Building the Best Together

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Missouri Department of Economic Development

1

Springfield
Area Chamber of Commerce

2

MISSOURI COMMUNITY COLLEGE ASSOCIATION
mcca

3

MISSOURI
Department of Economic Development

4

We hadn't reevaluated our strategy in over a decade.

5

We've had 7 different DED directors in the last 10 years.

6

BEST IN MIDWEST
TALENT FOR TOMORROW

7

14
out of 14
for GDP growth
3.1%
0.7%

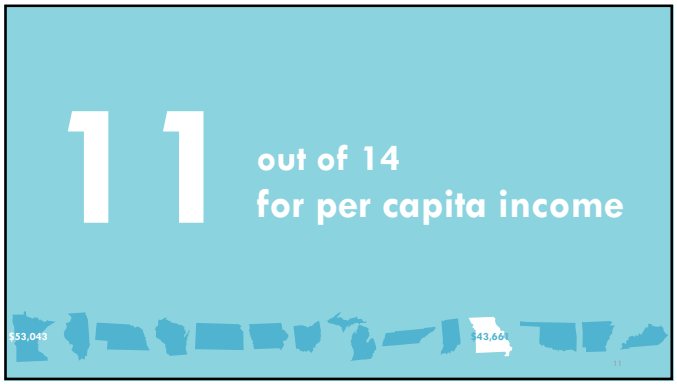
8

8
out of 14
for wage growth
4.8%
3.7%

9

9
out of 14
for job growth
9.0%
3.3%

10


11
out of 14
for per capita income
$53,043
$43,66

11

12
out of 14
for labor productivity

12

Largest Agency

lowest results

13

Total FTEs

Midwest without Missouri	Missouri
154	865

14

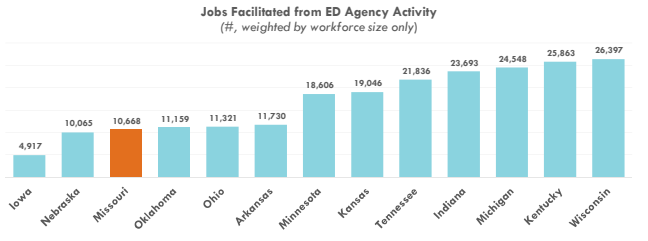
Missouri DED houses more functions than any of our peers

15

When everything is a priority, nothing is a priority.

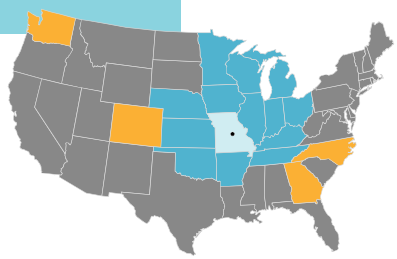
16

11 out of 13 for jobs facilitated by economic development agency



17

Missourians deserve the best.



18

BEST IN MIDWEST
TALENT FOR TOMORROW
3,794
citizens reached
ST. JOSEPH
HANNIBAL
COLUMBIA
SAINT LOUIS
KANSAS CITY
JEFFERSON CITY
CAPE GIRARDEAU
OSAGE BEACH
SIKESTON
SPRINGFIELD
PORTAGEVILLE

19

MISSOURI
Department of Economic Development

20

21

22

We're creating better alignment across agencies.

Division of Workforce Development	Department of Higher Education
Division of Energy	Department of Natural Resources
Utility Regulation *Public Service Commission and Office of Public Counsel*	Department of Insurance, Financial Institutions and Professional Registration
Missouri Arts Council	Lt. Governor's Office

23

And at DED…

24

New Mission Statement:

We help create greater opportunities for Missourians to prosper.

25

Transformative Change:

26

New Department Divisions:

27

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

Laser Focus | Customer Centric | Regionally Targeted | Data Driven | One Team

28

Missouri One Start

- 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

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29

Business and Community Solutions

- 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

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30

Strategy and Performance

- 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

31

Missouri Division of Tourism

- 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

32

Missouri Housing Development Commission

- 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

33

The secret sauce:

- *Be candid*
- *Leverage your influencers*
- *Make it happen*

34