Missouri Department of Economic Development Update

Missouri Economic Development Council – Winter Conference
Presentation

- General Updates - Sallie Hemenway
  - Programs
  - Legislation
  - Staffing
- Statewide Business Expansion and Attraction Update – Lynne Shea and Mark Stombaugh
Opportunity Zones

- https://ded.mo.gov/content/opportunity-zones
- Tax Cuts and Jobs Act of 2017
- Governors may nominate eligible “Zones” to Secretary of the Treasury
- Zones are designed by low income census tracts (maps on website)
- Benefit is special tax treatment for capital gains invested in approved Opportunity Funds for use inside Opportunity Zones.
Opportunity Zones

• Important Dates:
  • March 2, 2017 – proposals for Zones due to DED
  • March 22, 2017 – nominations of Zones due from Governor to Secretary of Treasury
  • April 22, 2017 – response from Treasury due

• Website
  • Maps
  • Proposal content and instructions
  • General information
Jobs and Infrastructure Fund

• Governor’s Recommendation – HB 7 (line item added to DED budget)

• $25M appropriation

• To encourage private investment and job creation by helping communities make necessary infrastructure improvements critical to business expansion and attraction decisions.

• Proposed as 50:50 match program

• Proposed max award $5M

• Least amount necessary
Jobs and Infrastructure Fund

- Net positive impact to State
- Focus on primary businesses,
  - Traded sector/Valued added
- Targeted no more than $25,000 per job
- Target at or above county average wage
- Significant capital investment
- All types of public infrastructure
- Requires annual appropriation
Important Legislation

• SB 549 and SB 550
• Missouri Works Incentive Program and Missouri Works Training Program
• Reauthorization of each program (sunset 2019)
• Sponsored by Senator Wasson
• Voted out of Senate ED Committee
• House leadership likely to sponsor companion bill
DED Project Managers

- Posted positions available
- Restructured pay for experience
- Temporary coverage areas
- New project areas
Business Development Team

Nathan BeVelle
573-751-8076
573-291-5874 (cell)
nathan.bevelle@ded.mo.gov

Michelle Hataway
573-751-9051
573-694-7158 (cell)
michelle.hataway@ded.mo.gov

Daniel Tappana
314-795-1675
daniel.tappana@ded.mo.gov

Lynne Shea
Business Development Manager
573-751-5798
573-694-2085 (cell)
lynee.shea@ded.mo.gov
New Tools
Missouri’s Rural Resource Guide

Welcome to Missouri’s one-stop site for business and community development resource information. The Missouri Rural Resource Guide was designed to improve the alignment of public, private and non-profit partners around the State of Missouri. Organized by six common areas of focus and further categorized by specific community or business needs, we strive to increase awareness and effectiveness of existing resources.

Included in the site are local, regional, state and federal resource partners. As we continue to identify additional partners and expand the categories of business and community needs, be sure to keep this link handy. If you identify additional partners and programs not currently included in the guide, please direct them to this site so they can register to become a part of the platform.
Community infrastructure is the foundation upon which economic development takes place and thrives. Investments in infrastructure lay the groundwork for not just improved community facilities and structures, but also for economic growth.

**Infrastructure**

- ADA
- Broadband
- Rail
- Solid Waste
- Telecommunications
- Utilities
- Airports
- Energy
- Roads And Bridges
- Storm Water
- Transportation
- Water and Wastewater

**Infrastructure**

- Community Development
- Community Services
- Workforce / Education
- Business Development
- Governance

**Narrow Your Search**

Hold **Ctrl** while you click to select multiple items.

**County**

- Any
- Adair
- Andrew
- Atchison
- Audrain
- Barry

**Assistance**

- Any
- Funding
- Planning
- Research and Data
- Technical Assistance
- Training

**Filter My Results**

**Contact Information**

Luke Holt Schneider
Manager, Rural Development
Missouri Department of Economic Development
luke.holt.schneider@ded.mo.gov
Phone: (573) 751-4999

**Register to Join the Rural Resource Guide**
Water and Wastewater

Found 6 organizations. Too many? Try narrowing your search with the filters!

**Missouri Department of Economic Development - Division of Business & Community Services**
301 W. High Street
PO Box 118
Jefferson City, MO 65102

ded.mo.gov/community
ded.mo.gov/business
businessandcommunity@ded.mo.gov
(573) 522-4173

The Division of Business & Community Services supports the mission of the Missouri Department of Economic Development by creating an environment that encourages economic growth by supporting new and existing businesses and by serving as a partner with local governments, non-profits, community organizations and private citizens to help develop and grow Missouri's communities.

