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[mn.gov/deed](http://mn.gov/deed)

**AT A GLANCE**

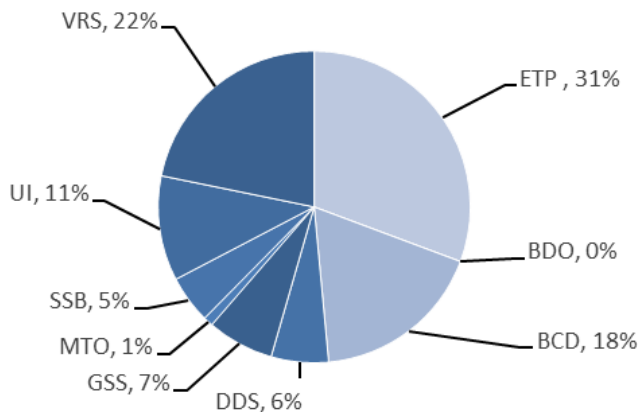
- The mission of the Department of Employment and Economic Development (DEED) is to empower the growth of the Minnesota economy, for everyone.
- DEED is the state’s principal economic development and workforce development agency.
- We work to attract, retain, and expand businesses and create jobs for 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.

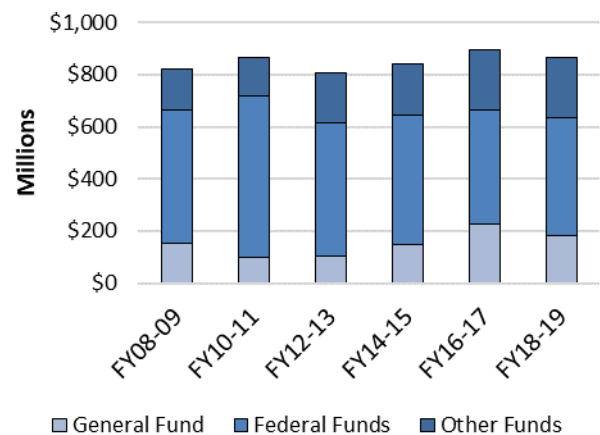
**BUDGET**

**Spending by Program  
FY 2019 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**



**Public Facilities Authority (for FY 2006-2009) expenditure data was removed from DEED’s Consolidated Fund Statement data.**

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 nearly 50 CareerForce locations (formerly WorkForce Centers) 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*: Empowers 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.
- *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 Economic Opportunity (OEO)*: leads internal DEED efforts and external community engagement to reduce the disparities faced by populations with barriers to employment.

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.
- *Labor Market Information*: Develops and refines data on Minnesota's labor market and communicates that data to customers.

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.
- *Office of the 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 Management*: Supports agency in providing local, state, and federal reporting data, as well as leading agency efforts around continuous improvement, surveying, quantitative and qualitative data analysis, and data management.

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 FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b><u>Expenditures by Fund</u></b>						
1000 - General	91,924	90,185	114,087	155,858	110,448	117,667
2000 - Restrict Misc Special Revenue	24,928	25,849	31,007	74,916	36,059	35,882
2001 - Other Misc Special Revenue	29,231	507	26,856	21,914	858	885
2340 - Renewable Development	15,016			1,000	1,000	
2350 - Petroleum Tank Release Cleanup	4,949	8,523	4,411	12,341	6,200	
2390 - Workforce Development	63,856	57,234	55,574	95,025	62,297	64,242
2403 - Gift	237	302	293	391	380	389
2801 - Remediation	700	801	1,468	733	700	700
3000 - Federal	221,777	229,196	216,181	329,273	326,841	311,075
3010 - Coronavirus Relief			146	70,000		
<b>Total</b>	<b>452,619</b>	<b>412,597</b>	<b>450,024</b>	<b>761,451</b>	<b>544,783</b>	<b>530,840</b>
Biennial Change				346,259		(135,852)
Biennial % Change				40		(11)

## **Expenditures by Program**

Business and Community Development	89,537	74,960	96,451	203,193	99,085	96,726
Unemployment Insurance	41,189	44,191	53,813	147,503	92,207	74,272
Employment and Training Programs	103,525	104,494	91,506	163,533	134,760	134,182
CareerForce Systems	21,256	21,460	20,600	23,315	22,597	23,232
Disability Determination Services	24,089	24,689	25,143	28,325	28,790	34,304
General Support Services	27,618	29,201	29,566	37,541	32,787	32,628
Minnesota Trade Office	1,988	2,840	2,203	2,639	2,638	2,588
Vocational Rehabilitation Services	94,350	90,889	89,806	113,830	111,510	112,381
State Services for The Blind	20,322	19,287	17,037	19,847	19,761	19,865
Broadband Development	28,744	586	23,898	21,725	648	662
<b>Total</b>	<b>452,619</b>	<b>412,597</b>	<b>450,024</b>	<b>761,451</b>	<b>544,783</b>	<b>530,840</b>

## **Expenditures by Category**

Compensation	109,506	112,384	118,293	144,393	146,297	143,034
Operating Expenses	72,732	78,813	94,743	211,938	147,860	138,713
Grants, Aids and Subsidies	268,486	220,731	231,568	401,948	250,259	248,742
Capital Outlay-Real Property	28	168	358	79	82	84

## Employment and Economic Development

## Agency Expenditure Overview

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
Other Financial Transaction	1,867	501	5,062	3,093	285	267
<b>Total</b>	<b>452,619</b>	<b>412,597</b>	<b>450,024</b>	<b>761,451</b>	<b>544,783</b>	<b>530,840</b>

Total Agency Expenditures	452,619	412,597	450,024	761,451	544,783	530,840
Internal Billing Expenditures	12,633	14,773	16,377	19,186	20,486	20,233
<b>Expenditures Less Internal Billing</b>	<b>439,986</b>	<b>397,824</b>	<b>433,647</b>	<b>742,265</b>	<b>524,297</b>	<b>510,607</b>

<b><u>Full-Time Equivalents</u></b>	<b>1,307.16</b>	<b>1,300.43</b>	<b>1,309.52</b>	<b>1,497.37</b>	<b>1,492.61</b>	<b>1,490.77</b>
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# Employment and Economic Development

# Agency Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>1000 - General</b>						
Balance Forward In	31,365	37,861	42,756	37,964	25,687	23,691
Direct Appropriation	110,724	84,479	121,287	144,737	85,038	85,038
Open Appropriation	2,687	6,288	13,493	20,977	25,803	33,151
Transfers In	3,148	1,132	3,118	1,920	646	661
Transfers Out	24,697	4,471	28,512	24,047	3,035	3,050
Net Loan Activity	(61)	(1,042)	191			
Cancellations	33	577	282	6		
Balance Forward Out	31,210	33,485	37,965	25,687	23,691	21,824
<b>Expenditures</b>	<b>91,924</b>	<b>90,185</b>	<b>114,087</b>	<b>155,858</b>	<b>110,448</b>	<b>117,667</b>
Biennial Change in Expenditures				87,836		(41,830)
Biennial % Change in Expenditures				48		(16)
Full-Time Equivalents	96.55	107.38	107.09	110.12	110.62	109.60

