



**Michael Lanahan, Business and Community Solutions
Director**

October 3, 2019

This has been a *landmark* year for economic development in **Missouri**

- We saw 35,000 jobs created in the last year - our team touched one third of them
- Since July 2018, 209 companies have committed to training over 26,000 Missouri workers through the state's workforce development programs
- According to the U.S. Department of Commerce, we were the **number one** state in the country for foreign direct investment

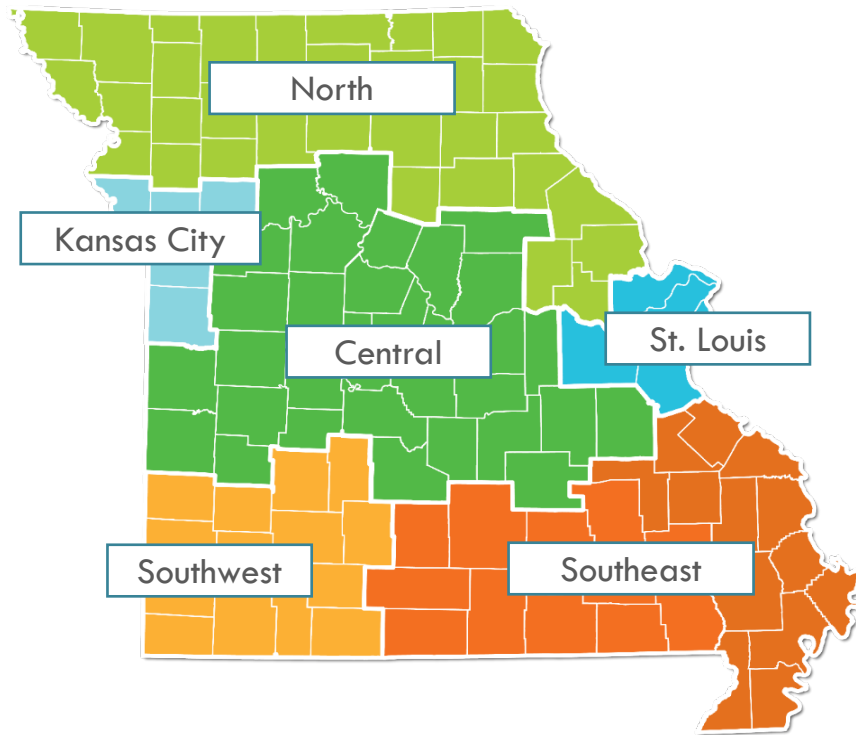
And...

Following your input throughout last year's *Best in Midwest* initiative, DED is in a much better position to serve businesses and communities across Missouri.



Regional Engagement Division

Mark Stombaugh, Director



- Serves as the first and primary contact for DED's local partners and business and community customers
- Responsible for business retention and expansion and community development project management
- Will guide customers through the project process up to application approval
- Makes referrals to partner resources and relies on subject matter experts within DED to help build solutions for the customer's unique needs



Missouri One Start

Kristie Davis, Director



MISSOURI
ONE START

- Helps companies get the talent they need with:
 - Recruitment
 - Pre-Employment Screening
 - Customized Job Training
- The services provided are customized to the needs of the employer
- They work closely with community and technical colleges across the state
- Collaborates with the Regional Engagement Team and Missouri Partnership for business growth in the State



Business and Community Solutions

Michael Lanahan, Director

- Houses many of the state's core economic development programs:
 - Business Development
 - Community Development
 - International Trade and Innovation Expertise
- Responsible for program administration, tax credit authorization and issuance, annual reporting, and compliance
- Aids Regional Engagement team by helping develop tailored solutions for unique customer needs



Strategy and Performance

Maggie Kost, Director

- Provides data and analysis to inform DED's strategic planning and decisions
- Provides strategic direction and performance evaluation for DED
- Provides strategic legislative and communications services to DED
- Provides subject matter expertise in specialized areas



Division of Tourism

Ward Franz, Director

- Unchanged through DED's transformation
- Promotes Missouri as a premier destination for domestic and international travelers
- Implements strategic investments in travel promotion with integrated marketing strategies that provide economic benefits for Missouri
- Operates eight official welcome centers and works with community-based affiliate welcome centers
- Independently governed by the Missouri Tourism Commission



