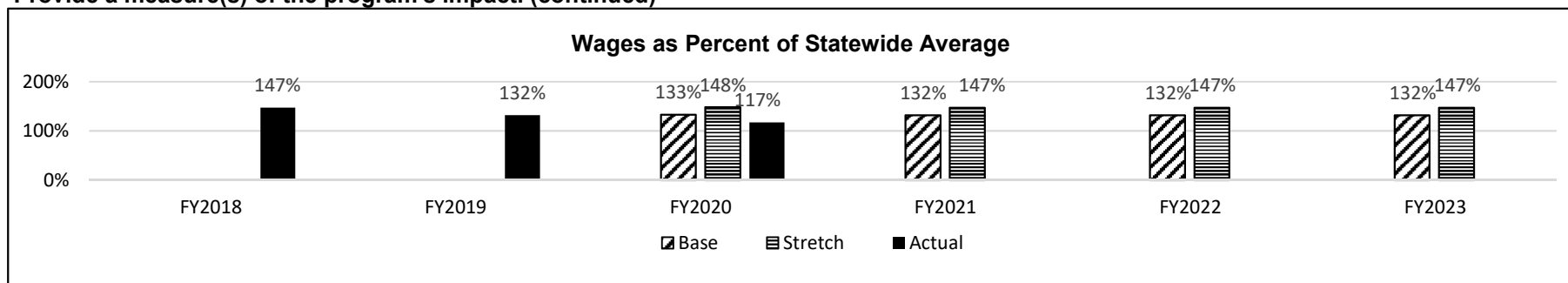
Department: Economic Development

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)

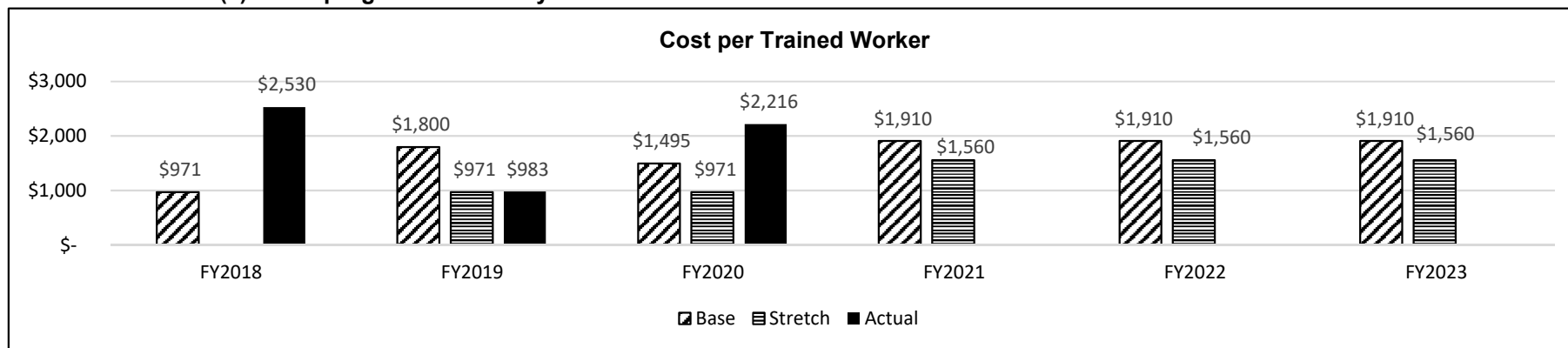


Note 1: Statewide Average Wage for CY2019 was \$24.29 per hour. Specific company project's impact actual wages year-to-year.

Note 2: Base target for FY2021 reflects average of the Actual trainee wage. Stretch target reflects the highest percentage of previous 3 years.

Note 3: Actual Average trainee wages for FY2020 was \$28.50

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 FY2021 reflects an average of FY2018 to FY2020 Actuals. Stretch target for FY2021-FY2023 reflects average of the two lowest Cost Per Trained Worker in the previous three years.

PROGRAM DESCRIPTION

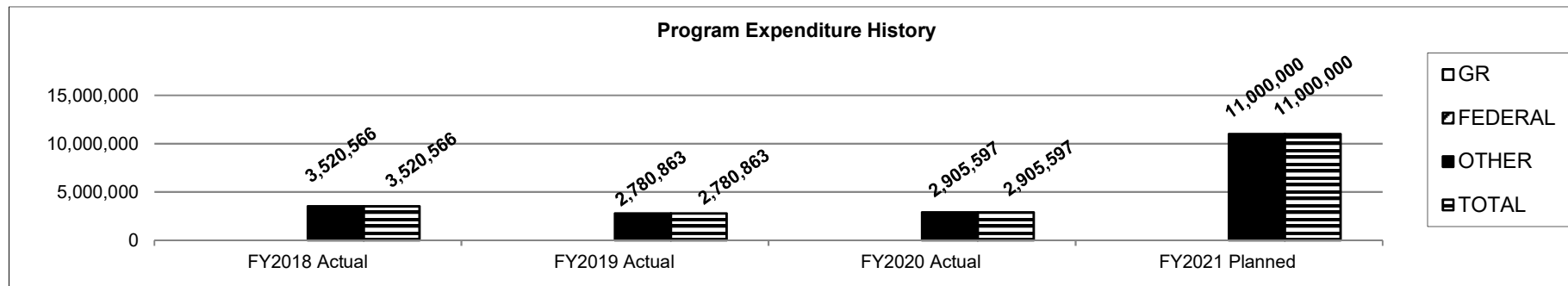
Department: Economic Development

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 <u>43120C</u>
Division: Strategy and Performance	
Core: Strategy and Performance	HB Section <u>7.100</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	795,329	67,379	169,886	1,032,594	PS	0	0	0	0
EE	204,279	12,764	0	217,043	EE	0	0	0	0
PSD	1,500	1	0	1,501	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	1,001,108	80,144	169,886	1,251,138	Total	0	0	0	0
FTE	11.10	1.00	3.31	15.41	FTE	0.00	0.00	0.00	0.00
Est. Fringe	419,346	36,364	102,765	558,475	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 Administrative Revolving Fund (0547)
 Federal Funds: Job Development and Training Fund (0155)

Other Funds:

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 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

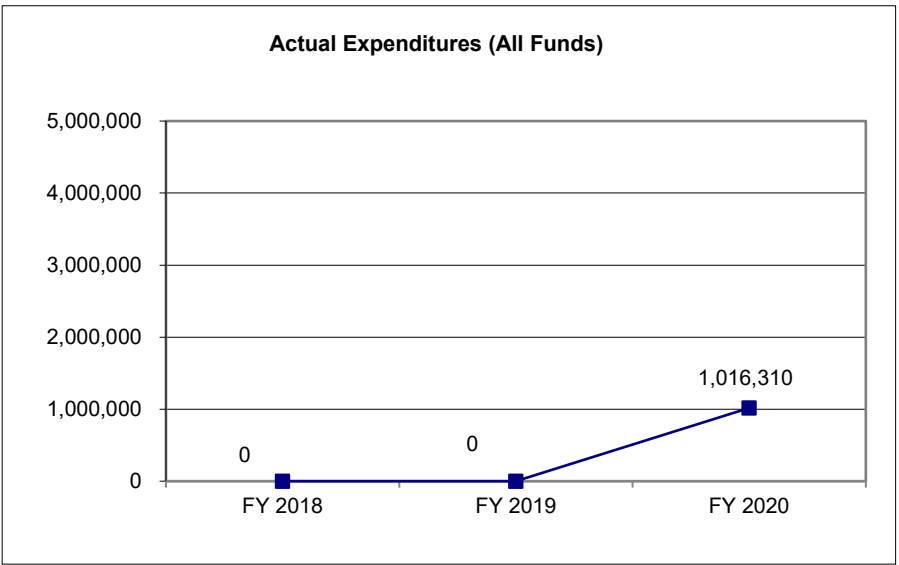
CORE DECISION ITEM

Department: Economic Development
Division: Strategy and Performance
Core: Strategy and Performance

Budget Unit 43120C
HB Section 7.100

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	0	0	1,588,069	1,261,141
Less Reverted (All Funds)	0	0	(29,208)	(29,663)
Less Restricted (All Funds)*	0	0	0	(12,336)
Budget Authority (All Funds)	0	0	1,558,861	1,219,142
Actual Expenditures (All Funds)	0	0	1,016,310	N/A
Unexpended (All Funds)	0	0	542,551	N/A
Unexpended, by Fund:				
General Revenue	0	0	104,798	N/A
Federal	0	0	361,460	N/A
Other	0	0	76,293	N/A



*Restricted amount is as of: 7/1/2020

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	16.41	795,329	67,379	179,889	1,042,597	
				EE	0.00	205,779	12,764	0	218,543	
				PD	0.00	0	1	0	1	
				Total	16.41	1,001,108	80,144	179,889	1,261,141	
DEPARTMENT CORE ADJUSTMENTS										
Core Reallocation	770	5127		PS	(0.20)	0	0	(10,003)	(10,003)	Aligning resources with new job classes and final reorg FTE/PS reallocations
Core Reallocation	770	5123		PS	(0.80)	0	0	0	0	Aligning resources with new job classes and final reorg FTE/PS reallocations
Core Reallocation	770	5124		EE	0.00	(1,500)	0	0	(1,500)	Aligning resources with new job classes and final reorg FTE/PS reallocations
Core Reallocation	770	5124		PD	0.00	1,500	0	0	1,500	Aligning resources with new job classes and final reorg FTE/PS reallocations
				NET DEPARTMENT CHANGES	(1.00)	0	0	(10,003)	(10,003)	
DEPARTMENT CORE REQUEST										
				PS	15.41	795,329	67,379	169,886	1,032,594	
				EE	0.00	204,279	12,764	0	217,043	
				PD	0.00	1,500	1	0	1,501	
				Total	15.41	1,001,108	80,144	169,886	1,251,138	

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STRATEGY AND PERFORMANCE**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
GOVERNOR'S RECOMMENDED CORE							
	PS	15.41	795,329	67,379	169,886	1,032,594	
	EE	0.00	204,279	12,764	0	217,043	
	PD	0.00	1,500	1	0	1,501	
	Total	15.41	1,001,108	80,144	169,886	1,251,138	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STRATEGY AND PERFORM								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	657,547	11.03	795,329	11.90	795,329	11.10	0	0.00
DIV JOB DEVELOPMENT & TRAINING	71,990	1.19	67,379	1.00	67,379	1.00	0	0.00
DED ADMINISTRATIVE	100,404	1.59	179,889	3.51	169,886	3.31	0	0.00
TOTAL - PS	829,941	13.81	1,042,597	16.41	1,032,594	15.41	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	180,534	0.00	205,779	0.00	204,279	0.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING	4,302	0.00	12,764	0.00	12,764	0.00	0	0.00
TOTAL - EE	184,836	0.00	218,543	0.00	217,043	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	1,533	0.00	0	0.00	1,500	0.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL - PD	1,533	0.00	1	0.00	1,501	0.00	0	0.00
TOTAL	1,016,310	13.81	1,261,141	16.41	1,251,138	15.41	0	0.00
GRAND TOTAL	\$1,016,310	13.81	\$1,261,141	16.41	\$1,251,138	15.41	\$0	0.00

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43120C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: Strategy and Performance	
HOUSE BILL SECTION: 7.100	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

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.

- Strategy and Performance PS (0101) - \$795,329 x 10% = \$79,533 and Strategy and Performance EE (0101) - \$205,779 x 10% = \$20,578
 - Strategy and Performance PS (0155) - \$67,379 x 10% = \$6,738 and Strategy and Performance EE (0155) - \$12,765 x 10% = \$1,277

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

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STRATEGY AND PERFORM								
CORE								
RESEARCH ANAL II	0	0.00	1,867	0.00	0	0.00	0	0.00
RESEARCH ANAL III	7,100	0.14	7,336	0.12	0	0.00	0	0.00
RESEARCH ANAL IV	0	0.00	182	0.25	0	0.00	0	0.00
EXECUTIVE II	38,809	1.00	38,684	0.99	0	0.00	0	0.00
PLANNER II	0	0.00	2,765	0.00	0	0.00	0	0.00
PLANNER III	61,215	1.24	54,719	1.00	0	0.00	0	0.00
MARKETING SPECIALIST I	53,126	1.50	27,843	0.50	0	0.00	0	0.00
MARKETING SPECIALIST II	41,790	1.00	40,131	0.83	0	0.00	0	0.00
MARKETING SPECIALIST III	53,122	1.10	223,380	4.70	0	0.00	0	0.00
WORKFORCE DEVELOPMENT SPEC II	0	0.00	1,719	0.00	0	0.00	0	0.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	7,059	0.00	0	0.00	0	0.00
RESEARCH MANAGER B2	0	0.00	33,307	0.51	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	35,690	0.52	37,391	0.25	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	83,567	1.65	174,167	2.14	40,013	0.00	0	0.00
DIVISION DIRECTOR	80,371	0.80	57,250	0.86	149,337	1.86	0	0.00
DESIGNATED PRINCIPAL ASST DIV	187,653	2.20	158,631	1.76	172,639	2.26	0	0.00
LEGAL COUNSEL	8,336	0.17	1,276	0.24	0	0.00	0	0.00
EXECUTIVE	17,385	0.24	0	0.00	0	0.00	0	0.00
MISCELLANEOUS TECHNICAL	0	0.00	0	0.01	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	468	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	101,374	1.25	99,561	1.00	181,626	2.01	0	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	7,482	0.25	0	0.00	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	60,403	1.00	67,379	1.00	67,379	1.00	0	0.00
ADMIN SUPPORT PROFESSIONAL	0	0.00	0	0.00	38,684	0.99	0	0.00
SENIOR PROGRAM SPECIALIST	0	0.00	0	0.00	40,182	0.75	0	0.00
RESEARCH/DATA ANALYST	0	0.00	0	0.00	54,719	1.00	0	0.00
PUBLIC RELATIONS COORDINATOR	0	0.00	0	0.00	40,101	0.92	0	0.00
ECONOMIC DEVLPMNT PROFESSIONAL	0	0.00	0	0.00	97,237	2.50	0	0.00
ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	51,850	1.32	0	0.00
SR ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	98,827	0.80	0	0.00
ECONOMIC DEVELOPMENT MANAGER	0	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PS	829,941	13.81	1,042,597	16.41	1,032,594	15.41	0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STRATEGY AND PERFORM								
CORE								
TRAVEL, IN-STATE	30,907	0.00	22,295	0.00	22,295	0.00	0	0.00
TRAVEL, OUT-OF-STATE	2,563	0.00	6,641	0.00	2,641	0.00	0	0.00
FUEL & UTILITIES	0	0.00	738	0.00	738	0.00	0	0.00
SUPPLIES	90,002	0.00	33,277	0.00	33,277	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	18,516	0.00	34,358	0.00	38,358	0.00	0	0.00
COMMUNICATION SERV & SUPP	12,563	0.00	42,358	0.00	42,358	0.00	0	0.00
PROFESSIONAL SERVICES	11,124	0.00	62,110	0.00	60,610	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	1	0.00	1	0.00	0	0.00
M&R SERVICES	16,500	0.00	3,751	0.00	3,751	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	420	0.00	420	0.00	0	0.00
OFFICE EQUIPMENT	299	0.00	7,417	0.00	7,417	0.00	0	0.00
OTHER EQUIPMENT	1,625	0.00	2,187	0.00	2,187	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,210	0.00	1,210	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	657	0.00	657	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	298	0.00	472	0.00	472	0.00	0	0.00
MISCELLANEOUS EXPENSES	439	0.00	439	0.00	439	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	212	0.00	212	0.00	0	0.00
TOTAL - EE	184,836	0.00	218,543	0.00	217,043	0.00	0	0.00
PROGRAM DISTRIBUTIONS	1,533	0.00	1	0.00	1,501	0.00	0	0.00
TOTAL - PD	1,533	0.00	1	0.00	1,501	0.00	0	0.00
GRAND TOTAL	\$1,016,310	13.81	\$1,261,141	16.41	\$1,251,138	15.41	\$0	0.00
GENERAL REVENUE	\$839,614	11.03	\$1,001,108	11.90	\$1,001,108	11.10		0.00
FEDERAL FUNDS	\$76,292	1.19	\$80,144	1.00	\$80,144	1.00		0.00
OTHER FUNDS	\$100,404	1.59	\$179,889	3.51	\$169,886	3.31		0.00

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 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.

	FY2018 Actual	FY2019 Projected	FY2019 Actual	FY2020		FY2021 Projected	FY2022 Projected	FY2023 Projected
				Projected	Actual			
Economic impact analyses	234	N/A	134	184	217	200	200	200
Completed improvement projects and initiatives	N/A	N/A	4	13	9	20	25	25
Email bulletins, press releases, and social media posts	1,194	1,003	799	608	1,329	1,000	1,000	1,000

Note 1: Economic impact analyses help DED determine an economic development project's potential value. Measure includes revisions of analyses. Assume FY2021-FY2023 will roughly match the FY2018-FY2020 average.

Note 2: Completed improvement projects and initiatives includes initiatives related to COVID-19 economic response and recovery led by DED.

Note 3: Email, press release, and social media projections expected to remain above FY2019 levels but not reach FY2020 levels, which were extraordinary due to response to COVID-19.

PROGRAM DESCRIPTION

Department: Economic Development
Program Name: Strategy and Performance
 Program is found in the following core budget(s): **Strategy and Performance**

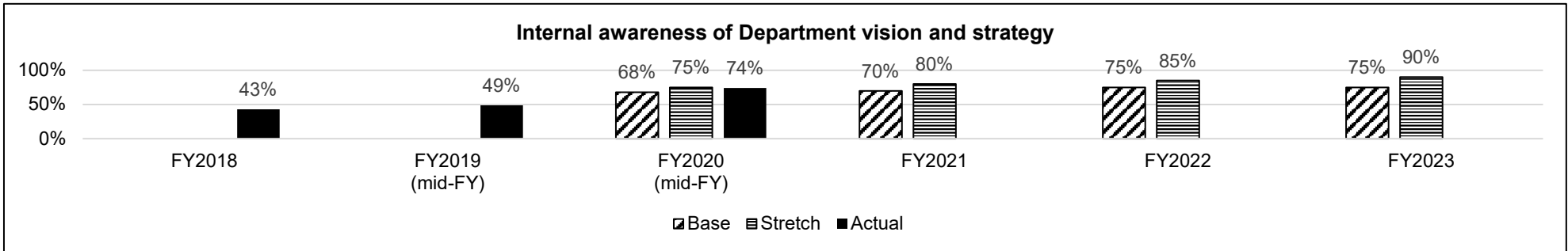
HB Section(s): 7.100

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

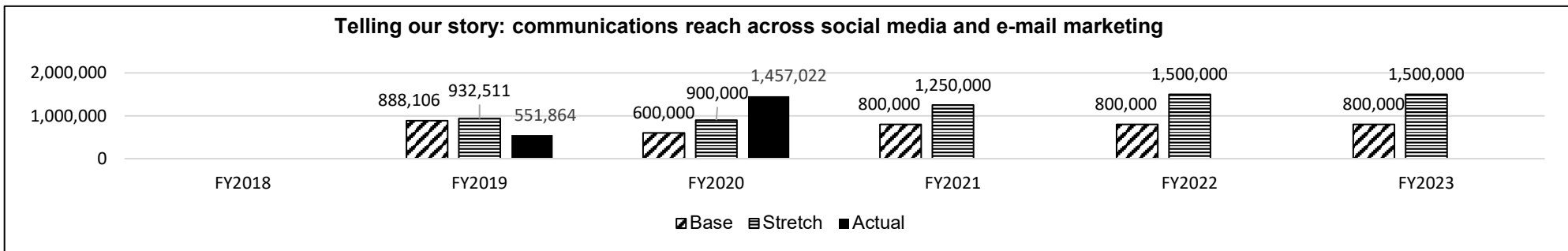
	FY2018	FY2019	FY2020		FY2021	FY2022	FY2023
	Actual	Actual	Projected	Actual	Projected	Projected	Projected
Customer Service Experience	N/A	82%	84%	79%	86%	90%	90%

Note 1: Percentage of respondents who rated their experience as "very" or "somewhat" positive.
 Note 2: FY2020 results based on September 2020 survey that included 102 respondents.

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: Targets established by considering the actuals from FY2019 and FY2020. DED expects to exceed FY2019 levels going forward, but may not immediately re-achieve FY2020 levels which were impacted by the General Motors retention project and communications related to Missouri's COVID-19 response.

