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Employment and Economic Development

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<https://www.mn.gov/deed>

AT A GLANCE

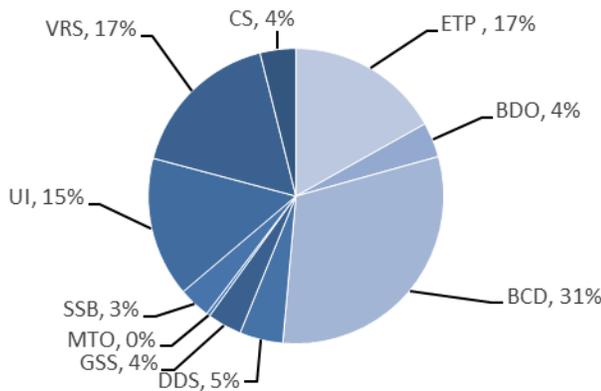
- The mission of the Department of Employment and Economic Development (DEED) is to empower the growth of the Minnesota economy, for everyone.
- DEED is the state’s principal economic development and workforce development agency.
- We work to attract, retain, and expand businesses and create jobs for all Minnesotans.
- We work to connect workers to jobs, prepare individuals for jobs in high-demand industries, and help people to live independently.
- We stabilize and stimulate the economy through unemployment benefit payments.
- We work to ensure that no communities are left on the economic sidelines.
- We invest in programs and policies that ensure communities of color reach their professional and personal goals and aim to eliminate economic disparities throughout the state.

PURPOSE

DEED’s programs 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. The agency has the following shared values: focus on the customer, communicate early and often, seek solutions, create inclusion, encourage new ideas and be gracious.

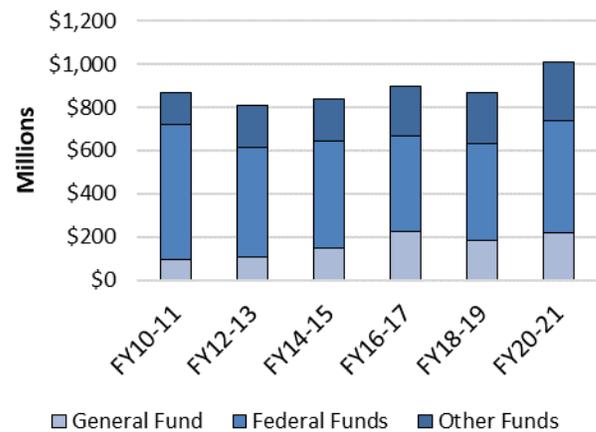
BUDGET

**Spending by Program
FY 2021 Actual**



BCD = Business and Community Development; MTO = Minnesota Trade Office; UI = Unemployment Insurance; ETP = Employment & Training Programs Division; DDS = Disability Determination Services; GSS = General Support Services; VRS = Vocational Rehabilitation Services; SSB = State Services for the Blind; BDO = Office of Broadband Development; CF = CareerForce
Source: Budget Planning & Analysis System (BPAS)

Historical Spending



Source: Consolidated Fund Statement

STRATEGIES

DEED manages federal and state programs that support Minnesota's people, businesses, and communities. Across all of our programs, we set results-driven goals, drafting agency-wide objectives that we track through quarterly performance indicators. It's critical to our approach that we maximize our effectiveness by setting ambitious goals and collaborating to achieve them.

Our focus is on providing superior service, secure systems, and sustainable and equitable investments in order to combat the state's primary economic challenges: economic impacts from the COVID-19 pandemic coupled with deep economic disparities that exist for individuals with disabilities and communities of color throughout the state.

Our *Workforce Development* division works to ensure that businesses have the talent they need to be locally and globally competitive and that workers have the skills and opportunities they need for meaningful and family-sustaining employment. DEED delivers many of these services directly to Minnesotans via our CareerForce System, which includes 55 CareerForce locations as well as digital services with new ways to provide virtual assistance. We also prioritize partnerships and grants to service providers, non-profits, colleges and universities, and Adult Basic Education programs.

- *Employment and Training Programs*: Provides unemployed and underemployed Minnesotans with services such as career counseling, assessment, job seeker and placement services, education and training, and job development activities through our employment and training programs.
- *CareerForce*: Engages with career seekers and employers in 55 CareerForce Locations across the state, online and through outreach to people and populations who have experienced greater challenges accessing the workforce development system.
- *Governor's Workforce Development Board (GWDB)*: Has statutory responsibility under the federal Workforce Innovation and Opportunity Act (WIOA), which provides leadership on opportunities and key workforce strategies for the state.
- *Office of Public Engagement*: Provides targeted outreach and engagement efforts on DEED's programs.

The *Economic Development* division contributes to Minnesota's economic success by providing services that support the growth of businesses and communities.

- *Business and Community Development*: Provides new and expanding businesses with various business finance incentives, while communities can receive grants, loans, and technical assistance for redevelopment and public infrastructure. This includes the new Launch Minnesota initiative, focused on technology-based businesses.
- *Minnesota Trade Office*: Provides export assistance and training for businesses and helps foreign companies invest in Minnesota through new business startups or expansions.
- *Office of Broadband Development*: Coordinates public, private, and philanthropic efforts to increase availability, speed, connectivity and use of broadband.
- *Small Business*: Administers programs and services that provide information and resources to entrepreneurs and small businesses.
- *Research*: Provides research services to internal and external customers including Economic Analysis and Labor Market Information.

The *Workforce Services* division supports Minnesotans who need income and program supports due to a loss of employment or disability and works to connect those workers with employment opportunities.

- *Vocational Rehabilitation*: Assists Minnesotans with disabilities to secure and retain employment, live independently, and reduce their dependence on government supports.
- *State Services for the Blind*: Facilitates the achievement of personal and vocational independence by Minnesotans who are blind, visually impaired, or DeafBlind.

- *Unemployment Insurance:* Pays unemployment benefits to workers unemployed due to no fault of their own to ensure that they are able to support themselves and their families while they search for employment.
- *Disability Determination:* Determines if Minnesota applicants meet federal criteria for disability benefits through the Social Security Administration.

General Support Services (GSS) provides the agency with the infrastructure and leadership necessary to operate programs, develop policies, and provide assistance to individuals, businesses and communities.

- *Commissioner’s Office:* Provides executive leadership through appointment by Office of the Governor of Minnesota.
- *Communications Office:* Publicizes DEED services for customers, partners, and other stakeholders while promoting Minnesota as a place to live, work, and do business.
- *Office of Diversity and Equal Opportunity:* Ensures DEED’s compliance with federal and state laws concerning discrimination, harassment, reasonable accommodation, retaliation, site and program access, and handles complaints of discrimination for any DEED employee, applicant, contractor, or customer.
- *General Counsel:* Supports DEED’s legal needs, including data requests, ethics questions, litigation, contracts, and other items.
- *Administrative and Financial Services:* Oversees all financial activities (including budgeting, payroll, procurement, continuity of operations and other functions) as well as managing all DEED facilities.
- *Human Resources:* Manages agency personnel, labor relations, and employee training and development.
- *Technical Planning:* Advises DEED on technical investments, coordinates the IT project decision process, and ensures that IT projects are set up, implemented, and maintained successfully.
- *Performance and Technical Management:* Advises DEED on technical investments, coordinates the IT project decision process, and ensures that IT projects are set up, implemented, and maintained successfully.

State Fiscal Year” or “SFY” is used throughout DEED’s program narratives to clarify the time period being referenced, since Minnesota’s state government and the Federal Government use different fiscal calendars. The “Federal Fiscal Year” is noted as “FFY.”

Minn. Stat. § 116L (<https://www.revisor.mn.gov/statutes/?id=116L>), Minn. Stat. § 116J (<https://www.revisor.mn.gov/statutes/?id=116J>), and Minn. Stat. § 268 (<https://www.revisor.mn.gov/statutes/?id=268A.11>) provide the legal authority for DEED.

Additional applicable ‘general agency’ statutes and laws: Government Data Practices, Minn. Stat. § 13 (<https://www.revisor.mn.gov/statutes/?id=13>), Official Records Act, Minn. Stat. § 15.17 (<https://www.revisor.mn.gov/statutes/?id=15.17>), Open Meeting Law, Minn. Stat. § 13D (<https://www.revisor.mn.gov/statutes/?id=13d>), Records Management, Minn. Stat. § 138.17 (<https://www.revisor.mn.gov/statutes/?id=138.17>).

Federal: Workforce Investment Act, the Workforce Investment Act (Public Law 113 – 128) <https://www.gpo.gov/fdsys/pkg/PLAW-113publ128/pdf/PLAW-113publ128.pdf>, 29 U.S.C. Sec. 3101, et. seq. This is a non-state website.

Employment and Economic Development

Agency Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
1000 - General	114,087	104,182	643,139	196,399	125,819	125,819
2000 - Restrict Misc Special Revenue	31,007	67,447	65,258	64,344	43,617	40,195
2001 - Other Misc Special Revenue	26,856	20,832	27	30,988	29,282	1,784
2340 - Renewable Development		1,643	8,353			
2350 - Petroleum Tank Release Cleanup	4,411	4,266	3,582	9,200	9,200	9,200
2390 - Workforce Development	55,574	58,393	56,623	79,567	53,237	53,237
2403 - Gift	293	254	281	448	468	431
2801 - Remediation	1,468	733		2,597	700	700
3000 - Federal	216,181	239,987	322,872	468,462	445,679	441,712
3010 - Coronavirus Relief	146	64,733	12,822			
3015 - ARP-State Fiscal Recovery		238	2,097,973	230,000		
8350 - Ag & Econ Development Board	16	6	11	41	42	43
Total	450,039	562,713	3,210,941	1,082,046	708,044	673,121
Biennial Change				3,280,235		(2,911,822)
Biennial % Change				324		(68)
<u>Expenditures by Program</u>						
Business and Community Development	106,690	173,061	294,376	231,696	163,815	158,019
Unemployment Insurance	53,813	86,212	2,613,850	330,789	78,102	75,686
Employment and Training Programs	92,006	94,913	101,326	136,902	108,982	108,982
CareerForce Systems	20,600	22,005	20,819	25,904	26,117	26,542
Disability Determination Services	25,143	26,664	27,345	34,304	38,123	33,263
General Support Services	18,844	21,207	23,602	26,925	26,947	27,349
Minnesota Trade Office	2,203	2,260	2,565	2,339	2,639	2,639
Vocational Rehabilitation Services	89,806	95,422	105,499	108,681	108,483	112,309
State Services for The Blind	17,037	19,519	20,475	21,667	25,110	26,610
Broadband Development	23,898	21,450	1,086	162,839	129,726	101,722
Total	450,039	562,713	3,210,941	1,082,046	708,044	673,121
<u>Expenditures by Category</u>						
Compensation	118,303	130,610	131,466	149,706	152,715	156,266
Operating Expenses	94,748	113,745	131,235	132,977	127,820	118,378

Employment and Economic Development

Agency Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Grants, Aids and Subsidies	231,568	309,610	431,036	513,044	393,199	368,011
Capital Outlay-Real Property	358	251	838	61	62	62
Other Financial Transaction	5,062	8,497	2,516,367	286,258	34,248	30,404
Total	450,039	562,713	3,210,941	1,082,046	708,044	673,121

Total Agency Expenditures	450,039	562,713	3,210,941	1,082,046	708,044	673,121
Internal Billing Expenditures	16,378	18,461	18,350	19,945	20,748	21,505
Expenditures Less Internal Billing	433,661	544,252	3,192,591	1,062,101	687,296	651,616

<u>Full-Time Equivalents</u>	1,309.58	1,389.32	1,390.63	1,431.27	1,453.83	1,452.01
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Employment and Economic Development

Agency Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
1000 - General						
Balance Forward In	42,756	46,067	48,930	85,187		
Direct Appropriation	121,287	119,737	660,046	116,440	118,753	93,753
Open Appropriation	13,493	20,977	24,940	22,206	34,500	34,500
Transfers In	3,118	2,153	1,052	1,395	1,567	1,613
Transfers Out	28,512	25,032	3,463	28,829	29,001	4,047
Net Loan Activity	191	(1,000)	(449)			
Cancellations	282	16,213	2,729			
Balance Forward Out	37,965	42,506	85,188			
Expenditures	114,087	104,182	643,139	196,399	125,819	125,819
Biennial Change in Expenditures				621,269		(587,900)
Biennial % Change in Expenditures				285		(70)
Full-Time Equivalents	107.09	105.30	220.89	232.52	232.51	231.21

2000 - Restrict Misc Special Revenue

Balance Forward In	36,164	53,826	40,600	40,426	11,084	5,564
Receipts	41,747	31,660	65,628	34,296	37,359	38,598
Internal Billing Receipts	18,609	20,570	20,369	20,778	24,495	25,638
Transfers In	3,478	1,128	1,117	1,325	1,325	1,325
Transfers Out	2,500		2,000			
Net Loan Activity	(81)	(205)	338	(619)	(587)	(587)
Balance Forward Out	47,801	18,962	40,426	11,084	5,564	4,705
Expenditures	31,007	67,447	65,258	64,344	43,617	40,195
Biennial Change in Expenditures				31,149		(45,790)
Biennial % Change in Expenditures				32		(35)
Full-Time Equivalents	119.14	121.26	128.24	157.83	151.39	151.39

