BEST IN MIDWEST

TALENT FOR TOMORROW
3,794 citizens reached

131 ideas and whitepapers submitted
Cabinet Subcommittees on Workforce Development and Infrastructure
Through all of this, here’s what we found.
We are in a self-defeating cycle.

We have underperforming economic and workforce development policies, embedded within an underperforming economy.
Our economy is growing, but that’s not the whole story.

<table>
<thead>
<tr>
<th>Midwest states for GDP growth</th>
<th>Midwest states for job growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>14 out of 14</td>
<td>9 out of 14</td>
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</tbody>
</table>

8 out of 14 Midwest states for wage growth.

Missourians who leave the state are generally better educated than those who move here.

Missourians deserve to have the best economy in the Midwest.

<table>
<thead>
<tr>
<th>Midwest states for labor productivity and the gap is widening</th>
<th>Midwest states for jobs facilitated by an economic development agency</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 out of 14</td>
<td>11 out of 13</td>
</tr>
</tbody>
</table>

1.25 million Missourians don’t have access to broadband.

24% of Missouri public school students go on to graduate from college.
We know which jobs we need to prepare Missourians for – now and in the future.

- Aerospace and Defense: ▲ 8.6%
- Agribusiness: ▲ 8.2%
- Automotive and Transportation: ▲ 7.3%
- Energy Solutions: ▲ 9.4%
- Financial Services: ▲ 10.4%
- Life Sciences: ▲ 11.0%
- Entertainment and Media: ▲ 7.1%
- Cross-Sector Manufacturing
- IT
- Education
- Health Care
### Conceptual Framework

<table>
<thead>
<tr>
<th>Increase the number of people in Missouri’s workforce</th>
<th>Increase the productivity of Missouri’s workforce</th>
<th>Compete to win</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Become the best place to live and work</td>
<td>• Develop a labor market that works</td>
<td>• Work together/compete together</td>
</tr>
<tr>
<td>• Connect all Missourians with work</td>
<td>• Work in a 21st century way</td>
<td>• Create a new approach to economic development</td>
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<td></td>
<td>• Build infrastructure to drive economic development</td>
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</tbody>
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### Workforce

#### Fast Track
- Financial aid program for high demand career and technical programs aimed at adults
- Appropriations request
- HB 225 (Swan)
- SB 16 (Romine)

#### MoExceels
- One-time funding for public colleges and universities to expand high-demand programs
- Funds are included in DHE’s FY2020 budget request.

#### Department of Talent
- Align the public workforce system with employment and education
- Executive order
## Workforce

### Missouri One Start

- Division of DED dedicated to helping expanding businesses market job openings, recruit, screen and train workers
- **HB 496 (Grier)**
- **SB 184 (Wallingford)**

### Office of Apprenticeships

- Establish a single state entity responsible for coordinating and leading the state’s apprenticeship efforts
- **Executive order**
## Infrastructure

<table>
<thead>
<tr>
<th>Broadband Internet</th>
<th>Deal Closing Fund</th>
<th>Infrastructure Bank</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Funding for the broadband grant program established in 2018</td>
<td></td>
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<tr>
<td>• Appropriations Request</td>
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<tr>
<td>• Set aside within Missouri Works that grants tax credits in the first year of a company expansion rather than over a longer period</td>
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<tr>
<td>• Statutory change to make the program more flexible—no additional funding needed.</td>
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<tr>
<td>• SB 58 (Cierpiot)</td>
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<tr>
<td>• HB 255 (Fitzwater)</td>
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<tr>
<td>• Expanded promotion of the state’s infrastructure loan programs.</td>
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<tr>
<td>• Administrative change</td>
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</table>
Infrastructure

Site Ready, Job Ready

• Improve the state’s development sites, and better market these assets

• Administrative Change

Focus Funds

• Where possible, use existing funding and programs to address workforce and infrastructure projects

• Administrative Change
Best in Midwest – The new DED will be:

- Laser Focused
- Data Driven
- Regionally Targeted
- Customer Centric
Regional Engagement Division

- 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
Regional Engagement Division

- **Regional Manager**
  - Responsible for leading a team to achieve high performance through training, guidance, and accountability.
  - Service as the lead agency contact for the region and coordinate with other regional teams and solutions and subject matter experts.
  - Provide guidance and consultation to Project Managers/team concerning project engagement and employee development.

- **Project Manager**
  - Support job creation and business growth through outreach and direct engagement with business and community partners.
  - Develop a comprehensive knowledge of department business development tools and industry best practices.

- **Coordinator**
  - Solutions development and proposal coordination and tracking.
  - Monitor project progress through proposal stages and announcement.
  - Provide periodic reporting in coordination with Lead Coordinator to update team and division dashboard and fulfill legislative reporting requirements.
Department Division Structure

**Business and Community Solutions Division**

- Responsible for program administration approval and tax credit issuance, annual reporting and compliance
- Aids regional engagement teams by utilizing program expertise to help develop solutions for unique customer needs
Missouri One Start Division

• Wins business expansion and attraction deals for Missouri by delivering exceptional workforce services including recruitment, pre-employment, and training support
• Works in tandem with the DED Engagement Team and the Missouri Partnership to develop workforce solutions for our business customers
• Promotes One Start businesses to Missouri’s job seekers
Strategy and Performance Division

- 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
Thank you for your partnership.
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