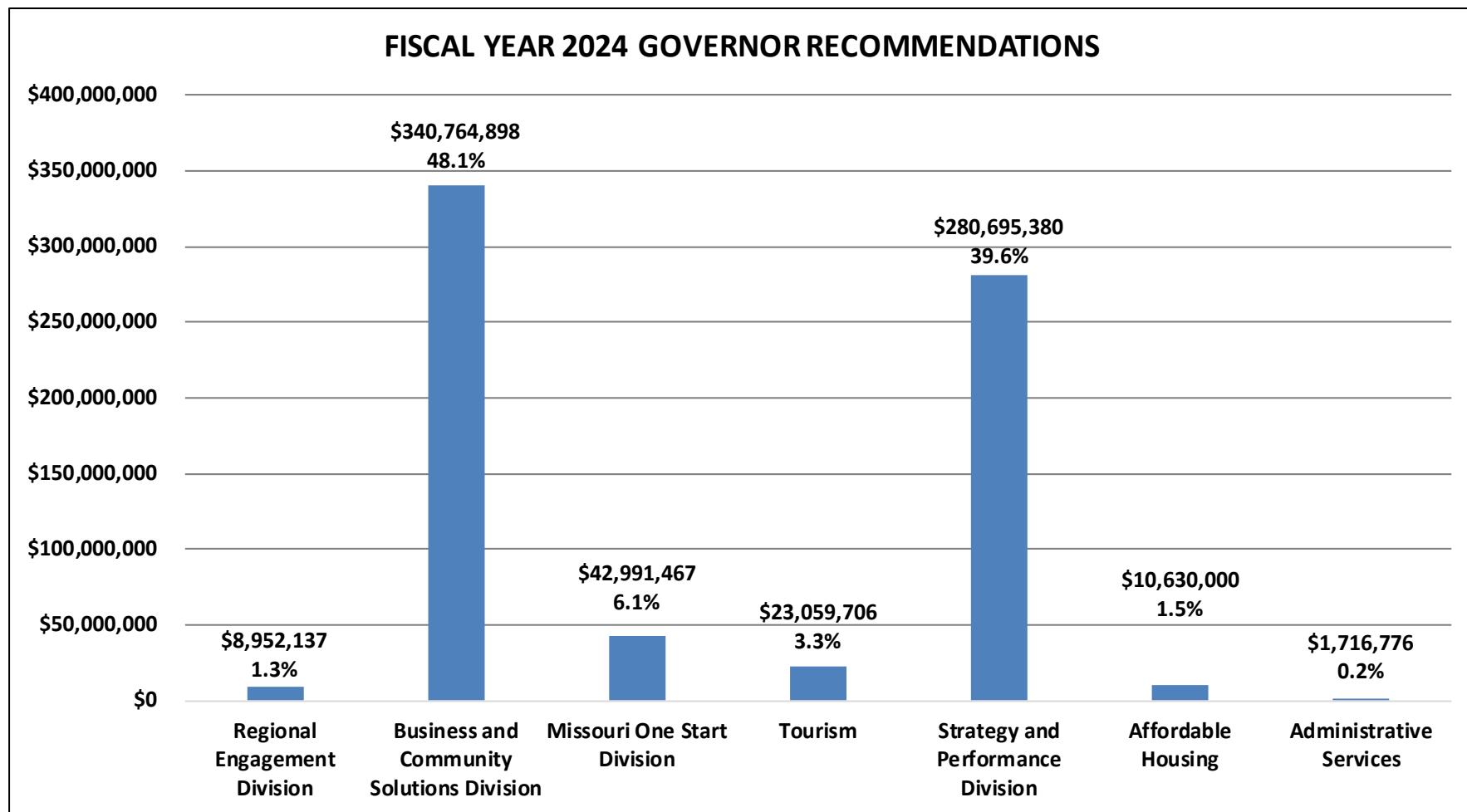


DEPARTMENT OF ECONOMIC DEVELOPMENT

FINANCIAL SUMMARY

| | FY 2022 EXPENDITURE | FY 2023 APPROPRIATION | FY 2024 REQUEST | FY 2024 GOVERNOR RECOMMENDS |
|---|------------------------|--------------------------|-------------------------|-----------------------------------|
| Regional Engagement Division | \$ 4,365,898 | \$ 9,902,421 | \$ 8,783,185 | \$ 8,952,137 |
| Business and Community Solutions Division | 84,385,121 | 334,306,341 | 314,934,144 | 340,764,898 |
| Missouri One Start Division | 19,159,673 | 44,829,974 | 42,951,179 | 42,991,467 |
| Tourism | 20,161,852 | 29,709,740 | 22,859,740 | 23,059,706 |
| Strategy and Performance Division | 1,594,626 | 52,244,293 | 280,655,230 | 280,695,380 |
| Affordable Housing | 398,209,472 | 226,630,000 | 10,630,000 | 10,630,000 |
| Administrative Services | 1,243,661 | 1,678,197 | 1,575,287 | 1,716,776 |
| State Legal Expense Fund Transfer | 0 | 1 | 1 | 1 |
| DEPARTMENTAL TOTAL | \$ 529,120,303 | \$ 699,300,967 | * \$ 682,388,766 | \$ 708,810,365 |
| General Revenue Fund | 64,450,113 | 101,945,308 | 100,538,954 | 101,663,323 |
| Federal Funds | 46,608,409 | 163,954,088 | 384,380,375 | 409,667,927 |
| Federal Stimulus Funds | 394,554,400 | 390,294,573 | 156,168,596 | 156,183,418 |
| Other Funds | 23,507,381 | 43,106,998 | 41,300,841 | 41,295,697 |
| Total Full-time Equivalent Employees | 127.02 | 166.01 | 173.16 | 177.16 |
| General Revenue Fund | 61.75 | 86.60 | 95.60 | 99.60 |
| Federal Funds | 27.08 | 32.18 | 35.18 | 35.18 |