2001 - Other Misc Special Revenue

Balance Forward In	63,921	41,635	77,129	79,605	85,572	93,461
Receipts	4,074	19,226	8,913	9,118	9,161	9,158
Transfers In	58,291	30,781	9,584	26,000	26,000	1,000
Transfers Out	30,300		22,750			
Net Loan Activity	(29,436)	405	6,758	1,837	2,010	985
Balance Forward Out	39,693	71,216	79,607	85,572	93,461	102,820

Employment and Economic Development

Agency Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Expenditures	26,856	20,832	27	30,988	29,282	1,784
Biennial Change in Expenditures				(16,672)		51
Biennial % Change in Expenditures				(35)		0
Full-Time Equivalents	4.57	4.11	6.84	10.68	6.17	6.17

2340 - Renewable Development

Balance Forward In			357			
Direct Appropriation		2,000	8,000			
Cancellations			5			
Balance Forward Out		357				
Expenditures		1,643	8,353			
Biennial Change in Expenditures				6,710		(8,353)
Biennial % Change in Expenditures						
Full-Time Equivalents			0.34			

2350 - Petroleum Tank Release Cleanup

Balance Forward In	4,352	7,539	9,865	12,483	9,483	6,483
Direct Appropriation	6,200	6,200	6,200	6,200	6,200	6,200
Balance Forward Out	6,141	9,473	12,483	9,483	6,483	3,483
Expenditures	4,411	4,266	3,582	9,200	9,200	9,200
Biennial Change in Expenditures				4,106		5,618
Biennial % Change in Expenditures				47		44
Full-Time Equivalents	1.74	1.83	1.48	1.50	1.50	1.50

2390 - Workforce Development

Balance Forward In	1,141	2,796	2,677	668		
Direct Appropriation	34,837	33,037	39,759	39,489	23,237	23,237
Open Appropriation	22,140	25,489	15,698	39,410	30,000	30,000
Cancellations	665	1,678	844			
Balance Forward Out	1,878	1,252	668			
Expenditures	55,574	58,393	56,623	79,567	53,237	53,237
Biennial Change in Expenditures				22,223		(29,716)
Biennial % Change in Expenditures				20		(22)

Employment and Economic Development

Agency Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Full-Time Equivalents	10.36	11.45	12.37	12.93	12.47	12.37

2403 - Gift

Balance Forward In	377	499	715	656	596	551
Receipts	412	427	223	388	423	423
Balance Forward Out	496	672	657	596	551	543
Expenditures	293	254	281	448	468	431
Biennial Change in Expenditures				182		170
Biennial % Change in Expenditures				33		23
Full-Time Equivalents	1.45	1.00	1.00	1.00	1.00	1.00

2801 - Remediation

Balance Forward In	801	33	1,198	1,897		
Direct Appropriation	700	700	700	700	700	700
Balance Forward Out	33		1,898			
Expenditures	1,468	733		2,597	700	700
Biennial Change in Expenditures				396		(1,197)
Biennial % Change in Expenditures				18		

3000 - Federal

Balance Forward In	2,469	5,371	3,611	2,891	363	2
Receipts	216,147	237,269	322,152	467,402	446,636	447,410
Net Loan Activity	(392)	(356)		(1,468)	(1,318)	(1,317)
Balance Forward Out	2,042	2,296	2,891	363	2	4,383
Expenditures	216,181	239,987	322,872	468,462	445,679	441,712
Biennial Change in Expenditures				335,165		96,057
Biennial % Change in Expenditures				73		12
Full-Time Equivalents	1,065.17	1,144.35	1,019.43	1,014.57	1,048.55	1,048.13

3010 - Coronavirus Relief

Balance Forward In		60,000				
Direct Appropriation	60,149	10,000	12,822			
Cancellations	3	5,267				

Employment and Economic Development

Agency Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Balance Forward Out	60,000					
Expenditures	146	64,733	12,822			
Biennial Change in Expenditures				(52,058)		(12,822)
Biennial % Change in Expenditures				(80)		

3015 - ARP-State Fiscal Recovery

Balance Forward In				230,000		
Direct Appropriation		238	2,327,973			
Balance Forward Out			230,000			
Expenditures		238	2,097,973	230,000		
Biennial Change in Expenditures				2,327,735		(2,327,973)
Biennial % Change in Expenditures						(100)

8200 - Clean Water Revolving

Balance Forward In	666	197	228	276	297	
Receipts	1	1	0	1	1	
Transfers Out	500					
Net Loan Activity	31	30	48	20	(298)	
Balance Forward Out	197	228	276	297		

8350 - Ag & Econ Development Board

Balance Forward In	680	715	875	870	834	797
Receipts	25	7	6	5	5	5
Net Loan Activity	26	158				
Balance Forward Out	715	873	870	834	797	759
Expenditures	16	6	11	41	42	43
Biennial Change in Expenditures				30		33
Biennial % Change in Expenditures				138		63
Full-Time Equivalents	0.06	0.02	0.04	0.24	0.24	0.24

Employment and Economic Development

Agency Change Summary

(Dollars in Thousands)

	FY23	FY24	FY25	Biennium 2024-25
Direct				
Fund: 1000 - General				
FY2023 Appropriations	116,440	116,440	116,440	232,880
Base Adjustments				
All Other One-Time Appropriations		(875)	(875)	(1,750)
Current Law Base Change		3,188	(21,812)	(18,624)
Biennial Appropriations		0	0	0
Forecast Base	116,440	118,753	93,753	212,506
Fund: 2350 - Petroleum Tank Release Cleanup				
FY2023 Appropriations	6,200	6,200	6,200	12,400
Forecast Base	6,200	6,200	6,200	12,400
Fund: 2390 - Workforce Development				
FY2023 Appropriations	39,489	39,489	39,489	78,978
Base Adjustments				
All Other One-Time Appropriations		(16,262)	(16,262)	(32,524)
Biennial Appropriations		10	10	20
Forecast Base	39,489	23,237	23,237	46,474
Fund: 2801 - Remediation				
FY2023 Appropriations	700	700	700	1,400
Forecast Base	700	700	700	1,400
Open				
Fund: 1000 - General				
FY2023 Appropriations	29,211	29,211	29,211	58,422
Base Adjustments				
Forecast Open Appropriation Adjustment	2,792	5,289	5,289	10,578
November Forecast Adjustment	(9,797)			
Forecast Base	22,206	34,500	34,500	69,000
Fund: 2390 - Workforce Development				
FY2023 Appropriations	39,410	39,410	39,410	78,820
Base Adjustments				
Forecast Open Appropriation Adjustment	(9,410)	(9,410)	(9,410)	(18,820)
November Forecast Adjustment	9,410			
Forecast Base	39,410	30,000	30,000	60,000

Employment and Economic Development

Agency Change Summary

(Dollars in Thousands)

	FY23	FY24	FY25	Biennium 2024-25
<i>Dedicated</i>				
Fund: 2000 - Restrict Misc Special Revenue				
Planned Spending	64,344	43,617	40,195	83,812
Forecast Base	64,344	43,617	40,195	83,812
Fund: 2001 - Other Misc Special Revenue				
Planned Spending	30,988	29,282	1,784	31,066
Forecast Base	30,988	29,282	1,784	31,066
Fund: 2403 - Gift				
Planned Spending	448	468	431	899
Forecast Base	448	468	431	899
Fund: 3000 - Federal				
Planned Spending	468,462	445,679	441,712	887,391
Forecast Base	468,462	445,679	441,712	887,391
Fund: 8350 - Ag & Econ Development Board				
Planned Spending	41	42	43	85
Forecast Base	41	42	43	85
<i>Revenue Change Summary</i>				
<i>Dedicated</i>				
Fund: 2000 - Restrict Misc Special Revenue				
Forecast Revenues	34,296	37,359	38,598	75,957
Fund: 2001 - Other Misc Special Revenue				
Forecast Revenues	9,118	9,161	9,158	18,319
Fund: 2403 - Gift				
Forecast Revenues	388	423	423	846
Fund: 3000 - Federal				
Forecast Revenues	467,402	446,636	447,410	894,046
Fund: 8200 - Clean Water Revolving				
Forecast Revenues	1	1		1

Employment and Economic Development

Agency Change Summary

(Dollars in Thousands)

	FY23	FY24	FY25	Biennium 2024-25
Fund: 8350 - Ag & Econ Development Board				
Forecast Revenues	5	5	5	10
<i>Non-Dedicated</i>				
Fund: 2390 - Workforce Development				
Forecast Revenues	66,756	73,805	77,340	151,145

Program: Business and Community Development

mn.gov/deed/business/

AT A GLANCE

- Serves businesses and communities in every region of the State of Minnesota.
- Administers financing programs to help businesses retain existing 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.
- 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, the creation of 5,100 new jobs and the retention of 8,600 jobs.
- Collects, analyzes, and disseminates key labor market indicators, information, and analysis on the economy, workforce, industry base, and job market in Minnesota to support informed decision-making. Served over 300,000 people in SFY 2021.

PURPOSE AND CONTEXT

DEED's Business and Community Development (BCD) division contributes to Minnesota's economic success by providing programs, services and information that support the growth of businesses and communities.

We provide financial and technical services to businesses and communities to support the creation, expansion, attraction, and retention of businesses in and to Minnesota. We work to help communities become affordable, quality places for people and businesses to locate, grow, and prosper. We also provide Labor Market Information to support informed decision-making for businesses, students, and the workforce. BCD programs have played an important role in response to the pandemic over the last three years.

SERVICES PROVIDED

We accomplish our mission via the following activities:

- *Business Finance*: We administer over 20 financing programs that provide capital to growing businesses in Minnesota. Some key programs include:
 - *Minnesota Job Creation Fund*, which provides performance-based awards to new and expanding businesses after they meet job creation and capital investment targets
 - *Minnesota Investment Fund*, which provides upfront financing that targets job creation in industrial, manufacturing and high-tech industries
 - *The Emerging Entrepreneur Program*, which provides loans targeted toward Minnesota small businesses owned by women, veterans, people with disabilities, and people from communities of color and/or low-income individuals.
 - *The Minnesota Angel Tax Credit and Launch MN Grants*, provides a 25% tax credit to investors who invest in emerging and small technology related business and grants to start-ups looking to raise capital
 - *Launch MN Grants*, provides grants up to \$35,000 to innovative start-ups seeking to raise capital.
 - *State Small Business Credit Initiative*, funding from the U.S. Department of Treasury to increase capital access through five different programs.

- **Business Development:** Our regional business development managers (BDM's) assist businesses and communities to access DEED services and other available resources to support the growth, retention and attraction of workforce and businesses. The office also promotes specific industry sectors where Minnesota has strength and/or potential for growth. Other business units include:
 - **Workforce Strategy Consultants:** Through a partnership with our Employment and Training Division, our network of Workforce Development Strategy Consultants provide employers with a front-door to all workforce development programs available through the department and partners to assist growing and expanding businesses. Like the BDM's, this office also works in specific industry sectors such as manufacturing and healthcare to build pipelines of talent.
 - **Minnesota Job Skills Partnership (MJSP):** Our Minnesota Job Skills Partnership program provides funding for cooperative training projects that build the skills of new employees and/or retrain a company's existing employees. These grants are awarded to educational institutions with businesses as partners. This program can also provide training to low-income individuals to help them advance their career, achieving higher paying jobs and economic self-sufficiency.
 - **Energy Transition Office (ETO):** The Energy Transition Office was established by the 2021 legislature to advise the Governor and the Legislature on energy transition issues and to establish transition programs, economic initiatives, and transition policy. For communities and workers impacted by fossil fuel-based power plant closures in Minnesota, the office aims to help them successfully transition into alternatives that minimize the negative consequences from closures and maximize opportunities for future economic growth and community wellbeing.
- **Community Finance:** We administer programs that assist local governments in attracting and retaining businesses and jobs and to position communities for future economic growth. Key programs include the Business Development Public Infrastructure Program, Innovative Business Development Public Infrastructure Program, the Airport Infrastructure Renewal Program, and the Transportation Economic Development Infrastructure Program. The office also manages a variety of special appropriations and bond projects all across the state in addition to large projects such as the Destination Medical Center and the Duluth Regional Exchange District. Other programs include:
 - **Brownfields and Redevelopment:** The program assists local units of government with investigation and cleanup of contamination and the redevelopment of underutilized properties. The Contamination Cleanup and Investigation Grant Program helps pay for assessing and cleaning contaminated sites for private or public redevelopment. The Redevelopment Grant Program assists with the costs of redeveloping blighted industrial, residential, or commercial sites and putting land back into productive use. The Demolition Loan Program assists with costs of demolishing blighted buildings that have future development potential but no current plans.
 - **Small Cities Development Program:** The program assists cities and counties with funding for housing, public infrastructure and commercial rehabilitation projects. Funding for the program is received through the U.S. Department of Housing and Urban Development. Projects must meet federal objectives such as removal of blight, benefit low and moderate-income individuals and/or eliminate a public health threat or safety.
- **Small Business:** We administer 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 non-profits such as the Child Care Development Program, Launch MN Network Grants and the Business Development Competitive Grant Program. Other programs include:
 - **Launch Minnesota:** Launch MN aims to catalyze and connect the entrepreneurial ecosystem to better prepare technology-based businesses for success. The initiative has quickly established a variety of partners across the state to assist technology companies with education and capital connections. The office is also responsible for the Launch MN Advisory Board consisting of

professionals from across the state interested in building a more robust network and ecosystem for growing technology businesses.