## 2000 - Restrict Misc Special Revenue

Balance Forward In	21,810	29,432	36,164	47,800	8,572	8,136
Receipts	30,010	29,637	41,747	34,908	34,828	34,802
Internal Billing Receipts	14,431	16,418	18,609	19,330	19,330	19,330
Transfers In	1,190	2,172	3,478	1,070	1,070	1,070
Transfers Out			2,500			
Net Loan Activity	225	(561)	(81)	(290)	(275)	(300)
Balance Forward Out	28,307	34,830	47,801	8,572	8,136	7,826
<b>Expenditures</b>	<b>24,928</b>	<b>25,849</b>	<b>31,007</b>	<b>74,916</b>	<b>36,059</b>	<b>35,882</b>
Biennial Change in Expenditures				55,145		(33,982)
Biennial % Change in Expenditures				109		(32)
Full-Time Equivalents	130.44	125.58	119.14	129.12	131.37	132.10

## 2001 - Other Misc Special Revenue

Balance Forward In	45,898	51,286	63,921	39,695	49,279	51,962
Receipts	9,744	12,433	4,074	6,295	2,550	2,377
Transfers In	24,108	771	58,291	26,420	1,750	1,750
Transfers Out	1,750		30,300	514	750	750
Net Loan Activity	(486)	(1,862)	(29,436)	(703)	(9)	(470)
Balance Forward Out	48,284	62,121	39,693	49,279	51,962	53,984



# Employment and Economic Development

# Agency Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>Expenditures</b>	<b>29,231</b>	<b>507</b>	<b>26,856</b>	<b>21,914</b>	<b>858</b>	<b>885</b>
Biennial Change in Expenditures				19,032		(47,027)
Biennial % Change in Expenditures				64		(96)
Full-Time Equivalents	5.02	4.01	4.57	6.25	6.35	6.37

## 2340 - Renewable Development

Balance Forward In		134			1,000	
Direct Appropriation	15,150			2,000	0	0
Cancellations		134				
Balance Forward Out	134			1,000		
<b>Expenditures</b>	<b>15,016</b>			<b>1,000</b>	<b>1,000</b>	
Biennial Change in Expenditures				(14,016)		0
Biennial % Change in Expenditures						
Full-Time Equivalents	0.08					

## 2350 - Petroleum Tank Release Cleanup

Balance Forward In	4,635	6,133	4,352	6,141		
Direct Appropriation	6,200	6,200	6,200	6,200	6,200	0
Transfers In				6		
Transfers Out				6		
Balance Forward Out	5,886	3,810	6,141			
<b>Expenditures</b>	<b>4,949</b>	<b>8,523</b>	<b>4,411</b>	<b>12,341</b>	<b>6,200</b>	
Biennial Change in Expenditures				3,280		(10,552)
Biennial % Change in Expenditures				24		(63)
Full-Time Equivalents	1.54	1.70	1.74	1.85	1.85	1.85

## 2390 - Workforce Development

Balance Forward In	1,445	2,033	1,141	1,878		
Direct Appropriation	34,985	34,034	34,837	33,037	23,237	23,237
Open Appropriation	29,107	22,825	22,140	60,110	39,060	41,005
Transfers In	17					
Transfers Out	17					
Cancellations	206	1,204	665			

# Employment and Economic Development

# Agency Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
Balance Forward Out	1,475	453	1,878			
<b>Expenditures</b>	<b>63,856</b>	<b>57,234</b>	<b>55,574</b>	<b>95,025</b>	<b>62,297</b>	<b>64,242</b>
Biennial Change in Expenditures				29,509		(24,060)
Biennial % Change in Expenditures				24		(16)
Full-Time Equivalents	8.30	8.83	10.36	12.36	12.24	12.24

## 2403 - Gift

Balance Forward In	254	332	377	496	482	489
Receipts	312	343	412	377	387	392
Balance Forward Out	328	373	496	482	489	492
<b>Expenditures</b>	<b>237</b>	<b>302</b>	<b>293</b>	<b>391</b>	<b>380</b>	<b>389</b>
Biennial Change in Expenditures				145		85
Biennial % Change in Expenditures				27		12
Full-Time Equivalents	1.48	1.47	1.45	1.00	1.00	1.00

## 2801 - Remediation

Balance Forward In	31	101	801	33		
Direct Appropriation	700	700	700	700	700	700
Balance Forward Out	31		33			
<b>Expenditures</b>	<b>700</b>	<b>801</b>	<b>1,468</b>	<b>733</b>	<b>700</b>	<b>700</b>
Biennial Change in Expenditures				700		(801)
Biennial % Change in Expenditures				47		(36)

## 3000 - Federal

Balance Forward In	5,063	8,412	2,469	2,041	132	165
Receipts	221,958	223,246	216,147	327,364	326,874	311,082
Transfers Out		1,070				
Net Loan Activity	(1,545)		(392)			
Balance Forward Out	3,698	1,391	2,042	132	165	172
<b>Expenditures</b>	<b>221,777</b>	<b>229,196</b>	<b>216,181</b>	<b>329,273</b>	<b>326,841</b>	<b>311,075</b>
Biennial Change in Expenditures				94,481		92,462
Biennial % Change in Expenditures				21		17
Full-Time Equivalents	1,063.75	1,051.46	1,065.17	1,236.67	1,229.18	1,227.61

# Employment and Economic Development

# Agency Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>3010 - Coronavirus Relief</b>						
Balance Forward In				60,000		
Direct Appropriation			60,149	10,000	0	0
Cancellations			3			
Balance Forward Out			60,000			
<b>Expenditures</b>			<b>146</b>	<b>70,000</b>		
Biennial Change in Expenditures				70,146		(70,146)
Biennial % Change in Expenditures						(100)

# Employment and Economic Development

# Agency Change Summary

(Dollars in Thousands)

	FY21	FY22	FY23	Biennium 2022-23
<b>Direct</b>				
<b>Fund: 1000 - General</b>				
FY2021 Appropriations	144,737	144,737	144,737	289,474
<b>Base Adjustments</b>				
All Other One-Time Appropriations		(63,813)	(63,813)	(127,626)
Current Law Base Change		3,852	3,852	7,704
Transfer Between Agencies		262	262	524
<b>Forecast Base</b>	<b>144,737</b>	<b>85,038</b>	<b>85,038</b>	<b>170,076</b>
<b>Fund: 2340 - Renewable Development</b>				
FY2021 Appropriations	2,000	2,000	2,000	4,000
<b>Base Adjustments</b>				
All Other One-Time Appropriations		(2,000)	(2,000)	(4,000)
<b>Forecast Base</b>	<b>2,000</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Fund: 2350 - Petroleum Tank Release Cleanup</b>				
FY2021 Appropriations	6,200	6,200	6,200	12,400
<b>Base Adjustments</b>				
Program or Agency Sunset			(6,200)	(6,200)
<b>Forecast Base</b>	<b>6,200</b>	<b>6,200</b>	<b>0</b>	<b>6,200</b>
<b>Fund: 2390 - Workforce Development</b>				
FY2021 Appropriations	33,037	33,037	33,037	66,074
<b>Base Adjustments</b>				
All Other One-Time Appropriations		(9,800)	(9,800)	(19,600)
<b>Forecast Base</b>	<b>33,037</b>	<b>23,237</b>	<b>23,237</b>	<b>46,474</b>
<b>Fund: 2801 - Remediation</b>				
FY2021 Appropriations	700	700	700	1,400
<b>Forecast Base</b>	<b>700</b>	<b>700</b>	<b>700</b>	<b>1,400</b>
<b>Fund: 3010 - Coronavirus Relief</b>				
FY2021 Appropriations	10,000	10,000	10,000	20,000
<b>Base Adjustments</b>				
All Other One-Time Appropriations		(10,000)	(10,000)	(20,000)
<b>Forecast Base</b>	<b>10,000</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Open</b>				
<b>Fund: 1000 - General</b>				

