“To make Missouri the best place to live, work, vacation and conduct business.”

The Department of Economic Development will achieve its vision by stimulating and supporting economic security, opportunity, growth and a high quality of life in Missouri communities.

The Department of Economic Development administers a wide array of programs designed to enhance Missouri’s economy in the 21st Century. It is composed of agencies that execute statutory requirements and department policy in the areas of community, economic and workforce development, as well as the regulation of financial institutions, utility companies and various licensed professionals.

The Department of Economic Development was established September 7, 1984, after voters granted approval to rename the existing Department of Consumer Affairs, Regulation and Licensing (CARL). CARL was created in 1974 during the reorganization of state government.

The department consists of two distinct groups: development agencies and regulatory agencies.

The development divisions and groups include Business Development; Business Expansion and Attraction; Community Development; Division of Workforce Development; Division of Tourism; Missouri Development Finance Board; Missouri Housing Development Commission; Missouri Arts Council; Missouri Community Service Commission; and Missouri Women’s Council.

The regulatory agencies are Division of Credit Unions; Division of Finance; Office of the Public Counsel; Missouri Public Service Commission; Division of Motor Carrier and Railroad Safety; and Division of Professional Registration, including its 38 regulatory agencies.

Administrative Services

The department is administered by a director, appointed by the governor and confirmed by the Senate. The director appoints the central management staff and division directors and is assisted in department administration by a deputy director. The general counsel’s office provides comprehensive legal advice regarding issues affecting divisions within the department. The directors of economic and workforce policy development assist the director by promoting integration and best practices throughout the department and strong partnerships with the private sector. Two area directors coordinate policy development and implementation in the state’s two largest metropolitan regions.

Several support sections assist in department administration:

- The research and planning section provides information and analysis on Missouri’s economic and labor market trends.
- The communications section promotes the department’s programs and activities throughout the state and nation by means of news releases, advertisement and other public relation tools.
- The financial management section prepares and monitors the department’s budget, analyzes monthly financial statements; works with the state treasurer, state auditor and the Office of Administration to perform cash management activities.
The human resources section assists the divisions by advertising for and recruiting new employees, administering the wage and salary program, preparing payrolls, and maintaining personnel policies and procedures.

The management information systems section provides automated information services and systems to the divisions and boards within the department. MIS services include planning and coordinating department data processing activities, as well as development, maintenance and operation of the department’s computer systems.

Office of Research and Planning

The Office of Research and Planning provides comprehensive analysis of Missouri’s socio-economic environment at the local, regional and state levels. To achieve this, Research and Planning employs a wide array of analysis tools, which include econometric models, geographic information systems and advanced statistical methods. On-going projects at Research and Planning include targeted development, economic and social impact assessments, industry and occupational analyses, export data, layoff analyses, and information on Missouri’s demographic and economic trends. Coupled with its analysis capability, Research and Planning also maintains a comprehensive labor market database.

The Labor Market Information group maintains data on employment/unemployment, wages, layoffs, labor availability, and a variety of other information designed to help understand labor market conditions.

Research and Planning’s mission is to provide accurate, relevant and timely information to decision makers and the public in order to facilitate a better understanding of Missouri’s socio-economic environment.

Economic Development Groups

Truman State Office Bldg.
Jefferson City 65101
Telephone: (573) 751-4241

In 1997, the Department of Economic Development implemented an extensive internal restructuring plan which resulted in the formation of four main groups to administer the programs of the department designed to increase Missouri’s economic prosperity. These groups—Business Development, Business Expansion and Attraction, Community Development and Workforce Development—work with local communities to help firms create jobs, increase sales, find and
train qualified workers, identify sites and obtain financial support to locate or expand in Missouri as well as promote capital investment and the self-sufficiency of communities in the state. The Economic Development Group programs are:

Business Development Group
FAX: (573) 751-7384

Helping Missouri’s existing businesses create more wealth is the primary mission of the Business Development Group. A wide array of assistance is available through this group to help businesses experience growth in sales and increased investment in their operations. These services are organized into five primary sections: Office of International Marketing, Office of Science and Technology, Office of Business Information, Office of Business Finance and Office of Minority Business.

