

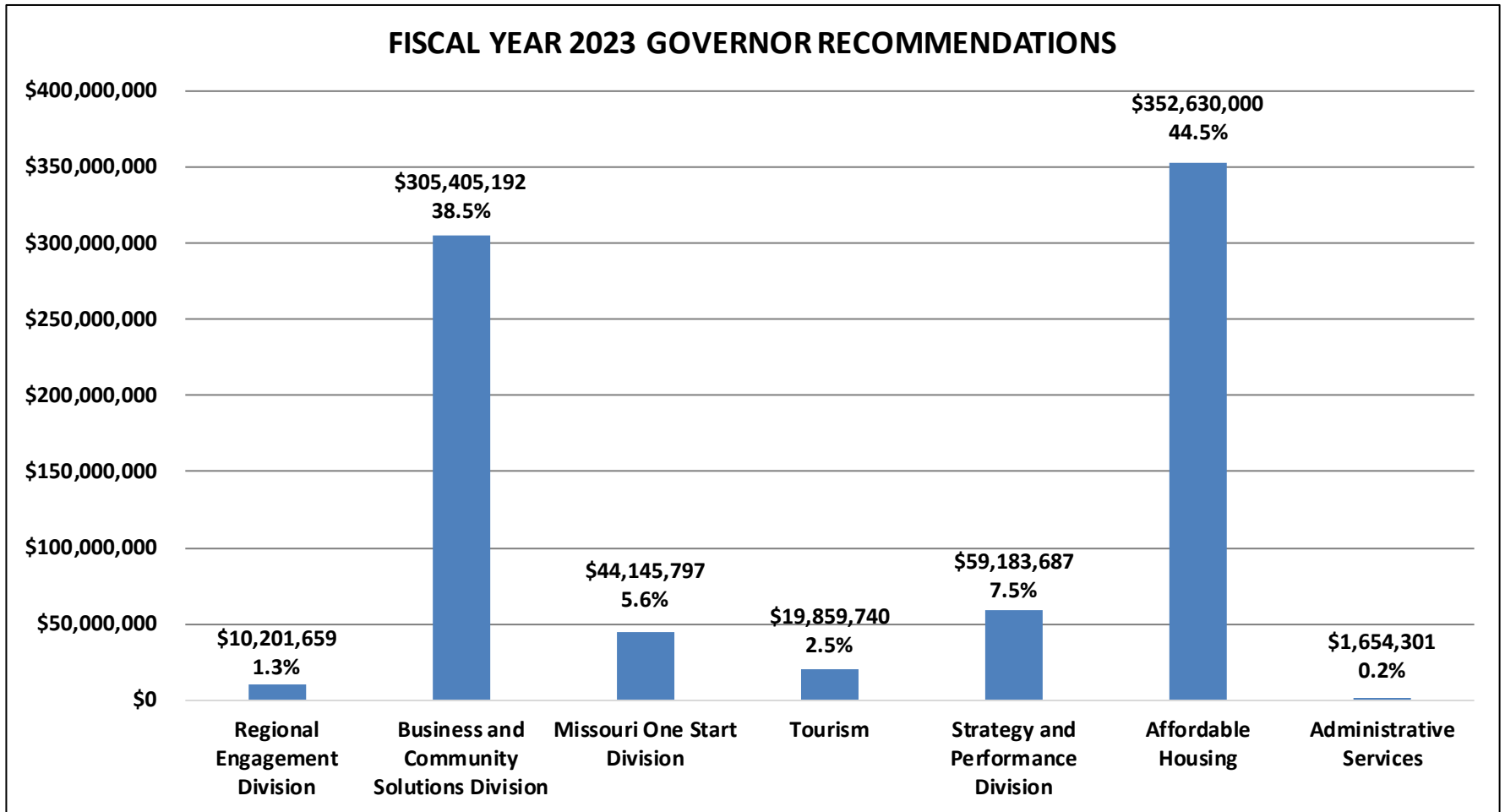
# DEPARTMENT OF ECONOMIC DEVELOPMENT

## FINANCIAL SUMMARY

	FY 2021 EXPENDITURE	FY 2022 APPROPRIATION	FY 2023 REQUEST	FY 2023 GOVERNOR RECOMMENDS
Regional Engagement Division	\$ 4,089,696	\$ 4,743,160	\$ 10,086,767	\$ 10,201,659
Business and Community Solutions Division	71,125,081	188,809,389	341,607,874	305,405,192
Missouri One Start Division	19,821,917	33,064,348	44,093,110	44,145,797
Tourism	18,014,003	20,809,914	20,181,126	19,859,740
Strategy and Performance Division	1,667,039	12,171,671	59,113,323	59,183,687
Affordable Housing	340,730,435	471,144,749	352,630,000	352,630,000
Administrative Services	1,140,551	1,497,965	1,509,922	1,654,301
State Legal Expense Fund Transfer	0	1	1	1
<b>DEPARTMENTAL TOTAL</b>	<b>\$ 456,588,722</b>	<b>\$ 732,241,197</b> <sup>1</sup>	<b>\$ 829,222,123</b>	<b>\$ 793,080,377</b> <sup>2</sup>
General Revenue Fund	62,317,792	71,826,113	88,502,966	88,536,473
Federal Funds	34,360,368	114,035,569	128,494,546	128,602,939
Federal Stimulus Funds	337,542,257	506,818,145	569,403,458	533,033,967
Other Funds	22,368,305	39,561,370	42,821,153	42,906,998
<b>Total Full-time Equivalent Employees</b>	<b>137.28</b>	<b>159.01</b>	<b>173.01</b>	<b>168.01</b>
General Revenue Fund	66.72	73.60	77.60	77.60
Federal Funds	28.53	29.18	36.18	32.18
Other Funds	42.03	56.23	59.23	58.23

<sup>1</sup> Does not include \$2,126,014 appropriated in House Bill 14 (2022) introduced January 5, 2022 during the second regular session of the 101<sup>st</sup> General Assembly and does not include \$8,259,837 recommended in Fiscal Year 2022 Supplemental Appropriations. See the Supplemental section of the Missouri budget for details regarding the Department of Economic Development supplemental appropriations.

<sup>2</sup> Does not include \$686,652,393 appropriated in House Bill 20 (2022). See the American Rescue Plan Act section of the Missouri budget for details regarding the additional Department of Economic Development appropriations.



**DEPARTMENT OF ECONOMIC DEVELOPMENT  
REGIONAL ENGAGEMENT DIVISION**

**FINANCIAL SUMMARY**

	<b>FY 2021 EXPENDITURE</b>	<b>FY 2022 APPROPRIATION</b>	<b>FY 2023 GOVERNOR RECOMMENDS</b>
Regional Engagement	\$ 1,089,696	\$ 1,743,160	\$ 4,701,659
International Trade and Investment Offices	0	0	1,500,000
Business Recruitment and Marketing	3,000,000	3,000,000	4,000,000
<b>TOTAL</b>	<b>\$ 4,089,696</b>	<b>\$ 4,743,160</b>	<b>\$ 10,201,659</b>
General Revenue Fund	810,947	1,197,264	2,366,630
Federal Funds	270,120	511,577	541,226
Other Funds	3,008,629	3,034,319	7,293,803
<b>Total Full-time Equivalent Employees</b>	<b>18.55</b>	<b>25.61</b>	<b>38.06</b>

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