PROGRAM DESCRIPTION

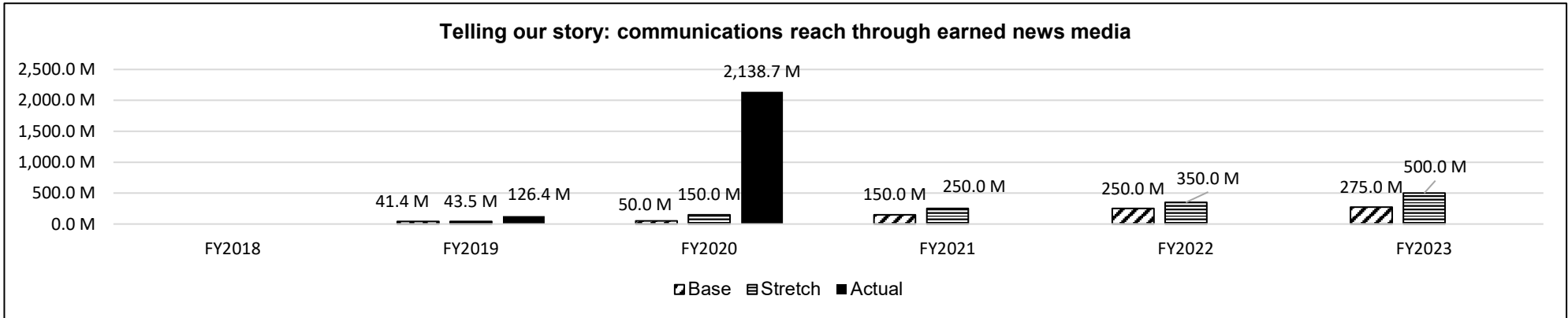
Department: Economic Development

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: FY2020 earned news media results reached extraordinary levels due to announcement of the General Motors retention project as well as Missouri's and DED's responses to the COVID-19 pandemic. Targets for FY2021-FY2023 represent an expectation of enhanced earned media compared to FY2019 while not reaching the unique levels of FY2020.

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

The Strategy and Performance team is instituting a new measure that tracks the rate at which our teams successfully accomplish tasks on time for internal and external customers.

PROGRAM DESCRIPTION

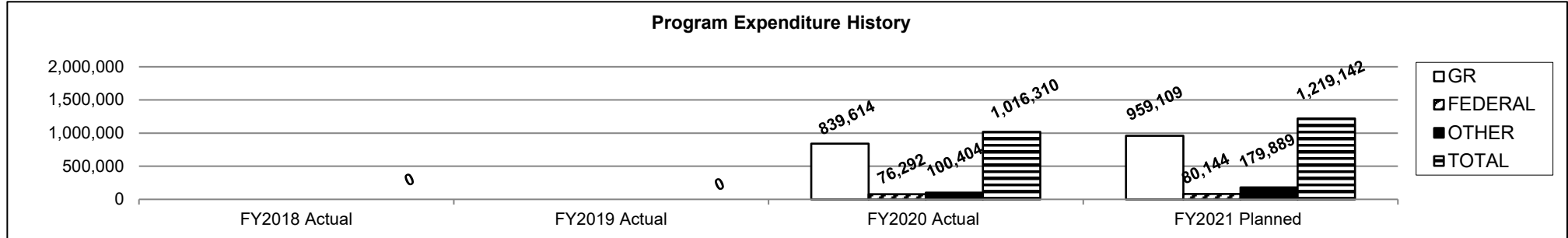
Department: Economic Development

HB Section(s): 7.100

Program Name: Strategy and Performance

Program is found in the following core budget(s): Strategy and Performance

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 GR expenditures reflects 3% Governor's Reserve and Restriction.

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.

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43125C</u>
Division: Strategy and Performance	
Core: Rural Broadband Grants	HB Section <u>7.105</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	0.00	0.00	0.00	0.00	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.

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:

Other Funds:

2. CORE DESCRIPTION

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, 2027.

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

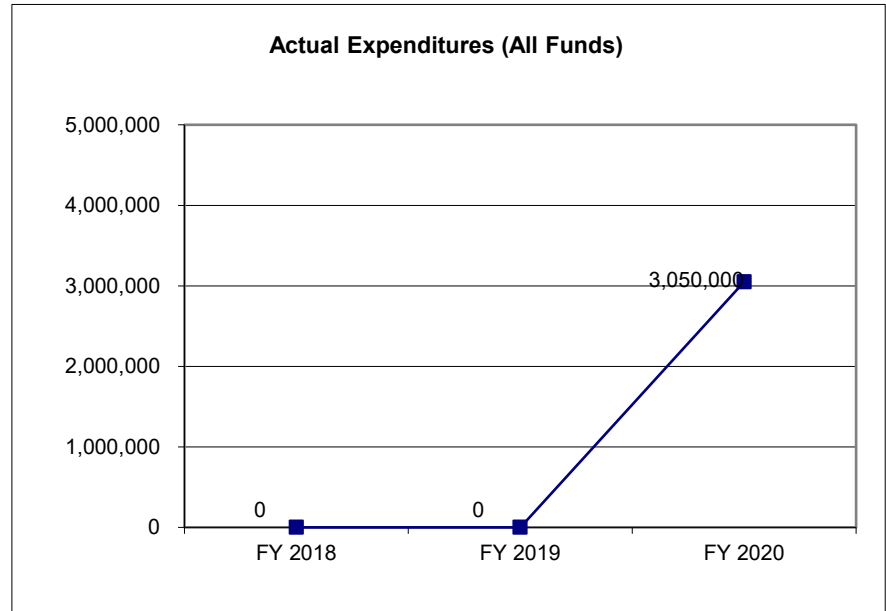
Rural Broadband Grants

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43125C</u>
Division: Strategy and Performance	
Core: Rural Broadband Grants	HB Section <u>7.105</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	0	0	5,000,000	0
Less Reverted (All Funds)	0	0	(150,000)	0
Less Restricted (All Funds)*	0	0	(1,800,000)	0
Budget Authority (All Funds)	0	0	3,050,000	0
Actual Expenditures (All Funds)	0	0	3,050,000	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)			



*Restricted amount is as of: 4/1/2020

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

NOTES:

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
RURAL BROADBAND GRANT								
CORE								
PROGRAM-SPECIFIC								
GENERAL REVENUE	3,050,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	3,050,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL	3,050,000	0.00	0	0.00	0	0.00	0	0.00
Rural Broadband Grant Program - 1419003								
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	0	0.00	5,000,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	5,000,000	0.00	0	0.00
TOTAL	0	0.00	0	0.00	5,000,000	0.00	0	0.00
GRAND TOTAL	\$3,050,000	0.00	\$0	0.00	\$5,000,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
RURAL BROADBAND GRANT								
CORE								
PROGRAM DISTRIBUTIONS	3,050,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	3,050,000	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$3,050,000	0.00	\$0	0.00	\$0	0.00	\$0	0.00
GENERAL REVENUE	\$3,050,000	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

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, 2027.

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

	FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Projected	FY2022 Projected	FY2023 Projected
Review and evaluate grant applicants	N/A	N/A	40	0	65	65
Award broadband grants/projects	N/A	N/A	16	0	30	30
Manage, announce, and close-out projects	N/A	N/A	0	16	30	30

Note 1: In January 2020, the program received 40 applications and funded 16 projects. The submissions of applications will steadily increase as the need for broadband has elevated significantly during the recent events demanding for remote learning and work. The final activity measure encompasses the overall management of the program overseeing project milestones, ensuring quality, and validating installation of proposed technology.

Note 2: While funding was not appropriated in FY2021, the Office of Broadband Development has implemented a broadband grant program through the use of CARES Act funds to assist providers in extending service to unserved or underserved locations.

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

	FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Projected	FY2022 Projected	FY2023 Projected
Percent of grant connections exceeding 25/3 Mbps	N/A	N/A	94%	0%	85%	90%
Days from grant submittal to awards	N/A	N/A	101	0	80	70

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

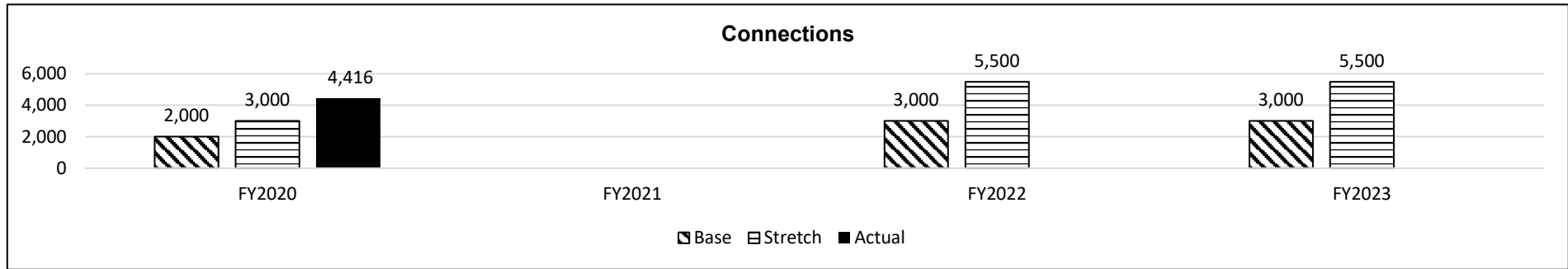
Department: Economic Development

HB Section(s): 7.105

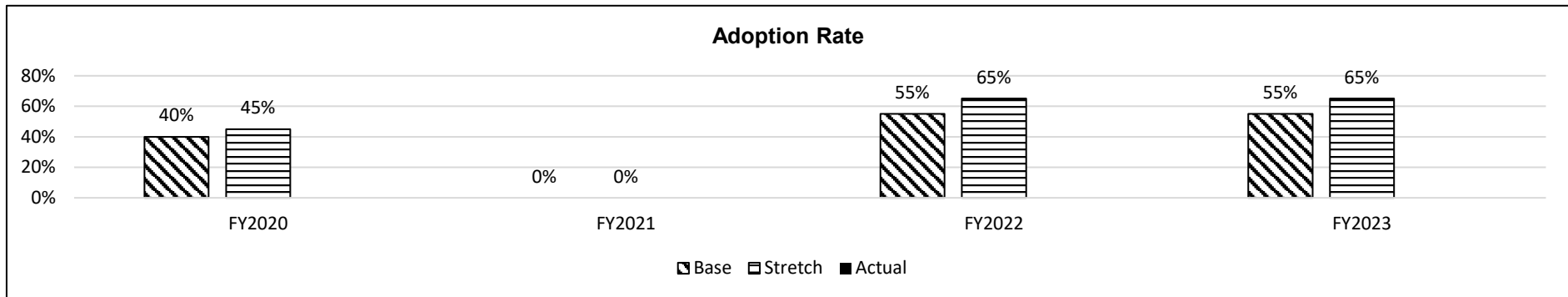
Program Name: Rural Broadband Grants

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. 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 high. Exceeding these benchmarks will assist broadband providers in projecting future rehabilitation and expansion projects.

PROGRAM DESCRIPTION

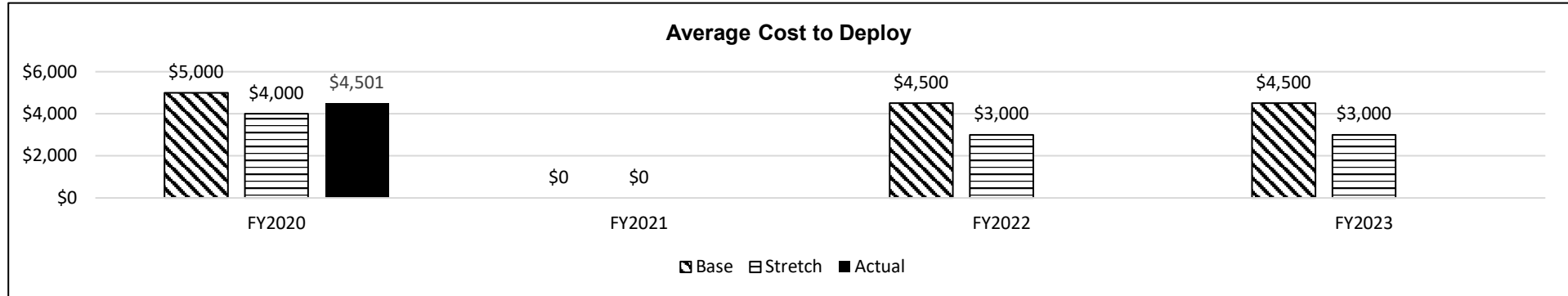
Department: Economic Development

HB Section(s): 7.105

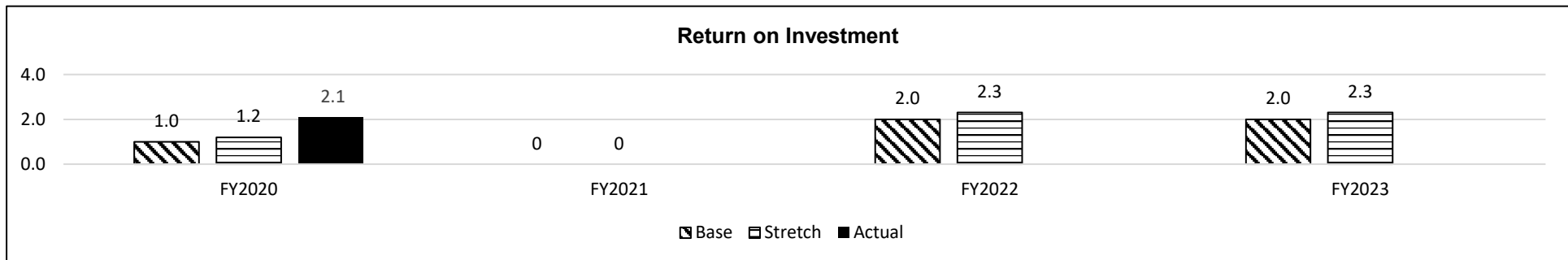
Program Name: Rural Broadband Grants

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 passing of \$5,000 was utilized from anecdotal research of benchmark states. The inaugural round of the broadband grant program, awarded to sixteen projects in April 2020 yielded an average cost per passing of \$4,501. The cost to deploy will be catalogued during each grant review cycle and will be benchmarked over time.



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

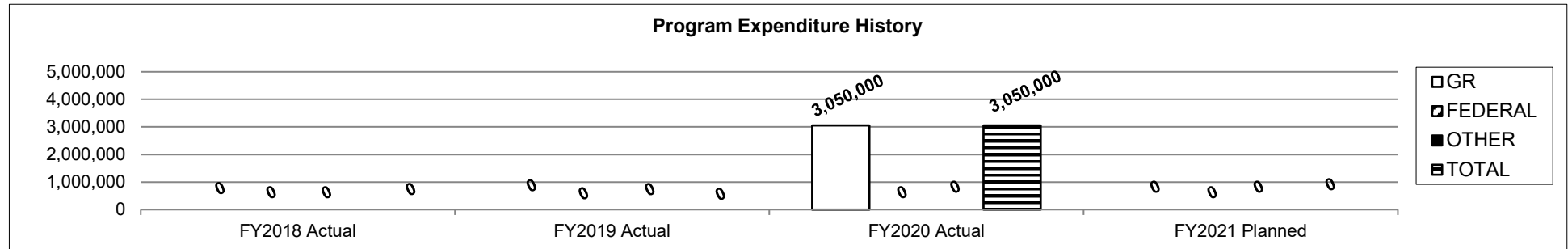
Department: Economic Development

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.)



Note: Planned GR expenditures 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 620.2450, 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: 2 OF 6

Department: Economic Development	Budget Unit <u>43125C</u>
Division: Strategy and Performance	
DI Name: Rural Broadband Grant Program DI# 1419003	HB Section <u>7.105</u>

1. AMOUNT OF REQUEST

	FY 2022 Budget Request					FY 2022 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	5,000,000	0	0	5,000,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	5,000,000	0	0	5,000,000	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:

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 checked="" 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.

House Bill 1872 was signed into law on June 1, 2018, which created the Rural Broadband Grant Program under Section 620.2450, RSMo. The purpose of this New Decision Item is to request \$5,000,000 for the continuation of the grant program. Awards will be made by the Department of Economic Development to applicants seeking to expand access to broadband internet service in unserved and underserved areas of the state and who meet the priorities and guidelines of the program.

The dollars requested for the program would mobilize approximately \$10,000,000 or more in rural broadband projects. The awards made in the spring of 2020 yielded sixteen projects projecting connections to at least 4,000 households, 100 farms, 240 businesses with \$3.03 million in grant support.

NEW DECISION ITEM

RANK: 2 OF 6

Department: Economic Development	Budget Unit <u>43125C</u>
Division: Strategy and Performance	
DI Name: Rural Broadband Grant Program DI# 1419003	HB Section <u>7.105</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 amount reflects the feedback from the broadband providers in unserved or underserved areas regarding possible broadband expansion projects, their projected cost for build-out, and if they would be seeking assistance. No FTE are being 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			
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: 2 OF 6

Department: Economic Development	Budget Unit <u>43125C</u>
Division: Strategy and Performance	
DI Name: Rural Broadband Grant Program DI# 1419003	HB Section <u>7.105</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
							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			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>			
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Transfers										
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>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM

RANK: 2 OF 6

Department: Economic Development	Budget Unit <u>43125C</u>
Division: Strategy and Performance	
DI Name: Rural Broadband Grant Program	DI# <u>1419003</u>
	HB Section <u>7.105</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 measures in the Rural Broadband Core Program Description form

6b. Provide a measure(s) of the program's quality.
Refer to the measures in the Rural Broadband Core Program Description form

6c. Provide a measure(s) of the program's impact.
Refer to the measures in the Rural Broadband Core Program Description form

6d. Provide a measure(s) of the program's efficiency.
Refer to the measures in the Rural Broadband Core Program Description form

NEW DECISION ITEM

RANK: 2 **OF** 6

Department: Economic Development	Budget Unit <u>43125C</u>
Division: Strategy and Performance	
DI Name: Rural Broadband Grant Program DI# 1419003	HB Section <u>7.105</u>

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

- Launch the grant application process that is clear, concise, and streamlined for applicants.
- Create and execute a communications plan for the grant program, including a new webpage with the necessary resources, materials, and reference maps to promote the grant.
- Staff accessible to answer program questions, provide additional information or maps as needed, and manage an open and transparent process.
- Manage the challenge process to ensure applicants are aware of additional assets in the proposed project area, communicate and post results in a timely fashion.
- Review and award to the successful applicants in the most expedient, yet prudent manner.
- Benchmark and track projects, articulate to stakeholders and citizens the impact and measurements on funded deployments.
- Follow-up with customer satisfaction surveys and incorporate feedback results into future grant cycles.

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
RURAL BROADBAND GRANT								
Rural Broadband Grant Program - 1419003								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	5,000,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	5,000,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$5,000,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$5,000,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

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 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	168,404	0	0	168,404	PS	0	0	0	0
EE	50,000	0	0	50,000	EE	0	0	0	0
PSD	390,120	0	0	390,120	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	608,524	0	0	608,524	Total	0	0	0	0

FTE	1.50	0.00	0.00	1.50	FTE	0.00	0.00	0.00	0.00
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Est. Fringe	76,847	0	0	76,847
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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:

Other Funds:

2. CORE DESCRIPTION

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

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

A high priority of the program is to continue to work with Missouri's military installations and defense agencies, and the Missouri communities in which they operate, to prepare for likely cuts in the federal defense budget in FY2022. Additional priorities are to help Missouri defense and national security businesses recover from the COVID-19 pandemic and increase their opportunities for expansion, increase the number of separating Service members who choose to live and work in Missouri, and better connect military spouses with job opportunities. 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.