Office of International Marketing

The Office of International Marketing works to increase wealth for Missouri businesses by increasing international and domestic sales of Missouri-made products and services. A marketing team develops marketing strategies, conducts market research, counsels businesses, provides export assistance and assists with direct marketing.

A major focus of the office is the development of international sales. The team of international marketing experts works with Missouri businesses trying to cultivate international markets. To better assist Missouri business in international and domestic sales growth, offices are maintained in Jefferson City; St. Louis; Kansas City; London, England; Duesseldorf, Germany; Tokyo, Japan; Seoul, Korea; Bangkok, Thailand; Taipei, Taiwan; Sao Paulo, Brazil; and Monterrey, Guadalajara and Mexico City, Mexico; Accra, Ghana; Johannesburg, South Africa; and Jerusalem, Israel.

The Office of International Marketing also concentrates its efforts toward increasing foreign investment in Missouri—particularly in the life sciences, information technology and transportation industries.

The Missouri Office of Science and Technology

The Missouri Office of Science and Technology (MOST) provides resources necessary to increase the ability of Missouri businesses to compete in a global economy and to increase the efficiency, productivity and profitability of Missouri businesses.

MOST manages activities for the Department of Economic Development within the state’s three targeted industries (Life Sciences, Information Technology and Advanced Manufacturing) and has created a resource network that can refer a business to technical assistance and expertise to increase their skills and competitive advantage. These resources include: Centers for Advanced Technology, Innovation Centers and Small Business Incubators, and Missouri Enterprise.

This mission is addressed through a series of state programs and networks with other organizations in Missouri, which assist manufacturers. Centers for Advanced Technology provide financial assistance and expertise for specific research and technology needs. Each dollar spent is matched by the client industry and funded projects are expected to result in either reduced production costs, increased sales or additional investment in the company. Affordable space, business support services and technical assistance can be found at Missouri’s Innovation centers/incubators. Formerly known as Mid-America Manufacturing Technology Center, Missouri Enterprise is the manufacturer’s problem solver. An extensive staff of engineers with actual working experience in private industry help small and medium size companies become more competitive, improve quality, boost sales and locate production resources. MOST works closely with the Missouri Technology Corporation (MTC) to
implement the state’s strategy in these areas of the new economy.

**Missouri Technology Corporation**

The Missouri Technology Corporation was authorized by Section 348.263, RSMo 1994. The Board of Directors is composed of fifteen members, eleven appointed by the governor, for four year terms, from business and academia, the director of the Department of Economic Development, the president of the University of Missouri, a member of the Senate and a member of the House of Representatives.

The purpose of the MTC is to strengthen the state’s economy through the development of science and technology programs that generate and provide access to global technologies for Missouri businesses and citizens so they can create wealth and achieve a higher quality of life through economic, educational, and cultural opportunities.

**Missouri Technology Corporation**

Stokes, Frank, chair, St. Louis; Andrews, Lynda K., St. Louis; Bodde, Dr. David L., Kansas City; Coons, Dennis, Springfield; Corwin, David, St. Louis; Day, Dr. Delbert, Rolla; Driskill, Joseph L., Jefferson City; Pacheco, Dr. Manuel, Columbia; Park, Dr. John T., Rolla; Rosenbaum, Carol, Clayton; Salva, Stanley J., Sugar Creek; Sexton, Larry, St. Robert; Steward, David, St. Louis; Gibbons, Sen. Michael, Kirkwood.

**Office of Business Finance**

The Office of Business Finance administers eight special programs to increase private investment in Missouri’s small businesses, incubators and research activities.

State tax credits are available to individuals or companies who invest in these activities, providing an immediate return on their investment. Programs such as the Certified Capital Companies (CAPCO) and New Enterprise Creation Tax Credit provide seed and early stage investment to new and expanding Missouri businesses. The Qualified Research Tax Credit program provides a tax credit to businesses that increase their research efforts in Missouri. The Urban Enterprise Loan program provides low-interest loans for businesses starting or expanding in specially designated areas of St. Louis and Kansas City.

**Seed Capital Investment Board**

The Missouri Seed Capital Investment Board was established by Section 620.641 and is composed of thirteen members. The board includes eight members appointed by the Governor with the advice and consent of the senate of which one shall represent a major public research university, one shall represent a major private research university and six members shall have backgrounds in technology, banking, labor or small business development. The remaining five members include the director, or director’s designee, of the Department of Economic Development and a member from each of the four Innovation Centers.