- *Small Business Assistance Office (SBAO)*: The SBAO works to reduce costs for small businesses by providing timely, accurate, and comprehensive information and technical assistance on all aspects of the start-up, operation, or expansion of a small business. The Office produces a variety of publications and manages transactional activities through a phone and email contact center.
- *Small Business Development Center*: SBDC's aid in the development of new and existing businesses through a statewide network of offices offering entrepreneurs no-cost business consulting, training services and assistance in locating and securing capital. DEED serves as the Lead Center and primary liaison with the U.S. Small Business Administration that provides approximately 40% of the funding for the program. Nine regional centers across the state deliver the services to businesses.
- *Office of Small Business Partnerships*: The mission of this unit is to partner with community-based organizations, foundations and local governments to empower the success of small businesses and support vibrant main streets through the deployment of competitive grant opportunities such as the Small Business Assistance Partnership Competitive Grant, Child Care Economic Development Grants, and the Main Street Economic Revitalization Program.
- *Research*: We provide research services to internal and external customers.

Programs include:

- *Economic Analysis*: The Economic Analysis team provides research, analysis, database management, program evaluation, client surveys, and library services. Primary customers are DEED management and DEED internal customers making operational decisions.
- *Labor Market Information*: Labor Market Information collects, analyzes, and disseminates key labor market indicators, information and analysis on the economy, workforce, industry base and job market in Minnesota to support informed decision-making. All publicly releasable data are available on the DEED website for query and download, along with data tools and publications. Services include consultation, training seminars, public education, presentations, and briefings. Customers include businesses, job seekers, students, economic developers, education and training planners, workforce development professionals, policymakers, government entities, media, and the general public.
 - Bureau of Labor Statistics programs include monthly employment and [unemployment](#) estimates; quarterly statistics on employment and wages by area and industry ([QCEW](#)); occupational employment and wage estimates ([OEWS](#));
 - DOL Employment and Training Administration projects include [job vacancy](#) estimates; [alternative measures](#) of unemployment; employment [projections](#) by occupation and industry; [Regional Profiles](#). [The Career and Education Explorer](#) is our comprehensive job seeker tool. Publications include our quarterly [Minnesota Economic Trends](#), monthly [Minnesota Employment Review](#), [ongoing regional blogs](#) and various topical [reports](#). [CareerOneStop](#) is a national career information website. Analyst Resource Center ([ARC](#)) is a national program that supports LMI work around the country.
 - State Better LMI projects include [Graduate Employment Outcomes](#), [Occupations in Demand](#) and reports on the labor market outcomes of students.

RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY 17-18</i>	<i>SFY 19-20</i>	<i>SFY 21-22</i>
Quality 1.	Leveraged private investment through all programs	\$3.3B	\$3.55B	\$3.95B
Results 2.	# of jobs to be created/retained through all programs	31,850	32,589	20,657
Results 3.	# of jobs to be created through the Minnesota Job Creation Fund	2,415	2,565	2,157
Results 4.	# of awards made to early-stage technology businesses	173	166	369
Quantity 5.	Number of awards made (all programs)	978	1,933	1,167
Quantity 6.	Number of loans to underserved Minnesotans through Emerging Entrepreneur Loan program	66	98	92
Quantity 7.	# of workers trained through the Minnesota Job Skills Partnership Program	18,177	16,758	10,464
Quantity 8.	# of small business clients assisted by the SBDC, SBAO and Launch MN	63,162	62,962	55,899
Quality 9.	Leveraged private investment through the Contamination Investigation and Cleanup Grant Program	\$1.06B	\$1.5B	\$1.2B
Quality 10.	Leveraged private investment through the Redevelopment Grant Program	\$329M	\$557M	\$534M
Quality 11.	Leveraged non state investment through the Business Development Public Infrastructure program, Innovative Business Development Public Infrastructure program and the Transportation Economic Development Infrastructure program	\$157.5M	\$22.5M	\$38.9M

Minn. Stat. § 116J (<https://www.revisor.mn.gov/statutes/?id=116J>) Provides the legal authority for DEED's Business and Community Development program.

Business and Community Development

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
1000 - General	69,553	56,632	187,853	147,315	79,738	79,738
2000 - Restrict Misc Special Revenue	5,362	10,483	818	1,968	875	780
2001 - Other Misc Special Revenue	2,982	(271)	(930)	4,292	1,256	1,253
2340 - Renewable Development		1,643	5,853			
2350 - Petroleum Tank Release Cleanup	4,411	4,266	3,582	9,200	9,200	9,200
2390 - Workforce Development	2,374	1,787	1,957	2,100	1,350	1,350
2403 - Gift	32	54	40	100	85	60
2801 - Remediation	1,468	733		2,597	700	700
3000 - Federal	20,491	32,757	78,571	64,083	70,569	64,895
3010 - Coronavirus Relief		64,733	12,822			
3015 - ARP-State Fiscal Recovery		238	3,798			
8350 - Ag & Econ Development Board	16	6	11	41	42	43
Total	106,690	173,061	294,376	231,696	163,815	158,019
Biennial Change				246,321		(204,238)
Biennial % Change				88		(39)

Expenditures by Activity

Business Development-DEED	1,552	1,861	5,425	2,715	2,269	2,198
Community Finance	42,637	57,823	98,173	67,389	77,976	76,525
Entrepreneurship & Sm Bus Dev	6,571	73,683	119,872	56,649	7,477	7,550
Business Finance	35,586	22,951	41,440	82,687	52,897	48,540
Job Skills Partnership	7,328	3,745	7,857	7,131	5,552	5,552
Economic Analysis and Information	10,723	10,498	19,124	12,267	15,144	15,154
Launch Minnesota-Admin	2,293	2,501	2,484	2,858	2,500	2,500
Total	106,690	173,061	294,376	231,696	163,815	158,019

Expenditures by Category

Compensation	8,763	8,826	9,632	12,102	11,954	12,174
Operating Expenses	18,418	9,036	12,377	13,216	13,117	12,864
Grants, Aids and Subsidies	74,850	148,542	274,883	172,702	108,846	107,479
Other Financial Transaction	4,659	6,657	(2,515)	33,676	29,898	25,502
Total	106,690	173,061	294,376	231,696	163,815	158,019

Business and Community Development

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Total Agency Expenditures	106,690	173,061	294,376	231,696	163,815	158,019
Internal Billing Expenditures	1,286	1,348	1,457	1,793	1,749	1,738
Expenditures Less Internal Billing	105,404	171,713	292,919	229,903	162,066	156,281

<u>Full-Time Equivalents</u>	86.07	81.83	87.17	108.40	106.70	105.03
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Business and Community Development

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
1000 - General						
Balance Forward In	40,305	40,562	44,304	83,059		
Direct Appropriation	51,006	52,456	205,385	42,291	45,379	45,379
Open Appropriation	13,493	20,977	24,940	22,206	34,500	34,500
Transfers In	2,596	759	661	1,004	1,076	1,122
Transfers Out	3,216	2,310	1,301	1,245	1,217	1,263
Net Loan Activity	191	(1,000)	(449)			
Cancellations	207	14,116	2,626			
Balance Forward Out	34,616	40,696	83,060			
Expenditures	69,553	56,632	187,853	147,315	79,738	79,738
Biennial Change in Expenditures				208,983		(175,692)
Biennial % Change in Expenditures				166		(52)
Full-Time Equivalents	41.19	39.98	44.09	53.81	53.57	52.32
2000 - Restrict Misc Special Revenue						
Balance Forward In	8,462	18,965	9,284	7,663	5,716	4,904
Receipts	10,946	950	858	640	650	640
Transfers In	2,500					
Transfers Out	2,500		2,000			
Net Loan Activity	(81)	(205)	338	(619)	(587)	(587)
Balance Forward Out	13,965	9,227	7,663	5,716	4,904	4,177
Expenditures	5,362	10,483	818	1,968	875	780
Biennial Change in Expenditures				(13,059)		(1,131)
Biennial % Change in Expenditures				(82)		(41)
Full-Time Equivalents	2.08	1.66	1.54	2.96	1.95	1.95
2001 - Other Misc Special Revenue						
Balance Forward In	59,367	40,057	71,656	74,849	82,151	92,662
Receipts	3,323	18,952	8,673	8,757	8,757	8,752
Transfers In	38,291	10,781	9,584	1,000	1,000	1,000
Transfers Out	30,300		22,750			
Net Loan Activity	(29,436)	405	6,758	1,837	2,010	985
Balance Forward Out	38,263	70,466	74,851	82,151	92,662	102,146
Expenditures	2,982	(271)	(930)	4,292	1,256	1,253

Business and Community Development

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Biennial Change in Expenditures				651		(853)
Biennial % Change in Expenditures				24		(25)
Full-Time Equivalents	2.25	2.19	3.89	9.41	4.90	4.90

2340 - Renewable Development

Balance Forward In			357			
Direct Appropriation		2,000	5,500			
Cancellations			5			
Balance Forward Out		357				
Expenditures		1,643	5,853			
Biennial Change in Expenditures				4,210		(5,853)
Biennial % Change in Expenditures						
Full-Time Equivalents			0.34			

2350 - Petroleum Tank Release Cleanup

Balance Forward In	4,352	7,539	9,865	12,483	9,483	6,483
Direct Appropriation	6,200	6,200	6,200	6,200	6,200	6,200
Balance Forward Out	6,141	9,473	12,483	9,483	6,483	3,483
Expenditures	4,411	4,266	3,582	9,200	9,200	9,200
Biennial Change in Expenditures				4,106		5,618
Biennial % Change in Expenditures				47		44
Full-Time Equivalents	1.74	1.83	1.48	1.50	1.50	1.50

2390 - Workforce Development

Direct Appropriation	2,975	2,975	2,100	2,100	1,350	1,350
Cancellations	601	1,188	143			
Expenditures	2,374	1,787	1,957	2,100	1,350	1,350
Biennial Change in Expenditures				(104)		(1,357)
Biennial % Change in Expenditures				(3)		(33)

2403 - Gift

Balance Forward In	98	104	91	114	66	33
Receipts	35	30	64	52	52	52

Business and Community Development

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Balance Forward Out	101	81	114	66	33	25
Expenditures	32	54	40	100	85	60
Biennial Change in Expenditures				54		5
Biennial % Change in Expenditures				63		3

2801 - Remediation

Balance Forward In	801	33	1,198	1,897		
Direct Appropriation	700	700	700	700	700	700
Balance Forward Out	33		1,898			
Expenditures	1,468	733		2,597	700	700
Biennial Change in Expenditures				396		(1,197)
Biennial % Change in Expenditures				18		

3000 - Federal

Balance Forward In	1	759	12			
Receipts	21,638	32,361	78,559	65,551	71,887	70,594
Net Loan Activity	(392)	(356)		(1,468)	(1,318)	(1,317)
Balance Forward Out	755	7				4,382
Expenditures	20,491	32,757	78,571	64,083	70,569	64,895
Biennial Change in Expenditures				89,406		(7,190)
Biennial % Change in Expenditures				168		(5)
Full-Time Equivalents	38.75	36.15	35.79	40.48	44.54	44.12

3010 - Coronavirus Relief

Balance Forward In		60,000				
Direct Appropriation	60,000	10,000	12,822			
Cancellations		5,267				
Balance Forward Out	60,000					
Expenditures		64,733	12,822			
Biennial Change in Expenditures				(51,911)		(12,822)
Biennial % Change in Expenditures						

3015 - ARP-State Fiscal Recovery

Business and Community Development

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Direct Appropriation		238	3,798			
Expenditures		238	3,798			
Biennial Change in Expenditures				3,560		(3,798)
Biennial % Change in Expenditures						

8200 - Clean Water Revolving

Balance Forward In	666	197	228	276	297	
Receipts	1	1	0	1	1	
Transfers Out	500					
Net Loan Activity	31	30	48	20	(298)	
Balance Forward Out	197	228	276	297		

8350 - Ag & Econ Development Board

Balance Forward In	680	715	875	870	834	797
Receipts	25	7	6	5	5	5
Net Loan Activity	26	158				
Balance Forward Out	715	873	870	834	797	759
Expenditures	16	6	11	41	42	43
Biennial Change in Expenditures				30		33
Biennial % Change in Expenditures				138		63
Full-Time Equivalents	0.06	0.02	0.04	0.24	0.24	0.24

Program: Unemployment Insurance

<http://uimn.org/uimn/>

AT A GLANCE

- Pays eligible workers up to 50 percent of their average weekly wage (subject to a state maximum) for up to 26 weeks.
- Collaborates with CareerForce locations to ensure workers have the assistance they need to quickly return to employment.
- During the pandemic, the program paid roughly \$15 billion to 875,000 Minnesotans.
- Minnesota UI regularly ranks among the top 5 states in the country in achieving federal performance standards.