# Employment and Economic Development

# Agency Change Summary

(Dollars in Thousands)

	FY21	FY22	FY23	Biennium 2022-23
<b>FY2021 Appropriations</b>	<b>20,977</b>	<b>20,977</b>	<b>20,977</b>	<b>41,954</b>
<b>Base Adjustments</b>				
November Forecast Adjustment		(7,846)	(4,349)	(12,195)
February Forecast Adjustment		12,672	16,523	29,195
<b>Forecast Base</b>	<b>20,977</b>	<b>25,803</b>	<b>33,151</b>	<b>58,954</b>
<b>Fund: 2390 - Workforce Development</b>				
<b>FY2021 Appropriations</b>	<b>30,566</b>	<b>30,566</b>	<b>30,566</b>	<b>61,132</b>
<b>Base Adjustments</b>				
Forecast Open Appropriation Adjustment	29,544	8,494	10,439	18,933
<b>Forecast Base</b>	<b>60,110</b>	<b>39,060</b>	<b>41,005</b>	<b>80,065</b>
<b>Dedicated</b>				
<b>Fund: 2000 - Restrict Misc Special Revenue</b>				
<b>Planned Spending</b>	<b>72,416</b>	<b>36,059</b>	<b>35,882</b>	<b>71,941</b>
<b>Forecast Base</b>	<b>72,416</b>	<b>36,059</b>	<b>35,882</b>	<b>71,941</b>
<b>Fund: 2001 - Other Misc Special Revenue</b>				
<b>Planned Spending</b>	<b>21,914</b>	<b>858</b>	<b>885</b>	<b>1,743</b>
<b>Forecast Base</b>	<b>21,914</b>	<b>858</b>	<b>885</b>	<b>1,743</b>
<b>Fund: 2403 - Gift</b>				
<b>Planned Spending</b>	<b>391</b>	<b>380</b>	<b>389</b>	<b>769</b>
<b>Forecast Base</b>	<b>391</b>	<b>380</b>	<b>389</b>	<b>769</b>
<b>Fund: 3000 - Federal</b>				
<b>Planned Spending</b>	<b>329,273</b>	<b>326,841</b>	<b>311,075</b>	<b>637,916</b>
<b>Forecast Base</b>	<b>329,273</b>	<b>326,841</b>	<b>311,075</b>	<b>637,916</b>
<b>Revenue Change Summary</b>				
<b>Dedicated</b>				
<b>Fund: 2000 - Restrict Misc Special Revenue</b>				
<b>Forecast Revenues</b>	<b>34,908</b>	<b>34,828</b>	<b>34,802</b>	<b>69,630</b>
<b>Fund: 2001 - Other Misc Special Revenue</b>				
<b>Forecast Revenues</b>	<b>6,295</b>	<b>2,550</b>	<b>2,377</b>	<b>4,927</b>
<b>Fund: 2403 - Gift</b>				
<b>Forecast Revenues</b>	<b>377</b>	<b>387</b>	<b>392</b>	<b>779</b>

# Employment and Economic Development

# Agency Change Summary

(Dollars in Thousands)

	FY21	FY22	FY23	Biennium 2022-23
<b>Fund: 3000 - Federal</b>				
Forecast Revenues	327,364	326,874	311,082	637,956
<b><i>Non-Dedicated</i></b>				
<b>Fund: 1000 - General</b>				
Forecast Revenues	10			
<b>Fund: 2390 - Workforce Development</b>				
Forecast Revenues	62,402	65,081	67,026	132,107
<b>Fund: 8200 - Clean Water Revolving</b>				
Forecast Revenues	1	1	1	2

## Program: Program: Business and Community Development

[mn.gov/deed/business/](http://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 jobs and create new high-quality jobs.
- Administers financing programs and special appropriations to support community development.
- Provides information and access to resources to help entrepreneurs and small businesses.
- Funds cooperative training projects involving partnerships between businesses and educational institutions that build the skills of new employees and/or retrain existing employees.
- In SFY 2020, across all programs both federal and state, DEED awarded \$182 million for 1,574 projects resulting in a minimum of \$1.5 billion in leveraged investment, the creation of 4,050 new jobs and the retention of nearly 8,000 jobs (FY 20 was impacted by COVID-19 response).

### PURPOSE & CONTEXT

DEED's Business and Community Development (BCD) division contributes to Minnesota's economic success by providing services 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 also work to help communities become affordable, quality places for people and businesses to locate, grow, and prosper. BCD programs have played an important role in response to the pandemic.

### 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* - 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
- **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.
- *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, 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 Centers*: SBDCs aid in the development of new and existing businesses through a statewide network of offices offering entrepreneurs 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 the funding for the program. Nine regional centers across the state deliver the services.



## RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY 17-18</i>	<i>SFY 19-20</i>
Quantity	Leveraged private investment through all programs	\$3.3B	\$3.55B
Results	# of jobs to be created/retained through all programs	31,850	32,589
Results	# of jobs to be created through the Minnesota Job Creation Fund	2,415	2,565
Results	# of awards made to early stage technology businesses	173	166
Quantity	Number of awards made (all programs)	978	1,933
Quantity	Number of loans to underserved Minnesotans through Emerging Entrepreneur Loan program	66	98
Quantity	# of workers trained through the Minnesota Job Skills Partnership Program	18,177	16,758
Quantity	# of small business clients assisted by the SBDC, SBAO and Launch MN	63,162	62,962
Quantity	Leveraged private investment through the Contamination Investigation and Cleanup Grant Program	\$1.06B	\$1.5B
Quantity	Leveraged private investment through the Redevelopment Grant Program	\$329M	\$557M
Quantity	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

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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 FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b><u>Expenditures by Fund</u></b>						
1000 - General	47,887	45,276	69,303	80,559	63,251	70,470
2000 - Restrict Misc Special Revenue	379	1,210	5,362	6,925	796	803
2001 - Other Misc Special Revenue	622	101	2,982	438	442	455
2340 - Renewable Development	15,016			1,000	1,000	
2350 - Petroleum Tank Release Cleanup	4,949	8,523	4,411	12,341	6,200	
2390 - Workforce Development	1,856	805	2,874	3,475	1,350	1,350
2403 - Gift	35	6	32	70	45	45
2801 - Remediation	700	801	1,468	733	700	700
3000 - Federal	18,093	18,238	10,018	27,652	25,301	22,903
3010 - Coronavirus Relief				70,000		
<b>Total</b>	<b>89,537</b>	<b>74,960</b>	<b>96,451</b>	<b>203,193</b>	<b>99,085</b>	<b>96,726</b>
Biennial Change				135,148		(103,833)
Biennial % Change				82		(35)