The purpose of the board is to approve the professional fund manager and to monitor the activities and verify compliance with the New Enterprise Creation Act.

**Seed Capital Investment Board**

Thomas R. Sharpe, Ph.D., chair, St. Louis, April 20, 2001; Theodore Cicero, Ph.D., St. Louis, April 20, 2001; Roy Curtiss III, Ph.D., St. Louis, April 20, 2003; Joseph L. Driskill, department representative, Jefferson City; John S. Gaal, Ballwin, April 20, 2003; Gene Gerke, Innovation Center representative, Columbia; Pamela T. Hill, Kansas City, April 20, 2002; Lethorne Johnson, St. Louis, April 20, 2002; Rosemary A. Kaskowitz, St. Louis, April 20, 2002; Russell Lindenlaub, Innovation Center representative, Rolla; Al Sondern, Innovation Center representative, Kansas City; J.J. Stupp, Innovation Center representative, St. Louis; Nancy B. Tobin, Kansas City, April 20, 2003.

**Office of Business Information/ Missouri Business Assistance Center**

The Office of Business Information, through the Missouri Business Assistance Center (MBAC), provides a centralized, single point of contact for individuals seeking information and technical assistance on starting a new business in Missouri as well as for existing small business owners seeking to expand their business or markets.

MBAC, created by the General Assembly in 1986, has as its core mission to ensure easy access to information on state regulations for starting and operating a business in the state and technical assistance in complying with those regulations. In addition, the office serves as a small business “ombudsman” for communication with state agencies.

MBAC is the centralized point of contact for information regarding state rules, regulations, license and permits required to do business in Missouri, as well as copies of required forms. In
addition, skilled business counselors can pro-
vide counseling, advice and qualified referrals to
partner agencies for detailed technical assis-
tance and business counseling services. Business
counseling, assistance and information, includ-
ing MBAC’s popular publication Starting A New
Business In Missouri, is available through the
web at: www.missouridevelopment.org/mbac or
by calling 1-888-751-2863.

The Office of Business Information also mon-
tors trends in small business and entrepreneur-
ship; works with partner agencies, both public
and private, to identify small business needs;
and provides information on sources of Mis-
souri-made products and services.

Office of Minority Business

The Office of Minority Business exists to
increase the number of successful minority and
women-owned businesses in Missouri. Personal
assistance is available to these owners to access
all appropriate Missouri and federal programs
designed to help them start or operate successful
businesses. This personalized counseling assures
a well-coordinated effort streamlined to cut
through unnecessary levels of bureaucracy.

Minority Business Advocacy
Commission*

The Missouri Minority Business Advocacy
Commission was created in 1993 to identify and
assess the needs of minority businesses. The
commission consists of nine members: the direc-
tor of the department of economic development;
the commissioner of the office of administration;
three minority business persons, appointed by
the governor of which no more than two of the
three members may be of the same political party
and one must be named as chair of the commis-
sion; two members of the House of Representa-
tives, appointed by the speaker of the House of
Representatives; and two members of the Senate,
appointed by the president pro tem of the Senate.

The Commission initiates programs that will
help minority businesses with state and federal
procurement and advocates policies, programs
and procedures that can affect state policy as it
relates to minority businesses. The department
provides administrative staff support for the com-
mision through the Office of Minority Business.

Minority Business Advocacy
Commission

Swan, Kaven B., (D), chair, St. Louis;
Bland, Sen. Mary Groves, (D), Kansas City;
Bowman, Rep. John, (D), Northwoods;
Cavitte, Homer III, (R), Jefferson City;
Shelton, Rep. O.L, (D), Jefferson City;
Driskill, Joseph L., (D), Jefferson City;
Hartmann, Michael, (D), Jefferson City;
Vacancy (2).

$35 per diem.

Business Expansion and
Attraction Group

FAX: (573) 751-7384

The mission of the Business Expansion and
Attraction Group (BEA) is to be responsible for
working in partnership with Missouri communi-
ties and businesses to assist in the retention and
expansion of existing business and the attraction
of businesses to Missouri. BEA is doing some
things differently than in the past, and has imple-
mented several changes in programs and direc-
tion in an effort to improve efficiency and effec-
tiveness.