PURPOSE AND CONTEXT

The Unemployment Insurance (UI) program's mission is to enhance workforce development and the economic strength of Minnesota by providing unemployment insurance for individuals and employers. The program provides a temporary, partial wage replacement to workers who become unemployed through no fault of their own.

Unemployment insurance benefits provide stability to local economies by helping to maintain spending during prolonged economic downturns; support dislocated workers while they obtain training so they may re-enter the labor market; and ensure that skilled workers do not leave an area in search of other work during periods of short-term unemployment.

SERVICES PROVIDED

We accomplish our mission through a variety of advanced technological and management approaches, including:

- Ensuring the prompt and accurate payment of benefits to eligible unemployed workers.
- Reducing administrative burdens as much as possible for employers who pay unemployment insurance taxes.
- Using human resources as cost-effectively as possible.
- Collaborating with CareerForce partners to ensure workers obtain the assistance needed to quickly return to employment that makes the best possible use of the worker's skills and abilities (a state and federal requirement of UI).

We achieve these goals through several different activities:

- *Appeals Operations and Legal Affairs:* We conduct appeal hearings and Workers' Compensation interventions to ensure that all legal standards are properly applied.
- *Audits and Special Accounts:* We ensure compliance through field audits and manage special programs such as Disaster Unemployment Insurance; Interstate, Federal and Military Claims; the Shared Work Program; and Trade Readjustment Allowances.
- *Customer Service Center:* We work to make the program easy to understand by providing fast, responsive applicant and employer unemployment insurance account support.
- *Program Performance and Outreach:* We focus on operational improvement through informational/outreach programming, benefit accuracy measurements, profiling, program budget evaluation, reemployment assistance, and training.

RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY 2019</i>	<i>SFY 2020</i>	<i>SFY 2021</i>	<i>SFY 2022</i>
Quantity	# New initial applications (new and reactivated) for benefits	219,581	993,258	618,884	301,322
Quantity	Number of telephone calls taken	435,869	628,258	957,284	584,638

Minn. Stat. § 268 (<https://www.revisor.mn.gov/statutes/?id=268A.11>), U.S. Code, Title 42, Chapter 7 (<http://www.law.cornell.edu/uscode/text/42/chapter-7>), and U.S. Code, Title 26, Chapter 23 (<http://www.law.cornell.edu/uscode/text/26/subtitle-C/chapter-23>) provide the legal authority for DEED's Unemployment Insurance program.

Unemployment Insurance

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
1000 - General			405,825			
2000 - Restrict Misc Special Revenue	1,330	29,701	36,353	27,817	8,926	5,092
3000 - Federal	52,483	56,511	77,496	72,972	69,176	70,594
3015 - ARP-State Fiscal Recovery			2,094,175	230,000		
Total	53,813	86,212	2,613,850	330,789	78,102	75,686
Biennial Change				2,804,614		(2,790,851)
Biennial % Change				2,003		(95)
<u>Expenditures by Activity</u>						
Unemployment Insurance	53,813	86,212	2,613,850	330,789	78,102	75,686
Total	53,813	86,212	2,613,850	330,789	78,102	75,686
<u>Expenditures by Category</u>						
Compensation	25,189	33,270	30,072	31,061	31,836	32,631
Operating Expenses	28,485	53,002	66,536	48,136	44,666	41,405
Grants, Aids and Subsidies	(31)	(107)	(23)			
Capital Outlay-Real Property	44	0	677	50	50	50
Other Financial Transaction	127	47	2,516,588	251,542	1,550	1,600
Total	53,813	86,212	2,613,850	330,789	78,102	75,686
Total Agency Expenditures	53,813	86,212	2,613,850	330,789	78,102	75,686
Internal Billing Expenditures	4,053	5,223	4,733	4,597	4,712	4,830
Expenditures Less Internal Billing	49,760	80,989	2,609,117	326,192	73,390	70,856
<u>Full-Time Equivalent</u>	297.94	383.09	353.62	299.05	299.05	299.05

Unemployment Insurance

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
1000 - General						
Direct Appropriation			405,825			
Expenditures			405,825			
Biennial Change in Expenditures				405,825		(405,825)
Biennial % Change in Expenditures						

2000 - Restrict Misc Special Revenue

Balance Forward In	25,193	30,419	24,085	26,459	3,834	
Receipts	6,459	2,632	38,727	5,192	5,092	5,092
Balance Forward Out	30,321	3,350	26,459	3,834		
Expenditures	1,330	29,701	36,353	27,817	8,926	5,092
Biennial Change in Expenditures				33,139		(50,152)
Biennial % Change in Expenditures				107		(78)

3000 - Federal

Balance Forward In	493	4	1,772	891		
Receipts	51,989	57,369	76,615	72,081	69,176	70,594
Balance Forward Out		862	891			
Expenditures	52,483	56,511	77,496	72,972	69,176	70,594
Biennial Change in Expenditures				41,475		(10,698)
Biennial % Change in Expenditures				38		(7)
Full-Time Equivalents	297.94	383.09	353.62	299.05	299.05	299.05

3015 - ARP-State Fiscal Recovery

Balance Forward In				230,000		
Direct Appropriation			2,324,175			
Balance Forward Out			230,000			
Expenditures			2,094,175	230,000		
Biennial Change in Expenditures				2,324,175		(2,324,175)
Biennial % Change in Expenditures						(100)

Program: Employment and Training Programs

AT A GLANCE

- Conducts outreach to marginalized communities to increase awareness and participation in workforce development services.
- Provides skill development and training programs for Minnesotans including career seekers with barriers to employment or who are unemployed.
- Helps career seekers develop and improve job readiness for in-demand occupations that pay family sustaining wages.
- Partners, collaborates, and engages with employers to identify workforce needs and train workers to meet labor requirements.

PURPOSE AND CONTEXT

Employment and Training Programs support Minnesotans seeking new employment through policy guidance, program administration and direct services. Employment and Training Programs support local and statewide partnerships designed to develop and improve career skills and obtain employment with family sustaining wages. Division activities also support the needs of businesses in recruiting and training their current and future workforces to ensure that no Minnesotan is left on the economic sidelines.

SERVICES PROVIDED

DEED is committed to providing high quality workforce development services, solutions, and expertise for diverse populations through Employment and Training Programs to advance Minnesota's economy. From laid-off workers to at-risk youth, Employment and Training Programs are designed to intentionally reach diverse communities across the state to ensure that all Minnesotans have access to DEED's services. Many of these programs include partnerships with Local Workforce Development Boards, nonprofit service providers, educational institutions, businesses, and other stakeholders; a full list of services can be found on the DEED website (<https://mn.gov/deed/job-seekers>). All programs are offered with a goal of equity and inclusion for individuals who come from marginalized communities and who have not had full access to education and robust career services.

- **Laid-Off Workers/ Dislocated Workers:** Workers who lost their jobs or those looking to re-enter the workforce such as displaced homemakers, veterans and the long-term unemployed, can receive assistance to find a new career. The Dislocated Worker Program, funded jointly by the federal government and the State, assists unemployed and underemployed workers in returning to work with comparable wages and benefits. Individuals enrolled in the program can access career planning and counseling; job search and placement services; short-term training upon counselor approval; and support services for expenses upon counselor approval. The related Trade Adjustment Assistance Program (TAA) assists workers who lose their jobs, hours, or income specifically as a result of increased foreign trade activity. Available benefits may include special extensions to unemployment insurance, assistance with training costs, job search allowances, relocation allowances, and similar costs for finding a new job.
- **Adult Employment and Training:** Adults who face any number of barriers to employment can access services to help them succeed in well-paying careers. The Adult Employment Training Programs, funded jointly through federal and state government fund include Career Pathway programs that integrate basic skills education, career-specific training, support services, and employment placement and retention to meet the needs of our customers. DEED administers state funded grants along with direct legislative

appropriations, such as: Pathways to Prosperity, Southeast Asian Economic relief, African Immigrant Community, Support Services, Women in High-wage, High-demand, Nontraditional Jobs, and several other adult competitive grant programs focused on meeting the needs of different communities across the state.

- **Youth Employment and Training:** The youth and young adults who are eligible for DEED services come from low-income families, have severe barriers to employment, and are under-represented in the workforce. The Youth Employment Training Programs, funded jointly by the federal government and the State, assist Minnesota youth with career counseling and exploration, mentoring, skills development, work experiences and other career awareness and engagement services.
 - The state funded **Youthbuild** program offers a construction career pathway for at-risk youth and young adults who have dropped out of school or experienced repeated failure in school. It provides youth with industry-recognized credentials and pre-apprenticeship training in residential construction; and contextual basic skills and soft skills in work readiness, career counseling, and leadership skills.
 - The state funded **Minnesota Youth at Work Competitive Grants** provide funding to organizations offering workforce development and training opportunities to economically disadvantaged or at-risk youth, ages 14-24, with special consideration to youth from communities of color and youth with disabilities. Services include connecting classroom skills to work-based settings, exposing youth to work settings that offer direct employer/supervisor feedback, and youth engagement while exploring interests and abilities.
 - The state funded **Minnesota Youth Program (MYP)** provides summer and year-round employment and training services to low-income and at-risk youth, ages 14 to 24, through a partnership with the Local Workforce Development Boards (LWDBs) and Youth Committees. This program reaches every single county in Minnesota. At-risk youth can earn academic credit for their participation; and worksite supervisors evaluate (pre and post) work readiness skill attainment on the worksite.
- The **Senior Community Service Employment Program (SCSEP)** is a community service and work-based job training program for older Americans. Authorized by the Older Americans Act, the program provides training for low-income, unemployed seniors. Participants also have access to employment assistance through Careerforce. Participants work an average of 20 hours a week and are paid the highest of federal, state, or local minimum wage. This training serves as a bridge to unsubsidized employment opportunities for participants.
- The primary goal of the **Minnesota Retaining Employment and Talent After Injury/Illness Network (MN RETAIN)** is to provide early intervention strategies for workers to stay at work or return to work as soon as medically possible after an injury or illness, occurring on or off-the-job, impacts their employment. Minnesota RETAIN is different than many other stay at work/return to work programs because the Return-to-Work Case Manager is an integrated member of the worker's medical team. Minnesota RETAIN also assists workers that cannot be accommodated in their regular job by working with a Career Navigator to create an individualized employment plan for the participant. MN RETAIN is fully federally funded by the U.S. Department of Labor and the Social Security Administration.
- **National Dislocated Worker Grants (DWGs)** are discretionary grants awarded by the Secretary of Labor, under Section 170 of Workforce Innovation and Opportunity Act (WIOA). DWGs provide federal resources to states and other eligible applicants to respond to large, unexpected layoff events causing significant job losses. Minnesota currently has two active DWG grants.
 - The **COVID-19 Disaster Recovery National Dislocated Worker Grant** provides disaster-relief and humanitarian assistance employment, as well as employment and training services, as appropriate, to minimize the employment and economic impact of COVID-19.
 - The **Opioids - The Minnesota Initiative (OMNI)** project is a workforce development initiative which seeks to address the state's opioid crisis. This is achieved by providing employment and training services to individuals who have been directly and indirectly impacted by the opioid crisis,

providing training that builds a skilled workforce in professions that could impact the causes and treatment of the crisis, and creating temporary disaster-relief employment that addresses the unique impacts of the crisis in affected communities.

- **Governor’s Workforce Development Board (GWDB):** The GWDB has statutory responsibility under the federal Workforce Innovation and Opportunity Act (WIOA), which provides leadership on opportunities and key workforce strategies for the state. The Board represents key leaders from business, education, labor, community-based organizations, and government. The Board provides a venue for workforce stakeholders to create a shared vision for the state’s workforce strategies.
- **Office of Public Engagement:** The Office provides targeted outreach and engagement efforts on DEED’s programs. In particular, it connects with populations in Minnesota hit hardest by racial and other disparities in employment – including gender, sexual orientation, geography, and race or ethnicity. DEED is committed to helping create equitable communities and economic opportunities and tailors statewide outreach and engagement efforts based on different needs across the state. The Office of Public Engagement works with agency leaders to make programs more accessible to all Minnesotans. The Office was launched at a critical inflection point for Minnesota’s economy - the opportunity to increase outreach and engagement, in particular to communities of color, has an economic as well as moral urgency.

RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY 2020</i>	<i>SFY 2021</i>
Results	Percentage of Dislocated Worker program participants entering employment after exit:		
	<i>State DW</i>	84.4%	81.2%
	<i>WIOA DW</i>	82.9%	83.7%
Results*	Percentage of Pathways to Prosperity program participants retaining employment for three quarters after exit.	58%	63%*
Results*	Percentage of Minnesota Youth Program, Youthbuild and Youth at Work participants who attained work readiness or education goals	88%	75.3%

*Program programs result numbers were impacted by COVID-19.