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

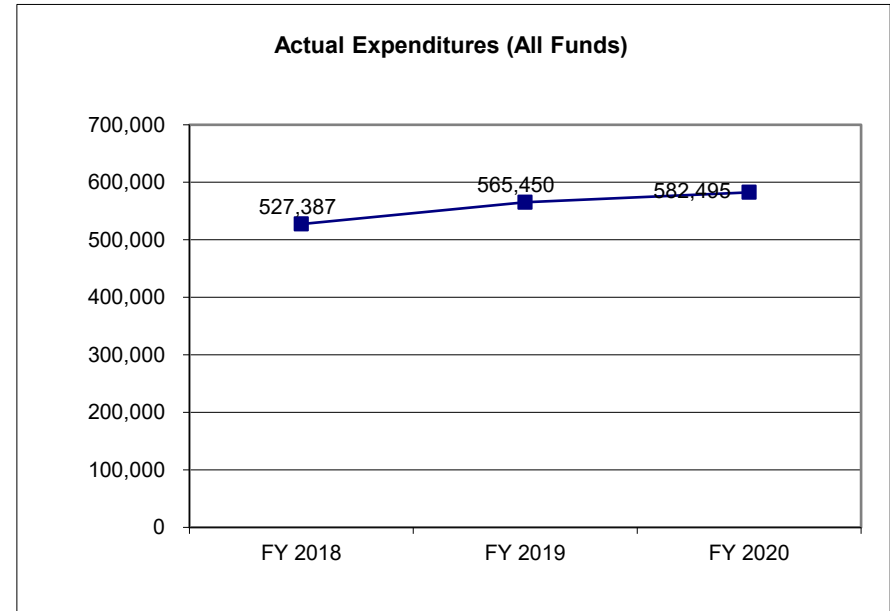
Office of the Military Advocate

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 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	602,000	602,809	606,071	608,524
Less Reverted (All Funds)	(16,990)	(18,085)	(18,183)	(17,231)
Less Restricted (All Funds)*	0	0	0	(34,146)
Budget Authority (All Funds)	585,010	584,724	587,888	557,147
Actual Expenditures (All Funds)	527,387	565,450	582,495	N/A
Unexpended (All Funds)	57,623	19,274	5,393	N/A
Unexpended, by Fund:				
General Revenue	57,623	19,274	5,393	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)			



*Restricted amount is as of: 7/1/2020

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

Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES: (1) \$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	168,404	0	0	168,404	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	608,524	0	0	608,524	
DEPARTMENT CORE REQUEST							
	PS	1.50	168,404	0	0	168,404	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	608,524	0	0	608,524	
GOVERNOR'S RECOMMENDED CORE							
	PS	1.50	168,404	0	0	168,404	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	608,524	0	0	608,524	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MILITARY ADVOCATE								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	155,841	1.88	168,404	1.50	168,404	1.50	0	0.00
TOTAL - PS	155,841	1.88	168,404	1.50	168,404	1.50	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	28,725	0.00	50,000	0.00	50,000	0.00	0	0.00
TOTAL - EE	28,725	0.00	50,000	0.00	50,000	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	397,929	0.00	390,120	0.00	390,120	0.00	0	0.00
TOTAL - PD	397,929	0.00	390,120	0.00	390,120	0.00	0	0.00
TOTAL	582,495	1.88	608,524	1.50	608,524	1.50	0	0.00
GRAND TOTAL	\$582,495	1.88	\$608,524	1.50	\$608,524	1.50	\$0	0.00

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 43130C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: Military Advocate	
HOUSE BILL SECTION: 7.110	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

The department is requesting 5% 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.

- Military Advocate PS (0101) - \$168,404 x 5% = \$8,420 and Military Advocate EE (0101) - \$440,120 x 5% = \$22,006

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

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MILITARY ADVOCATE								
CORE								
MARKETING SPECIALIST I	30,517	0.88	36,587	0.50	0	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	125,324	1.00	131,276	1.00	131,276	1.00	0	0.00
ECONOMIC DEVLPMNT PROFESSIONAL	0	0.00	0	0.00	37,128	0.50	0	0.00
OTHER	0	0.00	541	0.00	0	0.00	0	0.00
TOTAL - PS	155,841	1.88	168,404	1.50	168,404	1.50	0	0.00
TRAVEL, IN-STATE	5,895	0.00	4,268	0.00	4,268	0.00	0	0.00
TRAVEL, OUT-OF-STATE	6,966	0.00	8,536	0.00	8,536	0.00	0	0.00
SUPPLIES	5,804	0.00	33,151	0.00	33,151	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	4,383	0.00	41	0.00	41	0.00	0	0.00
COMMUNICATION SERV & SUPP	1,709	0.00	3,679	0.00	3,679	0.00	0	0.00
PROFESSIONAL SERVICES	2,765	0.00	20	0.00	20	0.00	0	0.00
OTHER EQUIPMENT	20	0.00	224	0.00	224	0.00	0	0.00
MISCELLANEOUS EXPENSES	1,183	0.00	81	0.00	81	0.00	0	0.00
TOTAL - EE	28,725	0.00	50,000	0.00	50,000	0.00	0	0.00
PROGRAM DISTRIBUTIONS	397,929	0.00	390,120	0.00	390,120	0.00	0	0.00
TOTAL - PD	397,929	0.00	390,120	0.00	390,120	0.00	0	0.00
GRAND TOTAL	\$582,495	1.88	\$608,524	1.50	\$608,524	1.50	\$0	0.00
GENERAL REVENUE	\$582,495	1.88	\$608,524	1.50	\$608,524	1.50		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): 7.110 _____

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 for a Base Realignment and Closure (BRAC) process or a similar basing action that negatively impacts Missouri.

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

	FY2018 Actual	FY2019		FY2020		FY2021 Projected	FY2022 Projected	FY2023 Projected
		Projected	Actual	Projected	Actual			
Interactions with key military installation and agency influencers	45	57	95	100	83	125	125	125
New contacts with separating Military Service members	475	3,047	2,153	5,103	2,280	6,352	6,749	7,146
Interactions with key decision-makers at Missouri defense businesses	14	20	19	24	29	35	36	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. The total number targeted for FY2020 and prior years was 100, but the list is expanded to 125 in FY2021 and beyond.

Note 2: Measure 2 aims at achieving contact with 80% of separating Service members in FY2021, 85% in FY2022, and 90% in FY2023. The assumption of the universe of those separating each year is 7,940. During FY2020, the COVID pandemic disrupted outreach efforts for more than 3 months, causing a steep decline in contacts being made with transitioning service members.

Note 3: Measure 3 was calculated based on the number in-person and telephone interactions with key leaders representing 40 leading Missouri defense businesses, contacting 88% of them in FY2021, 90% in FY2022, and 100% in FY2023.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.110

Program Name: Office of the Military Advocate

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

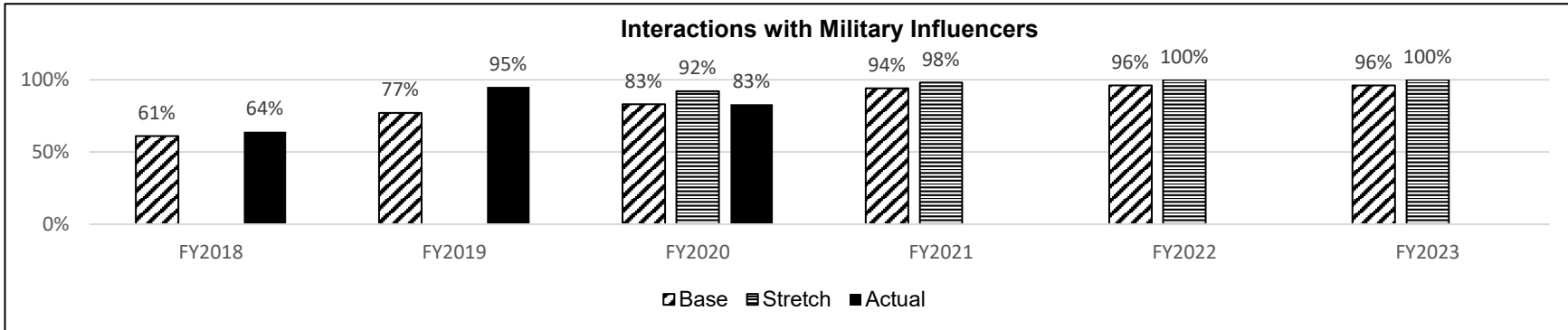
2b. Provide a measure(s) of the program's quality.

	FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Projected	FY2022 Projected	FY2023 Projected
Customer Service Experience	N/A	N/A	92%	94%	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 125 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 targeted influencers was expanded to 125 in FY2021 and subsequent years. The expectation is that 96% of the influencers will be contacted in FY2022 and FY2023. It is possible that the number of targeted influencers will be expanded in FY2023.

PROGRAM DESCRIPTION

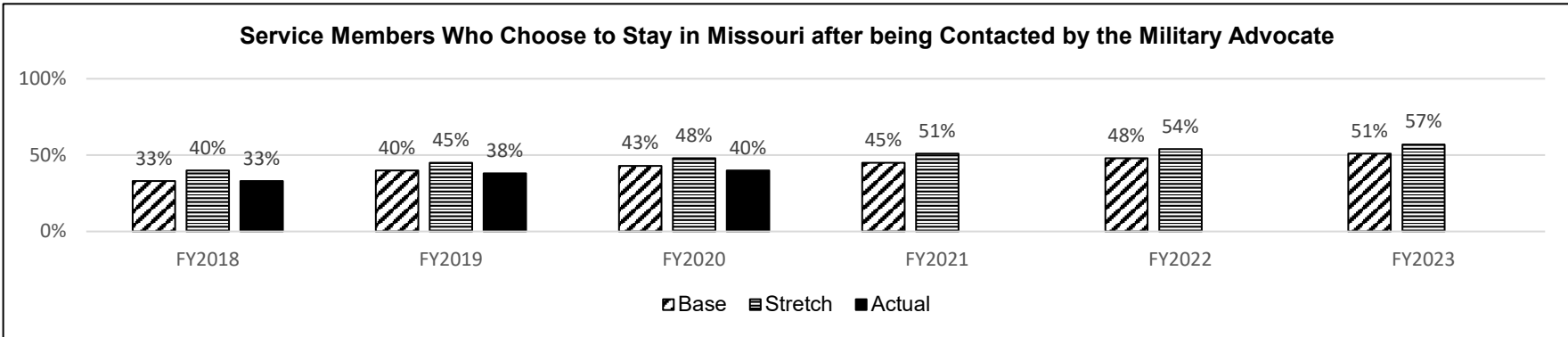
Department: Economic Development

HB Section(s): 7.110

Program Name: Office of the Military Advocate

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

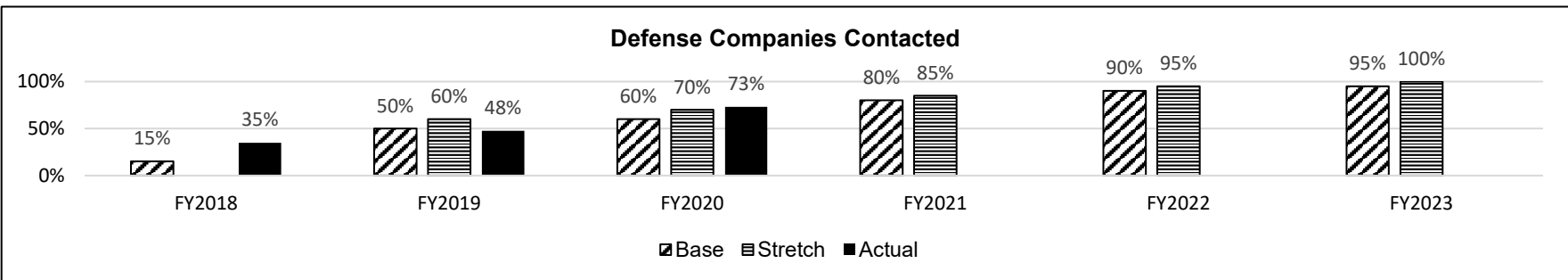
2c. Provide a measure(s) of the program's impact.



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, FY2022, and FY2023, 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 in FY2018, the base year, and the estimate is 40% for FY2019 and 43% for FY2020. Better sources of information will be developed in FY2021 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 DHEWD-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

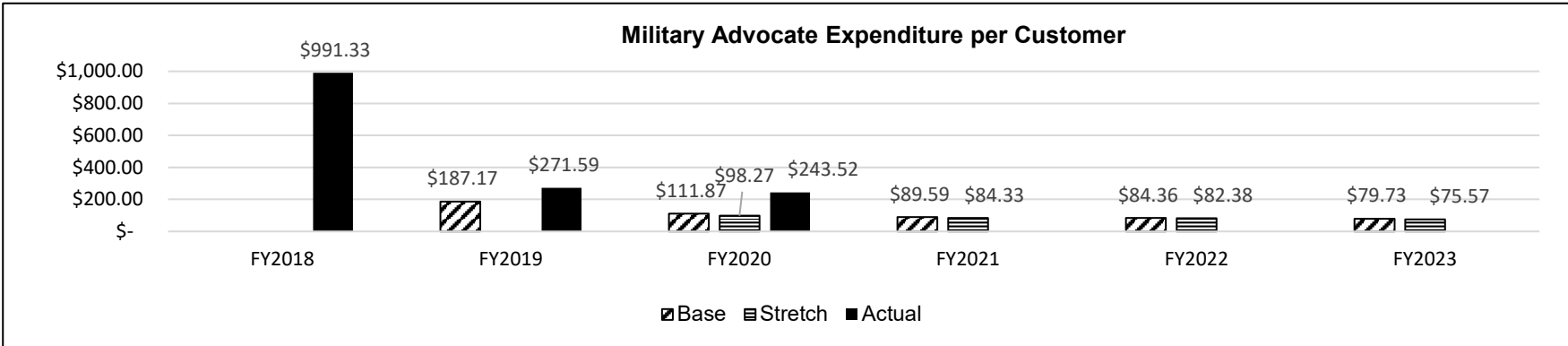
Department: Economic Development

HB Section(s): 7.110

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

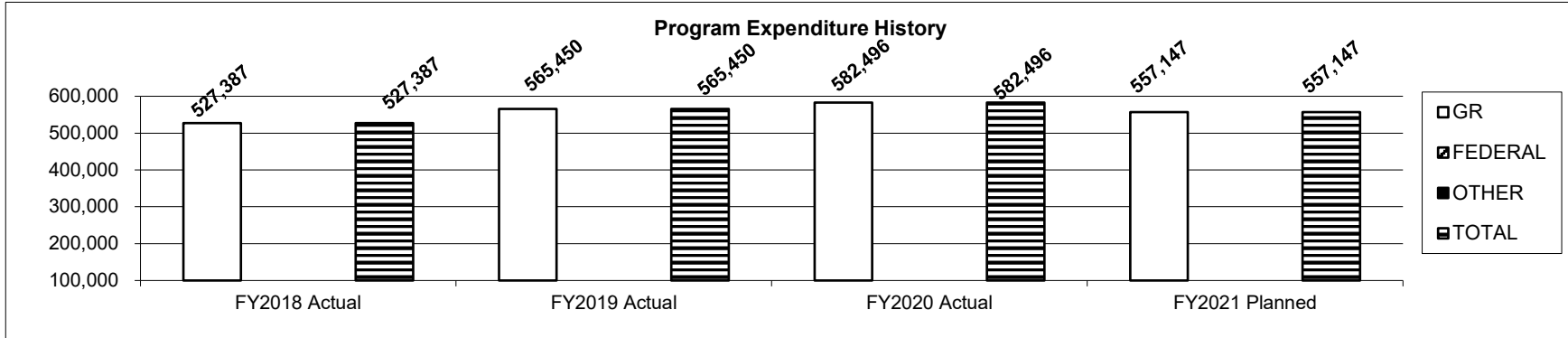
Department: Economic Development _____

HB Section(s): 7.110

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 reflects 3% Governor's Reserve and Restriction.

Note 2: Funding for the Office of Military Advocate and "BRAC Study" funding were combined into a Military Advocate Core with FY2018

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	HB Section	7.115
Core:	Military Community Reinvestment Program		

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	110,698	0	0	110,698	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	110,698	0	0	110,698	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.

Other Funds:

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. CORE DESCRIPTION

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 working cooperatively with DED and the Military Advocate, 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.

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.

Grants were made to three community-based organizations in FY2020, but the program scope and execution allowed these organizations less than 7 months to expend their grant funds, severely limiting the usefulness of the program.

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

Missouri Military Community Reinvestment Program

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>43135C</u>
Division: Strategy and Performance	
Core: Military Community Reinvestment Program	HB Section <u>7.115</u>

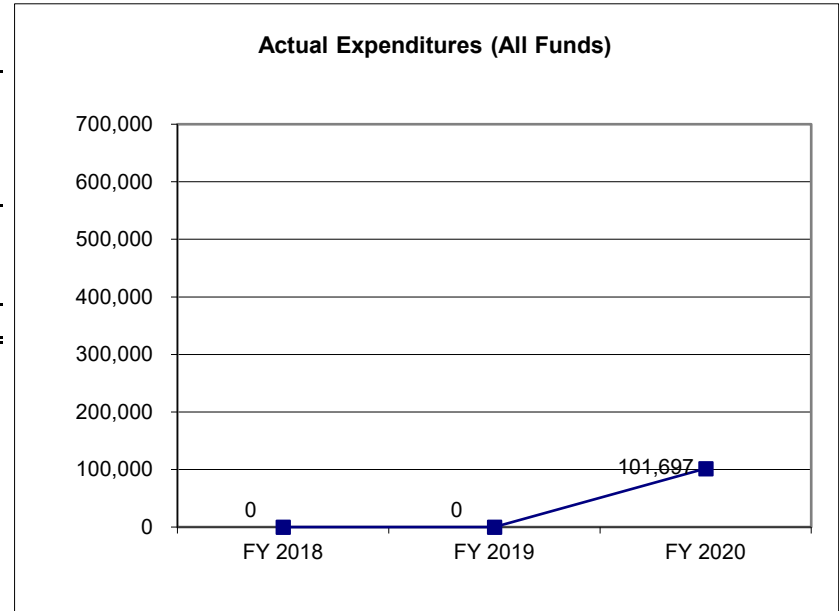
4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	0	0	300,000	110,698
Less Reverted (All Funds)	0	0	(9,000)	0
Less Restricted (All Funds)*	0	0	(189,303)	(110,698)
Budget Authority (All Funds)	0	0	101,697	0
Actual Expenditures (All Funds)	0	0	101,697	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: 7/1/2020

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	110,698	0	0	110,698	
	Total	0.00	110,698	0	0	110,698	
DEPARTMENT CORE REQUEST							
	PD	0.00	110,698	0	0	110,698	
	Total	0.00	110,698	0	0	110,698	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	110,698	0	0	110,698	
	Total	0.00	110,698	0	0	110,698	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MILITARY REINVESTMENT GRANTS								
CORE								
PROGRAM-SPECIFIC								
GENERAL REVENUE	101,697	0.00	110,698	0.00	110,698	0.00	0	0.00
TOTAL - PD	101,697	0.00	110,698	0.00	110,698	0.00	0	0.00
TOTAL	101,697	0.00	110,698	0.00	110,698	0.00	0	0.00
GRAND TOTAL	\$101,697	0.00	\$110,698	0.00	\$110,698	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MILITARY REINVESTMENT GRANTS								
CORE								
PROGRAM DISTRIBUTIONS	101,697	0.00	110,698	0.00	110,698	0.00	0	0.00
TOTAL - PD	101,697	0.00	110,698	0.00	110,698	0.00	0	0.00
GRAND TOTAL	\$101,697	0.00	\$110,698	0.00	\$110,698	0.00	\$0	0.00
GENERAL REVENUE	\$101,697	0.00	\$110,698	0.00	\$110,698	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): 7.115

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?

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. These strategies are to be implemented in cooperation with the Military Advocate and the Missouri Military Preparedness and Enhancement Commission. This was a new program in FY2020, but due to delays in developing program guidelines and in inviting grant applications, only 3 grants were made. The grantees had less than 7 months to administer what should have been a one year program.

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

	FY2018 Actual	FY2019 Actual	FY2020		FY2021 Projected	FY2022 Projected	FY2023 Projected
			Projected	Actual			
Grants awarded to qualifying Missouri non-profit organizations and local governments	N/A	N/A	4	3	5	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 FY2021 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. Since the grant period ended on June 30, 2020, information is still being collected as to the impact of the awards. 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, which will be reported in FY2021 and subsequent years.

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

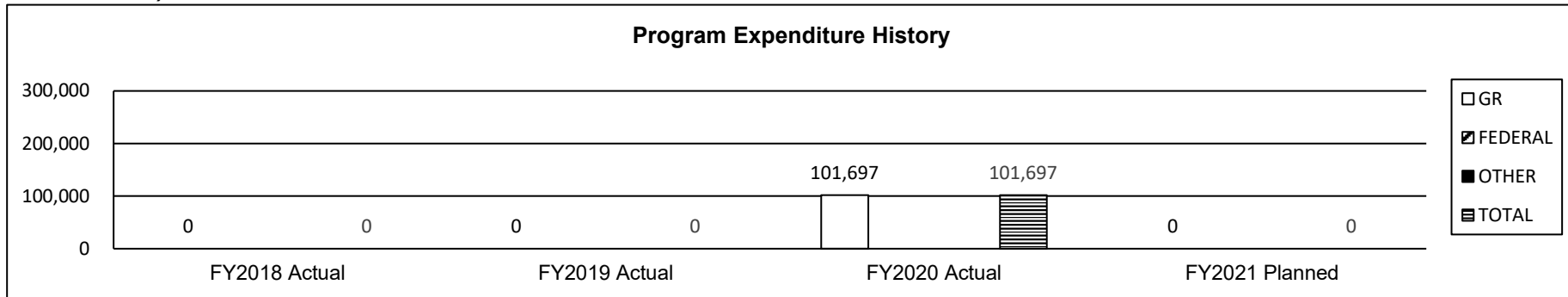
Department: Economic Development

HB Section(s): 7.115

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.)



Note: Planned Expenditures for GR reflects 3% Governor's Reserve and Restriction.

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	<u>42460C</u>
Division:	Tourism		
Core:	Tourism Supplemental Revenue Fund Transfer	HB Section	<u>7.120</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	18,564,202	0	0	18,564,202
Total	18,564,202	0	0	18,564,202
FTE	0.00	0.00	0.00	0.00

	FY 2022 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.

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:

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.