Administration Section

The Administration Section is responsible for
overall administration of BEA, including budget,
personnel and strategic planning functions. Staff
help administer the regional cooperative market-
ing program, help manage the advertising/
marketing program, and maintains a database of community profiles, buildings and sites.

**Business Attraction Section**

A staff of project managers is involved in marketing the state and its communities as profitable sites for business location and expansion. Marketing efforts include international advertising, trade shows, impact trips to major industrial and business centers, direct mail and telemarketing. Staff works cooperatively with the assistance of The Hawthorn Foundation and the department's advertising/public relations' consultant on many of these activities. Project managers, along with the assistance of other section staff, prepare and present presentations to companies considering Missouri for location. Specific requirements are studied, and all qualifying communities in Missouri are recommended to the company. Project managers accompany corporate officials on community visits to further identify the strategic location advantages of the community and Missouri.

**Business Expansion Section**

Staff located in Jefferson City and in regional offices throughout the state work with existing Missouri companies and communities, helping to retain and expand job opportunities and investment. Program field staff provide a comprehensive array of services, programs and assistance to meet the expansion needs of Missouri businesses. Staff works with community leaders to develop vital communication links with local industry. Project managers coordinate state assistance on business retention and expansion projects and help prepare proposals to companies encouraging them to expand their facilities in Missouri. Regional offices are located in St. Louis, Kansas City, Trenton, Moberly, Springfield, Houston, Dexter and Jefferson City.

**Incentives Section**

This section provides business financing and tax credit incentives to help businesses expand and locate in Missouri and help the state compete effectively with other states for locations and expansions. Staff prepares presentations to companies containing information on incentives the state offers for specific projects.

Staff works with the state's businesses, private-sector financial community, public institutions and private investors to generate attractive financing packages for new development in the state. A variety of public-sector financing programs, working with financing from private institutions, can provide funds for land acquisition, construction, renovation, machinery, equipment and working capital at favorable rates and terms. The staff works with the Missouri Development Finance Board to make the board's financing programs available to businesses and communities throughout the state.

Staff prepares tax studies for clients interested in locating or expanding in Missouri; conducts special tax projects, such as workshops; prepares tax publications and promotional materials for the department; develops and maintains databases; and, is responsible for administering several tax credit programs within the Department of Economic Development. These tax credit programs include new and expanding business facility tax credits, enterprise zone tax benefits and rebuilding communities program tax credits. Staff prescribes the method for claiming earned tax benefits, approves/disapproves all claims for tax benefits and certifies to the Department of Revenue that the taxpayer is eligible to claim the tax benefits.

**Missouri Film Office**

The Missouri Film Office works with filmmakers to find suitable locations for shooting movies or commercials and acts as a liaison between film production companies and local communities. The unit's activities help generate increased capital investment and employment in Missouri. A nine-member Missouri Film Commission advises the department on various matters related to promoting the state as a location for filmmaking.

**Community Development Group**

The mission of the Community Development Group is to increase the economic self-sufficiency and prosperity of Missouri communities and neighborhoods. Members of the group achieve this result by offering programs to promote community investment, redevelopment activities, planning and leadership development.

Community Development Group personnel offer these programs from locations around the state, including Jefferson City and seven regional offices (Kansas City, St. Louis, Dexter, Moberly, Houston, Springfield and Trenton).

**Community Investment Programs**

The Community Development Block Grant (CDBG) Program administers grants to cities with fewer than 50,000 population and counties with less than 200,000 population. The program is designed to improve local communities by providing funds to develop suitable living environments and expand economic opportunities, principally for low- and moderate-income persons. The grant process is open to all non-entitlement local governments and provides assistance in areas such as public facilities, housing, economic development, and downtown revitalization.
Funds are provided through the U.S. Department of Housing and Urban Development.

The Neighborhood Assistance Tax Credit Program (NAP) administers a tax credit program designated for the betterment of communities and neighborhoods. The Neighborhood Assistance Act provides a tax credit incentive to encourage business participation in community development projects operated by not-for-profit organizations in areas such as crime prevention, community services, physical revitalization, job training, economic development, new generation cooperatives and education.