Employment and Training Programs

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
1000 - General	5,529	5,528	7,420	7,421	6,546	6,546
2000 - Restrict Misc Special Revenue	2,310	2,209	2,179	4,578	3,443	3,443
2340 - Renewable Development			2,500			
2390 - Workforce Development	44,291	47,522	44,840	68,945	44,002	44,002
3000 - Federal	39,875	39,653	44,387	55,958	54,991	54,991
Total	92,006	94,913	101,326	136,902	108,982	108,982
Biennial Change				51,309		(20,264)
Biennial % Change				27		(9)

Expenditures by Activity

Adult Services	67,868	69,677	73,988	107,223	85,760	85,760
Youth Programs	24,138	25,236	27,338	29,679	23,222	23,222
Total	92,006	94,913	101,326	136,902	108,982	108,982

Expenditures by Category

Compensation	6,563	6,197	6,869	8,065	7,586	7,755
Operating Expenses	5,285	4,141	4,499	10,583	9,617	9,508
Grants, Aids and Subsidies	80,124	84,576	89,962	118,254	91,779	91,719
Capital Outlay-Real Property	0					
Other Financial Transaction	35	(1)	(5)			
Total	92,006	94,913	101,326	136,902	108,982	108,982

Total Agency Expenditures	92,006	94,913	101,326	136,902	108,982	108,982
Internal Billing Expenditures	955	947	1,046	1,175	1,120	1,144
Expenditures Less Internal Billing	91,051	93,966	100,279	135,727	107,862	107,838

Full-Time Equivalent

	68.76	63.48	67.61	75.84	70.51	70.36
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Employment and Training Programs

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
1000 - General						
Balance Forward In	6	6				
Direct Appropriation	5,532	5,532	7,421	7,421	6,546	6,546
Cancellations	3	9	1			
Balance Forward Out	6					
Expenditures	5,529	5,528	7,420	7,421	6,546	6,546
Biennial Change in Expenditures				3,783		(1,749)
Biennial % Change in Expenditures				34		(12)
Full-Time Equivalents	2.01	2.06	2.17	2.38	2.31	2.26

2000 - Restrict Misc Special Revenue

Balance Forward In	361	49	221	907	345	266
Receipts	972	1,243	1,748	2,691	2,039	2,039
Transfers In	978	1,128	1,117	1,325	1,325	1,325
Balance Forward Out	0	211	907	345	266	187
Expenditures	2,310	2,209	2,179	4,578	3,443	3,443
Biennial Change in Expenditures				2,238		129
Biennial % Change in Expenditures				50		2
Full-Time Equivalents	7.67	6.92	6.89	7.70	3.27	3.27

2340 - Renewable Development

Direct Appropriation			2,500			
Expenditures			2,500			
Biennial Change in Expenditures				2,500		(2,500)
Biennial % Change in Expenditures						

2390 - Workforce Development

Balance Forward In	50	21	21	21		
Direct Appropriation	22,177	22,177	29,764	29,514	14,002	14,002
Open Appropriation	22,140	25,489	15,698	39,410	30,000	30,000
Cancellations	54	143	623			
Balance Forward Out	21	21	21			
Expenditures	44,291	47,522	44,840	68,945	44,002	44,002
Biennial Change in Expenditures				21,971		(25,781)

Employment and Training Programs

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Biennial % Change in Expenditures				24		(23)
Full-Time Equivalents	10.25	11.35	12.25	12.56	12.10	12.00

3000 - Federal

Balance Forward In	1,053	20	297	915		
Receipts	39,271	39,644	45,005	55,043	54,991	54,991
Balance Forward Out	449	11	915			
Expenditures	39,875	39,653	44,387	55,958	54,991	54,991
Biennial Change in Expenditures				20,816		9,637
Biennial % Change in Expenditures				26		10
Full-Time Equivalents	48.83	43.15	46.30	53.20	52.83	52.83

Program: CareerForce Systems<http://www.careerforcemn.com>**AT A GLANCE**

- Works with career seekers to develop and improve job readiness for in-demand occupations that pay family sustaining wages. The Veteran Services unit works exclusively with eligible Veteran career seekers.
- Partners, collaborates, and engages with employers to find and train workers.
- Communicates available programs and services via an innovative and mobile friendly website, CareerForceMn.com.
- Provides online resume and job-matching system for employers and career seekers through MinnesotaWorks.net.

PURPOSE AND CONTEXT

CareerForce works to empower the growth of the Minnesota economy for everyone by working with businesses to recruit, hire, and train the workforce they need now, and for tomorrow. To accomplish this, CareerForce engages with career seekers and employers in 55 CareerForce Locations across the state, online and through outreach to people and populations who have experienced greater challenges accessing the workforce development system. These populations include career seekers who are Black, Indigenous and people of color (BIPOC). Veterans are a priority population within the CareerForce system. CareerForce works hard to make sure no Minnesotan is left on the economic sidelines.

CareerForce is funded as a federal/state partnership with federal funding making up 77.6% of the overall fund, mixed federal and state funding (TANF/MFIP) funding 8.7% and state-alone funding comprising 13.6% of the overall. Programs funded solely with state dollars include contracts to provide Supplemental Nutrition Assistance Program (SNAP) support services, Pathways to Prosperity (P2P) services, employment services for the Minnesota Department of Transportation, state funded Minnesota Youth Program services, and state funded Dislocated Worker services.

SERVICES PROVIDED

CareerForce oversees the inclusive delivery of basic career services to career seekers and employers throughout Minnesota. CareerForce supports employment services delivery across a statewide network of 55 one-stop American Job Centers, known as CareerForce Locations located in sixteen Minnesota local workforce development areas, as well as online services that are providing new ways to deliver virtual assistance. CareerForce works closely with the Minnesota Association of Workforce Boards (MAWB), the Governor's Workforce Development Board (GWDB), DEED's Employment and Training Programs, Unemployment Insurance and local leadership in each workforce development area to ensure an integrated approach to service delivery.

CareerForce units include the Employment Services unit and the Veteran Employment Services unit. Employment Services oversees Job Service, the Employment Service Program, Migrant Seasonal Farmworker Services, Work Opportunity Tax Credits (WOTC), Foreign Labor Certification, the Federal Bonding Program, CareerForce digital resources, and the state's labor exchange (MinnesotaWorks.net). Veteran Employment Services provides priority services to qualified military veterans and assists employers with recruiting military veterans.

- **Employment Services Unit:** Oversees the administration of Wagner-Peyser funding to deliver services to career seekers and employers statewide. This unit also operates programming with other state agencies, oversees CareerForceMN.com and MinnesotaWorks.Net, operates employer programs, and manages a helpdesk to support CareerForce Systems.

- **Job Service Team:** Provides basic career services directly to career seekers and employers. These services are provided directly in person, over the phone or online in every workforce development area via Wagner-Peyser Act funding and in collaboration with partners of CareerForce as identified in WIOA. In some areas, Job Service delivers local programming, such as Dislocated Worker, Youth Programs, Adult Services, Pathways to Prosperity, or MFIP. Staff work out of each of the 16 local workforce development areas across the state. Supervisors represent Wagner-Peyser on each of the 16 local Workforce Development Boards.

This team also includes a special program operated via interagency agreement with the Department Transportation (DOT). The agreement with DOT provides recruitment and training for non-traditional groups to obtain employment opportunities with contractors on DOT's construction projects. Additionally, the team partners with DOC to collaborate on delivering services to inmates. They work to ensure inmates are aware of available services prior to their release from the State's prison system. Additionally, after their release workshops and services are provided to help connect inmates with employment opportunities.

Job Service also delivers services for migrant and seasonal farm workers who come to Minnesota from other states to assist local agricultural employers with the harvesting season. These services are operated in significant agricultural areas throughout the state. The services provided ensure employers connect with the workers they need, and workers have access to jobs and services while in Minnesota.

- **CareerForce Information and Assistance Line (helpdesk) and Employer Services Team:** Provides services and programs directly to career seekers, employers and CareerForce partners. This team assists employers with creating vetted accounts to post job vacancies and search for resumes. They also assist career seekers with posting their resumes, accessing programs and services, and delivering basic career services over the phone and online.

Employer services include Work Opportunity Tax Credits (WOTC), federal bonding and Foreign Labor Certification (FLC). WOTC offers tax credits to employers who hire employees from certain groups. Bonding is offered to employers who would like insurance to hire employees with a criminal record. FLC is offered to employers who need to recruit workers from other countries due to a lack of candidates for their jobs.

- **Veterans Services Unit:** DEED administers the federally funded Jobs for Veterans State Grant program that provides employment and training services for eligible current and former military members. All DEED employees on the Veterans Employment Services team are military veterans. Primary customers are Minnesota veterans of all service eras and all ages—including the MN National Guard and Reserves who meet the state statute definition of an eligible veteran. The Veterans Employment Specialists provide individualized career services and facilitate job placement to veterans with significant barriers to employment.
 - **Veteran career services** include comprehensive assessment interviews, career guidance services, individual employment plans, staff-assisted job search activities, and job placement assistance.
 - **Employer Services** are provided by Local Veterans Employment Representatives who reach out to the employer community to promote the advantages of hiring veterans. Promoting the advantages of hiring veterans served by CareerForce to businesses, and other community-based organizations is carried out through hosting career fairs, apprenticeship programs, and the business community to promote and secure employment and training for veterans and informing federal contractors of the process to recruit qualified veterans.
 - **Special populations** are a priority for Veteran Services. Those populations include Native American Veterans, Veterans experiencing homelessness, justice-involved Veterans, and women

Veterans. DEED Veteran Service’s staff assigned to serve these Veterans receive special training from the National Veterans Training institutes. In addition, they provide case management and employment resources to empower their customers.

RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>Previous</i>	<i>Current</i>	<i>Dates</i>
Quantity	# of job seekers registered and receiving a reportable service	82,480	58,942	SFY 2020 & SFY 2021
Quantity	# of employer job openings posted on http://www.minnesotaworks.net	521,667	603,811	SFY 2020 & SFY 2021
Quality	Job seeker customer satisfaction using the Net Promoter Score (-100 to 100; a score of 50 is excellent)	46	46	CY 2016 & CY 2020
Results	Percentage of Wagner-Peyser Employment Services program participants entering employment after exit.	68.3%	69.0%	SFY 2018 & SFY 2019
Results	Percentage of Veterans Program participants receiving intensive services who completed all program goals with a successful exit	86.0%	89.0%	SFY 2020 & SFY 2021

Minn. Stat. § 116L (<https://www.revisor.mn.gov/statutes/?id=116L>), Minn. Stat. § 116J (<https://www.revisor.mn.gov/statutes/?id=116J>), and the Workforce Investment Act, the Workforce Investment Act (Public Law 113 – 128) <https://www.gpo.gov/fdsys/pkg/PLAW-113publ128/pdf/PLAW-113publ128.pdf>, 29 U.S.C. Sec. 3101, et. seq. provide the legal authority for DEED’s Employment and Training Programs Division.

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
2000 - Restrict Misc Special Revenue	3,799	4,729	3,013	4,075	4,164	4,271
3000 - Federal	16,801	17,276	17,806	21,829	21,953	22,271
Total	20,600	22,005	20,819	25,904	26,117	26,542
Biennial Change				4,118		5,936
Biennial % Change				10		13

<u>Expenditures by Activity</u>						
Career Force Systems	20,600	22,005	20,819	25,904	26,117	26,542
Total	20,600	22,005	20,819	25,904	26,117	26,542

<u>Expenditures by Category</u>						
Compensation	12,674	12,601	12,651	15,472	15,709	15,906
Operating Expenses	7,595	8,625	7,750	9,957	9,933	10,161
Grants, Aids and Subsidies	322	748	386	441	441	441
Capital Outlay-Real Property	1	1	0			
Other Financial Transaction	8	28	32	34	34	34
Total	20,600	22,005	20,819	25,904	26,117	26,542

Total Agency Expenditures	20,600	22,005	20,819	25,904	26,117	26,542
Internal Billing Expenditures	1,871	1,909	1,918	2,498	2,809	3,167
Expenditures Less Internal Billing	18,729	20,096	18,901	23,406	23,308	23,375

<u>Full-Time Equivalent</u>	158.43	144.72	140.40	152.39	154.39	154.39
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(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
2000 - Restrict Misc Special Revenue						
Balance Forward In	85	13	13	57		
Receipts	3,727	4,729	3,058	4,018	4,164	4,271
Balance Forward Out	13	13	58			
Expenditures	3,799	4,729	3,013	4,075	4,164	4,271
Biennial Change in Expenditures				(1,439)		1,347
Biennial % Change in Expenditures				(17)		19
Full-Time Equivalents	24.97	24.35	19.35	19.35	19.35	19.35

3000 - Federal

Balance Forward In	798	758	744	358		
Receipts	16,746	17,262	17,420	21,471	21,953	22,271
Balance Forward Out	743	743	358			
Expenditures	16,801	17,276	17,806	21,829	21,953	22,271
Biennial Change in Expenditures				5,558		4,589
Biennial % Change in Expenditures				16		12
Full-Time Equivalents	133.46	120.37	121.05	133.04	135.04	135.04

Program: Disability Determination Services (DDS)

mn.gov/deed/programs-services/dds/

AT A GLANCE

- Serves Minnesota residents who file applications for Social Security disability benefits and Minnesotans who are reviewed for continuing eligibility for these benefits.
- Refers disability applications for individuals who may benefit from rehabilitation services to other state agencies.
- Reviewed 42,031 new claims in 2021.
- DDS is funded entirely by the federal government.

