



# DEED Overview

Steve Grove | Commissioner

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# DEED: At-a-Glance

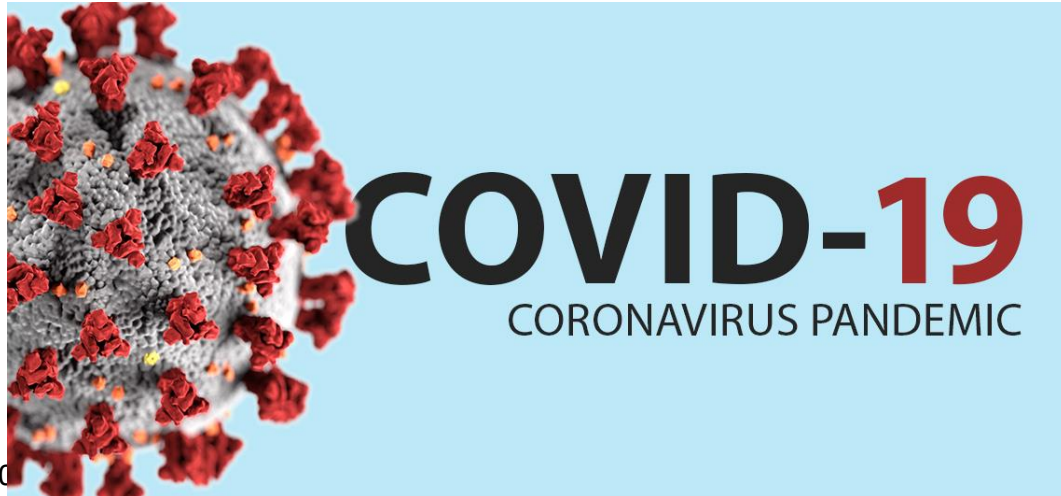


- DEED is the state's principal economic development and workforce development agency.
- We work to attract, retain, and expand businesses and create jobs for all Minnesotans.
- We work to connect workers to jobs, prepare individuals for jobs in high-demand industries, and help people to live independently.

# DEED's Design to grow Minnesota's Economy

- We cover a robust spectrum of worker and business dynamics to help grow our economy.
  - provide **employment and training** for individuals
  - provide **services** that help individuals with disabilities achieve personal and vocational independence
  - promote **business recruitment**, expansion, and retention
  - promote **career and business opportunities** for individuals currently underrepresented in Minnesota's economy
  - promote **international trade**
  - promote **broadband** adoption and
  - support **community development**

# Governor's Council on Economic Expansion





# Minnesota's 10 Year Economic Expansion Plan



To achieve a more equitable, inclusive, sustainable, and resilient Minnesota economy, we must all commit to take action.

- 1** Commit to our people, as Minnesota's number one strength and the key to a prosperous future.
- 2** Commit to our communities, as the nexus point of growth and opportunity.
- 3** Commit to our businesses, as the engine that will write the next chapter of the global economy.
- 4** Commit to innovation, as the central dynamic needed to adapt to an ever-changing economic landscape.
- 5** Commit to infrastructure, as the foundation of all economic progress.



# DEED's Organizational Structure

- **Workforce Development**
- **Economic Development**
- **Workforce Services**
- **General Support Services**