The Youth Opportunities and Violence Prevention Program (YOP) administers a tax credit program specifically directed toward programs which are designed to prevent youth from engaging in violent behavior and enable youth to improve themselves through education, job training and apprenticeship activities. The tax credits are given to businesses and individuals contributing to an approved project undertaken by either a public or private organization.

The Family Development Account Program (FDA) administers a state tax credit program that enables contributors to make donations to organizations that establish and run a Family Development or Individual Development Account project. The funds contributed are used to match low-income participants' savings accounts, enabling them to save funds to further their education, purchase or renovate a home or start a new business.

Redevelopment Programs

The Missouri Main Street Program was created to help communities under 50,000 in population re-establish their downtowns as centers of community activity while strengthening and expanding their economic base. It is not a grant or loan program but rather a training program which helps community leaders to better understand how they can use various tools, plus their own knowledge to help revitalize their downtown areas.

The Historic Preservation Tax Credit Program aids in the redevelopment of Missouri’s commercial and residential historic structures. The tax credit is equal to 25% of the total costs and expenses incurred during the rehabilitation of a nationally designated historic property or a property located in an historic district.

The Community Development Corporation Program assists in the development of CDCs — nonprofit organizations that promote the industrial, economic, entrepreneurial, commercial, and civic development of a community. The CDC program also offers a tax credit and grant program to encourage workforce development, housing development and many other CDC services.

The Neighborhood Preservation Program assists homeowners and developers that wish to renovate or construct residences for homeownership by providing state tax credits for housing renovation and or new construction. State statutes require that the program operate in certain qualifying and eligible areas of the state.

The Brownfield Redevelopment Program provides tax credits and grants for remediation of contaminated sites throughout Missouri. The program provides opportunities to redevelop once vibrant business and community sites that are currently underutilized or are vacant, thus bringing jobs and investment back into the area.

Planning and Leadership Development Programs

Missouri Community Betterment (MCB) is a program of immediate community self-improvement. It is an action program designed to increase community development efforts and economic growth by providing strategic planning technical assistance to those communities requesting help and incentives to promote meaningful and successful projects. In short, the purpose of Missouri Community Betterment is to encourage communities to help themselves.

The Rural Economic Assistance Program (REAP) provides technical assistance in economic development to rural communities with populations of fewer than 15,000 persons. That assistance includes grants program that provides seed capital to initiate local economic development programs by helping fund a local community/economic development professional. The program is designed to meet the needs that the communities have identified will create wealth within their areas.

The Enterprise Zone Program was established to provide certain tax incentives for companies locating in areas of the state which meet certain distressed criteria. A key aspect of the program is development of a plan for redevelopment and renewal.

Missouri Community Service Commission

301 W. High, Room 770, PO Box 118
Jefferson City 65102
Telephone: (573) 751-7488 / FAX: (573) 526-0463

The Missouri Community Service Commission is dedicated to fostering opportunities for all citizens to serve their communities. It is the mission of the Missouri Community Service Commission to nurture such volunteer efforts by fostering an atmosphere that enables citizens service to prosper in communities across Missouri. By collaborating with volunteer organizations...
and state agencies, and by continuing to effectively administer National Service initiatives, the Commission makes it possible for Missourian’s to serve their communities.

The commission was established by an act of the Missouri Legislature in 1994 as a direct response to the National Service Act of 1993. Its twenty-five members are appointed by the governor and meet quarterly across the state. It has two primary functions, to award grants to local organizations enabling the establishment of AmeriCorps and other National Service programs, and, to foster an “ethic of service” in all citizens, with special emphasis on youth.

The Commission accomplishes these goals by operating as a “point” organization for promoting and recognizing service volunteers, and by supporting quality service projects. The Missouri Legislature passed a measure in 1998 allowing the commission to raise private contributions to assist in its work, thus enabling the commission to broaden its impact on the service and volunteer communities.

Overseeing the AmeriCorps programs is the commission’s primary responsibility. AmeriCorps, the domestic Peace Corps, engages citizens of all ages in projects ranging from tutoring, youth mentoring, public safety, housing rehabilitation, health care, environmental issues, and disaster relief. It gives communities and neighborhoods valuable human resources for addressing their most pressing civic issues, and gives the individual a way to serve their country by picking up a book or a shovel rather than a gun. It has given thousands of Americans opportunities to increase their skills and earn money for college that otherwise would not have been available to them.
Any not-for-profit organization, local or state government, school district, or institution of higher education may sponsor an AmeriCorps program. AmeriCorps members serve for one year, full time (1,700 hours) or part time (900 hours). At the completion of their service commitment they receive a $4,725 education award (half that amount for part time service) that may be redeemed at a Title IV university, college, or trade school.