PURPOSE AND CONTEXT

Disability Determination Services (DDS) evaluates claims for disability benefits using Social Security Administration (SSA) guidelines and Federal Regulations. The Social Security program provides benefits to persons with disabilities who are not able to work. When Social Security added protection for individuals with disabilities in 1954, the Congress wrote into the law that the disability decision for an individual had to be made by a state agency and not by a federal office. Social Security pays Minnesota to run the office and make the disability decisions.

SERVICES PROVIDED

We accomplish our mission by making eligibility decisions regarding disability and blindness applications on behalf of the federal SSA. Our activities include:

- Reviewing disability applications and requesting medical records from claimants’ medical sources.
- Corresponding by phone or letter with claimants, family members, legal representatives, and others to obtain additional information necessary for claims.
- Reviewing and analyzing evidence, applying SSA regulations and policy, and writing comprehensive assessments (including medical evidence, vocational factors, educational background, and other collateral information) to reach an eligibility determination.

In addition to providing eligibility determinations for disability payments, we also refer disability applicants who may benefit from rehabilitation services to Vocational Rehabilitation Services, State Services for the Blind, and the Department of Health’s section of Children with Special Health Needs.

RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>FFY 2020</i>	<i>FFY 2021</i>
Quantity	# of new determinations reviewed	44,425	42,031
Quality	Days in decision-making	91.6	94.5
Quality	Accuracy of determination decisions (Initial Claims only as reported by SSA.)	95.3%	96.1%

Social Security Act; U.S. Code, Title 42, Chap. 421 (<http://www.law.cornell.edu/uscode/text/42/421>) provides the legal authority for Disability Determination Services.

Disability Determination Services

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25

Expenditures by Fund

3000 - Federal	25,143	26,664	27,345	34,304	38,123	33,263
Total	25,143	26,664	27,345	34,304	38,123	33,263
Biennial Change				9,841		9,737
Biennial % Change				19		16

Expenditures by Activity

Disability Determination	25,143	26,664	27,345	34,304	38,123	33,263
Total	25,143	26,664	27,345	34,304	38,123	33,263

Expenditures by Category

Compensation	10,802	12,709	13,454	13,906	15,838	16,234
Operating Expenses	8,187	7,862	8,248	12,363	13,848	8,170
Grants, Aids and Subsidies	6,107	6,065	5,618	8,000	8,400	8,820
Capital Outlay-Real Property	34	8	17	10	11	11
Other Financial Transaction	13	21	7	25	26	28
Total	25,143	26,664	27,345	34,304	38,123	33,263

Total Agency Expenditures	25,143	26,664	27,345	34,304	38,123	33,263
Internal Billing Expenditures	1,586	1,943	2,049	1,969	2,344	2,403
Expenditures Less Internal Billing	23,557	24,721	25,295	32,335	35,779	30,860

Full-Time Equivalent

	131.35	150.26	161.07	175.00	180.00	180.00
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Disability Determination Services

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
3000 - Federal						
Balance Forward In	7	5	1			
Receipts	25,136	26,659	27,344	34,304	38,123	33,263
Expenditures	25,143	26,664	27,345	34,304	38,123	33,263
Biennial Change in Expenditures				9,841		9,737
Biennial % Change in Expenditures				19		16
Full-Time Equivalents	131.35	150.26	161.07	175.00	180.00	180.00

Program: General Support Services

<http://mn.gov/deed>

AT A GLANCE

- Provides leadership and infrastructure for the agency.
- Includes the Commissioner's Office and other offices which support DEED's core program work.

PURPOSE AND CONTEXT

General Support Services (GSS) directly supports the agency with the infrastructure and leadership necessary to operate programs, develop policies, and assist individuals, businesses, and communities. These divisions provide operational support and the technical expertise to ensure our programs are run effectively and efficiently.

SERVICES PROVIDED

General Support Services (GSS) includes the following core functions:

- *Commissioner's Office*: provides executive leadership through appointment by Office of the Governor of Minnesota. In addition to supervising all DEED programs, the Commissioner's Office oversees two quasi-independent agencies:
 - The *Public Facilities Authority (PFA)* is a multi-agency authority that provides municipal financing expertise and infrastructure financing programs to enhance the environmental and economic vitality of the State. The Commissioner of DEED serves as the chair and chief executive officer of the authority while day-to-day operations are managed by an executive director and staff.
 - *Explore Minnesota Tourism* is the state's tourism marketing entity and is an office in the executive branch. The director of that agency reports directly to the Commissioner of DEED.
- *Communications*: Publicizes DEED services for customers, partners, and other stakeholders while promoting Minnesota as a place to live, work, and do business.
- *Office of Diversity and Equal Opportunity*: Ensures DEED's compliance with federal and state laws concerning discrimination, harassment, reasonable accommodation, retaliation, site and program access.
- *General Counsel*: Supports DEED's legal needs, including data requests, ethics questions, litigation, contracts, and other items.
- *Administrative and Financial Services*: Administers all financial activities (including budgeting, payroll, procurement, continuity of operations and other functions) as well as managing DEED facilities.
- *Human Resources*: Manages agency personnel policy, supports hiring and retention, administers labor relations, and advances employee training and development.
- *Customer Innovation*: Builds capacity for delivering innovative government services and supports agency objectives and key results through use of continuous improvement and human-centered design methods.
- *Performance and Technical Management*: Advises DEED on technical investments, coordinates the IT project decision process, and ensures that IT projects are set up, implemented, and maintained successfully. Supports the agency in providing local, state, and federal reporting data, as well as leading agency efforts around surveying, quantitative and qualitative data analysis, and data management.

RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY 2021</i>	<i>SFY 2022</i>
Quantity	Purchase Orders Completed	4,657	5,500
Quantity	Contracts Completed	560	308
Quantity	Grants Completed	1,302	953

Minn. Stat. § 116J (<https://www.revisor.mn.gov/statutes/?id=116J>) provides the legal authority for DEED.

Minn. Stat. § 12A.14 (<https://www.revisor.mn.gov/statutes/?id=12A.14>) provides the legal authority for the Public Facilities Authority.

Minn. Stat. § 116U (<https://www.revisor.mn.gov/statutes/?id=116U>) provides the legal authority for Explore Minnesota.

General Support Services

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
1000 - General	1,233	2,062	1,573	1,708	1,386	1,386
2000 - Restrict Misc Special Revenue	17,345	18,924	21,846	24,960	25,352	25,752
2001 - Other Misc Special Revenue	120	112	154	177	154	156
2390 - Workforce Development		110	30	80	55	55
3010 - Coronavirus Relief	146					
Total	18,844	21,207	23,602	26,925	26,947	27,349
Biennial Change				10,477		3,769
Biennial % Change				26		7

Expenditures by Activity

General Support Services	18,844	21,207	23,602	26,925	26,947	27,349
Total	18,844	21,207	23,602	26,925	26,947	27,349

Expenditures by Category

Compensation	10,116	11,701	12,642	15,158	15,755	16,127
Operating Expenses	8,383	8,740	9,865	11,764	11,189	11,219
Grants, Aids and Subsidies	27		4			
Capital Outlay-Real Property	279	237	144			
Other Financial Transaction	39	529	948	3	3	3
Total	18,844	21,207	23,602	26,925	26,947	27,349

Total Agency Expenditures	18,844	21,207	23,602	26,925	26,947	27,349
Internal Billing Expenditures	136	153	34	43	19	20
Expenditures Less Internal Billing	18,708	21,054	23,568	26,882	26,928	27,329

Full-Time Equivalent

	90.20	94.56	101.30	128.19	127.19	127.19
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General Support Services

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
1000 - General						
Balance Forward In		762		122		
Direct Appropriation	6,921	3,921	3,637	3,950	3,950	3,950
Transfers In	351	1,123	220	220	220	220
Transfers Out	5,296	2,722	2,161	2,584	2,784	2,784
Cancellations		1,022				
Balance Forward Out	743		123			
Expenditures	1,233	2,062	1,573	1,708	1,386	1,386
Biennial Change in Expenditures				(14)		(509)
Biennial % Change in Expenditures				(0)		(16)
Full-Time Equivalents	7.44	5.87	0.39			

2000 - Restrict Misc Special Revenue

Balance Forward In	878	3,350	5,917	4,639	743	
Receipts	19,062	20,876	20,568	21,064	24,609	25,752
Internal Billing Receipts	18,609	20,570	20,369	20,778	24,495	25,638
Balance Forward Out	2,595	5,302	4,639	743		
Expenditures	17,345	18,924	21,846	24,960	25,352	25,752
Biennial Change in Expenditures				10,538		4,298
Biennial % Change in Expenditures				29		9
Full-Time Equivalents	82.27	88.05	100.39	127.42	126.42	126.42

2001 - Other Misc Special Revenue

Balance Forward In	79	89	104	66		
Receipts	128	67	116	111	154	156
Balance Forward Out	87	44	66			
Expenditures	120	112	154	177	154	156
Biennial Change in Expenditures				99		(21)
Biennial % Change in Expenditures				43		(6)
Full-Time Equivalents	0.49	0.64	0.52	0.52	0.52	0.52

2390 - Workforce Development

Balance Forward In		55		25		
Direct Appropriation	55	55	55	55	55	55

General Support Services

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Balance Forward Out	55		25			
Expenditures		110	30	80	55	55
Biennial Change in Expenditures				0		0
Biennial % Change in Expenditures						0
Full-Time Equivalents				0.25	0.25	0.25

3010 - Coronavirus Relief

Direct Appropriation	149					
Cancellations	3					
Expenditures	146					
Biennial Change in Expenditures				(146)		0
Biennial % Change in Expenditures						

Program: Minnesota Trade Office

mn.gov/deed/trade/

AT A GLANCE

- Works to increase the number of Minnesota companies exporting into foreign markets.
- Helps foreign companies explore the advantages of expanding or relocating in Minnesota and operates trade offices located in Canada, EU, UK/Ireland, Japan, ASEAN and China.
- Provides technical assistance and financial resources for companies seeking to expand exporting.
- Recruits new and promotes additional foreign direct investment from foreign-owned enterprises.

PURPOSE AND CONTEXT

The Minnesota Trade Office (MTO) seeks to increase the value of exports and the amount of foreign direct investment that contribute to the growth of the Minnesota economy.

MTO provides export assistance to Minnesota's manufacturers and service providers. Programs and services focus primarily on assisting small and medium-sized companies. We also have offices and staff in key foreign markets to help overseas companies explore business startup, expansion, and relocation opportunities to Minnesota

SERVICES PROVIDED

The Minnesota Trade Office (MTO) provides:

- *Export counseling and assistance:* Our Regional Trade Managers guide Minnesota companies through the challenges of conducting international business. Services include exporting guidance, market research, reviewing regulatory requirements, providing advice on international logistics, and evaluating market entry strategies.
- *Export financing programs:* Provide grants to help new and current exporters. For instance, the STEP Grant Program provides financial and technical assistance to Minnesota small businesses with an active interest in exporting products or services to foreign markets. Small businesses may apply for reimbursements of between \$500 and \$5,000 for export-training and export-development related activities. We also guide companies to third parties so the company may obtain public or private financial assistance like loans, working capital, credit, and insurance.
- *Foreign direct investment assistance:* Work with foreign companies exploring the advantages of expanding or relocating in Minnesota. We engage with existing foreign-owned enterprises through our annual seminar assisting foreign-owned enterprises on doing business in Minnesota. Additionally, we operate investment and trade offices in Canada, EU, UK/Ireland, Japan, the ASEAN region (Indonesia, Thailand, Vietnam, Singapore, Malaysia, Philippines, Myanmar, Cambodia, Laos, and Brunei) and China.
- *Protocol Office for the State:* Provide leadership and expertise on international relations and international affairs for the State of Minnesota. We ensure the state's interactions with foreign delegations and dignitaries are conducted with appropriate diplomatic etiquette and cultural practices. We are also the state's liaison to the Minnesota Consular Corp, the state's local diplomatic community.
 - Sponsor and coordinate trade missions to foreign countries with delegations of business, education, and government officials, to showcase Minnesota as a superior place to do business, raise the profile of Minnesota companies, and provide important networking opportunities to the delegates. In November 2021, we organized a Governor-led trade and investment mission to the United Kingdom and Finland. The mission involved 49 representatives from businesses,

educational entities, or other community institutions, had 4 distinct industry tracks, lasted for 5 days, with a half-day of travel in the middle, consisted of 62 separate events, and was spread over two countries. The mission occurred during a very small window in the middle of the pandemic when we were able to travel internationally.

- Organized Minnesota’s participation at the 2022 Select USA Summit, an international conference held in Washington, DC, organized by the U.S. Commerce Department’s Select USA division. Twelve representatives from across Minnesota joined our delegation for the four-day conference during which we had over 100 interactions with executives of companies considering establishing in or expanding a footprint in the U.S., consultants working with those companies, or key overseas opinion leaders that help shape decisions on where to locate within the U.S.

Organize reverse missions from foreign countries with delegation of business, education, and government officials to showcase the state and create business opportunities for Minnesota companies. MTO also organized virtual reverse trade missions bringing overseas buyers together with Minnesota manufacturers and service providers to encourage new and expanded sales to international markets.

RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>Previous</i>	<i>Current</i>	<i>Dates</i>
Results	Annual total exports from Minnesota	\$20.1B	\$23.5B	SFY 2020 & SFY 2021
Quantity	Number of organizations receiving export assistance	789	1389	SFY 2021 & SFY 2022
Quantity	Number of attendees at MTO training seminars	769	810	SFY 2021 & SFY 2022
Quantity	Number of Foreign companies contacted or requesting information on Minnesota	875	996	SFY 2021 & SFY 2022
Quantity	Number of protocol requests, meetings and visits with diplomatic interactions	68	113	SFY 2021 & SFY 2022

Minn. Stat. § 116J.966 (<https://www.revisor.mn.gov/statutes/?id=116J.966>) and the Federal Trade Act of 1974, Public Law 93-618, as amended; U.S. Code, Title 19 (<http://www.law.cornell.edu/uscode/text/19/chapter-12>) provide the legal authority for DEED’s Trade Office.

Minnesota Trade Office

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
1000 - General	2,103	2,216	2,159	2,168	2,367	2,367
2000 - Restrict Misc Special Revenue	100	45	367	71	72	72
3000 - Federal	0		38	100	200	200
Total	2,203	2,260	2,565	2,339	2,639	2,639
Biennial Change				440		374
Biennial % Change				10		8

Expenditures by Activity

Minnesota Trade Office	2,203	2,260	2,565	2,339	2,639	2,639
Total	2,203	2,260	2,565	2,339	2,639	2,639

Expenditures by Category

Compensation	1,224	1,244	1,209	1,306	1,339	1,366
Operating Expenses	749	919	1,163	833	1,000	973
Grants, Aids and Subsidies	228	97	192	200	300	300
Other Financial Transaction	1	0	0			
Total	2,203	2,260	2,565	2,339	2,639	2,639

Total Agency Expenditures	2,203	2,260	2,565	2,339	2,639	2,639
Internal Billing Expenditures	180	190	184	193	197	202
Expenditures Less Internal Billing	2,023	2,070	2,380	2,146	2,442	2,437

Full-Time Equivalent

	11.02	11.01	10.53	12.25	12.25	12.25
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(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
1000 - General						
Balance Forward In		162		1		
Direct Appropriation	2,292	2,292	2,142	2,142	2,242	2,242
Transfers In	25	25	25	25	125	125
Cancellations	72	263	8			
Balance Forward Out	142		1			
Expenditures	2,103	2,216	2,159	2,168	2,367	2,367
Biennial Change in Expenditures				8		407
Biennial % Change in Expenditures				0		9
Full-Time Equivalents	10.87	10.85	10.46	11.85	11.85	11.85

2000 - Restrict Misc Special Revenue

Balance Forward In	208	195	186	36	35	33
Receipts	63	10	218	70	70	70
Balance Forward Out	171	160	36	35	33	31
Expenditures	100	45	367	71	72	72
Biennial Change in Expenditures				294		(294)
Biennial % Change in Expenditures				204		(67)
Full-Time Equivalents	0.15	0.16	0.07	0.40	0.40	0.40

3000 - Federal

Receipts	0		38	100	200	200
Expenditures	0		38	100	200	200
Biennial Change in Expenditures				138		262
Biennial % Change in Expenditures						189

Program: Vocational Rehabilitation Services

<http://mn.gov/deed/job-seekers/disabilities/>

AT A GLANCE

- Provides employment-related services to approximately 20,000 youth and adults with disabilities in Minnesota each year to empower individuals to achieve their goals for competitive, integrated employment and career development.
- Assists Minnesotans with disabilities to live independently and secure their basic rights in areas like housing, transportation, education, and employment.

PURPOSE AND CONTEXT

Our purpose is to empower youth and adults with disabilities to achieve their goals to find and keep jobs, advance in their careers, and live independently in their communities. Vocational Rehabilitation Services helps remedy the disparity between the percentage of working-age Minnesotans with disabilities who are working – 43 percent – and those with no disability – 82 percent (2020).¹

Vocational Rehabilitation Services has a “dual customer” approach and assists both:

- Minnesotans with disabilities seeking competitive, integrated employment and independence in their communities, and
- Employers who seek qualified candidates for job openings.

SERVICES PROVIDED

We accomplish our mission via several distinct programs: the Vocational Rehabilitation program, the Extended Employment program, grants to Centers for Independent Living, grants for Individual Placement and Supports, and grants to serve individuals who are Deaf, Deafblind, and Hard of Hearing. The Vocational Rehabilitation program and grants to Independent Living Centers are operated and funded as federal/state partnerships. The Extended Employment program, grants to serve individuals who are Deaf, Deafblind, and Hard of Hearing, and grants for Individual Placements and Supports are funded solely by state appropriation.

- *Vocational Rehabilitation Program (VR):* We work with people with disabilities to explore employment choices, find and maintain jobs, and advance in their careers through services such as job counseling, job search assistance, education and training, and job placement services. Our staff provide individualized assessments, evaluations, counseling, training, assistive technologies, job placement, and retention services. Through coordinated partnerships, we work closely with nonprofit community rehabilitation providers, county service agencies, regional centers for independent living, secondary and post-secondary educational institutions, businesses, and other public and private organizations. A particular service focus is on Pre-Employment Transition Services (Pre-ETS) to help students with disabilities plan the journey from school to what comes next. Specifically, Pre-ETS helps students discover career and postsecondary education possibilities, how to gain work skills, work experiences, and assistance for students to make their plans happen.
- *Extended Employment:* We work with people with disabilities to keep their jobs and advance in their careers by providing long-term employment support services. Those services typically include assistance in training or retraining job tasks, scheduling changes, adjusting to new supervisors, advancement to new

¹ Data Source: Paul, S., Rafal, M., & Houtenville, A. (2021). Annual Disability Statistics Compendium: 2021 (Table 3.9). Durham, NH: University of New Hampshire, Institute on Disability.

job tasks or positions, and managing changes in non-work environments or life activities that affect work performance.

- *Centers for Independent Living:* We provide state and federal funding to Minnesota’s eight Centers for Independent Living whose missions are to empower Minnesotans with disabilities to live and function independently at home, at work, and in their communities.
- *Individual Placement and Supports:* We provide state funding through grants to Minnesota’s Individual Placement and Supports (IPS) projects that assist people with serious mental illnesses achieve steady competitive, integrated employment by providing a full range of employment services and supports. IPS services emphasize a rapid engagement approach to competitive job searches consistent with the individual’s goals, interests and experience, and are available to anyone who wants to work regardless of mental health diagnosis, substance use, past work history or assessment of work readiness.
- *Deaf, Deafblind, and Hard of Hearing:* The Deaf, Deafblind, and Hard of Hearing grants provide funding to community partners to provide long-term, ongoing employment support services for persons who are deaf, deafblind or hard of hearing as well as school-based communication, access, and employment services for transition-aged youth who are deaf, deafblind or hard of hearing.

RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY19</i>	<i>SFY20²</i>	<i>SFY21</i>	<i>SFY22</i>
Quantity	Number of new participants receiving services	5,406	4,754	3,395	4,268
Quantity	Total number of participants receiving services	16,151	15,013	13,073	13,256
Result	Number of individuals attaining employment	2,605	2,291	1,505	1,936
Quantity	Potentially eligible students served through pre-ETS only	1,194	1,727	954	1,563
Quantity	VRS participants served with pre-ETS	1,520	2,221	2,514	2,468

RESULTS – EXTENDED EMPLOYMENT PROGRAM

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY19</i>	<i>SFY20</i>	<i>SFY21</i>	<i>SFY22</i>
Quantity	Number of individuals	3,586	3,163	2,813	2,770
Result	Total wages earned by individuals	\$31.4M	\$27.8M	\$28.9M	\$31.8M

RESULTS – INDIVIDUAL PLACEMENT AND SUPPORTS GRANTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>CY19</i>	<i>CY20</i>	<i>CY21</i>	<i>SFY22³</i>
Quantity	Total number of individuals served	1,226	1,026	1,027	1,082
Quantity	Total number of individuals employed	736	616	616	675

² The COVID-19 pandemic impacted the number of people served during SFY20 – SFY22 as well as their ability to gain and maintain employment.

³ New data collection method for IPS started on 7/1/2021.

RESULTS – INDEPENDENT LIVING GRANTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY19</i>	<i>SFY20</i>	<i>SFY21</i>	<i>SFY22</i>
Quantity	Total number of individuals served	6,549	6,856	6,384	6,698
Quantity	Total instances of service (Information and Referral, Skills Training, Peer Counseling, Advocacy)	53,458	55,819	48,270	39,029

[Minn. Stat. § 268A \(https://www.revisor.mn.gov/statutes/?id=268A.11\)](https://www.revisor.mn.gov/statutes/?id=268A.11), Federal Rehabilitation Act of 1973 as amended, [U.S. Code, Title 29, Chapter 16 \(http://www.law.cornell.edu/uscode/text/29/chapter-16\)](http://www.law.cornell.edu/uscode/text/29/chapter-16), provides the legal authority for the Vocational Rehabilitation program.

Minn. Stat., [Chap. 268A](#) provides the statutory authority for the Extended Employment program, Individual Placement and Support grants, and the Deaf and Hard of Hearing grants.

Vocational Rehabilitation Services

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
1000 - General	28,973	30,733	31,612	30,682	28,881	28,881
2000 - Restrict Misc Special Revenue		600				
2390 - Workforce Development	8,909	8,973	9,796	8,442	7,830	7,830
2403 - Gift	0		14	57	57	45
3000 - Federal	51,924	55,116	64,077	69,500	71,715	75,553
Total	89,806	95,422	105,499	108,681	108,483	112,309
Biennial Change				28,952		6,612
Biennial % Change				16		3

Expenditures by Activity

Vocational Rehabilitation	64,699	67,080	77,625	82,221	84,909	89,073
Extended Employment	19,581	21,747	23,205	20,823	18,400	18,400
Independent Living	5,526	6,595	4,669	5,637	5,174	4,836
Total	89,806	95,422	105,499	108,681	108,483	112,309

Expenditures by Category

Compensation	33,222	34,050	34,257	37,887	40,027	41,085
Operating Expenses	12,833	15,722	14,615	16,157	15,644	16,300
Grants, Aids and Subsidies	43,728	45,643	56,602	54,627	52,803	54,915
Capital Outlay-Real Property	0		0			
Other Financial Transaction	24	6	25	10	9	9
Total	89,806	95,422	105,499	108,681	108,483	112,309

Total Agency Expenditures	89,806	95,422	105,499	108,681	108,483	112,309
Internal Billing Expenditures	4,879	5,207	5,303	5,608	5,926	6,083
Expenditures Less Internal Billing	84,927	90,215	100,196	103,073	102,557	106,226

Full-Time Equivalent

	358.17	356.65	357.09	362.29	381.88	381.88
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Vocational Rehabilitation Services

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
1000 - General						
Balance Forward In	2,445	4,465	4,626	1,801		
Direct Appropriation	28,861	28,861	28,861	28,861	28,861	28,861
Transfers In	19	19	19	20	20	20
Cancellations		802	94			
Balance Forward Out	2,353	1,811	1,800			
Expenditures	28,973	30,733	31,612	30,682	28,881	28,881
Biennial Change in Expenditures				2,589		(4,532)
Biennial % Change in Expenditures				4		(7)
Full-Time Equivalents	2.51	1.98	123.26	123.26	123.56	123.56

2000 - Restrict Misc Special Revenue

Balance Forward In		0				
Receipts		600				
Expenditures		600				
Biennial Change in Expenditures				(600)		0
Biennial % Change in Expenditures						

2390 - Workforce Development

Balance Forward In	1,091	2,720	2,656	622		
Direct Appropriation	9,630	7,830	7,840	7,820	7,830	7,830
Cancellations	10	347	78			
Balance Forward Out	1,802	1,230	622			
Expenditures	8,909	8,973	9,796	8,442	7,830	7,830
Biennial Change in Expenditures				356		(2,578)
Biennial % Change in Expenditures				2		(14)
Full-Time Equivalents	0.11	0.10	0.12	0.12	0.12	0.12

2403 - Gift

Balance Forward In	37	38	38	24	12	
Receipts	1	0	0	45	45	45
Balance Forward Out	38	38	24	12		
Expenditures	0		14	57	57	45
Biennial Change in Expenditures				70		31

Vocational Rehabilitation Services

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Biennial % Change in Expenditures						44

3000 - Federal

Balance Forward In	7	3,561	621	612	363	2
Receipts	51,924	52,125	64,068	69,251	71,354	75,552
Balance Forward Out	7	571	612	363	2	1
Expenditures	51,924	55,116	64,077	69,500	71,715	75,553
Biennial Change in Expenditures				26,537		13,691
Biennial % Change in Expenditures				25		10
Full-Time Equivalents	355.55	354.57	233.71	238.91	258.20	258.20

Program: State Services for the Blind

<http://mn.gov/deed/job-seekers/blind-visual-impaired/>

AT A GLANCE

- The State Services for the Blind (SSB) Workforce Development Unit supports blind, visually impaired, and DeafBlind Minnesotans in becoming independent, self-sufficient, and employed by providing career counseling, career-driven training, technology, and employment services.
- The SSB Communication Center provides Minnesotans with braille, audio, large print, and e-text to learn and excel in school, get jobs, increase job skills, and be vital neighbors and community members.
- The SSB Senior Services Unit provides direct services and uses local partnerships across Minnesota to enable seniors to continue living independently in their homes and actively engaging in their communities.