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)

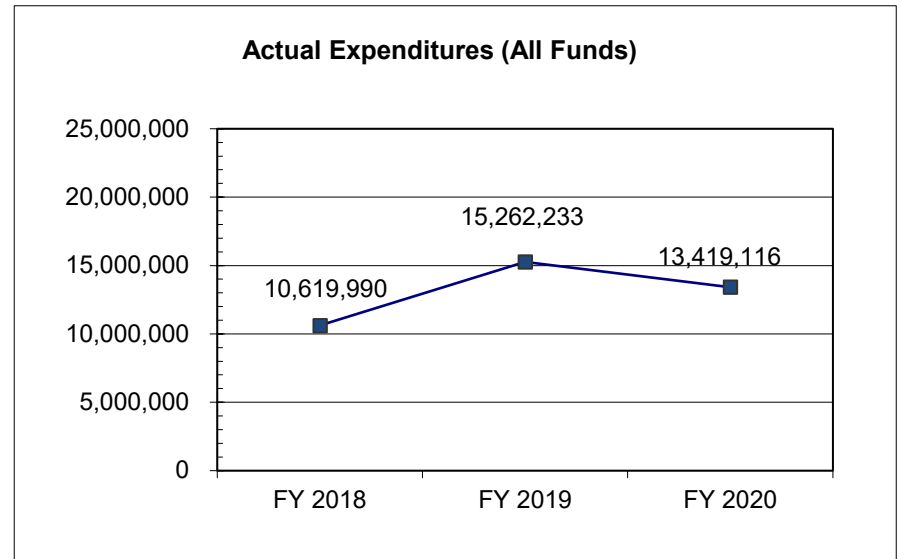
Tourism Supplemental Revenue Fund Transfer

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>42460C</u>
Division: Tourism	
Core: Tourism Supplemental Revenue Fund Transfer	HB Section <u>7.120</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	20,948,443	15,734,261	20,514,326	18,564,202
Less Reverted (All Funds)	(328,453)	(472,028)	(615,430)	(300,000)
Less Restricted (All Funds)	0	0	(6,479,780)	(8,564,202)
Budget Authority (All Funds)	20,619,990	15,262,233	13,419,116	9,700,000
Actual Expenditures (All Funds)	10,619,990	15,262,233	13,419,116	N/A
Unexpended (All Funds)	10,000,000	0	0	N/A
Unexpended, by Fund:				
General Revenue	10,000,000	0	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 FY2018 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 DEVELOPME
 TOURISM-TRANSFER

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	18,564,202	0	0	18,564,202	
	Total	0.00	18,564,202	0	0	18,564,202	
DEPARTMENT CORE REQUEST							
	TRF	0.00	18,564,202	0	0	18,564,202	
	Total	0.00	18,564,202	0	0	18,564,202	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	18,564,202	0	0	18,564,202	
	Total	0.00	18,564,202	0	0	18,564,202	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TOURISM-TRANSFER								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	13,419,116	0.00	18,564,202	0.00	18,564,202	0.00	0	0.00
TOTAL - TRF	13,419,116	0.00	18,564,202	0.00	18,564,202	0.00	0	0.00
TOTAL	13,419,116	0.00	18,564,202	0.00	18,564,202	0.00	0	0.00
GRAND TOTAL	\$13,419,116	0.00	\$18,564,202	0.00	\$18,564,202	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TOURISM-TRANSFER								
CORE								
TRANSFERS OUT	13,419,116	0.00	18,564,202	0.00	18,564,202	0.00	0	0.00
TOTAL - TRF	13,419,116	0.00	18,564,202	0.00	18,564,202	0.00	0	0.00
GRAND TOTAL	\$13,419,116	0.00	\$18,564,202	0.00	\$18,564,202	0.00	\$0	0.00
GENERAL REVENUE	\$13,419,116	0.00	\$18,564,202	0.00	\$18,564,202	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

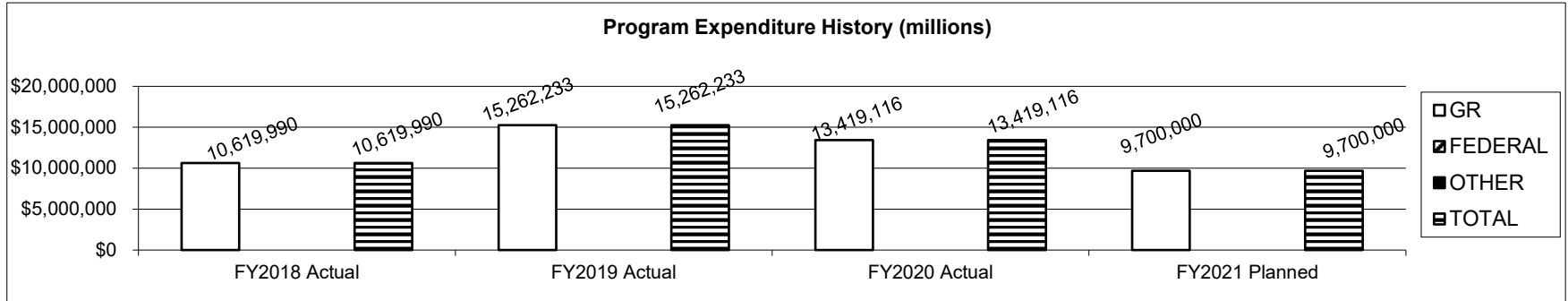
PROGRAM DESCRIPTION

Department: Economic Development	HB Section: 7.120
Program Name: Tourism Supplemental Revenue Fund Transfer	
Program is found in the following core budget(s): Tourism	
<p>1a. What strategic priority does this program address? Data Driven and Customer Centric</p> <p>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. 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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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.</p>	

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 reflects the 3% Governor's Reserve and Restriction.

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	42450C
Division:	Tourism	HB Section	7.125
Core:	Tourism		

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	1,560,854	1,560,854	PS	0	0	0	0
EE	0	0	12,024,400	12,024,400	EE	0	0	0	0
PSD	0	0	4,565,000	4,565,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	18,150,254	18,150,254	Total	0	0	0	0
FTE	0.00	0.00	31.50	31.50	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	959,467	959,467	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:	Tourism Supplemental Revenue Fund (0274) Tourism Marketing Fund (0650)				Other Funds:				
Notes:					Notes:				

2. CORE DESCRIPTION

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.

MDT plans and implements varied and broad-reaching marketing, sales, 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 2019, each dollar invested in MDT's budget generated \$76 in visitor expenditures in Missouri's businesses. Overall, the 2019 Missouri tourism industry generated a record \$17.7 billion impact from 42.9 million visitors and provided more than 307,000 Missouri jobs.

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

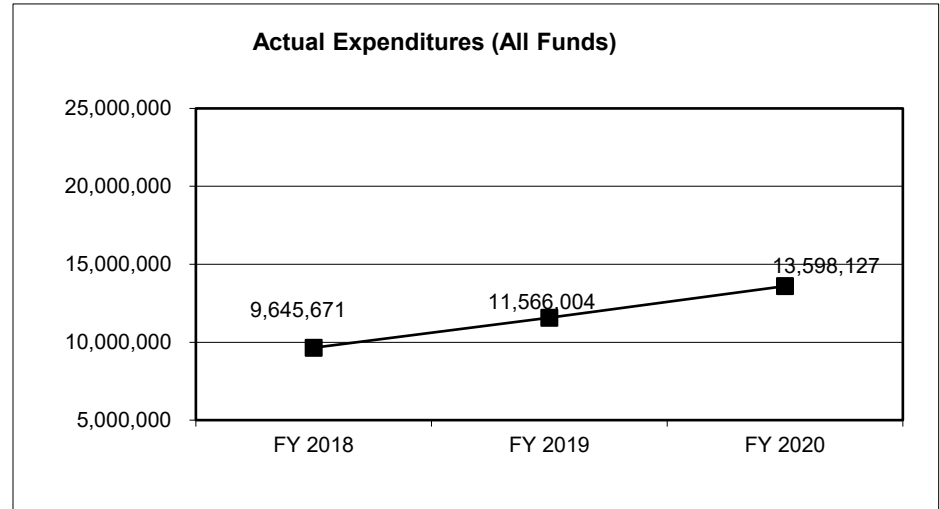
Statewide Tourism Marketing Program

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>42450C</u>
Division: Tourism	
Core: Tourism	HB Section <u>7.125</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	21,024,500	16,363,881	20,339,243	18,329,821
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	21,024,500	16,363,881	20,339,243	18,329,821
Actual Expenditures (All Funds)	9,645,671	11,566,004	13,598,127	N/A
Unexpended (All Funds)	11,378,829	4,797,877	6,741,116	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	11,378,829	4,797,877	6,741,116	N/A
	(1)	(2)	(3)	



NOTES:

- (1) In FY2018, 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 FY2018.
- (2) In FY2019, 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.
- (3) In FY2020, the total restriction on the GR transfer was \$6,479,780; however, nothing was restricted from the Tourism Supplemental Revenue Fund spending authority. Any cash at the end of the fiscal year 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	37.50	0	0	1,740,421	1,740,421	
	EE	0.00	0	0	12,024,400	12,024,400	
	PD	0.00	0	0	4,565,000	4,565,000	
	Total	37.50	0	0	18,329,821	18,329,821	
DEPARTMENT CORE ADJUSTMENTS							
Core Reduction	867 1030 PS	(6.00)	0	0	(179,567)	(179,567)	
	NET DEPARTMENT CHANGES	(6.00)	0	0	(179,567)	(179,567)	
DEPARTMENT CORE REQUEST							
	PS	31.50	0	0	1,560,854	1,560,854	
	EE	0.00	0	0	12,024,400	12,024,400	
	PD	0.00	0	0	4,565,000	4,565,000	
	Total	31.50	0	0	18,150,254	18,150,254	
GOVERNOR'S RECOMMENDED CORE							
	PS	31.50	0	0	1,560,854	1,560,854	
	EE	0.00	0	0	12,024,400	12,024,400	
	PD	0.00	0	0	4,565,000	4,565,000	
	Total	31.50	0	0	18,150,254	18,150,254	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TOURISM								
CORE								
PERSONAL SERVICES								
DIVISION OF TOURISM SUPPL REV	1,284,145	32.08	1,740,421	37.50	1,560,854	31.50	0	0.00
TOTAL - PS	1,284,145	32.08	1,740,421	37.50	1,560,854	31.50	0	0.00
EXPENSE & EQUIPMENT								
DIVISION OF TOURISM SUPPL REV	8,475,662	0.00	11,999,900	0.00	11,999,900	0.00	0	0.00
TOURISM MARKETING FUND	6,727	0.00	24,500	0.00	24,500	0.00	0	0.00
TOTAL - EE	8,482,389	0.00	12,024,400	0.00	12,024,400	0.00	0	0.00
PROGRAM-SPECIFIC								
DIVISION OF TOURISM SUPPL REV	3,831,596	0.00	4,565,000	0.00	4,565,000	0.00	0	0.00
TOTAL - PD	3,831,596	0.00	4,565,000	0.00	4,565,000	0.00	0	0.00
TOTAL	13,598,130	32.08	18,329,821	37.50	18,150,254	31.50	0	0.00
GRAND TOTAL	\$13,598,130	32.08	\$18,329,821	37.50	\$18,150,254	31.50	\$0	0.00

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42450C BUDGET UNIT NAME: Tourism HOUSE BILL SECTION: 7.125	DEPARTMENT: Economic Development DIVISION: Tourism
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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 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.

Total PS - \$1,560,854 x 10% = \$156,085
 Total EE - \$16,589,400 x 10% = \$1,658,940

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

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TOURISM								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	25,820	0.79	77,694	2.00	0	0.00	0	0.00
ACCOUNTANT I	0	0.00	5	0.00	0	0.00	0	0.00
ACCOUNTING ANAL II	0	0.00	5	0.00	0	0.00	0	0.00
PUBLIC INFORMATION SPEC I	0	0.00	40,614	1.00	0	0.00	0	0.00
PUBLIC INFORMATION SPEC II	83,342	2.18	107,235	2.50	0	0.00	0	0.00
PUBLIC INFORMATION COOR	55,064	1.17	51,330	1.00	0	0.00	0	0.00
TOURIST ASST	209,709	8.00	227,381	8.00	0	0.00	0	0.00
TOURIST CENTER SPV	262,019	8.00	284,027	8.00	0	0.00	0	0.00
MANAGEMENT ANALYSIS SPEC I	43,050	1.00	54,651	1.00	0	0.00	0	0.00
ECON DEV INFO & ADV COOR	0	0.00	380	0.00	0	0.00	0	0.00
COMMUNITY DEV REP I	0	0.00	40,170	1.00	0	0.00	0	0.00
COMMUNITY DEV REP II	37,245	1.00	47,601	1.00	0	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B1	52,208	1.00	58,920	1.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	284,500	4.87	292,893	5.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	83,109	1.00	0	0.00	0	0.00
DIVISION DIRECTOR	57,839	0.68	102,690	1.00	102,690	1.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	147,923	2.79	223,675	3.00	223,675	3.00	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	25,426	0.60	48,041	1.00	46,000	1.00	0	0.00
LEAD ADMIN SUPPORT ASSISTANT	0	0.00	0	0.00	72,000	2.00	0	0.00
ASSOCIATE CUSTOMER SERVICE REP	0	0.00	0	0.00	147,646	5.00	0	0.00
LEAD CUSTOMER SERVICE REP	0	0.00	0	0.00	184,195	5.00	0	0.00
ASSOC RESEARCH/DATA ANALYST	0	0.00	0	0.00	51,000	1.00	0	0.00
PUBLIC RELATIONS SPECIALIST	0	0.00	0	0.00	147,000	3.50	0	0.00
SR PUBLIC RELATIONS SPECIALIST	0	0.00	0	0.00	156,648	3.00	0	0.00
PUBLIC RELATIONS COORDINATOR	0	0.00	0	0.00	62,000	1.00	0	0.00
ECONOMIC DEVELOPMENT SPEC	0	0.00	0	0.00	46,000	1.00	0	0.00
ECONOMIC DEVELOPMENT SPV	0	0.00	0	0.00	186,000	3.00	0	0.00
ECONOMIC DEVELOPMENT MANAGER	0	0.00	0	0.00	80,000	1.00	0	0.00
INTERMEDIATE ACCOUNTANT	0	0.00	0	0.00	56,000	1.00	0	0.00
TOTAL - PS	1,284,145	32.08	1,740,421	37.50	1,560,854	31.50	0	0.00
TRAVEL, IN-STATE	23,194	0.00	66,388	0.00	56,388	0.00	0	0.00
TRAVEL, OUT-OF-STATE	22,671	0.00	46,000	0.00	46,000	0.00	0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TOURISM								
CORE								
FUEL & UTILITIES	0	0.00	500	0.00	500	0.00	0	0.00
SUPPLIES	68,415	0.00	34,500	0.00	134,500	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	151,132	0.00	207,000	0.00	207,000	0.00	0	0.00
COMMUNICATION SERV & SUPP	33,742	0.00	30,000	0.00	40,000	0.00	0	0.00
PROFESSIONAL SERVICES	8,140,422	0.00	11,480,962	0.00	11,480,962	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	720	0.00	1,000	0.00	1,000	0.00	0	0.00
M&R SERVICES	911	0.00	3,000	0.00	3,000	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	1,000	0.00	1,000	0.00	0	0.00
OTHER EQUIPMENT	951	0.00	3,500	0.00	3,500	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	39,918	0.00	147,000	0.00	47,000	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	500	0.00	500	0.00	0	0.00
MISCELLANEOUS EXPENSES	313	0.00	2,000	0.00	2,000	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	50	0.00	50	0.00	0	0.00
TOTAL - EE	8,482,389	0.00	12,024,400	0.00	12,024,400	0.00	0	0.00
PROGRAM DISTRIBUTIONS	3,831,596	0.00	4,565,000	0.00	4,565,000	0.00	0	0.00
TOTAL - PD	3,831,596	0.00	4,565,000	0.00	4,565,000	0.00	0	0.00
GRAND TOTAL	\$13,598,130	32.08	\$18,329,821	37.50	\$18,150,254	31.50	\$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	\$13,598,130	32.08	\$18,329,821	37.50	\$18,150,254	31.50		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section (s): 7.125

Program Name: Tourism Marketing Program

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

1a. What strategic priority does this program address?

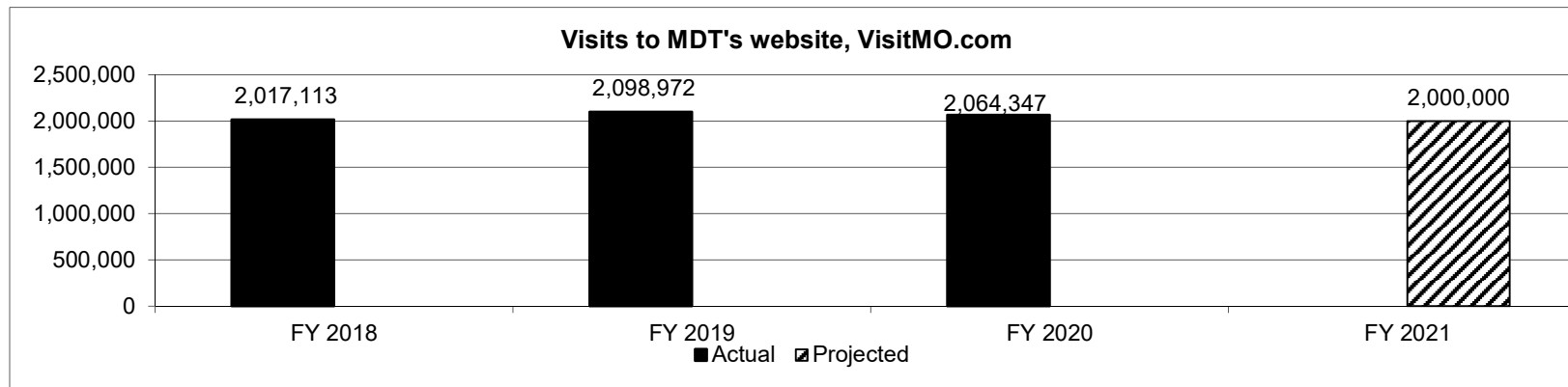
Data Driven, Regionally Targeted, Customer Centric

1b. What does this program do?

- 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 11 states, a public relations/social media strategy focusing on enhancing Missouri’s brand image, plus robust cooperative marketing programs with more than 40 statewide, regional, and national domestic marketing organizations.
- MDT utilizes research-based marketing to ensure that optimum benefits are achieved from the MDT 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.

This measure reflects the interest that perspective travelers have in visiting Missouri. It is an activity that is encouraged by all of MDT’s marketing efforts and is affected by the extent of that marketing,



Note: The projection for FY2021 is slightly lower than prior years, based primarily on changing consumer sentiment relating to travel amid the COVID-19 pandemic. Additionally, the Division's marketing budget was impacted by spending restrictions, which will decrease the frequency and reach of messaging that drives traffic to the website. Tourism-marketing funds from the CARES Act are expected to have a positive impact on website traffic in Quarter 2 of FY2021.

PROGRAM DESCRIPTION

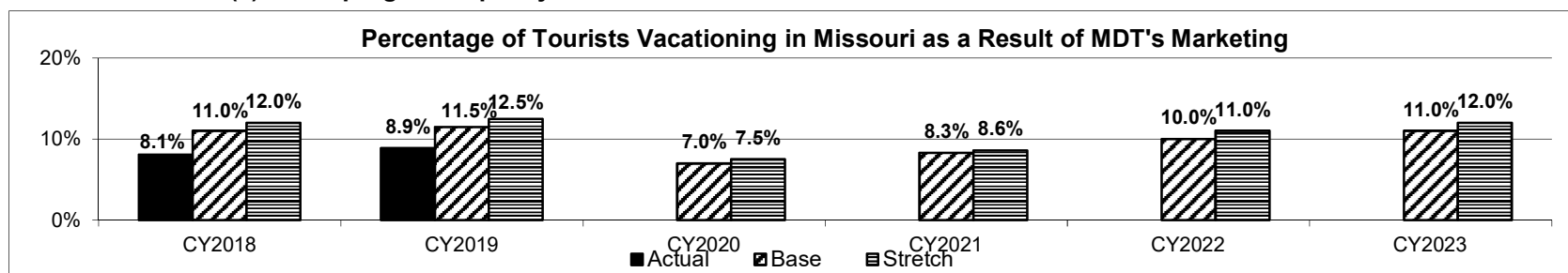
Department: Economic Development

HB Section (s): 7.125

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.