| Other Funds | 38.19 | 47.23 | 42.38 | 42.38 |

* Does not include \$486,266 recommended in House Bill 14 (2023). See the Supplemental section of the Missouri budget for details regarding the Department of Economic Development supplemental appropriations.



**DEPARTMENT OF ECONOMIC DEVELOPMENT
REGIONAL ENGAGEMENT DIVISION**

FINANCIAL SUMMARY

| | FY 2022 EXPENDITURE | FY 2023 APPROPRIATION | FY 2024 GOVERNOR RECOMMENDS |
|---|------------------------|--------------------------|-----------------------------------|
| Regional Engagement | \$ 1,365,898 | \$ 4,402,421 | \$ 3,952,137 |
| International Trade and Investment Offices | 0 | 1,500,000 | 1,500,000 |
| Business Recruitment and Marketing | 3,000,000 | 4,000,000 | 3,500,000 |
| TOTAL | \$ 4,365,898 | \$ 9,902,421 | \$ 8,952,137 |
| General Revenue Fund | 1,075,611 | 2,067,392 | 2,501,350 |
| Federal Funds | 290,287 | 541,226 | 474,518 |
| Other Funds | 3,000,000 | 7,293,803 | 5,976,269 |
| Total Full-time Equivalent Employees | 18.71 | 36.06 | 35.88 |

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 2024 Governor's Recommendations

- \$300,000 to recruit staff to work with community and regional partners.
- \$168,952 for pay plan, including \$133,958 general revenue.
- (\$919,236) federal and other funds and (0.18) staff core reduction from the Fiscal Year 2023 appropriation level.

INTERNATIONAL TRADE AND INVESTMENT OFFICES

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

Fiscal Year 2024 Governor's Recommendations

Continue funding at the current level.