PURPOSE AND CONTEXT

The achievement-focused programs of State Services for the Blind (SSB) assist customers with the tools they need to succeed in work, school, and life. Designed to address needs not met by other programs, SSB builds value by investing in young adults, leveling the employment playing field, keeping seniors engaged, safe, and at home, and by transforming print into accessible media.

SERVICES PROVIDED

Workforce Development: Workforce Development receives 78.7 percent of its funding through a federal grant from the U.S. Department of Education. For Federal Fiscal Year 2022, the total amount of grant funds awarded was \$9,296,238. The remaining 21.3 percent required match of \$2,516,009 is funded by a state appropriation.

Vocational Rehabilitation: A Workforce Innovation and Opportunity Act Core Partner

Assist youth in preparing for life after high school by ensuring they have the skills, training, and technology necessary to be a part of a highly skilled, highly trained workforce. We support individuals in choosing careers that align with today's economic trends and provide them with the necessary training and technology so they have a competitive edge in the labor market. We help individuals avoid or leave sheltered workshops that pay subminimum wage and instead assist them in finding high quality, good paying jobs in the community. Our highly skilled employment specialists and assistive technologists partner with businesses by assisting them with recruitment, employee retention, disability training, and job accommodations.

Business Enterprises: Providing Entrepreneurial Opportunities

Provide vending business job opportunities for blind, visually impaired, and DeafBlind entrepreneurs within state and federal buildings at 147 locations statewide. There are 26 entrepreneurs in this program operating businesses which generate \$3.7 million in annual sales, pay \$213,000 in state sales taxes, pay over \$412,000 in employee wages, and pay \$129,000 in funds to support the program.

Senior Services: Senior Services receives a federal grant through the U.S. Department of Education. In FFY22, the federal grant was \$523,872 with a 10 percent state match of \$58,208. Senior Services also receives an additional \$500,000 state allotment.

Many of the people we work with have age-related macular degeneration, diabetic retinopathy, glaucoma, or other vision-related conditions that are often a part of aging. Our goal is to help customers meet the challenges of

vision loss based on their own particular needs and circumstances. Services range from teaching simple techniques for managing household activities to comprehensive training that can include learning to use a white cane, how to continue to use technology, and more complex personal independence skills. The Aging Eyes Initiative is an additional program within Senior Services that leverages community partnerships throughout Minnesota to reach additional seniors in need.

Communication Center: We keep Minnesotans reading so that all can learn and excel in school, get jobs, increase job skills, and be vital neighbors and members of our communities. We provide equal access to information (newspapers, books, magazines, community, religious, and family materials) through braille, audio books, podcasts, large print, and e-text. We partner with the Minnesota Braille and Talking Book Library and are part of the National Library Service program. We provide braille school materials for Minnesota’s K-12 children, and we produce braille and audio textbooks for Minnesota’s higher educational students. Our radio reading service, the Radio Talking Book, broadcasts new books, magazines, and daily newspapers. RTB has an app for IOS and Android as well as an Alexa skill. NFB-NEWSLINE presents audio newspapers and magazines from around the world, as well as job postings. We also produce life-skill podcasts for youth in partnership with Blind Abilities. Government agencies, businesses, and schools rely on us and our approximately 300 volunteers for their braille, audio, large print, and e-text needs.

RESULTS

Workforce Development:

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>FFY 2020</i>	<i>FFY 2021</i>
Result	Customers’ average hours worked per week	30	29
Result	Customers’ average hourly wage	\$20.48	\$21.67

Senior Services:

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>FFY 2020</i>	<i>FFY 2021</i>
Quantity	Total customers served	3,244	2,898
Quantity	Customers enrolled through Aging Eyes	456	341
Result	Community partnerships formed	77	52

Communication Center:

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>FFY 2020</i>	<i>FFY 2021</i>
Quantity	Total customers served	8,492	8,901

Minnesota Rules 3325 (BEP) (<https://www.revisor.mn.gov/rules/?id=3325>), Chapter 248. Blind; Education, Rehabilitation (<https://www.revisor.mn.gov/statutes/?id=248>) provides the legal authority for State Services for the Blind, Rehabilitation Act of 1973 as amended (<http://www.law.cornell.edu/uscode/text/29/chapter-16>), CFR 361 and 363 (<http://www.law.cornell.edu/cfr/text/34/part-361>, <http://www.law.cornell.edu/cfr/text/34/part-363>)

State Services for The Blind

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
1000 - General	6,551	6,551	6,414	6,688	6,551	6,551
2000 - Restrict Misc Special Revenue	761	757	681	875	785	785
2403 - Gift	261	200	227	291	326	326
3000 - Federal	9,464	12,011	13,153	13,813	17,448	18,948
Total	17,037	19,519	20,475	21,667	25,110	26,610
Biennial Change				5,585		9,578
Biennial % Change				15		23

Expenditures by Activity

Services for The Blind	17,037	19,519	20,475	21,667	25,110	26,610
Total	17,037	19,519	20,475	21,667	25,110	26,610

Expenditures by Category

Compensation	9,478	9,528	10,160	11,694	11,628	11,919
Operating Expenses	4,525	5,375	5,616	6,325	6,560	6,297
Grants, Aids and Subsidies	2,877	3,400	3,411	2,679	4,193	5,165
Capital Outlay-Real Property		5	0	1	1	1
Other Financial Transaction	157	1,211	1,287	968	2,728	3,228
Total	17,037	19,519	20,475	21,667	25,110	26,610

Total Agency Expenditures	17,037	19,519	20,475	21,667	25,110	26,610
Internal Billing Expenditures	1,392	1,468	1,546	1,616	1,718	1,760
Expenditures Less Internal Billing	15,645	18,051	18,928	20,051	23,392	24,850

Full-Time Equivalent

	105.01	100.30	107.86	107.86	107.86	107.86
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State Services for The Blind

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base FY24 FY25	
1000 - General						
Balance Forward In		0		137		
Direct Appropriation	6,425	6,425	6,425	6,425	6,425	6,425
Transfers In	126	126	126	126	126	126
Balance Forward Out			138			
Expenditures	6,551	6,551	6,414	6,688	6,551	6,551
Biennial Change in Expenditures				(1)		0
Biennial % Change in Expenditures				(0)		0
Full-Time Equivalents	42.27	42.42	38.97	38.97	38.97	38.97

2000 - Restrict Misc Special Revenue

Balance Forward In	977	835	894	665	411	361
Receipts	519	620	452	621	735	734
Balance Forward Out	735	698	664	411	361	310
Expenditures	761	757	681	875	785	785
Biennial Change in Expenditures				38		14
Biennial % Change in Expenditures				3		1
Full-Time Equivalents	2.00	0.12				

2403 - Gift

Balance Forward In	241	357	587	518	518	518
Receipts	377	397	159	291	326	326
Balance Forward Out	357	554	518	518	518	518
Expenditures	261	200	227	291	326	326
Biennial Change in Expenditures				57		134
Biennial % Change in Expenditures				12		26
Full-Time Equivalents	1.45	1.00	1.00	1.00	1.00	1.00

3000 - Federal

Balance Forward In	109	265	165	115		
Receipts	9,443	11,847	13,102	13,698	17,448	18,948
Balance Forward Out	88	101	115			
Expenditures	9,464	12,011	13,153	13,813	17,448	18,948
Biennial Change in Expenditures				5,491		9,430

State Services for The Blind

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
Biennial % Change in Expenditures				26		35
Full-Time Equivalents	59.29	56.76	67.89	67.89	67.89	67.89

Program: Broadband Development

<https://mn.gov/deed/programs-services/broadband/>

AT A GLANCE

- 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.

PURPOSE AND CONTEXT

The Office of Broadband Development (OBD), created in 2013, is charged with improving broadband access and use. OBD is housed in the Business and Community Development Division. Our purpose is to drive job creation, promote innovation and expand markets for Minnesota businesses by increasing the deployment and use of broadband technologies. We also encourage investment in broadband infrastructure to achieve equal access to opportunities in economic development, education, healthcare, public safety, and social well-being throughout the state. Our work ensures that unserved and underserved communities gain access to the broadband infrastructure they need to remain economically competitive and to have digitally literate Minnesotans.

SERVICES PROVIDED

The Office of Broadband Development (OBD) accomplishes its mission through the following activities:

- *Community Planning:* Work with communities, broadband providers, and local units of government to provide technical assistance and consultation services for broadband development and related planning. We also work to ensure these stakeholders are aware of both federal and state policies and programs, including financial resources.
- *Broadband Infrastructure:* Manage the competitive Border-to-Border Broadband Development Grant program to build broadband infrastructure in areas of the state where conventional business models have been unable to meet connectivity needs. Applicants are typically one partner among several in a community initiative, such as an existing broadband provider, a cooperative, township, city, or tribe.
- *Research and Data Collection:* Through the coordination of data collection, mapping, and analysis, we measure progress toward state broadband goals.
- *Adoption and Use:* Study and work to improve low broadband adoption and use rates among identified population groups. Manage the Telecommuter Forward! Community certification program to promote broadband usage and economic development.
- *Collaboration and Engagement:* Provide support and input to the Governor's Task Force on Broadband to develop, implement and promote state broadband policy, planning and initiatives to achieve State broadband needs and goals.

RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>Year & Amount of Funding Appropriated</i>						
		<i>2014 \$20M</i>	<i>2015 \$10.5M</i>	<i>2016 \$35M</i>	<i>2017 \$20M</i>	<i>2018 \$0</i>	<i>2019 \$20M</i>	<i>2020 \$20M</i>
Quantity	# of Applications to Broadband Grant Program	40	44	57	70	0	80	64
Quantity	# of Grant Awards from the Broadband Grant Program	16	15	40	39	0	30	39
Quantity	# of Households, Businesses and Community Institutions Served by Broadband Grant Program	6,333	4,098	16,708	12,202	0	10,938	6,922
Results	Percent of Minnesota Households with High-Speed Broadband Access (based on 2016 established goal of 25Mbps down/3Mbps upload)	85.83% ¹	87.72% ²	87.94% ³	90.77% ⁴	92.70% ⁵	92.19% ⁶	91.86 ⁷

Minn. Stat., Chap. 116J.39 (<https://www.revisor.mn.gov/statutes/?id=116J.39>) Provides the legal authority for DEED's Broadband Development program.

¹ Broadband access as of 2/15

² Broadband access as of 7/16

³ Broadband access as of 4/17

⁴ Broadband access as of 3/18

⁵ Broadband access as of 4/19

⁶ 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.

⁷ 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.

Broadband Development

Program Expenditure Overview

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
<u>Expenditures by Fund</u>						
1000 - General	144	460	283	417	350	350
2001 - Other Misc Special Revenue	23,753	20,991	803	26,519	27,872	375
3000 - Federal				135,903	101,504	100,997
Total	23,898	21,450	1,086	162,839	129,726	101,722
Biennial Change				118,577		67,523
Biennial % Change				261		41

Expenditures by Activity

Broadband Dev Office	23,898	21,450	1,086	162,839	129,726	101,722
Total	23,898	21,450	1,086	162,839	129,726	101,722

Expenditures by Category

Compensation	273	482	521	3,055	1,043	1,069
Operating Expenses	287	323	565	3,643	2,246	1,481
Grants, Aids and Subsidies	23,337	20,645		156,141	126,437	99,172
Other Financial Transaction	0	0	0			
Total	23,898	21,450	1,086	162,839	129,726	101,722

Total Agency Expenditures	23,898	21,450	1,086	162,839	129,726	101,722
Internal Billing Expenditures	40	74	79	453	154	158
Expenditures Less Internal Billing	23,858	21,377	1,007	162,386	129,572	101,564

Full-Time Equivalent

	2.63	3.42	3.98	10.00	14.00	14.00
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Broadband Development

Program Financing by Fund

(Dollars in Thousands)

	Actual FY20	Actual FY21	Actual FY22	Estimate FY23	Forecast Base	
					FY24	FY25
1000 - General						
Balance Forward In		110		67		
Direct Appropriation	20,250	20,250	350	25,350	25,350	350
Transfers In		100				
Transfers Out	20,000	20,000		25,000	25,000	
Balance Forward Out	106		67			
Expenditures	144	460	283	417	350	350
Biennial Change in Expenditures				96		0
Biennial % Change in Expenditures				16		0
Full-Time Equivalents	0.80	2.14	1.55	2.25	2.25	2.25

2001 - Other Misc Special Revenue

Balance Forward In	4,474	1,489	5,369	4,690	3,421	799
Receipts	623	207	124	250	250	250
Transfers In	20,000	20,000		25,000	25,000	
Balance Forward Out	1,344	706	4,690	3,421	799	674
Expenditures	23,753	20,991	803	26,519	27,872	375
Biennial Change in Expenditures				(17,422)		925
Biennial % Change in Expenditures				(39)		3
Full-Time Equivalents	1.83	1.28	2.43	0.75	0.75	0.75

3000 - Federal

Receipts				135,903	101,504	100,997
Expenditures				135,903	101,504	100,997
Biennial Change in Expenditures				135,903		66,598
Biennial % Change in Expenditures						
Full-Time Equivalents				7.00	11.00	11.00