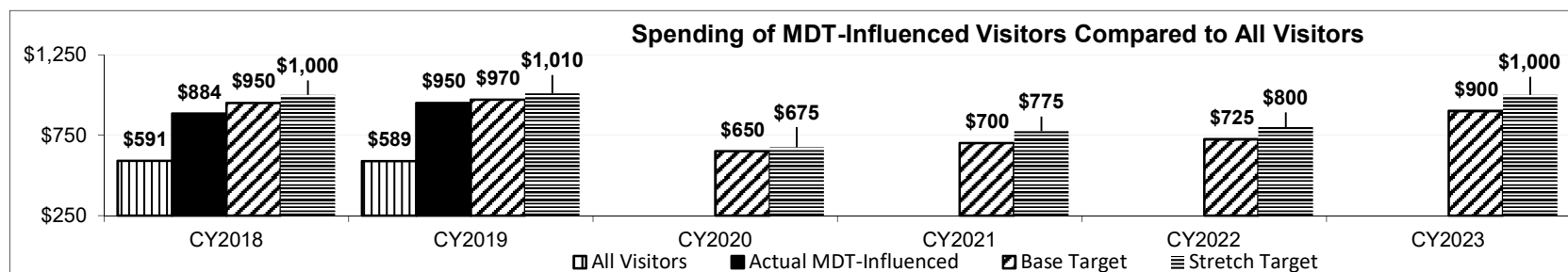


Sources: Marketing Effectiveness Study, Strategic Marketing & Research Insights (SMARI) and Tourism Economics, an Oxford Company

Note 1: Calculated by dividing the number of tourists (3.8M) attributable to MDT advertising (see 2C) by the total number of visitors to Missouri (42.9M). The total number of visitors to Missouri is determined by Tourism Economics (2019 numbers).

Note 2: The share of visitors is projected to decline because messages featuring some of the state's largest tourism markets may not be as effective as in prior years due to perceived safety issues related to the pandemic. Additionally, some states, such as neighboring Illinois, require residents to self-quarantine after traveling to Missouri, which may influence travel decisions.

Note 3: Funding provided to statewide DMOs through the CARES Act is expected to have a positive impact on consumer behaviors, but is not applicable to these figures.



Sources: Marketing Effectiveness Study, Strategic Marketing and Research Insights (SMARI) and Tourism Economics, an Oxford Company

Note 1: 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.

Note 2: Research suggests consumers are spending less on their trips and are more budget conscious, as they have economic-related fears stemming from the COVID-19 pandemic. Tourism Economics projects it will be 2024 before tourism-related spending returns to pre-COVID levels.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section (s): 7.125

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.

	CY2018	CY2019		CY2020	CY2021	CY2022	CY2023
	Actual	Projected	Actual	Projected	Projected	Projected	Projected
Number of Visitors Vacationing in Missouri as a Result of MDT's Marketing (millions)	3.4	3.8	3.8	2.3	2.9	3.0	3.4
Amount of Visitor Spending as a Result of MDT's Marketing (billions)	\$0.89	\$0.95	\$0.98	\$0.58	\$0.73	\$0.80	\$0.99

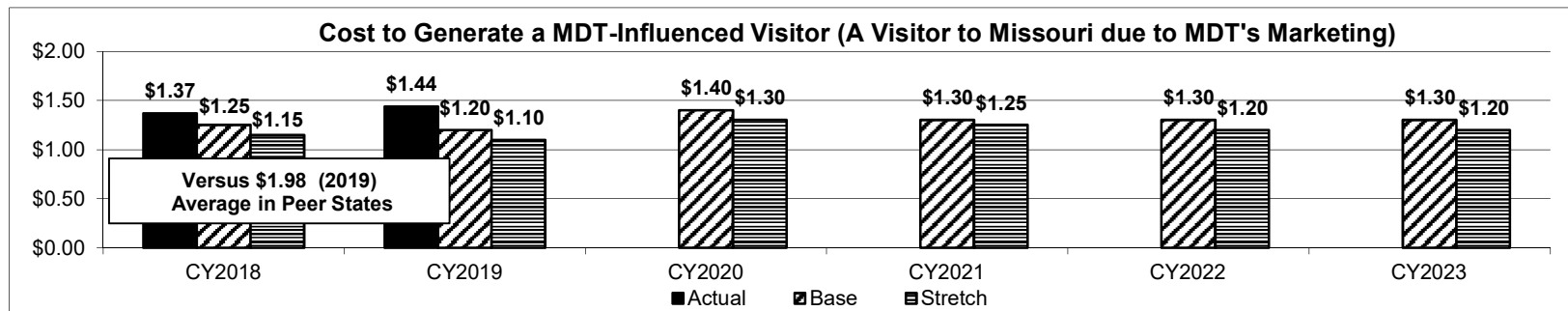
Source: Marketing Effectiveness Study, Strategic Marketing and Research Insights (SMARI).

Note 1: SMARI calculates visitors vacationing in Missouri as a result of MDT's marketing by conducting surveys of potential adult travelers in 35 target markets in 11 surrounding states (accuracy level +/-1.37%) to determine the number of tourists attributable to MDT advertising (3.4M).

Note 2: Fewer visitors are projected to travel to Missouri in CY2020 largely due to the COVID-19 pandemic and fears about both travel and personal economics. As a result, fewer dollars will be spent in the tourism-related NAICS codes due to that projected decline.

Note 3: There is a direct correlation between Tourism's marketing budget and its impact on incremental visitation and spending. Tourism realized an \$8.5 million spending restriction in FY2021, which likely will impact visitation in CY2020 and CY2021.

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

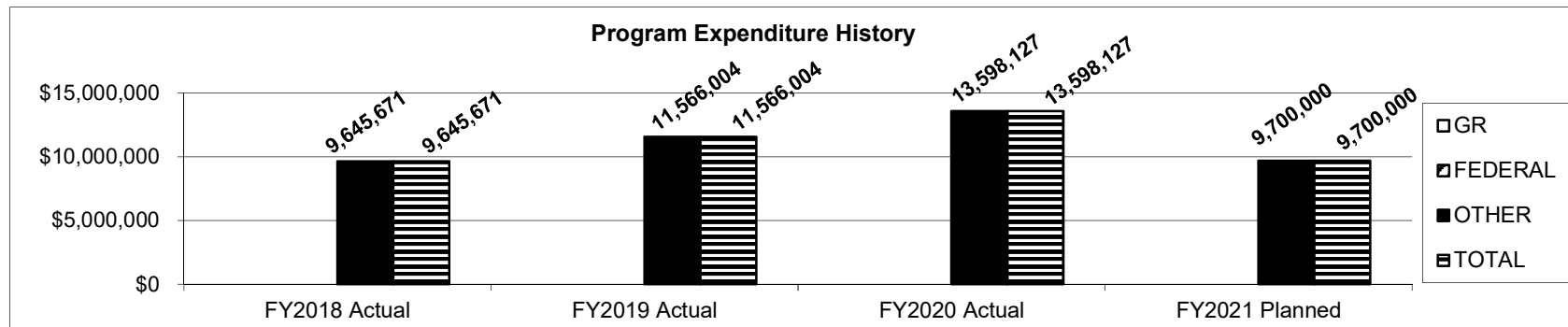
Department: Economic Development

HB Section (s): 7.125

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: FY2021 Planned Expenditures reflect the 3% Governor's Reserve as well as the GR transfer restriction.

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	<u>42465C</u>
Division:	Tourism	HB Section	<u>7.125</u>
Core:	Missouri Film Office		

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	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	200,115	200,115	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: Tourism Supplemental Revenue Fund (0274)

Other Funds:

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)

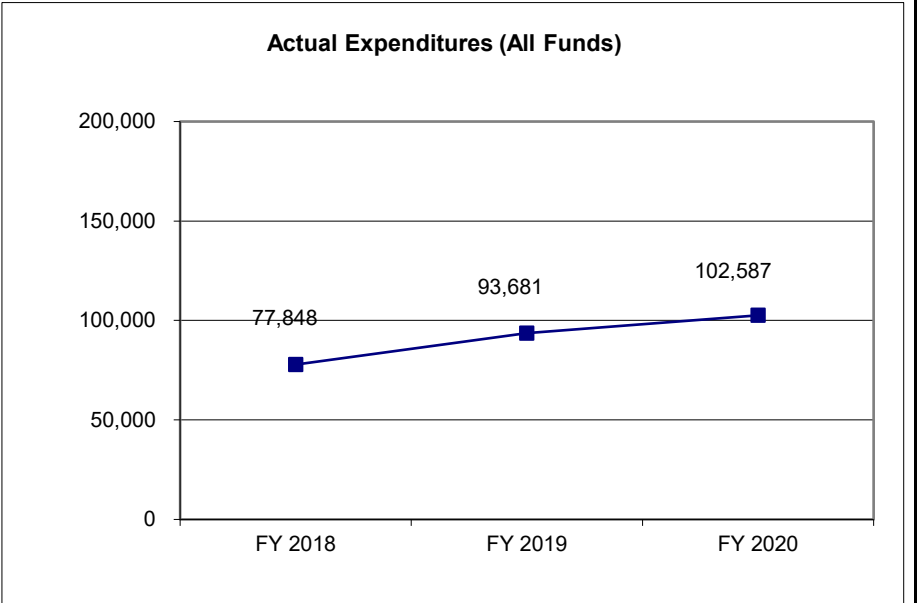
Missouri Film Office

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>42465C</u>
Division: Tourism	
Core: Missouri Film Office	HB Section <u>7.125</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	100,115	100,115	200,115	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	200,115	200,115
Actual Expenditures (All Funds)	77,848	93,681	102,587	N/A
Unexpended (All Funds)	22,267	6,434	97,528	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	22,267	6,434	97,528	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) In FY2018, 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.

(2) In FY2020, the total restriction on the GR transfer was \$6,479,780; however, nothing was restricted from the Tourism Supplemental 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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FILM OFFICE								
CORE								
EXPENSE & EQUIPMENT								
DIVISION OF TOURISM SUPPL REV	102,587	0.00	200,115	0.00	200,115	0.00	0	0.00
TOTAL - EE	102,587	0.00	200,115	0.00	200,115	0.00	0	0.00
TOTAL	102,587	0.00	200,115	0.00	200,115	0.00	0	0.00
GRAND TOTAL	\$102,587	0.00	\$200,115	0.00	\$200,115	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FILM OFFICE								
CORE								
TRAVEL, IN-STATE	6,756	0.00	12,341	0.00	12,341	0.00	0	0.00
TRAVEL, OUT-OF-STATE	8,261	0.00	22,102	0.00	22,102	0.00	0	0.00
SUPPLIES	26,103	0.00	22,976	0.00	30,476	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	41,750	0.00	72,386	0.00	67,386	0.00	0	0.00
COMMUNICATION SERV & SUPP	1,126	0.00	1,591	0.00	1,591	0.00	0	0.00
PROFESSIONAL SERVICES	12,060	0.00	54,614	0.00	52,114	0.00	0	0.00
OTHER EQUIPMENT	441	0.00	2,000	0.00	2,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	470	0.00	1,000	0.00	1,000	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	1,000	0.00	1,000	0.00	0	0.00
MISCELLANEOUS EXPENSES	5,620	0.00	10,105	0.00	10,105	0.00	0	0.00
TOTAL - EE	102,587	0.00	200,115	0.00	200,115	0.00	0	0.00
GRAND TOTAL	\$102,587	0.00	\$200,115	0.00	\$200,115	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	\$102,587	0.00	\$200,115	0.00	\$200,115	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development _____

HB Section(s): 7.125

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.

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

	FY2018		FY2019		FY2020		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Film Projects Assisted	180	188	190	184	190	133	130	140	150
Film Office Web Site Visits	10,000	11,218	11,220	11,813	11,900	11,934	12,000	12,000	12,000
Mo Stories Script Submissions	50	52	55	45	50	79	80	80	80

Note 1: Film projects assisted include feature films, short films, TV series and episodes, web content, music videos, film festivals, and film events.

Note 2: Due to Covid-19 shut downs, there was a steep drop in productions from March - June 2020.

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

Satisfaction with Assistance Provide by the Missouri Film Office								
	FY2018	FY2019		FY2020		FY2021	FY2022	FY2023
	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Extremely or Very Satisfied	91.7%	93.0%	86.7%	93.0%	94.3%	95.0%	95.0%	95.0%

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 FY2020, the survey was sent to 134 people who had contacted the Film Office for assistance and/or attended a Film Office education session. Forty-one people responded to the survey.

PROGRAM DESCRIPTION

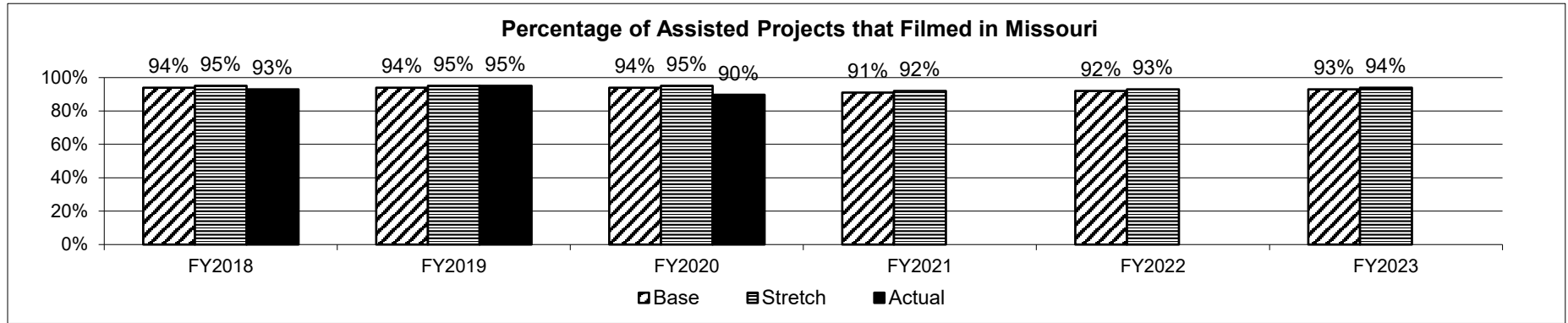
Department: Economic Development _____

HB Section(s): 7.125 _____

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: Due to Covid-19 shut downs, there was a steep drop in productions from March - June 2020.

Share of Film Projects that Filmed in Missouri as a Direct Result of a Missouri Film Office Effort

	FY2018	FY2019	FY2019	FY2020		FY2021	FY2022	FY2023
	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Absolutely or Very Much Influenced	22.2%	24.0%	55.5%	26.0%	35.3%	35.0%	35.0%	35.0%
Moderately or Slightly Influenced	16.7%	17.0%	22.3%	19.0%	29.4%	25.0%	25.0%	25.0%
Not at all Influenced	61.1%	59.0%	22.2%	55.0%	35.3%	30.0%	30.0%	30.0%

Note 1: 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.

PROGRAM DESCRIPTION

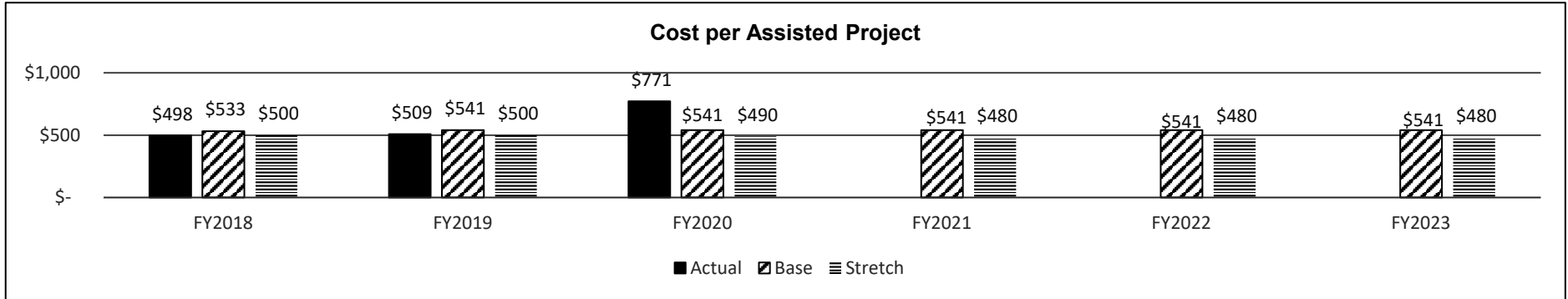
Department: Economic Development

HB Section(s): 7.125

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

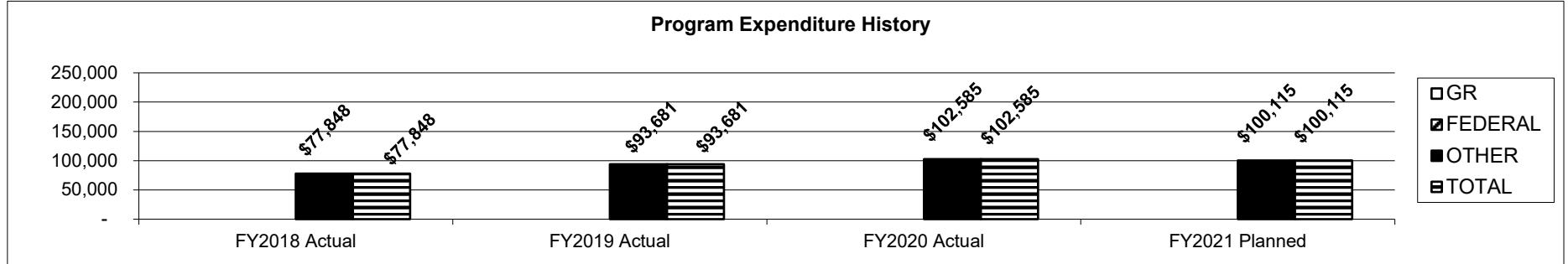
Department: Economic Development _____

HB Section(s): 7.125 _____

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. The FY2021 planned expenditures are lower than the appropriated amount due to a \$8.5M GR transfer restriction.

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 <u>42461C</u>
Division: Tourism	
Core: Meet in Missouri Transfer	HB Section <u>7.126</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	Total	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
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:

Other Funds:

2. CORE DESCRIPTION

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 FY2022.

See the core decision item for the Meet in Missouri for details about this program.

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

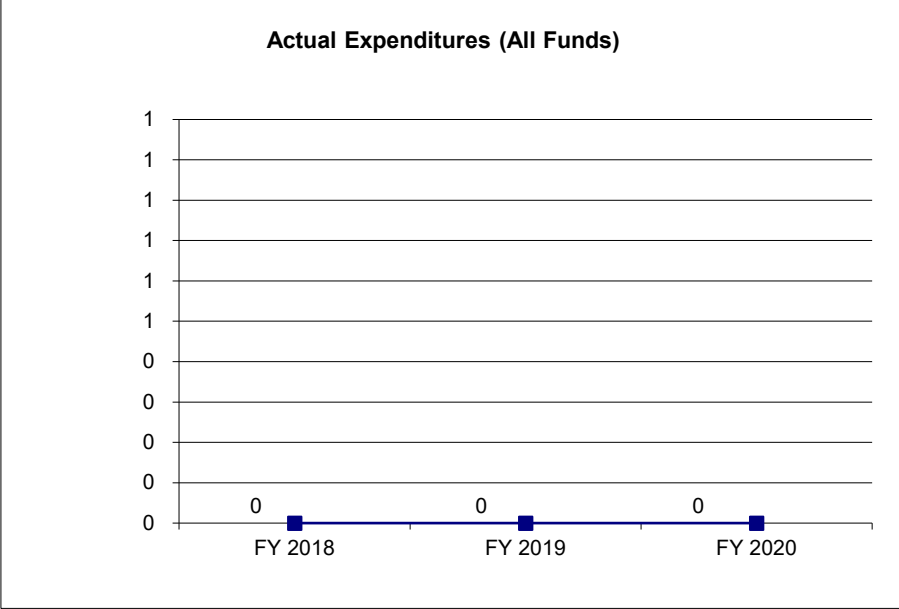
Major Economic Convention Event in Missouri (Meet in Missouri) Fund Transfer

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 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	0	0	500,000	0
Less Reverted (All Funds)	0	0	(15,000)	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	0	485,000	0
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	0	0	485,000	N/A
Unexpended, by Fund:				
General Revenue	0	0	485,000	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) In FY2020, all \$500,000 of the GR transfer into the Meet in Missouri Fund was reverted (\$15,000) or restricted (\$485,000); therefore, no funds were expended in FY2020 from this Fund.