**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 2024 Governor's Recommendations

- \$500,000 Economic Development Advancement Fund for regionally targeted marketing.
- (\$1,000,000) Economic Development Advancement Fund core reduction for one-time expenditures.

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

FINANCIAL SUMMARY

| | FY 2022 EXPENDITURE | FY 2023 APPROPRIATION | FY 2024 GOVERNOR RECOMMENDS |
|---|------------------------|--------------------------|-----------------------------------|
| Business and Community Solutions | \$ 3,528,366 | \$ 13,358,994 | \$ 7,241,596 |
| International Trade and Investment Offices | 1,492,900 | 0 | 0 |
| Missouri Technology Investment | 2,910,000 | 31,000,000 | 16,000,000 |
| Community Development Block Grant Program | 39,597,024 | 135,123,396 | 135,123,396 |
| State Small Business Credit Initiative | 0 | 94,855,803 | 94,855,803 |
| Community Redevelopment and Assistance | 36,856,831 | 59,968,148 | 62,544,103 |
| Creating Helpful Incentives to Produce Semiconductors (CHIPS) Program | 0 | 0 | 25,000,000 |
| TOTAL | \$ 84,385,121 | \$ 334,306,341 | \$ 340,764,898 |
| General Revenue Fund | 35,010,512 | 58,159,944 | 59,891,862 |
| Federal Funds | 46,661,134 | 274,792,273 | 279,690,803 |
| Other Funds | 2,713,475 | 1,354,124 | 1,182,233 |
| Total Full-time Equivalent Employees | 45.83 | 53.00 | 65.00 |

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

Fiscal Year 2024 Governor's Recommendations

- \$525,000 for the tourism infrastructure program.
- \$455,955 and five staff to administer a tax credit program for child care providers.
- \$313,421 and four staff to administer legislation.
- \$257,165 and four staff to consolidate and streamline duplicate data reporting systems.
- \$23,527 Economic Development Advancement Fund for Delta Regional Authority dues.
- \$310,380 for pay plan, including \$174,577 general revenue.
- (\$7,000,000) federal funds core reduction for one-time expenditures.
- (\$1,002,846) federal funds and (one) staff reallocated to the Strategy and Performance Division to support a planning process for economic recovery related items.

**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 2024 Governor's Recommendations

- (\$15,000,000) federal funds 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. To better meet the needs of Missourians, DED is dividing the CDBG budget into three separate units: Community Development Block Grant Program, Community Development Block Grant Disaster Recovery Program, and Community Development Block Grant Federal Stimulus Program.

CDBG-Disaster Recovery (CDBG-DR) Program

The CDBG-DR program provides federal grants awarded by the U.S. Department of Housing and Urban Development (HUD) to alleviate unmet housing, infrastructure, and economic revitalization needs due to severe storm and flooding events. CDBG-DR is managing federal funds in response to spring flooding and tornado events. CDBG-DR is also managing CDBG Mitigation funding to help communities lessen the impacts of disasters.

CDBG- Federal Stimulus (CDBG-CV) Program

In response to the Coronavirus, the U.S. Department of Housing and Urban Development (HUD) awarded Missouri federal funds from the CARES Act to help the state prepare, respond, and recover from COVID-19 pandemic impacts to Missouri's economy. Community-eligible projects include infrastructure improvement and expansion, community facility improvements and additions, demolition of vacant, dilapidated structures, economic development projects that help business and spur entrepreneurship, and assistance to address conditions that pose a threat to the health and welfare of the community.

Fiscal Year 2024 Governor's Recommendations

Continue funding at the current level.

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

STATE SMALL BUSINESS CREDIT INITIATIVE

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

Fiscal Year 2024 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 2024 Governor's Recommendations

- \$3,035,063 federal funds for the Missouri Community Service Commission.
- \$40,892 for pay plan, including \$5,800 general revenue.
- (\$500,000) federal funds core reduction for one-time expenditures.