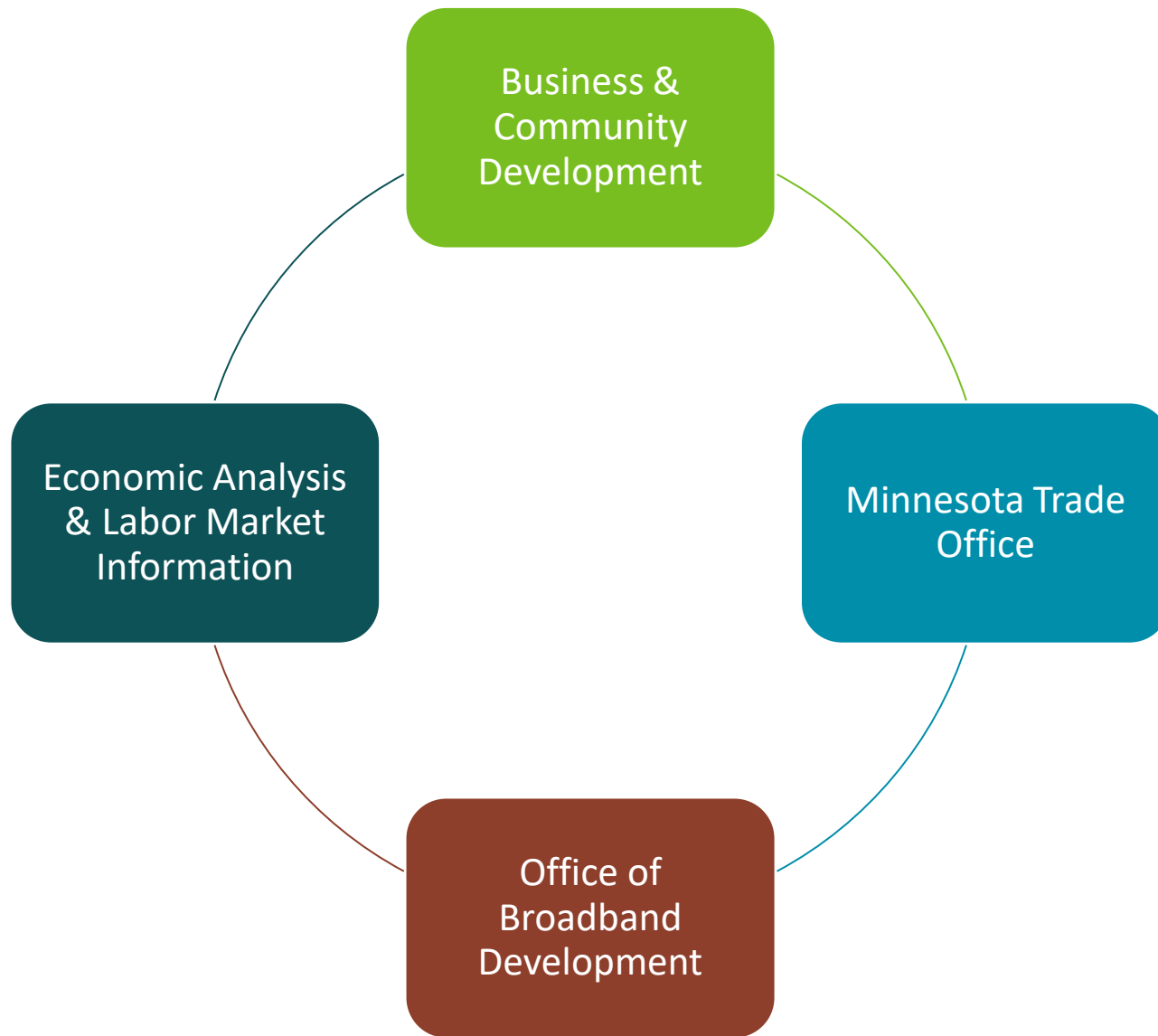




# Economic Development

Kevin McKinnon | Deputy Commissioner





# Economic Development Overview

# Business and Community Development (BCD)

- Serves businesses and communities in every region.
- Administers financing programs to help businesses retain existing jobs and create new high-quality jobs.
- Administers financing programs and special appropriations to support community development.
- Provides information and access to resources to help entrepreneurs and small businesses.
- Funds cooperative training projects involving partnerships between businesses and educational institutions that build the skills of new employees and/or retrain existing employees.





# Business and Community Development (BCD)



In SFY 2022, across all programs both federal and state, DEED awarded:

- **\$240 million for 650 projects**

Resulting in a minimum of:

- **\$2.3 billion** in leveraged investment
- **creation of 5,100 new jobs**
- **retention of 8,600 jobs**

# BCD Services Provided: Business Finance

**Business Finance:** Administers over 25 financing programs that provide capital to growing businesses in Minnesota. Key programs include:

- **Minnesota Job Creation Fund**
- **Minnesota Investment Fund**
- **Emerging Entrepreneur Program**
- **Minnesota Angel Tax Credit**
- **State Small Business Credit Initiative**
- **Launch Minnesota Grants**





# BCD Services Provided: Business Development



**Business Development:** Assists businesses and communities in accessing DEED services and other resources to support growth, retention and attraction of workforce and businesses. Also promotes specific industry sectors where Minnesota has strength/potential for growth.

Other units help employers build a pipeline of talent and provide grants for specialized employee training.

- **Business Development Managers**
- **Workforce Strategy Consultants**
- **Minnesota Job Skills Partnership**
- **Energy Transition Office**

# BCD Services Provided: Community Finance

**Community Finance:** Administers programs that assist local governments in attracting and retaining businesses and jobs and to position communities for future economic growth. Also manages various special appropriations and bond projects as well as large projects such as the Destination Medical Center and Duluth Regional Exchange District. Key programs include:

- **Business Development Public Infrastructure Program**
- **Innovative Business Development Public Infrastructure Program**
- **The Airport Infrastructure Renewal Program**
- **Transportation Economic Development Infrastructure Program**
- **Brownfields and Redevelopment**
- **Small Cities Development Program**

## CONTAMINATION CLEANUP AND INVESTIGATION GRANTS PROGRAM

### Redevelopment Project Completed in 2020 - Moorhead, MN



Moorhead site – Before



Moorhead site – After



# BCD Services Provided: Small Business



**Small Business:** Administers programs and services that provide information and resources to entrepreneurs and small businesses. The office also manages a variety of special appropriations and other programs that work with communities and nonprofits such as the Child Care Development Program, Launch MN Network Grants, Mainstreet Revitalization Grants and Business Development Competitive Grant Program.