- Funding
- Technical Assistance

**Missouri Department of Economic Development - Division of Energy**
301 W. High Street
P.O. Box 1766
Jefferson City, MO 65102

energy.mo.gov
energy@ded.mo.gov
(573) 751-2254

The Division of Energy (DED-DE) assists, educates, and encourages Missourians to advance the efficient use of diverse energy resources to drive economic growth, provide a secure energy environment, and achieve greater energy security for future generations. DED-DE assists in providing technical and financial assistance for energy efficiency and renewable energy development for state and local governments, school districts, and community projects. DED-DE also offers technical support for residential weatherization, strengthening communities’ critical infrastructure, and enhancing energy efficiency and renewable options to assist businesses in being more competitive.

- Funding
- Technical Assistance

**Missouri Department of Natural Resources - Division of Environmental Quality**
P.O. Box 176
Jefferson City, MO 65102-0176

Division of Environmental Quality
DNRWEBContact@dnr.mo.gov
(573) 751-0763

The Missouri Department of Natural Resources’ Division of Environmental Quality’s mission is to help Missourians prevent pollution, protect the public from harmful emissions, discharges and waste disposal...
Missouri has numerous resources available to help start, expand or upgrade business operations.

- Agribusiness
- Building and Site Database
- Business Attraction
- Business Expansion
- Business Financial Assistance
- Business Incubators
- Business Retention
- Business Succession Planning
- Business Support
- Entrepreneurship and Innovation
- Industrial Park Development
- Investor Groups
- Retail Development
- Speculative Buildings

Narrow Your Search
Hold Ctrl while you click to select multiple items.

<table>
<thead>
<tr>
<th>County</th>
<th>Assistance</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Any</td>
<td>- Any -</td>
</tr>
<tr>
<td>Adair</td>
<td>Funding Planning</td>
</tr>
<tr>
<td>Andrew</td>
<td>Research and Data</td>
</tr>
<tr>
<td>Atchison</td>
<td>Technical Assistance</td>
</tr>
<tr>
<td>Audrain</td>
<td>Training</td>
</tr>
<tr>
<td>Barry</td>
<td></td>
</tr>
</tbody>
</table>

Filter My Results

Contact Information
Luke Holtschneider
Manager, Rural Development
Missouri Department of Economic Development
luke.holtschneider@ded.mo.gov
Phone: (573) 751-4999

Register to Join the Rural Resource Guide
Found 7 organizations. Too many? Try narrowing your search with the filters!

Missouri Department of Agriculture - Division of Ag Business Development
1616 Missouri Blvd
Jefferson City, MO 65102
agriculture.mo.gov (573) 751-4762
abd@mda.mo.gov

The Agriculture Business Development Division helps create opportunities for success for Missouri’s farmers and agribusinesses. The Division’s staff help facilitate growth in Missouri’s agriculture-based businesses by providing business counseling, information and training on a sector-by-sector basis. Areas of specialization include capitalization, business planning, marketing, industry development, product and brand development, and organizational structures. Staff also helps facilitate growth in Missouri’s agriculture-based industries by working with key partners such as universities, associations, private sector partners and federal and state agencies to aid in the growth of each sector.

- Funding
- Technical Assistance

Missouri Department of Economic Development - Division of Business & Community Services
301 W. High Street
PO Box 118
Jefferson City, MO 65102
ded.mo.gov/community (573) 522-4173
ded.mo.gov/business
businessandcommunity@ded.mo.gov

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- Funding
- Research and Data
- Technical Assistance

Missouri Department of Economic Development - Division of Energy
301 W. High Street
P.O. Box 1766
Jefferson City, MO 65102
energy.mo.gov (573) 751-2254
energy@ded.mo.gov

The Division of Energy (DED-DE) assists, educates, and encourages Missourians to advance the efficient use of diverse energy resources to drive economic growth, provide for a healthier environment, and

Contact Information
Luke Holtschneider
Manager, Rural Development
Missouri Department of Economic Development
luke.holtschneider@ded.mo.gov
Phone: (573) 751-4999
Become A Part of the Platform

Register to Join the Missouri Rural Resource Guide!