PROGRAM DESCRIPTION

Department: Economic Development _____

HB Section(s): _____

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

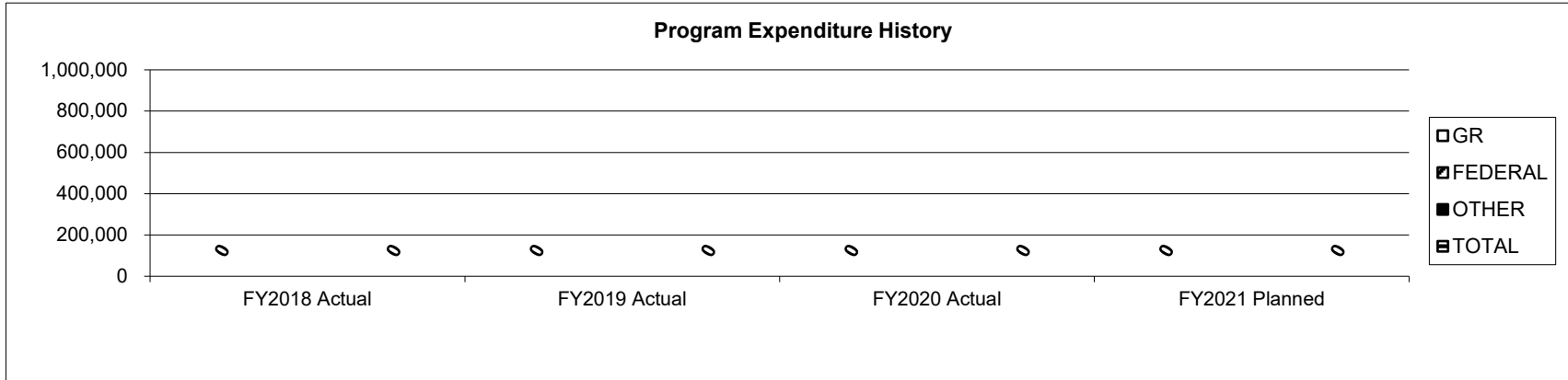
Department: Economic Development

HB Section(s): _____

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.)



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 <u>42462C</u>
Division: Tourism	
Core: Meet in Missouri	HB Section <u>7.130</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	Total	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
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: Major Economic Convention Event in Missouri Fund (0593)

Other Funds:

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)

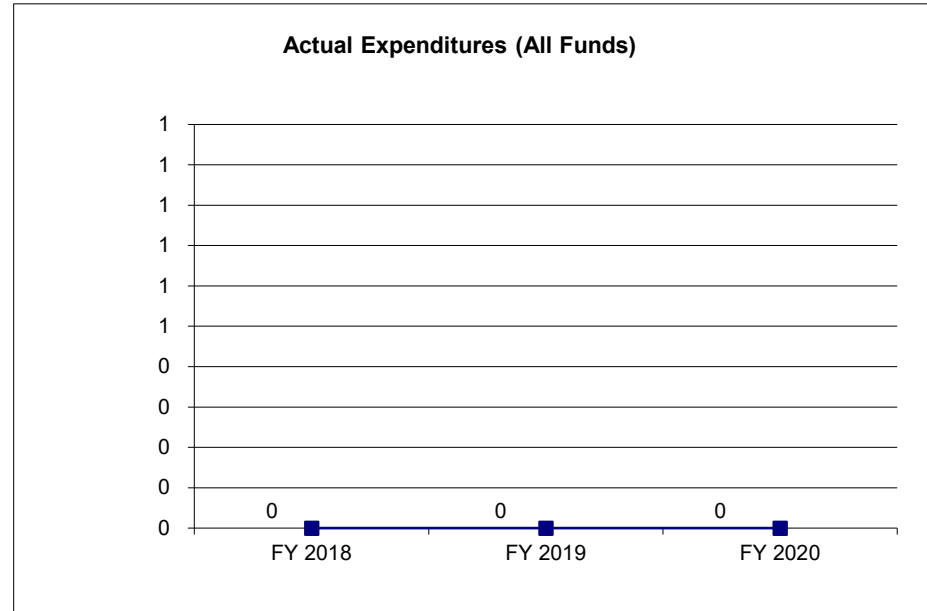
Meet in Missouri Act

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>42462C</u>
Division: Tourism	
Core: Meet in Missouri	HB Section <u>7.130</u>

4. FINANCIAL HISTORY

	FY 2018 <u>Actual</u>	FY 2019 <u>Actual</u>	FY 2020 <u>Actual</u>	FY 2021 <u>Current Yr.</u>
Appropriation (All Funds)	0	0	500,000	500,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	0	0	500,000	500,000
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	0	0	500,000	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	500,000	N/A
			(1)	(2)



*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) In FY2020, all \$500,000 of the GR transfer into the Meet in Missouri Fund was reverted (\$15,000) or restricted (\$485,000); therefore, no funds were expended in FY2020 from this Fund.
 - (2) In FY2021, the GR transfer was removed; however, the spending appropriation authority remains.

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 ADJUSTMENTS							
Core Reduction	1105 5053 PD	0.00	0	0	(500,000)	(500,000)	Core reduction
	NET DEPARTMENT CHANGES	0.00	0	0	(500,000)	(500,000)	
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MEET IN MO								
CORE								
PROGRAM-SPECIFIC								
MAJOR ECONOMIC CONVENTION FUND	0	0.00	500,000	0.00	0	0.00	0	0.00
TOTAL - PD	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

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MEET IN MO								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	500,000	0.00	0	0.00	0	0.00
TOTAL - PD	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	\$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	\$500,000	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.130

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 originated from a FY2020 GR one-time transfer, which was later withheld.

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 program has not been funded, 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 submitted have received funds and the RFPs have already been awarded.

Application	FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Planned
Approved	0	0	9	0
Denied	1	3	1	0
Received	1	3	10	0

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): 7.130

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 received, 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

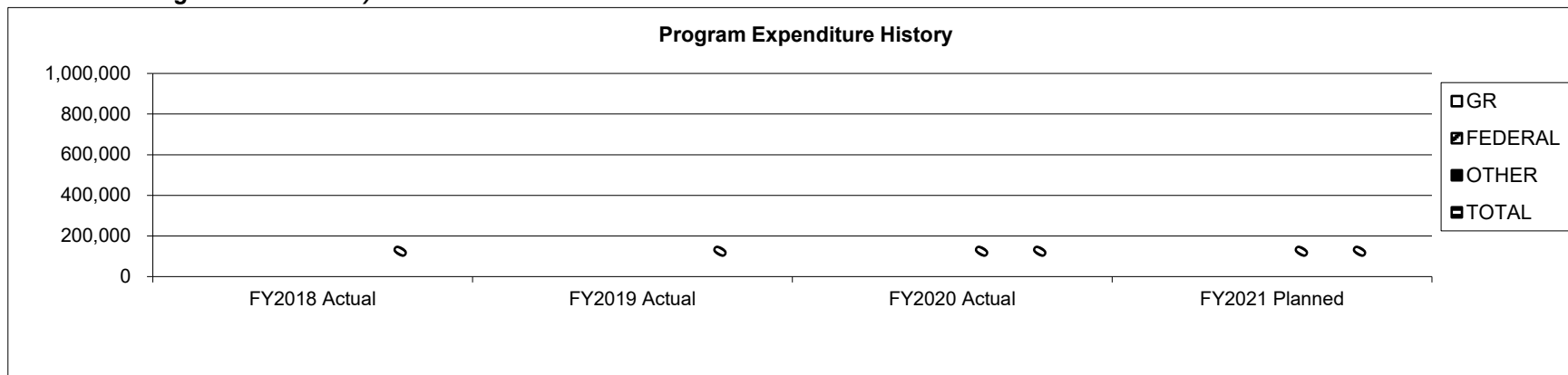
Department: Economic Development

HB Section(s): 7.130

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.)



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; however, before any funds were distributed, the funds were withheld.

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	HB Section	7.135
Core:	Missouri Housing Development Commission - Missouri Housing Trust Fund		

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	4,450,000	4,450,000	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	4,450,000	4,450,000	Total	0	0	0	0

FTE	0.00	0.00	0.00	0.00	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.

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)

Other Funds:

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)

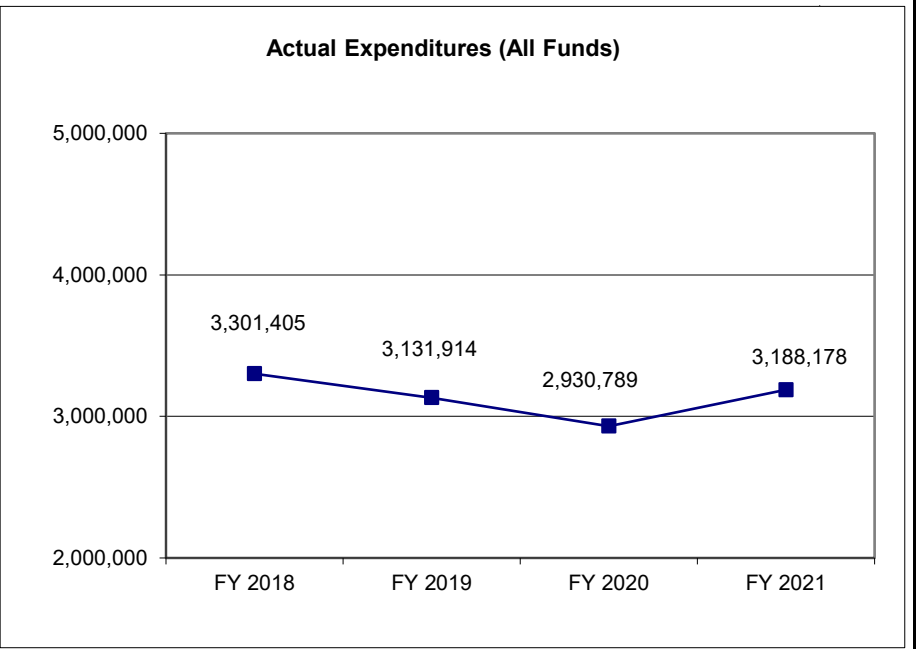
Missouri Housing Development Commission

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42470C
Division:	Missouri Housing Development Commission	HB Section	7.135
Core:	Missouri Housing Development Commission - Missouri Housing Trust Fund		

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 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)	3,301,405	3,131,914	2,930,789	3,188,178
Unexpended (All Funds)	1,148,595	1,318,086	1,519,211	1,261,822
Unexpended, by Fund:				
General Revenue	0	0		
Federal	0	0		
Other	1,148,595	1,318,086	1,519,211	1,261,822
	(1)	(2)	(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 reflects the difference between the appropriation and actual fees collected. FY2018 includes interest on the monies held.
 - (2) Unexpended reflects the difference between the appropriation and actual fees collected.
 - (3) FY2021 data reflects the amount transferred on July 23, 2020 for the FY2021 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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MISSOURI HOUSING TRUST								
CORE								
PROGRAM-SPECIFIC								
MO HOUSING TRUST	2,930,789	0.00	4,450,000	0.00	4,450,000	0.00	0	0.00
TOTAL - PD	2,930,789	0.00	4,450,000	0.00	4,450,000	0.00	0	0.00
TOTAL	2,930,789	0.00	4,450,000	0.00	4,450,000	0.00	0	0.00
GRAND TOTAL	\$2,930,789	0.00	\$4,450,000	0.00	\$4,450,000	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MISSOURI HOUSING TRUST								
CORE								
PROGRAM DISTRIBUTIONS	2,930,789	0.00	4,450,000	0.00	4,450,000	0.00	0	0.00
TOTAL - PD	2,930,789	0.00	4,450,000	0.00	4,450,000	0.00	0	0.00
GRAND TOTAL	\$2,930,789	0.00	\$4,450,000	0.00	\$4,450,000	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	\$2,930,789	0.00	\$4,450,000	0.00	\$4,450,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.135

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	FY2018		FY2019		FY2020*		FY2021	FY2022	FY2023
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Emergency Assistance	905	966	981	752	760		767	775	783
Rental Assistance	557	732	529	503	508		513	518	523
Home Repair/Modification	171	64	100	43	43		44	44	45
Grand Total	1,633	1,762	1,610	1,298	1,311		1,324	1,337	1,351
Amount of Funds Leveraged	\$55M	\$65.4M	\$54.9M	\$75M	\$55.8M		\$56.4M	\$56.9M	\$57.5M

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: *MHTF's program year runs from April 1-March 31. "Actual" data is taken from closeout reports submitted by MHTF grantees. FY2020 "Actual" data will be available in August 2021.

Note 3: Program projections for FY2020, FY2021, FY2022, and FY2023 are based on FY2019 actual data with an assumption of moderate annual growth. "Funds leveraged" projections based on average of FY2018 and FY2019 actual data.

PROGRAM DESCRIPTION

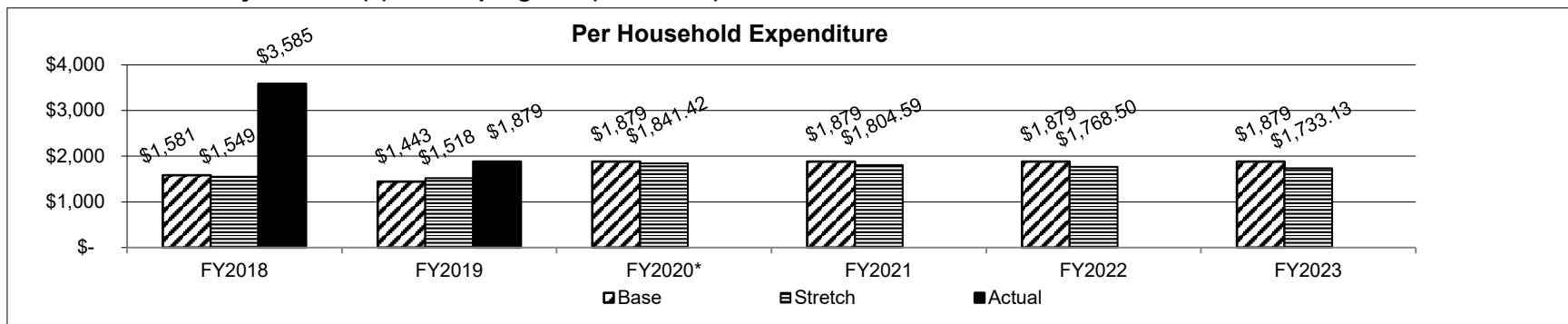
Department: Economic Development

HB Section(s): 7.135

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)

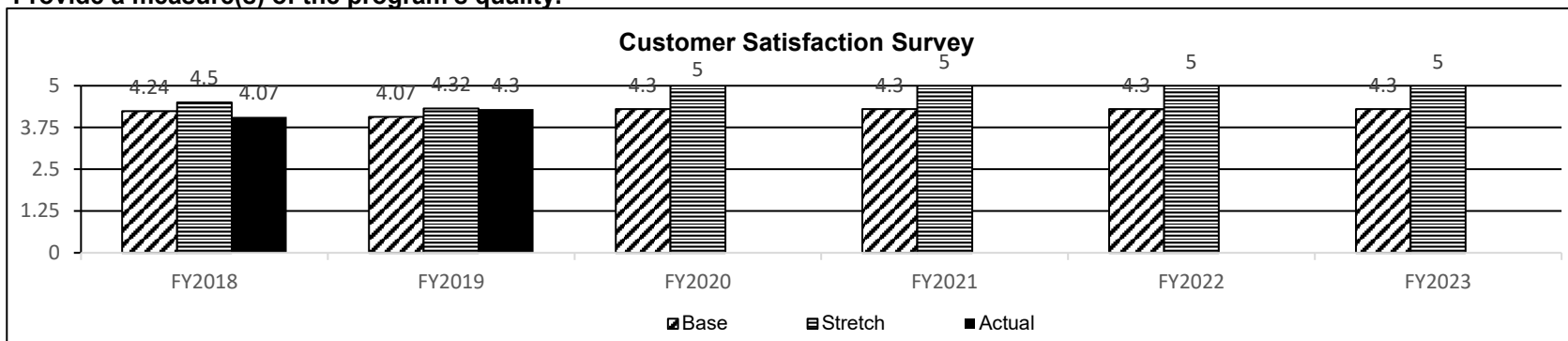


Note 1: "Per Household Expenditure" refers to the amount of MHTF funds utilized each time a household received Rental Assistance, Emergency Assistance and/or Home Repair Assistance through the MHTF program.

Note 2: Base target is calculated by using 2019 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 3: *FY2020 actual data available August 2021.

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 FY2019 grantees.

PROGRAM DESCRIPTION

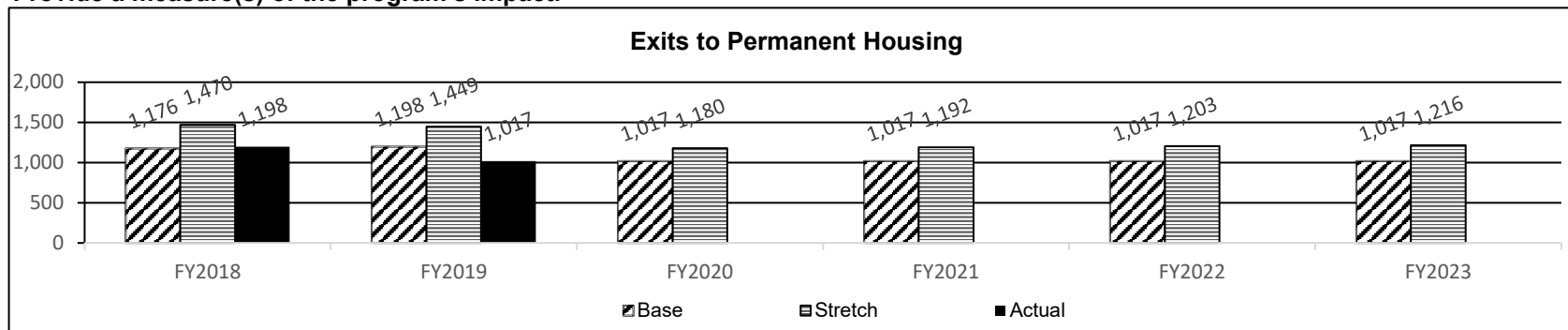
Department: Economic Development

HB Section(s): 7.135

Program Name: Missouri Housing Trust Fund

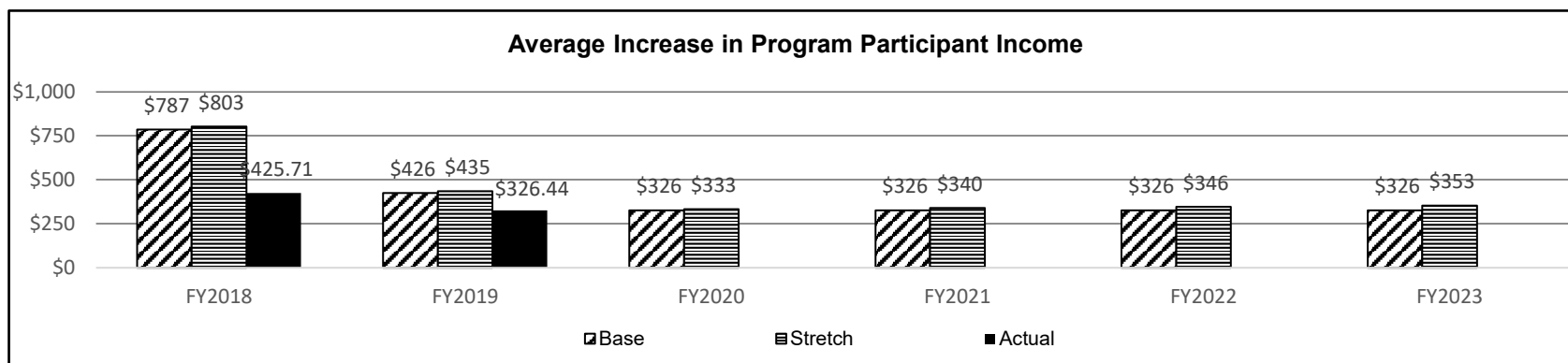
Program is found in the following core budget(s): Missouri Housing Development Commission

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 FY2019 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: Base target is set at the FY2019 actual data benchmark. Stretch target is calculated with a modest 2 percent increase.

PROGRAM DESCRIPTION

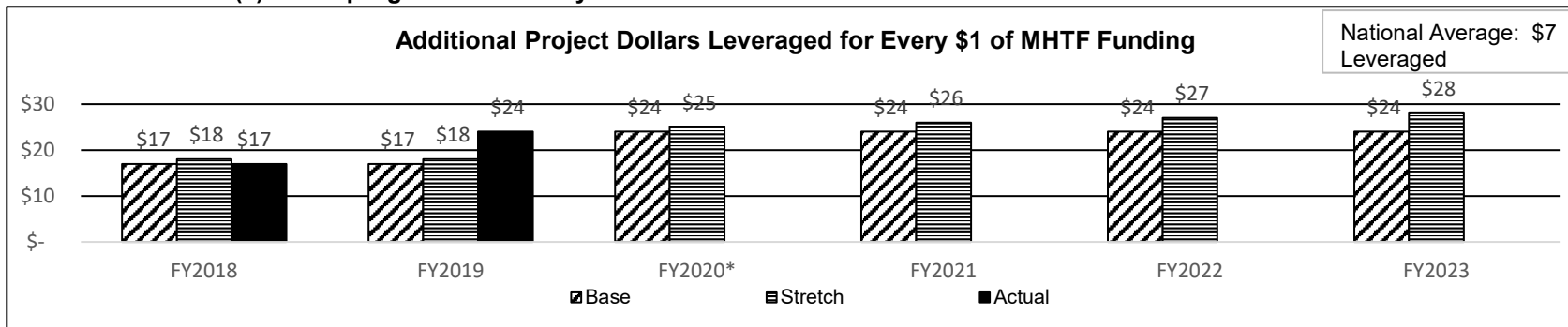
Department: Economic Development

HB Section(s): 7.135

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.