- **Launch Minnesota**
- **Small Business Assistance Office**
- **Small Business Development Centers**
- **Office of Small Business Partnerships**

# BCD: Results

MEASURE	SFY 2019-20	SFY 2021-22
All programs: Funds awarded	\$279M	\$423M
All programs: Private investment leveraged	\$3.55B	\$3.97B
All programs: #of jobs to be created/retained	32,589	23,181
All programs: # of awards made	1,933	1,216
Minnesota Job Creation Fund: # of jobs created	2,565	2,157
Early-stage technology businesses: # of awards made	166	369
Emerging Entrepreneur Loan Program: # of loans to underserved Minnesotans	98	92
Minnesota Job Skills Partnership Program: # of workers trained	16,758	10,464
SBDC, SBAO, OSBP and Launch MN: # of small business clients assisted	67,762	65,793
Contamination and Redevelopment Grant Program: Private investment leveraged	\$2.05B	\$1.73B
Business Development Public Infrastructure, Innovative BDPI and Transportation Economic Development Infrastructure: Non-state investment leveraged	\$22.5M	\$38.9M

# Minnesota Trade Office (MTO)

- Works to increase the number of Minnesota companies exporting into foreign markets.
- Provides technical assistance and financial resources for companies seeking to expand exporting.
- Helps promote foreign investment and works with companies to explore the advantages of expanding or relocating in Minnesota
- Operates trade offices in Canada, EU, UK/Ireland, Japan, Association of Southeast Asian Nations (ASEAN) and China.





# MTO Services Provided

**Minnesota Trade Office:** Provides a broad range of programs and services. Also sponsors and coordinates trade missions to foreign countries to showcase Minnesota and organizes reverse missions to bring key people from foreign countries to Minnesota. Key programs and services include:

- **Export counseling and assistance**
- **Export financing programs**
- **Foreign direct investment assistance**
- **Protocol Office for the State**



# MTO: Results

MEASURE	PREVIOUS	CURRENT	DATES
Annual total exports from Minnesota	\$20.1B	\$23.5B	SFY 2020 & SFY 2021
Number of organizations receiving export assistance	789	1389	SFY 2021 & SFY 2022
Number of attendees at MTO training seminars	769	810	SFY 2021 & SFY 2022
Number of foreign companies contacted or requesting information on Minnesota	875	996	SFY 2021 & SFY 2022
Number of protocol requests, meetings and visit with diplomatic interactions	68	113	SFY 2021 & SFY 2022

# Office of Broadband Development (OBD)

- Works to ensure that the state's Internet service is among the nation's best and can keep pace with the growing demands of businesses and individual Minnesotans.
- Coordinates public, private and philanthropic efforts to increase availability, speed and use of broadband.
- Administers federal resources assigned directly to states for broadband infrastructure.
- Administers the state competitive grant fund for broadband infrastructure.
- Administers the state Telecommuter Forward! Community certification program.
- Conducts research, data collection and mapping to inform policy and improve access to underserved and unserved communities.





# OBD Services Provided

**Office of Broadband Development:** Accomplishes its mission through activities that include:

- Assisting with **community planning** for broadband development
- Managing **Border-to-Border Broadband Development Grant** program
- Providing **research and data collection** to measure progress toward state broadband goals
- Studying broadband **adoption and use** rates
- Managing **Telecommuter Forward! Community certification** program
- Providing support and input to the **Governor's Task Force on Broadband**



# OBD: Results

MEASURE	2014 \$20M	2015 \$10.5M	2016 \$35M	2017 \$20M	2018 \$0	2019 \$20M	2020 \$20M
Broadband Grant Program: # of applications	40	44	57	70	0	80	64
Broadband Grant Program: # of grant awards	16	15	40	39	0	30	39
Broadband Grant Program: # of households, businesses and community institutions served	6,333	4,098	16,708	12,202	0	10,938	6,922
% of Minnesota households with high-speed broadband access*	85.83% <sup>1</sup>	87.72% <sup>2</sup>	87.94% <sup>3</sup>	90.77% <sup>4</sup>	92.70% <sup>5</sup>	92.19% <sup>6</sup>	91.86% <sup>7</sup>

\*Based on 2016 established goal of 25Mbps down/3Mbps upload

<sup>1</sup> Broadband access as of 2/15

<sup>2</sup> Broadband access as of 7/16

<sup>3</sup> Broadband access as of 4/17

<sup>4</sup> Broadband access as of 3/18

<sup>5</sup> Broadband access as of 4/19

<sup>6</sup> Broadband access as of 4/20. The decrease in household availability between 2019 and 2020 is attributable to more granular reporting of available broadband speeds by a few broadband providers.

<sup>7</sup> Broadband access as of 5/21. The decrease in household availability between 2020 and 2021 is attributable to more granular reporting of available broadband speeds by a few broadband providers and use of Census 2020 Housing Units instead of 2010 Occupied Households.

# Economic Analysis & Labor Market Information

- **Economic Analysis & Labor Market Information:** These offices develop and refine data on Minnesota's economy and its labor market – including trends and forecasts – and communicate that data to a broad range of customers.





# Thank You!

We welcome your questions.