**REGIONAL ENGAGEMENT**

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

**Fiscal Year 2023 Governor’s Recommendations**

- \$226,000 and four staff for regional engagement teams.
- \$114,892 for the remaining pay periods of the pay plan proposed to begin February 1, 2022, including \$87,822 general revenue.
- \$17,266 for the remaining pay periods of the Fiscal Year 2022 approved pay plan, including \$12,441 general revenue.
- \$2,602,411 and 8.45 staff reallocated from the Business and Community Solutions Division, including \$845,173 general revenue.
- (\$2,070) transferred to the Office of Administration’s Division of Facilities Management, Design and Construction.

**INTERNATIONAL TRADE AND INVESTMENT OFFICES**

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

**Fiscal Year 2023 Governor’s Recommendations**

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

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
REGIONAL ENGAGEMENT DIVISION**

**BUSINESS RECRUITMENT AND MARKETING**

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

**Fiscal Year 2023 Governor's Recommendations**

- \$1,000,000 Economic Development Advancement Fund for regionally targeted marketing.

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

**FINANCIAL SUMMARY**

	<b>FY 2021 EXPENDITURE</b>	<b>FY 2022 APPROPRIATION</b>	<b>FY 2023 GOVERNOR RECOMMENDS</b>
Business and Community Solutions	\$ 3,226,100	\$ 7,780,289	\$ 12,157,845
International Trade and Investment Offices	1,244,700	1,500,000	0
Missouri Technology Investment	970,000	3,000,000	4,000,000
Community Development Block Grant Program	27,114,104	135,123,396	135,123,396
State Small Business Credit Initiative	0	0	94,855,803
Community Redevelopment and Assistance	38,570,177	41,405,704	59,268,148
<b>TOTAL</b>	<b>\$ 71,125,081</b>	<b>\$ 188,809,389</b>	<b>\$ 305,405,192</b>
General Revenue Fund	35,211,434	40,915,799	46,159,944
Federal Funds	33,983,422	143,513,154	258,091,124
Other Funds	1,930,225	4,380,436	1,154,124
<b>Total Full-time Equivalent Employees</b>	<b>50.79</b>	<b>59.45</b>	<b>53.00</b>

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

**Fiscal Year 2023 Governor’s Recommendations**

- \$6,800,000 federal funds and one staff for two grants available through the American Rescue Plan Act.
- \$154,664 for the remaining pay periods of the pay plan proposed to begin February 1, 2022, including \$66,826 general revenue.
- \$25,303 for the remaining pay periods of the Fiscal Year 2022 approved pay plan, including \$10,835 general revenue.
- (\$2,602,411) and (8.45) staff reallocated to the Regional Engagement Division, including (\$845,173) general revenue.