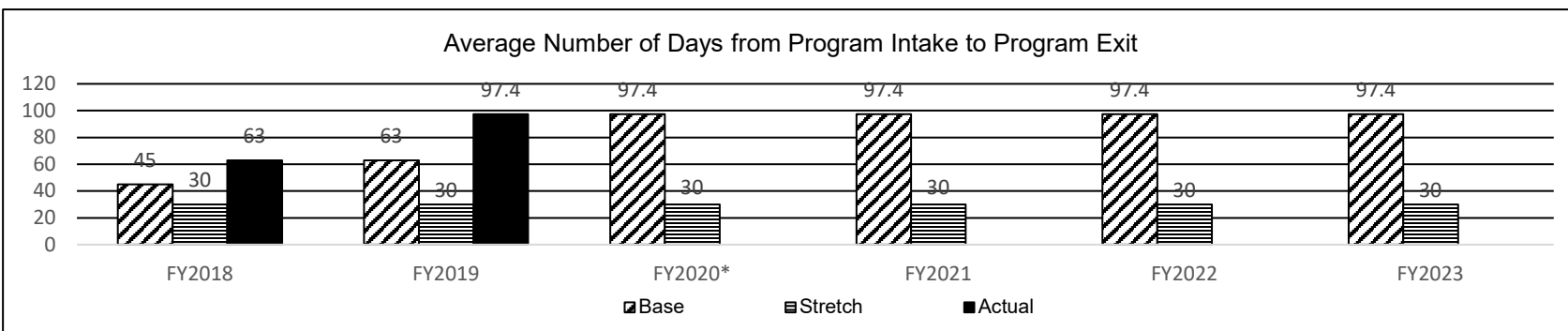


Note 1: MHDC is able to assist a larger number of individuals than would otherwise be possible by successfully leveraging the state dollars with other funds.

Note 2: *Actual data for FY2020 will be available August 2021.

Note 3: National average as reported in the 2016 Housing Trust Fund Survey Report published by the Center for Community Change.

Note 4: Base is set at the FY2019 actual data with a stretch target of a \$1 increase.



Note 1: "Program Exit" refers to the date the program participant is no longer receiving MHTF assistance.

Note 2: Base target set at FY2019 actual data as a benchmark. Stretch target set at the federal performance measure benchmark of 30 days.

PROGRAM DESCRIPTION

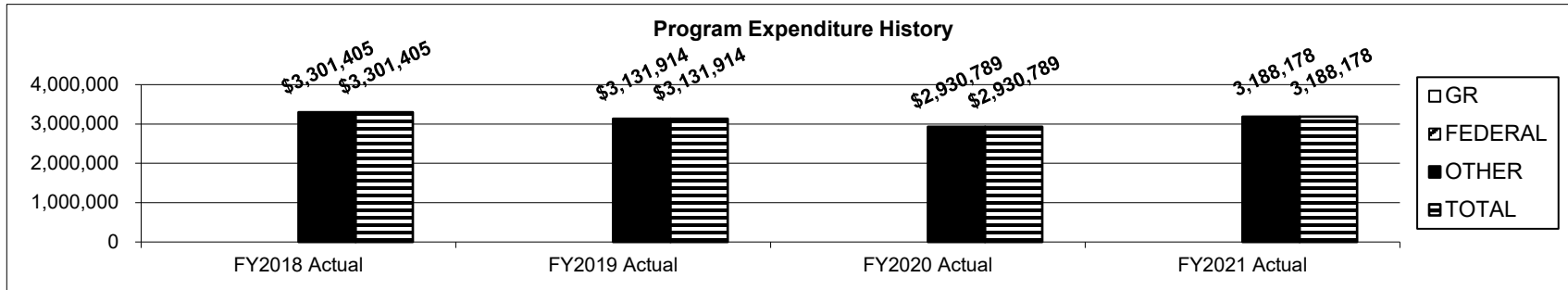
Department: Economic Development

HB Section(s): 7.135

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: FY2021 Actual reflects the actual amount transferred from the State Treasurer's office on July 23, 2020 for the FY2021 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 <u>41910C</u>
Division: Administration	
Core: Administration	HB Section <u>7.140</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request			
	GR	Federal	Other	Total
PS	837,920	51,128	306,742	1,195,790
EE	85,719	1,777	190,721	278,217
PSD	12,000	0	12,001	24,001
TRF	0	0	0	0
Total	935,639	52,905	509,464	1,498,008
FTE	11.55	1.00	3.99	16.54

	FY 2022 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	439,774	30,982	157,644	604,648
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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: Administrative Revolving Fund (0547)
Notes:

Other Funds:
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)

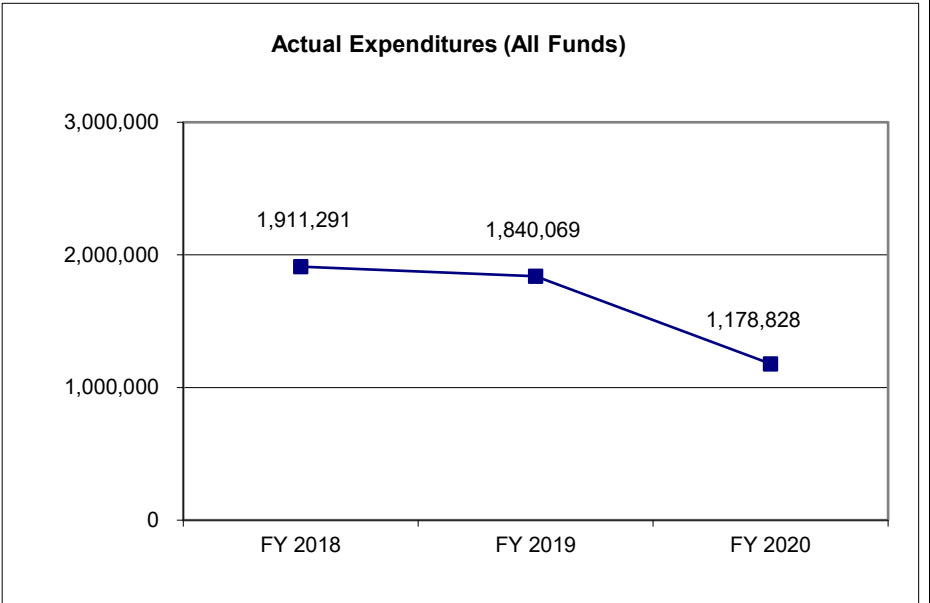
Administration Services and Support

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>41910C</u>
Division: Administration	
Core: Administration	HB Section <u>7.140</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	3,140,655	3,153,835	1,462,078	1,480,950
Less Reverted (All Funds)	(13,680)	(13,764)	(27,750)	(27,862)
Less Restricted (All Funds)	0	0	0	(8,493)
Budget Authority (All Funds)	3,126,975	3,140,071	1,434,328	1,444,595
Actual Expenditures (All Funds)	1,911,291	1,840,069	1,178,828	N/A
Unexpended (All Funds)	1,215,684	1,300,002	255,500	N/A
Unexpended, by Fund:				
General Revenue	66,567	29,825	39,212	N/A
Federal	802,783	679,630	14,562	N/A
Other	346,334	590,547	201,726	N/A
	(1)	(1)	(1) (2)	



Restricted amount is as of: 7/1/2020

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 from the Division of Workforce Development were transferred to the Department of Higher Education and Workforce Development.

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	839,493	51,128	288,111	1,178,732	
				EE	0.00	97,719	1,777	190,721	290,217	
				PD	0.00	0	0	12,001	12,001	
				Total	15.54	937,212	52,905	490,833	1,480,950	
DEPARTMENT CORE ADJUSTMENTS										
Core Reallocation	771	3614	PS	0.34	0	0	0	18,631	18,631	Aligning resources with new job classes and final reorg FTE/PS reallocations
Core Reallocation	771	3612	PS	0.66	(1,573)	0	0	0	(1,573)	Aligning resources with new job classes and final reorg FTE/PS reallocations
Core Reallocation	771	2173	EE	0.00	(12,000)	0	0	0	(12,000)	Aligning resources with new job classes and final reorg FTE/PS reallocations
Core Reallocation	771	2173	PD	0.00	12,000	0	0	0	12,000	Aligning resources with new job classes and final reorg FTE/PS reallocations
NET DEPARTMENT CHANGES					1.00	(1,573)	0	18,631	17,058	
DEPARTMENT CORE REQUEST										
				PS	16.54	837,920	51,128	306,742	1,195,790	
				EE	0.00	85,719	1,777	190,721	278,217	
				PD	0.00	12,000	0	12,001	24,001	
				Total	16.54	935,639	52,905	509,464	1,498,008	

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ADMINISTRATIVE SERVICES**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
GOVERNOR'S RECOMMENDED CORE							
	PS	16.54	837,920	51,128	306,742	1,195,790	
	EE	0.00	85,719	1,777	190,721	278,217	
	PD	0.00	12,000	0	12,001	24,001	
	Total	16.54	935,639	52,905	509,464	1,498,008	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ADMINISTRATIVE SERVICES								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	780,927	11.79	839,493	10.89	837,920	11.55	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	37,513	0.77	51,128	1.00	51,128	1.00	0	0.00
DED ADMINISTRATIVE	205,090	3.03	288,111	3.65	306,742	3.99	0	0.00
TOTAL - PS	1,023,530	15.59	1,178,732	15.54	1,195,790	16.54	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	64,022	0.00	97,719	0.00	85,719	0.00	0	0.00
DED-ED PRO-CDBG-ADMINISTRATION	85	0.00	1,777	0.00	1,777	0.00	0	0.00
DED ADMINISTRATIVE	66,974	0.00	190,721	0.00	190,721	0.00	0	0.00
TOTAL - EE	131,081	0.00	290,217	0.00	278,217	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	13,077	0.00	0	0.00	12,000	0.00	0	0.00
DED ADMINISTRATIVE	11,140	0.00	12,001	0.00	12,001	0.00	0	0.00
TOTAL - PD	24,217	0.00	12,001	0.00	24,001	0.00	0	0.00
TOTAL	1,178,828	15.59	1,480,950	15.54	1,498,008	16.54	0	0.00
GRAND TOTAL	\$1,178,828	15.59	\$1,480,950	15.54	\$1,498,008	16.54	\$0	0.00

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 41910C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: Administration	
HOUSE BILL SECTION: 7.140	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

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.

- Admin Services PS (0101) - \$837,920 x 10% = \$83,792 and Admin Services EE (0101) - \$97,719 x 10% = \$9,772
- Admin Services PS (0123) - \$51,128 x 10% = \$5,113 and Admin Services EE (0123) - \$1,777 x 10% = \$178
- Admin Services PS (0547) - \$306,742 x 10% = \$30,674 and Admin Services EE (0547) - \$202,722 x 10% = \$20,272

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	In FY 2021, 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.

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ADMINISTRATIVE SERVICES								
CORE								
SR OFFICE SUPPORT ASSISTANT	28,403	0.80	503	0.00	0	0.00	0	0.00
ACCOUNTANT I	0	0.00	42,386	0.80	0	0.00	0	0.00
ACCOUNTANT II	48,348	1.00	49,865	1.09	0	0.00	0	0.00
BUDGET ANAL III	40,303	0.80	67,303	0.71	0	0.00	0	0.00
ACCOUNTING GENERALIST I	33,300	1.00	0	0.00	0	0.00	0	0.00
PERSONNEL OFFICER	49,236	1.00	45,105	1.04	0	0.00	0	0.00
PERSONNEL ANAL I	39,249	0.99	38,092	1.00	0	0.00	0	0.00
EXECUTIVE I	44,078	1.00	45,373	0.76	0	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B1	138,746	2.00	78,048	0.84	0	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B2	0	0.00	84,382	0.71	0	0.00	0	0.00
HUMAN RESOURCES MGR B1	78,328	1.00	61,812	1.00	0	0.00	0	0.00
HUMAN RESOURCES MGR B2	0	0.00	85,033	0.81	0	0.00	0	0.00
STATE DEPARTMENT DIRECTOR	131,308	1.00	138,805	1.05	138,805	1.05	0	0.00
DEPUTY STATE DEPT DIRECTOR	86,989	0.80	0	0.00	91,760	0.79	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	73,189	1.20	90,441	2.04	75,441	1.04	0	0.00
DESIGNATED PRINCIPAL ASST DIV	4,775	0.06	66,897	0.01	0	0.00	0	0.00
LEGAL COUNSEL	8,336	0.16	634	0.00	10,637	1.00	0	0.00
CHIEF COUNSEL	111,282	1.00	150,018	1.68	121,149	1.04	0	0.00
SENIOR COUNSEL	0	0.00	818	0.00	0	0.00	0	0.00
OFFICE WORKER MISCELLANEOUS	0	0.00	189	0.00	0	0.00	0	0.00
DEPUTY GENERAL COUNSEL	67,239	0.97	74,228	1.42	89,514	1.12	0	0.00
MISCELLANEOUS TECHNICAL	0	0.00	2	0.00	0	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	9	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	40,421	0.81	58,502	0.58	0	0.00	0	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	136	0.00	0	0.00	0	0.00
ADMIN SUPPORT ASSISTANT	0	0.00	0	0.00	0	0.00	0	0.00
ADMIN SUPPORT PROFESSIONAL	0	0.00	0	0.00	72,714	1.62	0	0.00
AGENCY BUDGET SENIOR ANALYST	0	0.00	0	0.00	67,303	0.80	0	0.00
SENIOR ACCOUNTS ASSISTANT	0	0.00	0	0.00	46,386	1.11	0	0.00
ACCOUNTANT	0	0.00	0	0.00	82,832	1.21	0	0.00
INTERMEDIATE ACCOUNTANT	0	0.00	0	0.00	82,000	1.10	0	0.00
ACCOUNTANT MANAGER	0	0.00	0	0.00	97,207	1.35	0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ADMINISTRATIVE SERVICES								
CORE								
HUMAN RESOURCES GENERALIST	0	0.00	0	0.00	48,092	1.20	0	0.00
HUMAN RESOURCES SPECIALIST	0	0.00	0	0.00	60,105	1.24	0	0.00
HUMAN RESOURCES MANAGER	0	0.00	0	0.00	111,845	0.87	0	0.00
DIR OF LEGISLATIVE AFFAIRS	0	0.00	151	0.00	0	0.00	0	0.00
TOTAL - PS	1,023,530	15.59	1,178,732	15.54	1,195,790	16.54	0	0.00
TRAVEL, IN-STATE	14,578	0.00	16,906	0.00	16,906	0.00	0	0.00
TRAVEL, OUT-OF-STATE	6,760	0.00	12,790	0.00	12,790	0.00	0	0.00
FUEL & UTILITIES	0	0.00	2,505	0.00	2,505	0.00	0	0.00
SUPPLIES	28,738	0.00	28,118	0.00	28,118	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	10,442	0.00	64,071	0.00	52,071	0.00	0	0.00
COMMUNICATION SERV & SUPP	17,409	0.00	43,327	0.00	43,327	0.00	0	0.00
PROFESSIONAL SERVICES	46,602	0.00	69,454	0.00	69,454	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	658	0.00	658	0.00	0	0.00
M&R SERVICES	1,331	0.00	6,693	0.00	6,693	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	761	0.00	761	0.00	0	0.00
OFFICE EQUIPMENT	785	0.00	9,700	0.00	9,700	0.00	0	0.00
OTHER EQUIPMENT	2,977	0.00	11,758	0.00	11,758	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	328	0.00	328	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	720	0.00	720	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	15,265	0.00	15,265	0.00	0	0.00
MISCELLANEOUS EXPENSES	1,459	0.00	3,238	0.00	3,238	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	3,925	0.00	3,925	0.00	0	0.00
TOTAL - EE	131,081	0.00	290,217	0.00	278,217	0.00	0	0.00
PROGRAM DISTRIBUTIONS	24,217	0.00	1	0.00	12,001	0.00	0	0.00
REFUNDS	0	0.00	12,000	0.00	12,000	0.00	0	0.00
TOTAL - PD	24,217	0.00	12,001	0.00	24,001	0.00	0	0.00
GRAND TOTAL	\$1,178,828	15.59	\$1,480,950	15.54	\$1,498,008	16.54	\$0	0.00
GENERAL REVENUE	\$858,026	11.79	\$937,212	10.89	\$935,639	11.55		0.00
FEDERAL FUNDS	\$37,598	0.77	\$52,905	1.00	\$52,905	1.00		0.00
OTHER FUNDS	\$283,204	3.03	\$490,833	3.65	\$509,464	3.99		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.140

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.

	FY2018 Actual	FY2019 Actual	FY2020		FY2021* Projected	FY2022 Projected	FY2023 Projected
			Projected	Actual			
Number of Financial Transactions Processed	1,807	1,862	892	2,194	4,000	2,150	2,150
Number of Corrections on Financial Transactions	29	61	15	47	30	30	30
Number of Fiscal Notes Processed	574	423	300	308	300	300	300

Note 1: These are new activity measures; therefore, there is no Projected data for FY2018 and FY2019.

Note 2: Chart depicts financial transactions processed and Fiscal Notes processed by the DED Administration/Financial Systems unit only.

Note 3: Transactions were projected to decline due to reorganization; however, it actually increased due to Financial Systems directly processing more Division payments.

*Note 4: FY2021 Transaction Projections increased due to CARES Act Grant Programs and the anticipated increase of over 1,000 transactions

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

	FY2018 Actual	FY2019 Actual	FY2020		FY2021 Projected	FY2022 Projected	FY2023 Projected
			Projected	Actual			
Customer Service Experience	N/A	82%	84%	82%	86%	90%	90%

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

Note 2: FY2020 results based on September 2020 survey that included 102 respondents.