### **Expenditures by Activity**

Business Development-DEED	3,485	1,930	1,552	1,684	1,536	1,521
Community Finance	46,880	38,591	43,137	71,449	61,560	60,520
Entrepreneurship & Sm Bus Dev	8,336	6,860	6,571	80,860	6,195	5,010
Business Finance	24,178	22,858	35,570	40,226	24,116	24,124
Job Skills Partnership	6,658	4,720	7,328	6,394	5,551	5,551
Launch Minnesota-Admin			2,293	2,580	127	
<b>Total</b>	<b>89,537</b>	<b>74,960</b>	<b>96,451</b>	<b>203,193</b>	<b>99,085</b>	<b>96,726</b>

### **Expenditures by Category**

Compensation	4,505	4,706	5,099	5,775	5,601	5,436
Operating Expenses	1,950	4,849	12,299	3,010	2,121	1,965
Grants, Aids and Subsidies	81,564	65,371	74,395	191,602	91,363	89,325
Capital Outlay-Real Property	1					
Other Financial Transaction	1,517	33	4,659	2,806		
<b>Total</b>	<b>89,537</b>	<b>74,960</b>	<b>96,451</b>	<b>203,193</b>	<b>99,085</b>	<b>96,726</b>

## Business and Community Development

## Program Expenditure Overview

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
Total Agency Expenditures	89,537	74,960	96,451	203,193	99,085	96,726
Internal Billing Expenditures	568	667	748	840	814	785
<b>Expenditures Less Internal Billing</b>	<b>88,969</b>	<b>74,292</b>	<b>95,703</b>	<b>202,353</b>	<b>98,271</b>	<b>95,941</b>
<b><u>Full-Time Equivalents</u></b>	<b>45.25</b>	<b>45.84</b>	<b>48.21</b>	<b>51.95</b>	<b>50.95</b>	<b>49.95</b>

## Business and Community Development

## Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>1000 - General</b>						
Balance Forward In	29,356	33,911	40,305	34,614	25,687	23,691
Direct Appropriation	43,663	38,124	50,756	52,206	36,143	36,143
Open Appropriation	2,687	6,288	13,493	20,977	25,803	33,151
Transfers In	2,946	528	2,596	526	374	389
Transfers Out	2,876	828	3,216	2,077	1,065	1,080
Net Loan Activity	(61)	(1,042)	191			
Cancellations		119	207			
Balance Forward Out	27,828	31,587	34,616	25,687	23,691	21,824
<b>Expenditures</b>	<b>47,887</b>	<b>45,276</b>	<b>69,303</b>	<b>80,559</b>	<b>63,251</b>	<b>70,470</b>
Biennial Change in Expenditures				56,699		(16,141)
Biennial % Change in Expenditures				61		(11)
Full-Time Equivalents	35.34	37.71	39.16	40.76	39.51	38.49
<b>2000 - Restrict Misc Special Revenue</b>						
Balance Forward In	5,363	7,896	8,462	13,965	7,731	7,442
Receipts	2,687	858	10,946	981	782	784
Transfers In		1,070	2,500			
Transfers Out			2,500			
Net Loan Activity	225	(561)	(81)	(290)	(275)	(300)
Balance Forward Out	7,895	8,053	13,965	7,731	7,442	7,123
<b>Expenditures</b>	<b>379</b>	<b>1,210</b>	<b>5,362</b>	<b>6,925</b>	<b>796</b>	<b>803</b>
Biennial Change in Expenditures				10,698		(10,688)
Biennial % Change in Expenditures				673		(87)
Full-Time Equivalents	1.77	1.28	2.08	2.01	2.26	2.26
<b>2001 - Other Misc Special Revenue</b>						
Balance Forward In	36,637	47,862	59,367	38,264	48,734	51,507
Receipts	8,919	11,630	3,323	5,705	2,224	2,199
Transfers In	4,108	771	38,291	6,420	1,750	1,750
Transfers Out	1,750		30,300	514	750	750
Net Loan Activity	(486)	(1,862)	(29,436)	(703)	(9)	(470)
Balance Forward Out	46,806	58,299	38,263	48,734	51,507	53,781
<b>Expenditures</b>	<b>622</b>	<b>101</b>	<b>2,982</b>	<b>438</b>	<b>442</b>	<b>455</b>

## Business and Community Development

## Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
Biennial Change in Expenditures				2,697		(2,523)
Biennial % Change in Expenditures				373		(74)
Full-Time Equivalents	3.00	1.85	2.25	3.34	3.44	3.46

### 2340 - Renewable Development

Balance Forward In		134			1,000	
Direct Appropriation	15,150			2,000	0	0
Cancellations		134				
Balance Forward Out	134			1,000		
<b>Expenditures</b>	<b>15,016</b>			<b>1,000</b>	<b>1,000</b>	
Biennial Change in Expenditures				(14,016)		0
Biennial % Change in Expenditures						
Full-Time Equivalents	0.08					

### 2350 - Petroleum Tank Release Cleanup

Balance Forward In	4,635	6,133	4,352	6,141		
Direct Appropriation	6,200	6,200	6,200	6,200	6,200	0
Transfers In				6		
Transfers Out				6		
Balance Forward Out	5,886	3,810	6,141			
<b>Expenditures</b>	<b>4,949</b>	<b>8,523</b>	<b>4,411</b>	<b>12,341</b>	<b>6,200</b>	
Biennial Change in Expenditures				3,280		(10,552)
Biennial % Change in Expenditures				24		(63)
Full-Time Equivalents	1.54	1.70	1.74	1.85	1.85	1.85

### 2390 - Workforce Development

Direct Appropriation	1,861	1,811	3,475	3,475	1,350	1,350
Cancellations	5	1,006	601			
<b>Expenditures</b>	<b>1,856</b>	<b>805</b>	<b>2,874</b>	<b>3,475</b>	<b>1,350</b>	<b>1,350</b>
Biennial Change in Expenditures				3,688		(3,649)
Biennial % Change in Expenditures				139		(57)

### 2403 - Gift

## Business and Community Development

## Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
Balance Forward In	56	60	98	101	73	70
Receipts	36	44	35	42	42	42
Balance Forward Out	57	98	101	73	70	67
<b>Expenditures</b>	<b>35</b>	<b>6</b>	<b>32</b>	<b>70</b>	<b>45</b>	<b>45</b>
Biennial Change in Expenditures				61		(12)
Biennial % Change in Expenditures				150		(12)

### 2801 - Remediation

Balance Forward In	31	101	801	33		
Direct Appropriation	700	700	700	700	700	700
Balance Forward Out	31		33			
<b>Expenditures</b>	<b>700</b>	<b>801</b>	<b>1,468</b>	<b>733</b>	<b>700</b>	<b>700</b>
Biennial Change in Expenditures				700		(801)
Biennial % Change in Expenditures				47		(36)

### 3000 - Federal

Balance Forward In	4,473	2,907		755		
Receipts	16,674	16,401	11,166	26,897	25,301	22,903
Transfers Out		1,070				
Net Loan Activity	(1,545)		(392)			
Balance Forward Out	1,508		755			
<b>Expenditures</b>	<b>18,093</b>	<b>18,238</b>	<b>10,018</b>	<b>27,652</b>	<b>25,301</b>	<b>22,903</b>
Biennial Change in Expenditures				1,339		10,534
Biennial % Change in Expenditures				4		28
Full-Time Equivalents	3.52	3.30	2.98	3.99	3.89	3.89