**INTERNATIONAL TRADE AND INVESTMENT OFFICES**

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

**Fiscal Year 2023 Governor’s Recommendations**

- (\$1,500,000) Economic Development Advancement Fund reallocated to the Regional Engagement Division.

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

**MISSOURI TECHNOLOGY INVESTMENT**

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

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

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

**Fiscal Year 2023 Governor's Recommendations**

- \$3,000,000 for the Missouri Technology Corporation.
- (\$2,000,000) core reduction for one-time expenditures.

**COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM**

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

**Fiscal Year 2023 Governor's Recommendations**

Continue funding at the current level.

**STATE SMALL BUSINESS CREDIT INITIATIVE**

The State Small Business Credit Initiative (SSBCI) is a federal initiative that provides funds to states in order to increase the amount of private capital available to small businesses. The SSBCI program in Missouri assists small businesses in accessing credit and venture capital.

**Fiscal Year 2023 Governor's Recommendations**

- \$94,855,803 federal funds for the State Small Business Credit Initiative.

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

**SMALL BUSINESS STIMULUS GRANT PROGRAM**

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

**Fiscal Year 2023 Governor's Recommendations**

Continue funding at the current level.

**COMMUNITY REDEVELOPMENT AND ASSISTANCE**

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

**Fiscal Year 2023 Governor's Recommendations**

- \$12,827,149 federal funds and one staff for the Missouri Community Service Commission.
- \$5,011,657 for current tax increment financing projects.
- \$21,027 federal funds for the remaining pay periods of the pay plan proposed to begin February 1, 2022.
- \$2,611 federal funds for the remaining pay periods of the Fiscal Year 2022 approved pay plan.

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

**FINANCIAL SUMMARY**

	<b>FY 2021 EXPENDITURE</b>	<b>FY 2022 APPROPRIATION</b>	<b>FY 2023 GOVERNOR RECOMMENDS</b>
Missouri One Start	\$ 36,827	\$ 41,871	\$ 44,612
Missouri One Start Job Development Fund	5,835,796	6,022,477	17,101,185
Missouri One Start Community College New Jobs Training	7,153,985	16,000,000	11,000,000
Missouri One Start Community College Job Retention Training	6,795,309	11,000,000	16,000,000
<b>TOTAL</b>	<b>\$ 19,821,917</b>	<b>\$ 33,064,348</b>	<b>\$ 44,145,797</b>
General Revenue Fund	5,872,623	6,064,348	17,145,797
Other Funds	13,949,294	27,000,000	27,000,000
<b>Total Full-time Equivalent Employees</b>	<b>8.99</b>	<b>9.00</b>	<b>12.00</b>

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

**Fiscal Year 2023 Governor’s Recommendations**

- \$2,326 for the remaining pay periods of the pay plan proposed to begin February 1, 2022.
- \$415 for the remaining pay periods of the Fiscal Year 2022 approved pay plan.
- Three staff for the Missouri One Start Program.

**MISSOURI ONE START JOB DEVELOPMENT FUND**

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

**Fiscal Year 2023 Governor’s Recommendations**

- \$11,022,155 for the Missouri One Start Program.
- \$50,361 for increased transfer to the Missouri One Start Job Development Fund for the remaining pay periods of the pay plan proposed to begin February 1, 2022 and related fringe costs.
- \$6,192 for increased transfer to the Missouri One Start Job Development Fund for the remaining pay periods of the Fiscal Year 2022 approved pay plan and related fringe costs.

**MISSOURI ONE START COMMUNITY COLLEGE NEW JOBS TRAINING PROGRAM**

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

**Fiscal Year 2023 Governor’s Recommendations**

- (\$5,000,000) Missouri One Start Community College New Jobs Training Fund reallocated to the Missouri One Start Community College Job Retention Training Program.



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

**MISSOURI ONE START COMMUNITY COLLEGE JOB RETENTION TRAINING PROGRAM**

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

**Fiscal Year 2023 Governor's Recommendations**

- \$5,000,000 Missouri One Start Community College Job Retention Training Fund reallocated from the Missouri One Start Community College New Jobs Training Program.