PROGRAM DESCRIPTION

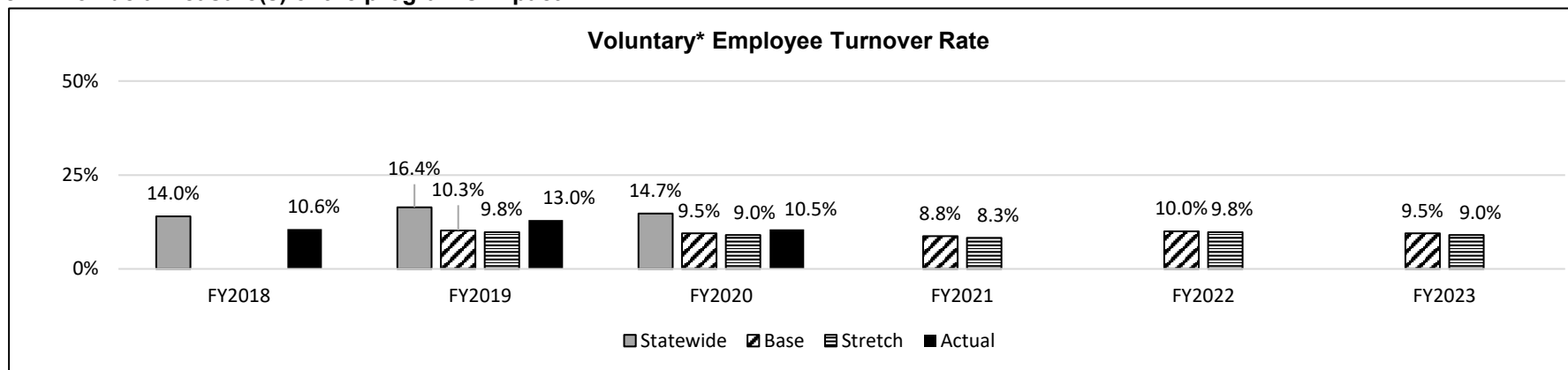
Department: Economic Development

HB Section(s): 7.140

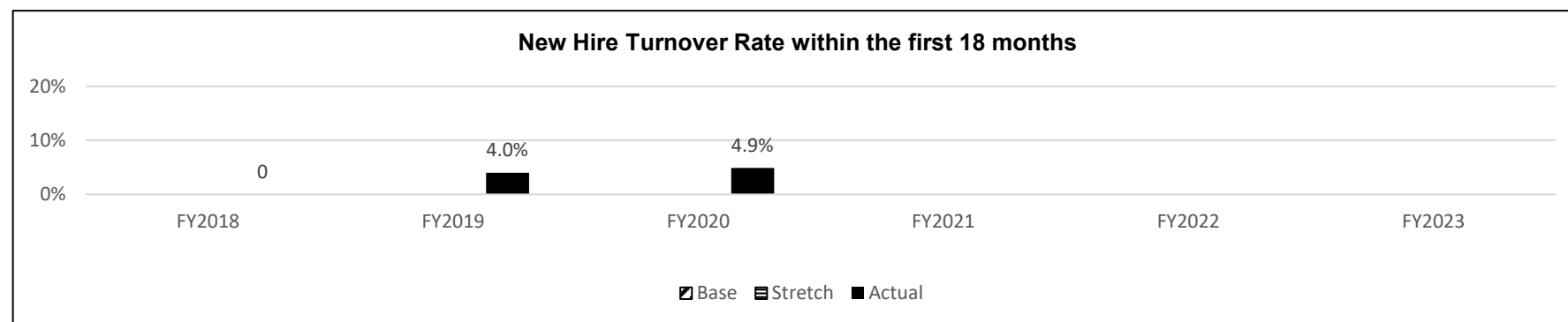
Program Name: Administration

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

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



**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.



Note 1: New measure; therefore, 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

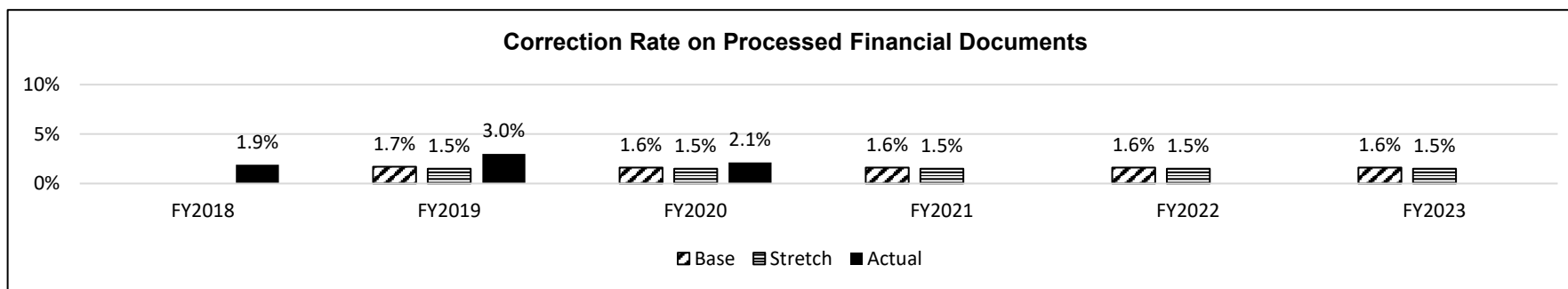
Department: Economic Development

HB Section(s): 7.140

Program Name: Administration

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

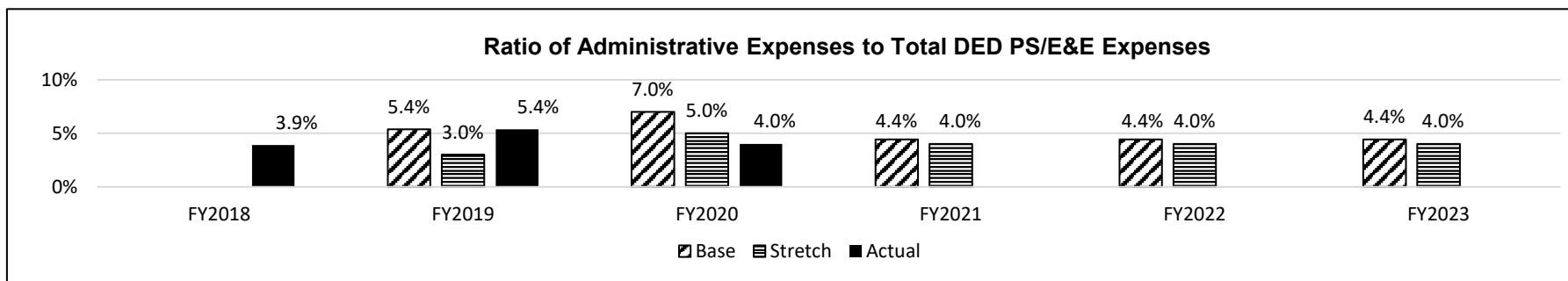
2c. Provide a measure(s) of the program's impact. (continued)



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.



Note 1: Results for FY2018 and 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.

Note 3: Base target is 3 year average of prior 3 years Actuals.

PROGRAM DESCRIPTION

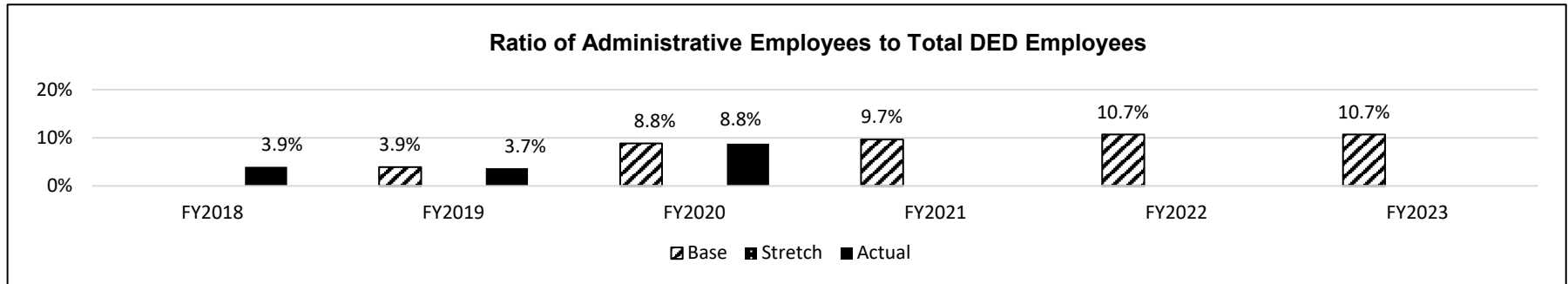
Department: Economic Development

HB Section(s): 7.140

Program Name: Administration

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

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



Note 1: Results for FY2018 and FY2019 reflect results prior to the Department's reorganization.

Note 2: Base target for FY2020 reflects the revised FTE numbers for the DED reorganization from 862.71 to 177.6. Administration Division FTE at 15.5.

Note 3: Department FTE reduced in FY2021 budget to 161 with total Administration Division FTE at 15.5.

Note 4: Department FTE reduced in FY2022 budget to 155 with total Administration Division FTE at 16.5.

PROGRAM DESCRIPTION

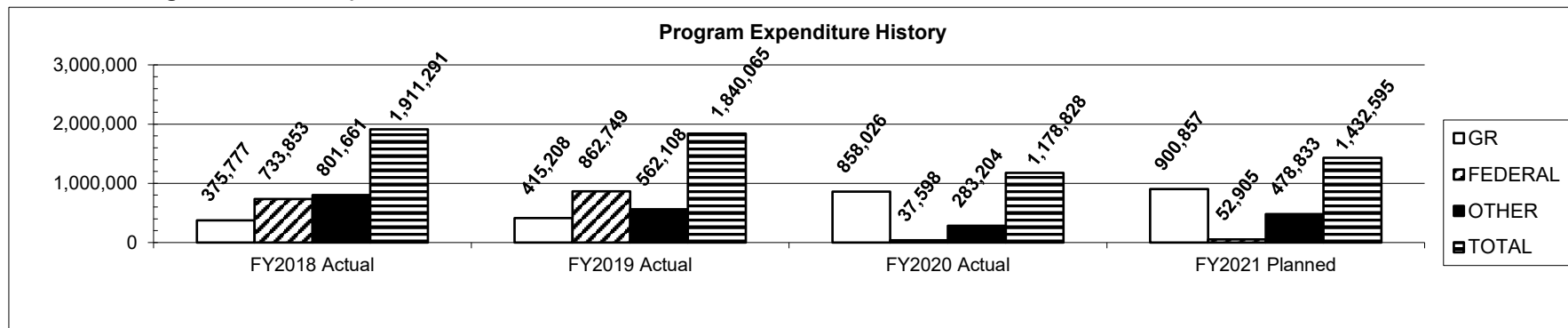
Department: **Economic Development**

HB Section(s): **7.140**

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 reflects 3% Governor's Reserve and Restriction.

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 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.

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>41930C</u>
Division: Administration	
Core: Transfers to Administrative Services Revolving Fund	HB Section <u>7.145</u>

1. CORE FINANCIAL SUMMARY

	FY 2022 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
<i>Est. Fringe</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>

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

	FY 2022 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
<i>Est. Fringe</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>

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:

Other Funds:
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)

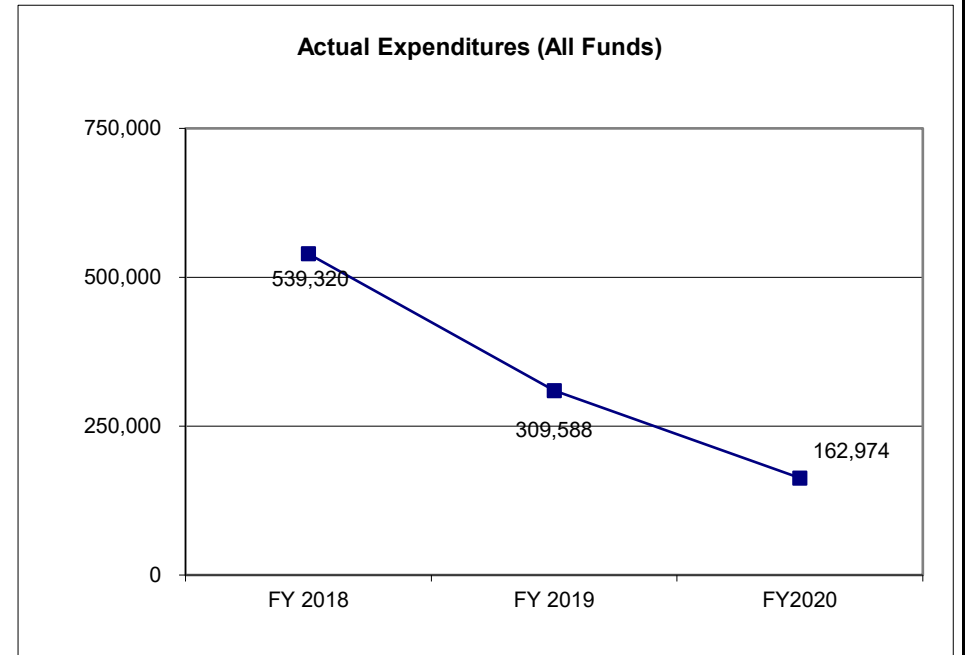
Transfers to Administrative Services

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>41930C</u>
Division: Administration	
Core: Transfers to Administrative Services Revolving Fund	HB Section <u>7.145</u>

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY2020 Actual	FY2021 Current Yr.
Appropriation (All Funds)	1,684,366	1,684,366	162,974	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	162,974	162,974
Actual Expenditures (All Funds)	539,320	309,588	162,974	N/A
Unexpended (All Funds)	1,145,046	1,374,778	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	984,526	1,008,576	0	N/A
Other	160,520	366,202	0	N/A
	(1)	(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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ADMIN SERVICES-TRANSFER								
CORE								
FUND TRANSFERS								
DIVISION OF TOURISM SUPPL REV	162,974	0.00	162,974	0.00	162,974	0.00	0	0.00
TOTAL - TRF	162,974	0.00	162,974	0.00	162,974	0.00	0	0.00
TOTAL	162,974	0.00	162,974	0.00	162,974	0.00	0	0.00
DED Administration Transfer - 1419004								
FUND TRANSFERS								
DIVISION OF TOURISM SUPPL REV	0	0.00	0	0.00	141,591	0.00	0	0.00
TOTAL - TRF	0	0.00	0	0.00	141,591	0.00	0	0.00
TOTAL	0	0.00	0	0.00	141,591	0.00	0	0.00
GRAND TOTAL	\$162,974	0.00	\$162,974	0.00	\$304,565	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ADMIN SERVICES-TRANSFER								
CORE								
TRANSFERS OUT	162,974	0.00	162,974	0.00	162,974	0.00	0	0.00
TOTAL - TRF	162,974	0.00	162,974	0.00	162,974	0.00	0	0.00
GRAND TOTAL	\$162,974	0.00	\$162,974	0.00	\$162,974	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	\$162,974	0.00	\$162,974	0.00	\$162,974	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.145

Program Name: Transfers to Administrative Services Revolving Fund

Program is found in the following core budget(s): Transfers to Administrative Services Revolving Fund

1a. What strategic priority does this program address?

Laser Focused, Data Driven, Customer Centric, One Team

1b. What does this program do?

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.

No performance measures are included for this program as it is Transfer Out and performance measures can be found in the DED Administration Core.

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

N/A

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

N/A

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

N/A

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

N/A

PROGRAM DESCRIPTION

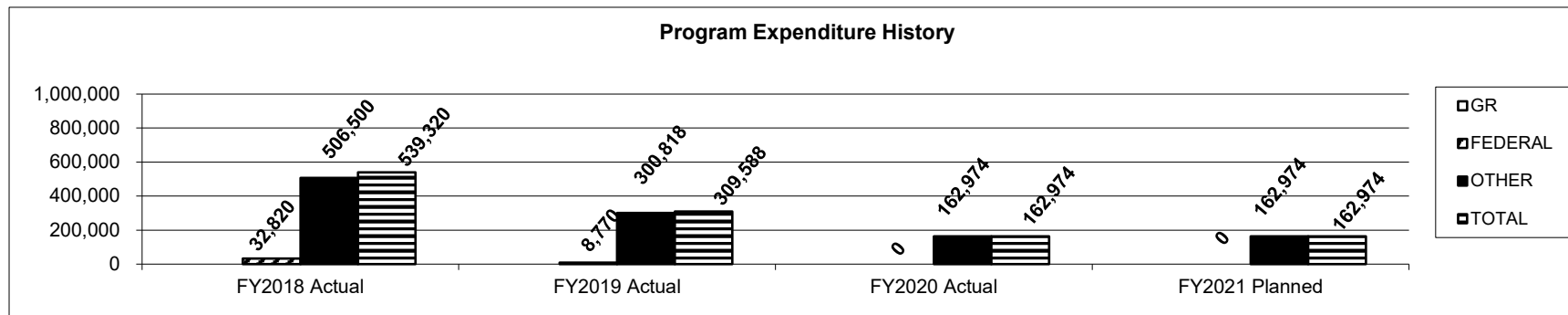
Department: Economic Development

HB Section(s): 7.145

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?

FY2018-FY2019: 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).
 FY2020-FY2021: Tourism Supplemental Revenue (0274)

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.

NEW DECISION ITEM

RANK: 5 OF 6

Department: Economic Development	Budget Unit <u>41930C</u>
Division: Administration	
DI Name: DED Administration Transfer DI# 1419004	HB Section <u>7.145</u>

1. AMOUNT OF REQUEST

	FY 2022 Budget Request					FY 2022 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	141,591	0	TRF	0	0	0	0
Total	0	0	141,591	0	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: MO One Start Job Development Fund (0600)
Economic Development Advancement Fund (0783)

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

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

The DED Administration Division uses a Cost Allocation Plan (CAP) to charge the DED Divisions a portion of funding to help cover the Administration Division's necessary salary, fringe and E&E. The CAP amounts charged to each Division is based on Division FTE and helps fund the areas of OA/ITSD costs, DED/Administration Division OA Lease costs, and the DED/Administration Personal Service and E&E costs.

These transfers are deposited into the Administrative Revolving Fund (0547) which is established under Section 620.015, RSMo, and may "contain moneys transferred or paid to the department of economic development in return for goods and services provided by the department of economic development for services to any governmental entity or the public."

NEW DECISION ITEM

RANK: 5 OF 6

Department: Economic Development	Budget Unit <u>41930C</u>
Division: Administration	
DI Name: DED Administration Transfer DI# 1419004	HB Section <u>7.145</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 Economic Development Advancement Fund (EDAF) was created in order to receive fees from the recipient of certain tax credits issued by DED. Recipients pay these fees upon the issuance of the tax credits. Section 620.1900.5 allows for a portion of these funds to be used for the costs of staffing and operating expenses for the program activities of the department of economic development, and for accountability functions.

The Missouri One Start Job Development Fund (MOSJDF) was created in order to receive moneys which may be appropriated to it by the general assembly in order to fund programs relating to job training, school-to-work transition, vocational and technical training programs. The MOSJDF portion being requested will cover the annual CAP payments being charged to the Missouri One Start Division. Currently, MOSJDF is funded through a General Revenue transfer.

Estimated cost of request	EDAF (0783)	MOSJDF (0600)
Total	117,695	23,896

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
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>
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Program Distributions							<u>0</u>		
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Transfers					<u>141,591</u>				
Total TRF	<u>0</u>		<u>0</u>		<u>141,591</u>		<u>0</u>		<u>0</u>
Grand Total	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>141,591</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM

RANK: 5 OF 6

Department: Economic Development	Budget Unit <u>41930C</u>
Division: Administration	
DI Name: DED Administration Transfer DI# 1419004	HB Section <u>7.145</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
							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		
							0		
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Program Distributions							0		
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>
Transfers							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>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>

NEW DECISION ITEM

RANK: 5 **OF** 6

Department: Economic Development	Budget Unit <u>41930C</u>
Division: Administration	
DI Name: DED Administration Transfer DI# 1419004	HB Section <u>7.145</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 Administration Core for performance measures.

6b. Provide a measure(s) of the program's quality.
Refer to the Administration Core for performance measures.

6c. Provide a measure(s) of the program's impact.
Refer to the Administration Core for performance measures.

6d. Provide a measure(s) of the program's efficiency.
Refer to the Administration Core for performance measures.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

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.

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ADMIN SERVICES-TRANSFER								
DED Administration Transfer - 1419004								
TRANSFERS OUT	0	0.00	0	0.00	141,591	0.00	0	0.00
TOTAL - TRF	0	0.00	0	0.00	141,591	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$141,591	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	\$141,591	0.00		0.00

CORE DECISION ITEM

Department Economic Development	Budget Unit 42636C
Division:	
Core: Legal Expense Fund Transfer	HB Section 7.150

1. CORE FINANCIAL SUMMARY

	FY 2022 Budget Request					FY 2022 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	1	0	0	1	TRF	0	0	0	0
Total	1	0	0	1	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:

Other Funds:

2. CORE DESCRIPTION

In FY2021, 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)

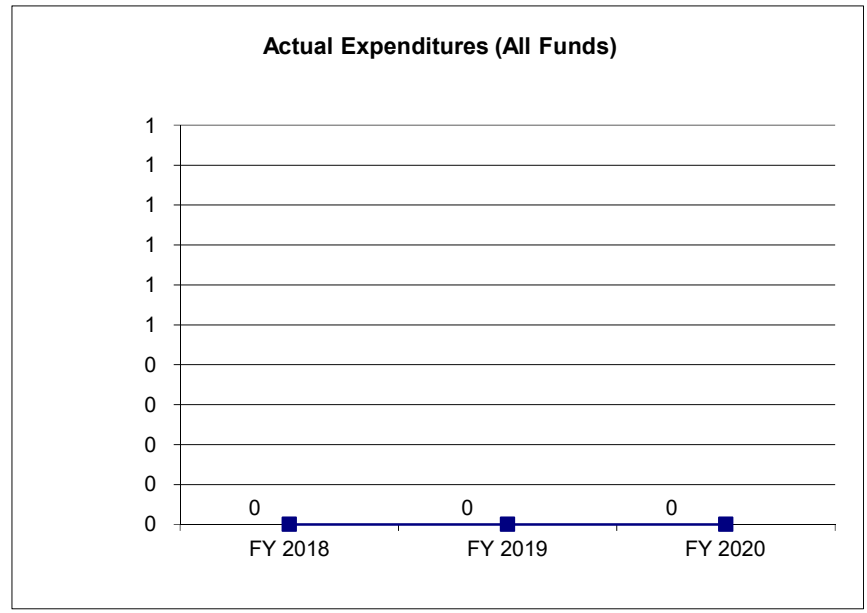
N/A

CORE DECISION ITEM

Department Economic Development	Budget Unit 42636C
Division:	
Core: Legal Expense Fund Transfer	HB Section 7.150

4. FINANCIAL HISTORY

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Current Yr.
Appropriation (All Funds)	1	1	1	1
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1	1	1	1
Actual Expenditures (All Funds)	0	0	0	N/A
Unexpended (All Funds)	1	1	1	N/A
Unexpended, by Fund:				
General Revenue	1	1	1	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 DEVELOPME
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	

Department of Economic Development

DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DED LEGAL EXPENSE FUND TRF								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL - TRF	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL	0	0.00	1	0.00	1	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$1	0.00	\$1	0.00	\$0	0.00

Department of Economic Development

DECISION ITEM DETAIL

Budget Unit	FY 2020	FY 2020	FY 2021	FY 2021	FY 2022	FY 2022	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DED LEGAL EXPENSE FUND TRF								
CORE								
TRANSFERS OUT	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL - TRF	0	0.00	1	0.00	1	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$1	0.00	\$1	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$1	0.00	\$1	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