### 3010 - Coronavirus Relief

Balance Forward In				60,000		
Direct Appropriation			60,000	10,000	0	0
Balance Forward Out			60,000			
<b>Expenditures</b>				<b>70,000</b>		
Biennial Change in Expenditures				70,000		(70,000)
Biennial % Change in Expenditures						

**Program: Unemployment Insurance**[uimn.org/uimn/](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.
- Paid \$808 million in unemployment benefits to 142,742 Minnesotans in 2019.
- 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 (formerly WorkForce Centers) 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>
Quantity	# New initial applications (new and reactivated) for benefits	192,991	925,526
Quantity	Number of telephone calls taken	429,820	620,489

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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 FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b><u>Expenditures by Fund</u></b>						
1000 - General				25,000		
2000 - Restrict Misc Special Revenue	772	292	1,330	36,321	6,000	6,000
3000 - Federal	40,417	43,899	52,483	86,182	86,207	68,272
<b>Total</b>	<b>41,189</b>	<b>44,191</b>	<b>53,813</b>	<b>147,503</b>	<b>92,207</b>	<b>74,272</b>
Biennial Change				115,936		(34,837)
Biennial % Change				136		(17)

## **Expenditures by Activity**

Unemployment Insurance	41,189	44,191	53,813	147,503	92,207	74,272
<b>Total</b>	<b>41,189</b>	<b>44,191</b>	<b>53,813</b>	<b>147,503</b>	<b>92,207</b>	<b>74,272</b>

## **Expenditures by Category**

Compensation	23,060	22,776	25,189	37,319	38,478	34,222
Operating Expenses	18,113	21,147	28,485	110,063	53,605	39,926
Grants, Aids and Subsidies		(74)	(31)	(26)	(26)	(26)
Capital Outlay-Real Property	0	123	44	45	46	46
Other Financial Transaction	16	219	127	102	104	104
<b>Total</b>	<b>41,189</b>	<b>44,191</b>	<b>53,813</b>	<b>147,503</b>	<b>92,207</b>	<b>74,272</b>

Total Agency Expenditures	41,189	44,191	53,813	147,503	92,207	74,272
Internal Billing Expenditures	2,867	3,362	4,053	5,706	5,883	5,233
<b>Expenditures Less Internal Billing</b>	<b>38,322</b>	<b>40,829</b>	<b>49,760</b>	<b>141,797</b>	<b>86,324</b>	<b>69,039</b>

## **Full-Time Equivalent**

	297.95	285.88	297.94	393.53	393.53	393.53
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# Unemployment Insurance

# Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>1000 - General</b>						
Direct Appropriation				25,000	0	0
<b>Expenditures</b>				<b>25,000</b>		
Biennial Change in Expenditures				25,000		(25,000)
Biennial % Change in Expenditures						
<b>2000 - Restrict Misc Special Revenue</b>						
Balance Forward In	12,819	18,703	25,193	30,321		
Receipts	5,982	6,591	6,459	6,000	6,000	6,000
Balance Forward Out	18,029	25,002	30,321			
<b>Expenditures</b>	<b>772</b>	<b>292</b>	<b>1,330</b>	<b>36,321</b>	<b>6,000</b>	<b>6,000</b>
Biennial Change in Expenditures				36,587		(25,651)
Biennial % Change in Expenditures				3,438		(68)
<b>3000 - Federal</b>						
Balance Forward In	191	1,224	493			
Receipts	41,056	43,120	51,989	86,182	86,207	68,272
Balance Forward Out	830	445				
<b>Expenditures</b>	<b>40,417</b>	<b>43,899</b>	<b>52,483</b>	<b>86,182</b>	<b>86,207</b>	<b>68,272</b>
Biennial Change in Expenditures				54,349		15,814
Biennial % Change in Expenditures				64		11
Full-Time Equivalents	297.95	285.88	297.94	393.53	393.53	393.53

## Program: Employment and Training Programs

[mn.gov/deed/job-seekers](http://mn.gov/deed/job-seekers)

### AT A GLANCE

- Provides skill development and training programs for Minnesotans including career seekers with barriers to employment or who are unemployed via distance learning mechanisms.
- Helps career seekers develop and improve job readiness for in-demand occupations that pay family sustaining wages.
- Partners, collaborates, and engages with employers to find and train workers.

### PURPOSE & CONTEXT

The 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 at 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 the 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. 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 through no fault of their own – that is, neither quit nor were fired – can receive assistance to find a new career. The Dislocated Worker Program, funded jointly by the federal government and the State, assists laid-off workers in returning to work with comparable wages and benefits. Participants 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 such as family care and transportation 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 funds 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, Capacity Building, 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** provides 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.
- 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 building on a shared vision and mission.
- Office of Economic Opportunity (OEO):** leads internal DEED efforts and external community engagement to reduce the disparities faced by populations with barriers to employment. Initiatives include community engagement, performance management of internal DEED program goals and strategies, promotion of equity goals that reduce disparities based on race, ability level, geography, gender, and veteran status, and the agency's liaison to American Indian tribes.

## RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY 2018</i>	<i>SFY 2019</i>
Results	Percentage of Dislocated Worker program participants entering employment after exit	79%	80%
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	88.2%	90.9%

\*The Pathways to Prosperity program numbers were impacted by COVID-19.

## Employment and Training Programs

## Program Expenditure Overview

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b><u>Expenditures by Fund</u></b>						
1000 - General	6,243	5,820	5,529	5,532	6,796	6,796
2000 - Restrict Misc Special Revenue	3,919	3,156	2,310	4,064	4,064	4,064
2390 - Workforce Development	54,263	47,133	43,791	81,808	53,062	55,007
3000 - Federal	39,101	48,384	39,875	72,129	70,838	68,315
<b>Total</b>	<b>103,525</b>	<b>104,494</b>	<b>91,506</b>	<b>163,533</b>	<b>134,760</b>	<b>134,182</b>
Biennial Change				47,020		13,903
Biennial % Change				23		5

### **Expenditures by Activity**

Adult Services	75,573	71,423	67,868	137,281	111,733	111,155
Youth Programs	27,953	33,071	23,638	26,252	23,027	23,027
<b>Total</b>	<b>103,525</b>	<b>104,494</b>	<b>91,506</b>	<b>163,533</b>	<b>134,760</b>	<b>134,182</b>

### **Expenditures by Category**

Compensation	5,634	5,880	6,563	8,245	8,188	8,033
Operating Expenses	6,007	5,605	5,260	31,645	30,793	30,195
Grants, Aids and Subsidies	91,880	92,985	79,649	123,636	95,772	95,947
Capital Outlay-Real Property		1	0			
Other Financial Transaction	4	24	35	7	7	7
<b>Total</b>	<b>103,525</b>	<b>104,494</b>	<b>91,506</b>	<b>163,533</b>	<b>134,760</b>	<b>134,182</b>

Total Agency Expenditures	103,525	104,494	91,506	163,533	134,760	134,182
Internal Billing Expenditures	712	854	955	1,135	1,127	1,104
<b>Expenditures Less Internal Billing</b>	<b>102,813</b>	<b>103,640</b>	<b>90,551</b>	<b>162,398</b>	<b>133,633</b>	<b>133,078</b>

### **Full-Time Equivalent**

	62.91	62.63	68.76	73.85	72.98	72.16
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# Employment and Training Programs

# Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>1000 - General</b>						
Balance Forward In	20	10	6	6		
Direct Appropriation	6,239	5,889	5,532	5,532	6,796	6,796
Cancellations	16	79	3	6		
Balance Forward Out	0		6			
<b>Expenditures</b>	<b>6,243</b>	<b>5,820</b>	<b>5,529</b>	<b>5,532</b>	<b>6,796</b>	<b>6,796</b>
Biennial Change in Expenditures				(1,002)		2,531
Biennial % Change in Expenditures				(8)		23
Full-Time Equivalents	2.49	1.89	2.01	2.01	2.46	2.46

## 2000 - Restrict Misc Special Revenue

Balance Forward In	1,265	932	361			
Receipts	2,374	1,462	972	2,994	2,994	2,994
Transfers In	1,190	1,102	978	1,070	1,070	1,070
Balance Forward Out	911	339	0			
<b>Expenditures</b>	<b>3,919</b>	<b>3,156</b>	<b>2,310</b>	<b>4,064</b>	<b>4,064</b>	<b>4,064</b>
Biennial Change in Expenditures				(701)		1,754
Biennial % Change in Expenditures				(10)		28
Full-Time Equivalents	7.82	7.66	7.67	7.67	7.67	7.67

## 2390 - Workforce Development

Balance Forward In	32	65	50	21		
Direct Appropriation	25,259	24,342	21,677	21,677	14,002	14,002
Open Appropriation	29,107	22,825	22,140	60,110	39,060	41,005
Transfers In	17					
Cancellations	119	70	54			
Balance Forward Out	34	29	21			
<b>Expenditures</b>	<b>54,263</b>	<b>47,133</b>	<b>43,791</b>	<b>81,808</b>	<b>53,062</b>	<b>55,007</b>
Biennial Change in Expenditures				24,203		(17,530)
Biennial % Change in Expenditures				24		(14)
Full-Time Equivalents	8.27	8.76	10.25	12.25	12.13	12.13

## 3000 - Federal

Balance Forward In	207	551	1,053	449		
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## Employment and Training Programs

## Program Financing by Fund

*(Dollars in Thousands)*

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
Receipts	39,098	47,873	39,271	71,680	70,838	68,315
Balance Forward Out	205	41	449			
<b>Expenditures</b>	<b>39,101</b>	<b>48,384</b>	<b>39,875</b>	<b>72,129</b>	<b>70,838</b>	<b>68,315</b>
Biennial Change in Expenditures				24,520		27,149
Biennial % Change in Expenditures				28		24
Full-Time Equivalents	44.33	44.32	48.83	51.92	50.72	49.90

**Program: CareerForce Systems**[www.careerforcemn.com](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 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 50 CareerForce Locations across the state, online and on the phone, 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 offenders and ex-offenders for the Minnesota Department of Corrections, employment services for the Minnesota Department of Transportation, 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 50 one-stop American Job Centers, known as CareerForce Locations located in sixteen Minnesota workforce development areas, as well as digital 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 is responsible for system-wide coordination activities. The Workforce Innovation and Opportunity Act (WIOA) provides guidance to states on using funding to deliver services in a fair and equitable manner.

CareerForce ensures that each local workforce development area is operating under the guidance provided by the US Department of Labor (DOL). This includes sharing costs through funding agreements, ensuring appropriate services are available in every area and region, and that each program, service, and location is jointly operated by all partners in the one-stop system.

CareerForce units include the Employment Services unit and the Veteran Employment Services unit. Employment Services oversees Job Service, Migrant Seasonal Farmworker Services, Work Opportunity Tax Credits (WOTC), Foreign Labor Certification, CareerForce digital resources, and the national 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 or MFIP. Staff work out of each of the 16 local workforce development areas across the state, managers represent Wagner Peyser on each of the 16 local Workforce Development Boards.

This team also includes special programs operated via interagency agreement with the departments of Corrections (DOC) and Transportation (DOT). The DOC program serves inmates both before and after they are released from the State’s prison system. This programming connects inmates to employment opportunities and works to reduce recidivism among high risk populations. The agreement with DOT provides recruitment and training for non-traditional groups to obtain employment opportunities with contractors on DOT’s construction projects.

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 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, and accessing programs and services.

Employer services include Work Opportunity Tax Credits (WOTC), 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 Disabled Veterans Outreach Program 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

Describe the results achieved by this activity by providing performance measures. There are two options for graphically displaying your performance measures:

<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	154,019	110,793	SFY 2018 & SFY 2019
Quantity	# of employer job openings posted on <a href="http://www.minnesotaworks.net">http://www.minnesotaworks.net</a>	679,930	682,306	SFY 2018 & SFY 2019
Quality	Job seeker customer satisfaction using the Net Promoter Score (-100 to 100; a score of 50 is excellent)	46	46	FY 2017 & FY 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 or exited the program into employment	83.0%	87.0%	SFY2018 & SFY 2019

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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 FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b><u>Expenditures by Fund</u></b>						
2000 - Restrict Misc Special Revenue	3,939	3,669	3,799	4,579	4,587	4,616
3000 - Federal	17,317	17,791	16,801	18,736	18,010	18,616
<b>Total</b>	<b>21,256</b>	<b>21,460</b>	<b>20,600</b>	<b>23,315</b>	<b>22,597</b>	<b>23,232</b>
Biennial Change				1,199		1,914
Biennial % Change				3		4

**Expenditures by Activity**

Career Force Systems	21,256	21,460	20,600	23,315	22,597	23,232
<b>Total</b>	<b>21,256</b>	<b>21,460</b>	<b>20,600</b>	<b>23,315</b>	<b>22,597</b>	<b>23,232</b>

**Expenditures by Category**

Compensation	13,041	13,154	12,674	13,933	14,511	15,092
Operating Expenses	7,198	7,796	7,595	8,917	7,621	7,675
Grants, Aids and Subsidies	969	460	322	460	460	460
Capital Outlay-Real Property	1	3	1			
Other Financial Transaction	47	47	8	5	5	5
<b>Total</b>	<b>21,256</b>	<b>21,460</b>	<b>20,600</b>	<b>23,315</b>	<b>22,597</b>	<b>23,232</b>

Total Agency Expenditures	21,256	21,460	20,600	23,315	22,597	23,232
Internal Billing Expenditures	1,641	1,871	1,871	2,015	2,091	2,166
<b>Expenditures Less Internal Billing</b>	<b>19,615</b>	<b>19,589</b>	<b>18,729</b>	<b>21,300</b>	<b>20,506</b>	<b>21,066</b>

<b><u>Full-Time Equivalent</u></b>	<b>170.65</b>	<b>168.56</b>	<b>158.43</b>	<b>158.73</b>	<b>158.73</b>	<b>162.73</b>
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(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>2000 - Restrict Misc Special Revenue</b>						
Balance Forward In	366	273	85	13		
Receipts	3,573	3,395	3,727	4,566	4,587	4,616
Balance Forward Out			13			
<b>Expenditures</b>	<b>3,939</b>	<b>3,669</b>	<b>3,799</b>	<b>4,579</b>	<b>4,587</b>	<b>4,616</b>
Biennial Change in Expenditures				770		825
Biennial % Change in Expenditures				10		10
Full-Time Equivalents	28.26	25.83	24.97	24.97	24.97	24.97

**3000 - Federal**

Balance Forward In	4	841	798	743		
Receipts	17,348	17,748	16,746	17,993	18,010	18,616
Balance Forward Out	35	798	743			
<b>Expenditures</b>	<b>17,317</b>	<b>17,791</b>	<b>16,801</b>	<b>18,736</b>	<b>18,010</b>	<b>18,616</b>
Biennial Change in Expenditures				429		1,089
Biennial % Change in Expenditures				1		3
Full-Time Equivalents	142.39	142.73	133.46	133.76	133.76	137.76

**Program: Disability Determination Services (DDS)**

[mn.gov/deed/programs-services/dds/](http://mn.gov/deed/programs-services/dds/)

**AT A GLANCE**

- Serves Minnesota residents who file applications for disability benefits and Minnesotans who are reviewed for continuing eligibility.
- Refers disability applications for individuals who may benefit from rehabilitation services to other state agencies.
- Reviewed 47,566 new claims in 2019.
- DDS is funded 100% by federal dollars.