Missouri Housing Development Commission

Kip Stetzler, Director

- Unchanged through DED's transformation
- Administers and provides financing for the construction of affordable housing
- Provides funding for home loans to qualified, first-time home buyers through a network of certified lenders
- Independently governed, commission includes the Governor, Lt. Governor, State Treasurer, Attorney General and six appointments





Our values

How we operate

- Continuous improvement culture
- Building dashboard metrics to measure and track performance
- Ultimately improve the DED experience for our customers and our colleagues



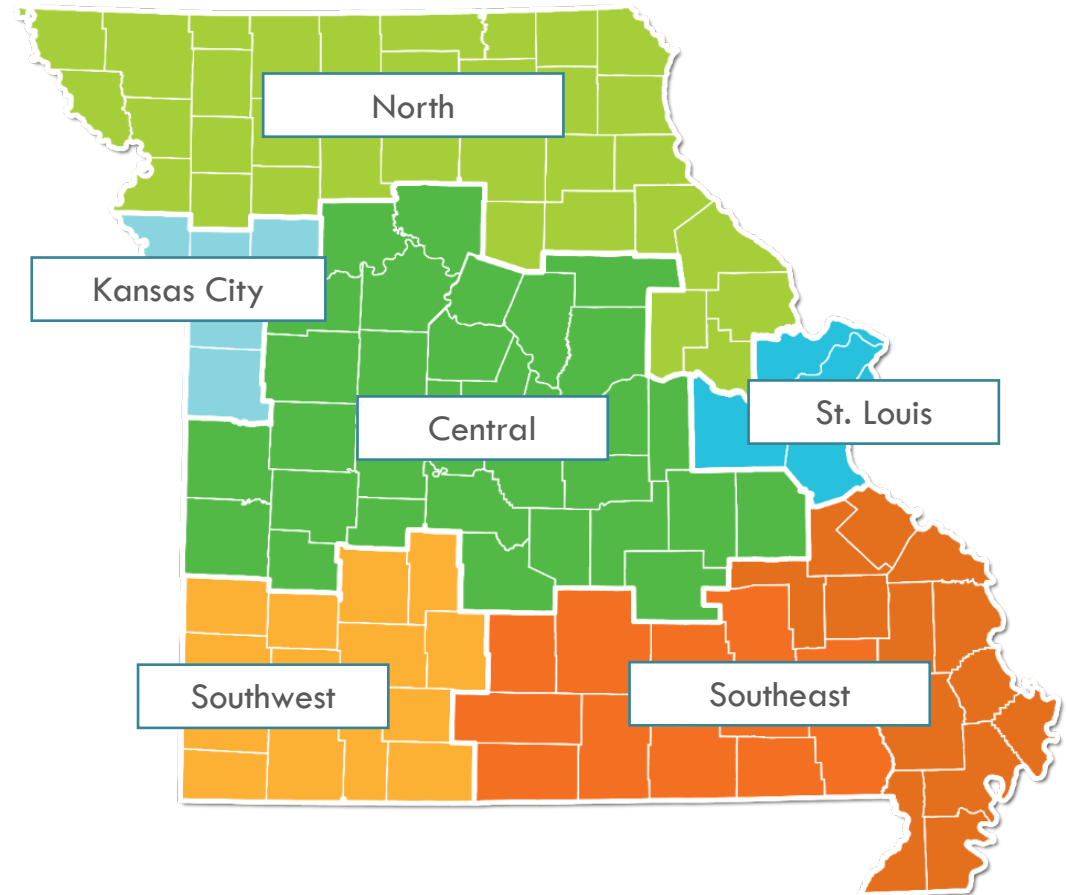
2019 Legislative Changes

New laws took effect August 28

- **Missouri One Start:** Rebranding, administrative fixes, \$10M additional funding (\$42M total)
- **Deal Closing Fund:** ~\$25M set-aside for DCF and \$10M set-aside for infrastructure related within \$116M Missouri Works Cap
- **Broadband:** \$5M grant program to fill in gaps in federal funding
- **Border War:** Prevents the state from awarding incentives to Kansas border jumpers within KC metro
- **Automotive Incentives:** \$5M annual award for a maximum of 10 years with \$750M investment
- **Missouri Works – Military:** Allows military installations to qualify for Missouri Works tax credit benefits
- **Military Community Reinvestment Program:** \$300,000 in grants to help develop military communities

Economic development: *a team sport*

- Loop us in early, starting with our Regional Engagement team
- Flag business and community needs and opportunities