CREATING HELPFUL INCENTIVES TO PRODUCE SEMICONDUCTORS (CHIPS) AND SCIENCE ACT

This is a new program that allows DED to engage Missouri companies and stakeholders in the semiconductor industry to understand the needs in research, the competitive position as a state, program development needs, and workforce pipeline development strategies in the semiconductor industry.

- \$25,000,000 federal funds to engage stakeholders in the semiconductor industry.

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

FINANCIAL SUMMARY

| | FY 2022 EXPENDITURE | FY 2023 APPROPRIATION | FY 2024 GOVERNOR RECOMMENDS |
|---|------------------------|--------------------------|-----------------------------------|
| Missouri One Start | \$ 22,424 | \$ 813,139 | \$ 874,632 |
| Missouri One Start Job Development Fund Transfer | 5,841,803 | 0 | 0 |
| Missouri One Start Job Development Program | 0 | 15,116,835 | 15,116,835 |
| Missouri One Start Community College Training | 0 | 0 | 27,000,000 |
| Missouri One Start Community College New Jobs Training | 5,848,913 | 11,000,000 | 0 |
| Missouri One Start Community College Job Retention Training | 7,446,533 | 16,000,000 | 0 |
| Innovation Center | 0 | 1,900,000 | 0 |
| TOTAL | \$ 19,159,673 | \$ 44,829,974 | \$ 42,991,467 |
| General Revenue Fund | 5,864,227 | 17,829,974 | 15,991,467 |
| Other Funds | 13,295,446 | 27,000,000 | 27,000,000 |
| Total Full-time Equivalent Employees | 8.61 | 12.00 | 12.00 |

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

Fiscal Year 2024 Governor's Recommendations

- \$61,493 general revenue for pay plan.

MISSOURI ONE START JOB DEVELOPMENT FUND

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

Fiscal Year 2024 Governor's Recommendations

Continue funding at the current level.

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

MISSOURI ONE START COMMUNITY COLLEGE TRAINING PROGRAM

The Missouri One Start Community College Training Program was created when legislation was passed in the 2022 session that combines the Missouri Works Community College New Jobs and Missouri One Start Community College Job Retention Training Funds. This necessitates a change in how the budget is structured. The legislature combined the funds to streamline the process for participating employers and to allow greater flexibility to use the funds for not only new and retained jobs, but also for recruitment services for existing businesses in order for companies to remain competitive.

Fiscal Year 2024 Governor's Recommendations

- \$27,000,000 Missouri One Start Community College Training Fund to provide job training services.

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 2024 Governor's Recommendations

- (\$11,000,000) Missouri One Start Community College New Jobs Training Fund core reduction from the Fiscal Year 2023 appropriation level.

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 2024 Governor's Recommendations

- (\$16,000,000) Missouri One Start Community College Job Retention Training Fund core reduction from the Fiscal Year 2023 appropriation level.

INNOVATION CENTER

The Hannibal Innovation Center, part of the Hannibal School District, provides technical education so that student training matches the current and future needs of local employers.

Fiscal Year 2024 Governor's Recommendations

- (\$1,900,000) core reduction from the Fiscal Year 2023 appropriation level.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
TOURISM**

FINANCIAL SUMMARY

| | FY 2022 EXPENDITURE | FY 2023 APPROPRIATION | FY 2024 GOVERNOR RECOMMENDS |
|---|------------------------|--------------------------|-----------------------------------|
| Tourism Commission | | | |
| TOTAL | \$ 20,161,852 | \$ 29,709,740 | \$ 23,059,706 |
| General Revenue Fund | 20,161,852 | 20,835,240 | 20,035,206 |
| Federal Funds | 0 | 8,850,000 | 3,000,000 |
| Other Funds | 0 | 24,500 | 24,500 |
| Total Full-time Equivalent Employees | 24.75 | 30.50 | 30.50 |

The Division of Tourism is responsible for promoting Missouri as a premier destination for domestic and international travelers. The division implements strategic investments in travel promotion with integrated marketing strategies that provide economic benefits for Missouri. Travel promotion programs spur interest in visiting destinations among potential travelers. Stronger travel interest generates more visitors. The division operates 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 2024 Governor's Recommendations

- \$199,966 for pay plan.
- (\$6,850,000) core reduction for one-time expenditures, including (\$1,000,000) general revenue.