**PURPOSE & 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 2018</i>	<i>FFY 2019</i>
Quantity	# of new determinations reviewed	46,240	47,566
Quality	Days in decision-making	80.3 days	83.5 days
Quality	Accuracy of determination decisions (Initial Claims only as reported by SSA.)	99.3%	99.1%

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 FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23

## Expenditures by Fund

3000 - Federal	24,089	24,689	25,143	28,325	28,790	34,304
<b>Total</b>	<b>24,089</b>	<b>24,689</b>	<b>25,143</b>	<b>28,325</b>	<b>28,790</b>	<b>34,304</b>
Biennial Change				4,689		9,626
Biennial % Change				10		18

## Expenditures by Activity

Disability Determination	24,089	24,689	25,143	28,325	28,790	34,304
<b>Total</b>	<b>24,089</b>	<b>24,689</b>	<b>25,143</b>	<b>28,325</b>	<b>28,790</b>	<b>34,304</b>

## Expenditures by Category

Compensation	9,726	10,385	10,802	12,973	12,671	12,378
Operating Expenses	7,595	7,175	8,187	7,924	8,320	13,737
Grants, Aids and Subsidies	6,768	7,113	6,107	7,378	7,747	8,134
Capital Outlay-Real Property		15	34	34	36	38
Other Financial Transaction	0	1	13	16	16	17
<b>Total</b>	<b>24,089</b>	<b>24,689</b>	<b>25,143</b>	<b>28,325</b>	<b>28,790</b>	<b>34,304</b>

Total Agency Expenditures	24,089	24,689	25,143	28,325	28,790	34,304
Internal Billing Expenditures	1,227	1,475	1,586	1,956	2,054	2,157
<b>Expenditures Less Internal Billing</b>	<b>22,862</b>	<b>23,214</b>	<b>23,557</b>	<b>26,369</b>	<b>26,736</b>	<b>32,147</b>

## Full-Time Equivalent

	126.04	132.53	131.35	173.00	166.00	158.00
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# Disability Determination Services

# Program Financing by Fund

*(Dollars in Thousands)*

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>3000 - Federal</b>						
Balance Forward In			7			
Receipts	24,089	24,689	25,136	28,325	28,790	34,304
<b>Expenditures</b>	<b>24,089</b>	<b>24,689</b>	<b>25,143</b>	<b>28,325</b>	<b>28,790</b>	<b>34,304</b>
Biennial Change in Expenditures				4,689		9,626
Biennial % Change in Expenditures				10		18
Full-Time Equivalents	126.04	132.53	131.35	173.00	166.00	158.00

**Program: General Support Services**[mn.gov/deed](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 support the agency with infrastructure and leadership necessary to operate programs, develop policies, and assist individuals, businesses, and communities. These divisions provide operational and resource support and provide the technical expertise to ensure our programs are effective and efficient.

**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 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.
- *Office of the 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 Management*: Supports agency in providing local, state, and federal reporting data, as well as leading agency efforts around continuous improvement, surveying, quantitative and qualitative data analysis, and data management.



## RESULTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY 2019</i>	<i>SFY 2020</i>
Quantity	Purchase Orders Completed	6,399	5,447*
Quantity	Contracts Completed	469	677
Quantity	Grants Completed	1,235	1,629
Quantity	Equity Select Contracts Completed	6	17

\*The number of purchase orders completed in SFY 2020 was impacted by COVID-19.

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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 FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b><u>Expenditures by Fund</u></b>						
1000 - General	1,595	1,954	1,483	4,067	2,302	2,302
2000 - Restrict Misc Special Revenue	15,123	16,849	17,345	22,172	19,807	19,635
2001 - Other Misc Special Revenue	93	94	120	207	118	118
2390 - Workforce Development				110	55	55
3000 - Federal	10,807	10,304	10,473	10,985	10,505	10,518
3010 - Coronavirus Relief			146			
<b>Total</b>	<b>27,618</b>	<b>29,201</b>	<b>29,566</b>	<b>37,541</b>	<b>32,787</b>	<b>32,628</b>
Biennial Change				10,288		(1,692)
Biennial % Change				18		(3)

## **Expenditures by Activity**

General Support Services	27,618	29,201	29,566	37,541	32,787	32,628
<b>Total</b>	<b>27,618</b>	<b>29,201</b>	<b>29,566</b>	<b>37,541</b>	<b>32,787</b>	<b>32,628</b>

## **Expenditures by Category**

Compensation	12,972	13,570	13,769	17,064	16,415	16,730
Operating Expenses	13,218	14,419	14,523	20,177	16,072	15,598
Grants, Aids and Subsidies	1,409	1,179	957	300	300	300
Capital Outlay-Real Property	27	1	279			
Other Financial Transaction	(7)	31	39			
<b>Total</b>	<b>27,618</b>	<b>29,201</b>	<b>29,566</b>	<b>37,541</b>	<b>32,787</b>	<b>32,628</b>

Total Agency Expenditures	27,618	29,201	29,566	37,541	32,787	32,628
Internal Billing Expenditures	518	606	672	19	717	707
<b>Expenditures Less Internal Billing</b>	<b>27,101</b>	<b>28,594</b>	<b>28,895</b>	<b>37,522</b>	<b>32,070</b>	<b>31,921</b>

<b><u>Full-Time Equivalent</u></b>	<b>135.75</b>	<b>134.63</b>	<b>128.00</b>	<b>139.47</b>	<b>138.72</b>	<b>139.45</b>
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# General Support Services

# Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>1000 - General</b>						
Balance Forward In		739		743		
Direct Appropriation	4,122	4,638	7,171	4,171	4,171	4,171
Transfers In	31	413	351	1,123	101	101
Transfers Out	1,821	3,623	5,296	1,970	1,970	1,970
Cancellations	5	213				
Balance Forward Out	732		743			
<b>Expenditures</b>	<b>1,595</b>	<b>1,954</b>	<b>1,483</b>	<b>4,067</b>	<b>2,302</b>	<b>2,302</b>
Biennial Change in Expenditures				2,001		(946)
Biennial % Change in Expenditures				56		(17)
Full-Time Equivalents	8.78	8.29	9.47	9.47	9.47	9.47