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
TOURISM**

**FINANCIAL SUMMARY**

	<b>FY 2021 EXPENDITURE</b>	<b>FY 2022 APPROPRIATION</b>	<b>FY 2023 GOVERNOR RECOMMENDS</b>
Tourism Commission			
<b>TOTAL</b>	<b>\$ 18,014,003</b>	<b>\$ 20,809,914</b>	<b>\$ 19,859,740</b>
General Revenue Fund	18,007,276	20,785,414	19,835,240
Other Funds	6,727	24,500	24,500
<b>Total Full-time Equivalent Employees</b>	<b>27.45</b>	<b>31.50</b>	<b>30.50</b>

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

**Fiscal Year 2023 Governor’s Recommendations**

- \$178,614 for increased transfer to the Division of Tourism Supplemental Revenue Fund for the remaining pay periods of the pay plan proposed to begin February 1, 2022 and related fringe costs.
- \$21,212 for increased transfer to the Division of Tourism Supplemental Revenue Fund for the remaining pay periods of the Fiscal Year 2022 approved pay plan and related fringe costs.
- (\$1,150,000) core reduction for one-time expenditures.
- (One) staff core reduction from the Fiscal Year 2022 appropriation level.

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

**FINANCIAL SUMMARY**

	<b>FY 2021 EXPENDITURE</b>	<b>FY 2022 APPROPRIATION</b>	<b>FY 2023 GOVERNOR RECOMMENDS</b>
Strategy and Performance			
<b>TOTAL</b>	<b>\$ 1,667,039</b>	<b>\$ 12,171,671</b>	<b>\$ 59,183,687</b>
General Revenue Fund	1,554,598	1,919,269	1,983,080
Federal Funds	64,266	10,080,818	56,817,761
Other Funds	48,175	171,584	382,846
<b>Total Full-time Equivalent Employees</b>	<b>15.38</b>	<b>16.91</b>	<b>17.91</b>

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

**Fiscal Year 2023 Governor’s Recommendations**

- \$56,180,886 federal funds and one staff for grants to provide broadband access to underserved areas.
- \$548,757 federal funds for the National Security Crossroads Initiative.
- \$200,000 Economic Development Advancement Fund for evaluating and improving department programs.
- \$70,364 for the remaining pay periods of the pay plan proposed to begin February 1, 2022, including \$54,174 general revenue.
- \$12,009 for the remaining pay periods of the Fiscal Year 2022 approved pay plan, including \$9,637 general revenue.
- (\$10,000,000) federal funds core reduction for one-time expenditures.

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
AFFORDABLE HOUSING**

**FINANCIAL SUMMARY**

	<b>FY 2021 EXPENDITURE</b>	<b>FY 2022 APPROPRIATION</b>	<b>FY 2023 GOVERNOR RECOMMENDS</b>
Missouri Housing Development Commission			
<b>TOTAL</b>	<b>\$ 340,730,435</b>	<b>\$ 471,144,749</b>	<b>\$ 352,630,000</b>
Federal Funds	337,542,257	466,694,749	346,130,000
Other Funds	3,188,178	4,450,000	6,500,000
<b>Total Full-time Equivalent Employees</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

**MISSOURI HOUSING TRUST**

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

**Fiscal Year 2023 Governor's Recommendations**

- \$216,000,000 federal funds for Emergency Rental Assistance.
- \$126,000,000 federal funds for Homeowner Assistance.
- \$2,050,000 Missouri Housing Trust Fund for grants to assist low-income persons and families.
- \$4,130,000 federal funds transferred from the Department of Social Services for the Emergency Solutions Program.
- (\$466,694,749) federal funds core reduction for one-time expenditures.

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
ADMINISTRATIVE SERVICES**

**FINANCIAL SUMMARY**

	<b>FY 2021 EXPENDITURE</b>	<b>FY 2022 APPROPRIATION</b>	<b>FY 2023 GOVERNOR RECOMMENDS</b>
Administrative Services			
<b>TOTAL</b>	<b>\$ 1,140,551</b>	<b>\$ 1,497,965</b>	<b>\$ 1,654,301</b>
General Revenue Fund	860,914	944,018	1,045,781
Federal Funds	42,560	53,416	56,795
Other Funds	237,077	500,531	551,725
<b>Total Full-time Equivalent Employees</b>	<b>16.12</b>	<b>16.54</b>	<b>16.54</b>

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

**Fiscal Year 2023 Governor's Recommendations**

- \$73,886 for development and delivery of process improvement and performance management within the department, including \$44,332 general revenue.
- \$70,493 for the remaining pay periods of the pay plan proposed to begin February 1, 2022, including \$49,052 general revenue.
- \$11,957 for the remaining pay periods of the Fiscal Year 2022 approved pay plan, including \$8,379 general revenue.