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

FINANCIAL SUMMARY

| | FY 2022 EXPENDITURE | FY 2023 APPROPRIATION | FY 2024 GOVERNOR RECOMMENDS |
|---|------------------------|--------------------------|-----------------------------------|
| Strategy and Performance | | | |
| TOTAL | \$ 1,594,626 | \$ 52,244,293 | \$ 280,695,380 |
| General Revenue Fund | 1,463,144 | 1,983,080 | 2,110,539 |
| Federal Funds | 68,789 | 49,878,367 | 278,494,442 |
| Other Funds | 62,693 | 382,846 | 90,399 |
| Total Full-time Equivalent Employees | 12.70 | 17.91 | 17.24 |

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 2024 Governor's Recommendations

- \$247,656,212 federal funds for grants to provide broadband access to underserved areas.
- \$1,000,000 federal funds for investments in smart manufacturing technologies.
- \$100,000 federal funds for evaluating the effectiveness and efficiency of department programs.
- \$118,505 for pay plan, including \$93,213 general revenue.
- \$1,002,846 federal funds and one staff reallocated from the Business and Community Solutions Division to support a planning process for economic recovery related items.
- \$60,410 reallocated from Administrative Services to the Strategy and Performance Division for an Operation Excellence Coordinator, including \$34,246 general revenue.
- (\$21,286,886) federal and other funds and (1.67) staff core reduction from the Fiscal Year 2023 appropriation level.
- (\$200,000) Economic Development Advancement Fund core reduction for one-time expenditures.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
AFFORDABLE HOUSING**

FINANCIAL SUMMARY

| | FY 2022 EXPENDITURE | FY 2023 APPROPRIATION | FY 2024 GOVERNOR RECOMMENDS |
|---|------------------------|--------------------------|-----------------------------------|
| Missouri Housing Development Commission | | | |
| TOTAL | \$ 398,209,472 | \$ 226,630,000 | \$ 10,630,000 |
| Federal Funds | 394,092,639 | 220,130,000 | 4,130,000 |
| Other Funds | 4,116,833 | 6,500,000 | 6,500,000 |
| Total Full-time Equivalent Employees | 0.00 | 0.00 | 0.00 |

MISSOURI HOUSING TRUST

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

Fiscal Year 2024 Governor's Recommendations

- (\$216,000,000) federal funds core reduction for one-time expenditures.

**DEPARTMENT OF ECONOMIC DEVELOPMENT
ADMINISTRATIVE SERVICES**

FINANCIAL SUMMARY

| | FY 2022 EXPENDITURE | FY 2023 APPROPRIATION | FY 2024 GOVERNOR RECOMMENDS |
|---|------------------------|--------------------------|-----------------------------------|
| Administrative Services | | | |
| TOTAL | \$ 1,243,661 | \$ 1,678,197 | \$ 1,716,776 |
| General Revenue Fund | 874,767 | 1,069,677 | 1,132,898 |
| Federal Funds | 49,960 | 56,795 | 61,582 |
| Other Funds | 318,934 | 551,725 | 522,296 |
| Total Full-time Equivalent Employees | 16.42 | 16.54 | 16.54 |

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

Fiscal Year 2024 Governor's Recommendations

- \$141,489 for pay plan, including \$98,967 general revenue.
- (\$60,410) reallocated to the Strategy and Performance Division for an Operation Excellence Coordinator, including (\$34,246) general revenue.
- (\$40,000) Administrative Revolving Fund core reduction from the Fiscal Year 2023 appropriation level.
- (\$2,500) core reduction for one-time expenditures, including (\$1,500) general revenue.