The AmeriCorps state program provides federal funds for living allowance and program administration. Sponsoring organizations are required to produce a one-third match, and should have sufficient capacity to operate personnel and accounting systems, comply with Federal grant provision, and respond to Federal reporting requirements.

The AmeriCorps Education Award Program provides a small amount of federal monies for
administrative purposes. However, it frees sponsors from match requirements. Members may still receive a living allowance, but it is up to the sponsor to determine the source and amounts of those funds. Education Award programs are particularly well suited to work study and welfare reform initiatives.

AmeriCorps programs are designed to address specific issues and to achieve measurable objectives. Member activities must not duplicate the work of existing staff. Programs focus on education, environment, human needs, public safety, community and economic development and health.

Missouri Community Service Commission

Maxwell, Lt. Governor Joe, (D), chair, Jefferson City;
Wolken, Barbara, (D), 1st vice chair, Jefferson City, Dec. 15, 2000;
Kenney, Dr. Mark, (D) 2nd vice chair, Kansas City, Dec. 15, 2000;
Davis, Gretchen, (R), Chesterfield, Dec. 15, 2002;
Dorrell, Dr. Larry, (D), Warrensburg, Dec. 15, 2001;
Duffy, Linda, (R), Columbia;
Greger, Robin, (R), Hannibal, Dec. 15, 2001;
Griffin, Joanne, (R), St. Louis, Dec. 15, 2000;
Gutierrez, Ricardo, (R), Kirkwood;
Herman, Cassandra, (D), Rolla, Dec. 15, 2002;
Dr. Amy Hilgemann, (D), St. Louis, Dec. 15, 2000;
Kujath, Harry, (R), Jefferson City, Dec. 15, 2000;
Maxwell, Sheryl, (D), Lilbourn, Jan. 15, 2001;
McClelland, Emmy, (R), Webster Groves, Dec. 15, 2000;
McDonald, John, ex officio, non-voting member, Kansas City;
Mims, Rev. Lynn, (D), St. Louis;
Osborne, Jocelyn, (R), Columbia, Dec. 15, 2002;
Schulz, Jolene, (D), Columbia, Dec. 15, 2002;
Swanegan, Deborah, (D), Columbia, Dec. 15, 2002;
Swearingin, Gwen, (R), Ozark, Dec. 15, 2001;
Tai, Ching-ling, (D), Creve Coeur;

Missouri Housing Development Commission

3435 Broadway
Kansas City 64111-2415
Telephone: (816) 759-6600 / FAX: (816) 759-6828

The Missouri Housing Development Commission, created by the 75th General Assembly, makes and ensures loans to non-profit and limited-dividend sponsors of residential housing for low- and moderate-income persons. The commission also makes funds available for the purchase of single-family homes, at below-market interest rates, by low- and moderate-income persons. The funds for mortgage financing are provided through the sale of tax-exempt notes and bonds that the commission is authorized to issue.

Additionally, the commission is authorized to establish a revolving fund to make non-interest-bearing loans to non-profit corporations to defray development costs of housing for low- and moderate-income persons. The commission provides advisory, consultative, training, and educational services to non-profit housing corporations.

The commission also administers the federal low-income housing tax credit, state low-income housing tax credit and tax credit for affordable housing; operates a housing trust fund for very low-income persons; and provides assistance for the homeless. The commission participates with the Department of Economic Development in preparing the state’s consolidated plan, which replaces the Comprehensive Housing Affordability Strategy.

The commission includes the governor, lieutenant governor, attorney general, treasurer and six persons appointed by the governor with the advice and consent of the Senate.

Missouri Housing Development Commission* 
Creech, William H. Jr., (D), chair, Troy, Oct. 13, 1999;
Rollins, Susan C.J., (D), secretary/treasurer, St. Louis, Oct. 13, 2000;
Braithwait, Charles E., (D), Clinton, Oct. 6, 2000;
Waisner, H. Darrel, (R), Springfield, Oct. 13, 1999;

* $50 per diem.