If you would like to be considered for listing on this site, please complete and submit your information below. Once the submission is received, it will be sent to our approval team and you will be notified when we have reviewed your submission.

Organization Name *

Address
Address 1 *

Address 2

City * State * ZIP code *

City: 
State: Missouri
ZIP code:

Telephone *

(###) ####-####

Add Another Telephone

Email Address *

Email Address:

Add Another Email

Website *

Title
URL
**Organization Description**
Please provide a brief overview of your organization’s overall focus and ability to assist rural Missouri in one or more of the categories of: Infrastructure, Community Development, Community Services, Workforce/Education, Business Development, and Governance.

**Counties Served by your Organization**
To select multiple counties, click the first county, and then press and hold the Ctrl key. While holding down the Ctrl key, click each of the other counties you want to select.

- Statewide
- Adair
- Atchison
- Audrain
- Barry
- Barton
- Bates
- Benton
- Bollinger

**Organization Logo**
Browse... Upload

File must be minimum 3”x3” - 150 DPI.
Files must be less than 120 MB.
Allowed file types: jpg jpeg png.

**How You Can Help...**
Please select a Category and Sub-Category below, and then choose one or more Types of Assistance your organization offers. Use the Add another item button to select additional Categories and Sub-Categories.

**Category**
- Please select -

**Types of Assistance**
- Funding
- Planning
- Research and Data
- Technical Assistance
- Training
- Other

Add Another Category

Submit
MO Rural Resource Guide

https://ruralresources.ded.mo.gov
Statewide Business Expansion and Retention Initiative Update
The Goal Line

• What
  • More jobs and investment by existing business
  • More decisions to stay and grow in Missouri

• How
  • Facilitate a shared standard of excellence across the state

• Why
  • When local economic developers win, the community wins, Missourians win, and the state wins
The Numbers tell the story

- FY 15, 85% of all job creation and 88% of all capital investment
  - 9,799 jobs and $1.5 billion in capital investment
- FY 16, 87% of all job creation and 93% of all capital investment
  - 7,586 jobs and $1.7 billion in capital investment
- FY 17, 88% of all job creation and 71% of all capital investment
  - 8,745 jobs and $1.1 billion in capital investment
- DED announced projects, majority of the leads were sourced through the local and regional partners
Successes from the field

The City of Blue Springs, Missouri

Economic Development
Sedalia-Pettis County

LEBANON
Regional Economic Development, Inc.
Laclede County, Missouri

www.lebanonredi.com
Framework for statewide coverage

- Partnership between local, regional, state stakeholders
- Framework for statewide coverage
- Establishing visit protocols
- Target business list
- Target goals for annual business visits
- Standardized collection of data
- A statewide training and education schedule
Statewide Representation

- Statewide steering committee
  - Jessica Craig, Sedalia/Pettis County EDC
  - Mark Stombaugh, City of Blue Springs
  - Matt Tapp, City of Raymore
  - Josh McKim, Nodaway County Economic Development
  - Scott Satler, Perry County EDA
  - Kami Mohn, NE Power Cooperative
  - Miles Smith, Howell Oregon Cooperative
  - Kevin Welch/Mark Turnbull, Joplin Area Chamber of Commerce
  - Danny Perches/Ryan Mooney, Springfield Area Chamber of Commerce
  - Greg Prestemon, EDC St. Charles County
  - John Englemann, KCPL
  - Mike Kearney, Ameren
  - Kristie Davis, DWD
  - Project Management Team, DED
  - Sallie Hemenway/Rob Dixon, DED
Existing BRE Survey

- 83% of the respondents operate a business retention program
- 88% of the visits are conducted by local EDO staff
- 57% conduct an on site scheduled visit
- 36% of your organizations efforts on focused on BRE
- Number of data points ranged from 5-36
- Data tracking systems varied
- Jobs, Wages, Capital Investment, Customer Satisfaction primary metrics measured
Regional Economies
Established standard for visits

• Face to face meetings with company leadership and EDO or local representative

• Pre-determination of lead for visit
  • Local EDO is always lead in their community
  • Communities with multiple EDO’s; lead is decided locally
  • Local EDO requests support, as needed
  • Communication and follow-up between any regional and state partners is initiated by local EDO.
Established standard for visits