Regional Engagement Team

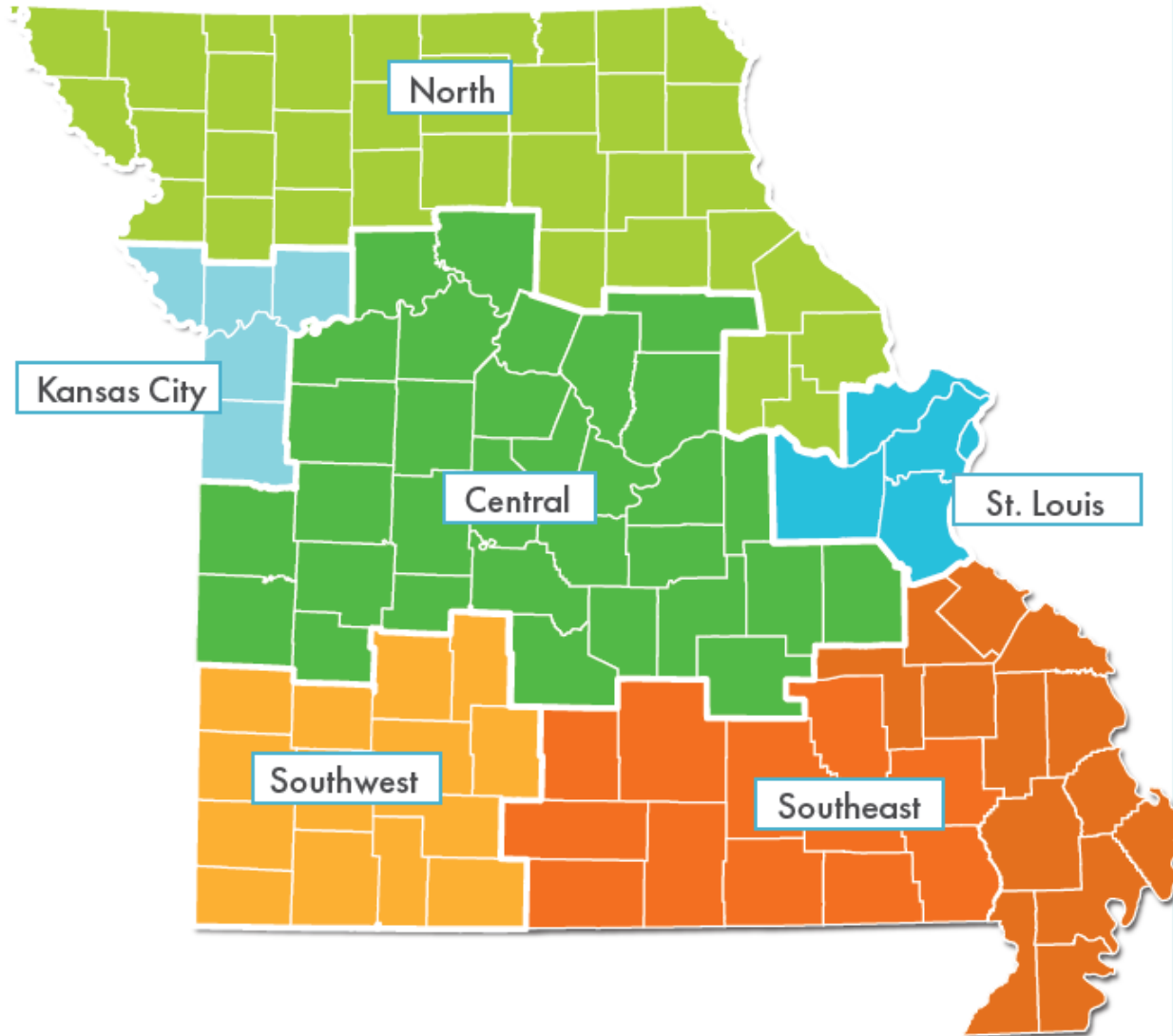


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Spread the word!

- The State's doing economic development in a new, improved way - there have been a lot of changes, both **structurally** and **substantively**
- There are Regional Engagement points of contact in regions across the state



Thank you!

- On behalf of Governor Parson, Director Dixon, and the entire DED team, thank you for the work you do to create opportunities across our state!
- Our state's major economic development successes couldn't happen without *your* hard work