• Identification of ED professionals and coverage areas in the state
  • Map utilizing Location One data in production
• Annually, target a minimum of 60 outreach visits to primary sector employers, data recorded and action items complete for each of the 10 regional economies
Targeted Business List

- MERIC’s identification of top employers by region
  - Regional industry trend data
  - Regional summary documents with economic analysis
  - Regional business lists with targeted companies identified
    - Lists provide targeted and non-targeted employers by employment size
    - Targeted sectors: Manufacturing, Distribution/Transportation, IT, HQ
Industry and Regional Analysis

### Central Region Industry Trend Analysis

#### Central Region Industry Trends

<table>
<thead>
<tr>
<th>NAICS Description</th>
<th>2015 Sales</th>
<th>2011 Sales</th>
<th>2016 Sales</th>
<th>% Change</th>
<th>Concentration</th>
</tr>
</thead>
<tbody>
<tr>
<td>562 State Government</td>
<td>262,907,023</td>
<td>40,022,023</td>
<td>40,622,023</td>
<td>14.1%</td>
<td>Region</td>
</tr>
<tr>
<td>105 Local Government</td>
<td>2,011,023</td>
<td>2,500,023</td>
<td>2,600,023</td>
<td>4.0%</td>
<td>Region</td>
</tr>
<tr>
<td>521 Ambulatory Health Care Services</td>
<td>943,908,023</td>
<td>1,000,023</td>
<td>957,023</td>
<td>4.7%</td>
<td>Region</td>
</tr>
<tr>
<td>522 Credit Intermediation and Related Activities</td>
<td>453,519,023</td>
<td>541,023</td>
<td>1,050,023</td>
<td>19.6%</td>
<td>Region</td>
</tr>
<tr>
<td>721 Accommodation</td>
<td>262,428,023</td>
<td>415,023</td>
<td>415,023</td>
<td>41.2%</td>
<td>Region</td>
</tr>
<tr>
<td>444 Building and Social Services</td>
<td>219,381,023</td>
<td>333,023</td>
<td>333,023</td>
<td>23.1%</td>
<td>Region</td>
</tr>
<tr>
<td>524 Insurance Carriers and Related Activities</td>
<td>996,329,023</td>
<td>3,233,023</td>
<td>3,233,023</td>
<td>10.1%</td>
<td>Region</td>
</tr>
<tr>
<td>524 Merchant Wholesalers, Nondurable Goods</td>
<td>206,310,023</td>
<td>2,061,023</td>
<td>2,061,023</td>
<td>10.1%</td>
<td>Region</td>
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#### Higher Growth Large Industries

<table>
<thead>
<tr>
<th>NAICS Description</th>
<th>2015 Sales</th>
<th>2011 Sales</th>
<th>2016 Sales</th>
<th>% Growth</th>
<th>Concentration</th>
</tr>
</thead>
<tbody>
<tr>
<td>394 Research and Development Services</td>
<td>1,218,023</td>
<td>1,418,023</td>
<td>1,418,023</td>
<td>50.0%</td>
<td>Region</td>
</tr>
<tr>
<td>5411 Management of Companies</td>
<td>310,023</td>
<td>310,023</td>
<td>310,023</td>
<td>50.0%</td>
<td>Region</td>
</tr>
<tr>
<td>5412 Construction of Buildings</td>
<td>589,023</td>
<td>589,023</td>
<td>589,023</td>
<td>50.0%</td>
<td>Region</td>
</tr>
<tr>
<td>5413 Construction of Facilities</td>
<td>355,310,023</td>
<td>401,023</td>
<td>401,023</td>
<td>50.0%</td>
<td>Region</td>
</tr>
<tr>
<td>5414 Accommodation and Food Services</td>
<td>1,218,023</td>
<td>1,418,023</td>
<td>1,418,023</td>
<td>50.0%</td>
<td>Region</td>
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#### Employment CASA Indicators

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<td>Region</td>
</tr>
</tbody>
</table>

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### Top 100 Private Sector Employers in Central Region

<table>
<thead>
<tr>
<th>Name</th>
<th>City</th>
<th>Employment</th>
<th>NAICS Description</th>
<th>Industry Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Government</td>
<td>Columbia</td>
<td>1,200,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
<tr>
<td>County Government</td>
<td>Columbia</td>
<td>500,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
<tr>
<td>Hospital Corp of America</td>
<td>Columbia</td>
<td>300,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
<tr>
<td>Community Health Services</td>
<td>Columbia</td>
<td>200,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
<tr>
<td>Kaiser Permanente</td>
<td>Columbia</td>
<td>100,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
<tr>
<td>WellSpan Health</td>
<td>Columbia</td>
<td>100,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
<tr>
<td>Avera Health</td>
<td>Columbia</td>
<td>100,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
<tr>
<td>Providence Health</td>
<td>Columbia</td>
<td>100,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
<tr>
<td>Unity Health System</td>
<td>Columbia</td>
<td>100,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
<tr>
<td>Bon Secours</td>
<td>Columbia</td>
<td>100,023</td>
<td>5221</td>
<td>General and Surgical Hospitals</td>
</tr>
</tbody>
</table>

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*Source: Infonetics, 2017*
Targeted Business List

- Meric will provide additional national industry trend data
- DED will provide aggregate industry trend data from Dept. of Revenue (in process)
- DED will provide alerts from Dept. of Natural Resources, EPA and OSHA (in process)
Standardized collection of data

- *Synchronist Business Information System*
- Allows statewide rollup of data
- State purchasing “balance of state”
- State and other license holders entering into data-sharing agreement
Standardized collection of data

- **Synchronist Prime Quick visit:**
- 16 questions
  - Company information/participants
  - Product age and life cycle
  - Market sales/planned investment
  - Industry regulation/pending legislation
  - Management or ownership changes
  - Workforce availability
  - Utility services and satisfaction
  - Community services and satisfaction
Standardized collection of data and reporting
Training Events and Locations

- North Central Missouri College
  April 3, 2018

- Hannibal-LaGrange University
  May 8, 2018

- Metro Community College
  April 5, 2018

- State Fair Community College
  April 4, 2018

- DWD Central Office
  April 19, 2018

- St. Louis Community College
  May 10, 2018

- OTC Waynesville Center
  April 18, 2018

- Ozark Technical Community College
  April 17, 2018

- Three Rivers College - Center
  May 9, 2018
## Statewide Training Location Details

<table>
<thead>
<tr>
<th>College Name</th>
<th>Address</th>
<th>Date and Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Central MO College</td>
<td>1301 Mable St, Trenton, MO 64683</td>
<td>April 3, 2018 9:00 a.m.-4:00 p.m.</td>
</tr>
<tr>
<td>State Fair Community College</td>
<td>3201 West 16th St., Sedalia, MO 65301</td>
<td>April 4, 2018 10:00 a.m.-5:00 p.m.</td>
</tr>
<tr>
<td>Metropolitan Community College</td>
<td>1775 Universal Ave., Kansas City, MO 64120</td>
<td>April 5, 2018 9:00 a.m.-4:00 p.m.</td>
</tr>
<tr>
<td>Division of Workforce Development</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Central Office</td>
<td>421 E. Dunklin St., Jefferson City, MO 65101</td>
<td>April 17, 2018 9:00 a.m.-4:00 p.m.</td>
</tr>
<tr>
<td>Ozarks Technical College</td>
<td>600 Gw Ln., Waynesville, MO 65583</td>
<td>April 18, 2018 9:00 a.m.-4:00 p.m.</td>
</tr>
<tr>
<td>Ozarks Technical College</td>
<td>1001 E. Chestnut Expressway, Springfield, MO</td>
<td>April 19, 2018 9:00 a.m.-4:00 p.m.</td>
</tr>
<tr>
<td>Hannibal-LaGrange University</td>
<td>2800 Palmyra Road, Hannibal, MO 63401</td>
<td>May 8, 2018 9:00 a.m.-4:00 p.m.</td>
</tr>
<tr>
<td>Three Rivers College</td>
<td>1400 S. Main, Room 102, Sikeston, MO 63801</td>
<td>May 9, 2018 9:00 a.m.-4:00 p.m.</td>
</tr>
<tr>
<td>St. Louis Community College</td>
<td>3221 McKelvey Road, Bridgeton, MO 63144</td>
<td>May 10, 2018 9:00 a.m.-4:00 p.m.</td>
</tr>
</tbody>
</table>
A shared responsibility

• A strong partnership is key for success
• Value flows both directions
• Opportunity to strengthen peers
• Good data in equals good data out
  - statewide trends inform statewide policy
  - information supports local initiatives
• Leading strategy to accomplish increase in BRE jobs and investment outcomes.