## 2000 - Restrict Misc Special Revenue

Balance Forward In	846	442	878	2,595	115	
Receipts	14,678	16,658	19,062	19,692	19,692	19,635
Internal Billing Receipts	14,431	16,418	18,609	19,330	19,330	19,330
Balance Forward Out	401	252	2,595	115		
<b>Expenditures</b>	<b>15,123</b>	<b>16,849</b>	<b>17,345</b>	<b>22,172</b>	<b>19,807</b>	<b>19,635</b>
Biennial Change in Expenditures				7,545		(75)
Biennial % Change in Expenditures				24		(0)
Full-Time Equivalents	90.50	88.80	82.27	94.27	94.27	95.00

## 2001 - Other Misc Special Revenue

Balance Forward In	88	93	79	87		
Receipts	97	80	128	120	118	118
Balance Forward Out	92	79	87			
<b>Expenditures</b>	<b>93</b>	<b>94</b>	<b>120</b>	<b>207</b>	<b>118</b>	<b>118</b>
Biennial Change in Expenditures				139		(91)
Biennial % Change in Expenditures				74		(28)
Full-Time Equivalents	0.43	0.43	0.49	0.71	0.71	0.71

## 2390 - Workforce Development

Balance Forward In		18		55		
Direct Appropriation	35	51	55	55	55	55

## General Support Services

## Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
Transfers Out	17					
Cancellations		69				
Balance Forward Out	18		55			
<b>Expenditures</b>				<b>110</b>	<b>55</b>	<b>55</b>
Biennial Change in Expenditures				110		0
Biennial % Change in Expenditures						

### 3000 - Federal

Balance Forward In	5	10	1			
Receipts	10,803	10,294	10,471	10,985	10,505	10,518
<b>Expenditures</b>	<b>10,807</b>	<b>10,304</b>	<b>10,473</b>	<b>10,985</b>	<b>10,505</b>	<b>10,518</b>
Biennial Change in Expenditures				347		(435)
Biennial % Change in Expenditures				2		(2)
Full-Time Equivalents	36.04	37.11	35.77	35.02	34.27	34.27

### 3010 - Coronavirus Relief

Direct Appropriation			149			
Cancellations			3			
<b>Expenditures</b>			<b>146</b>			
Biennial Change in Expenditures				146		(146)
Biennial % Change in Expenditures						

## Program: Minnesota Trade Office

[mn.gov/deed/trade/](http://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, Association of Southeast Asian Nations (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:* We 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:* We 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 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:* We 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.

We 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. During the pandemic, we organized a series of virtual tech pitch events to encourage and help foreign-based companies considering a North American

location understand the possibilities of locating in Minnesota. In two events, we received 51 applications from companies based in 12 foreign countries.

We also 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	\$22.7B	\$22.2B	2018 & 2019
Quantity	Number of organizations receiving export assistance	925	789	SFY 2019 & SFY 2020
Quantity	Number of attendees at MTO training seminars	532	769	SFY 2019 & SFY 2020
Quantity	Number of Foreign companies contacted or requesting information on Minnesota	510	875	SFY 2019 & SFY 2020
Quantity	Number of protocol requests, meetings and visits with diplomatic interactions	28	68	FFY 2019 & FFY 2020

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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 FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b><u>Expenditures by Fund</u></b>						
1000 - General	1,912	2,736	2,103	2,459	2,317	2,317
2000 - Restrict Misc Special Revenue	76	8	100	131	131	81
3000 - Federal		95	0	49	190	190
<b>Total</b>	<b>1,988</b>	<b>2,840</b>	<b>2,203</b>	<b>2,639</b>	<b>2,638</b>	<b>2,588</b>
Biennial Change				14		384
Biennial % Change				0		8

## **Expenditures by Activity**

Minnesota Trade Office	1,988	2,840	2,203	2,639	2,638	2,588
<b>Total</b>	<b>1,988</b>	<b>2,840</b>	<b>2,203</b>	<b>2,639</b>	<b>2,638</b>	<b>2,588</b>

## **Expenditures by Category**

Compensation	1,000	1,169	1,224	1,253	1,258	1,290
Operating Expenses	688	1,411	749	1,086	1,080	998
Grants, Aids and Subsidies	289	256	228	300	300	300
Other Financial Transaction	11	4	1			
<b>Total</b>	<b>1,988</b>	<b>2,840</b>	<b>2,203</b>	<b>2,639</b>	<b>2,638</b>	<b>2,588</b>

Total Agency Expenditures	1,988	2,840	2,203	2,639	2,638	2,588
Internal Billing Expenditures	126	166	180	192	193	198
<b>Expenditures Less Internal Billing</b>	<b>1,862</b>	<b>2,674</b>	<b>2,023</b>	<b>2,447</b>	<b>2,445</b>	<b>2,390</b>

<b><u>Full-Time Equivalent</u></b>	<b>9.82</b>	<b>11.23</b>	<b>11.02</b>	<b>11.00</b>	<b>11.00</b>	<b>11.00</b>
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(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>1000 - General</b>						
Balance Forward In		555		142		
Direct Appropriation	2,292	2,292	2,292	2,292	2,292	2,292
Transfers In	25	25	25	25	25	25
Cancellations	11	136	72			
Balance Forward Out	394		142			
<b>Expenditures</b>	<b>1,912</b>	<b>2,736</b>	<b>2,103</b>	<b>2,459</b>	<b>2,317</b>	<b>2,317</b>
Biennial Change in Expenditures				(87)		72
Biennial % Change in Expenditures				(2)		2
Full-Time Equivalents	9.73	11.22	10.87	10.80	10.80	10.80

**2000 - Restrict Misc Special Revenue**

Balance Forward In	136	167	208	171	105	39
Receipts	106	49	63	65	65	65
Balance Forward Out	166	208	171	105	39	23
<b>Expenditures</b>	<b>76</b>	<b>8</b>	<b>100</b>	<b>131</b>	<b>131</b>	<b>81</b>
Biennial Change in Expenditures				147		(19)
Biennial % Change in Expenditures				175		(8)
Full-Time Equivalents	0.09	0.01	0.15	0.20	0.20	0.20

**3000 - Federal**

Receipts		95	0	49	190	190
<b>Expenditures</b>		<b>95</b>	<b>0</b>	<b>49</b>	<b>190</b>	<b>190</b>
Biennial Change in Expenditures				(46)		331
Biennial % Change in Expenditures						672



## Program: Vocational Rehabilitation Services

[mn.gov/deed/job-seekers/disabilities/](https://mn.gov/deed/job-seekers/disabilities/)

### AT A GLANCE

- Provides employment-related services to approximately 20,000 Minnesotans with disabilities each year who seek competitive, integrated employment.
- Provides Pre-Employment Transition Services to students with disabilities.
- Assists Minnesotans with disabilities to live independently and secure their basic rights in areas such as housing, transportation, education and employment.

### PURPOSE & CONTEXT

Our purpose is to assist Minnesotans with disabilities 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 participate in the labor force – 54.1 percent – and those with no disability - 84 percent (2018).

Vocational Rehabilitation Services assists:

- Minnesotans with disabilities who face significant barriers to achieving competitive, integrated employment and independence in their communities.
- Students and young adults with disabilities who are making the transition from school to work or post-secondary training.
- Employers who seek qualified candidates for job openings.

### SERVICE MODEL

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

- *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. Pre-Employment Transition Services (Pre-ETS) 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 and experiences, what students will need to make their plan 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 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*: Minnesota’s Individual Placement and Supports (IPS) projects assist people with serious mental illnesses to achieve steady employment in integrated competitive 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.

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.

### RESULTS – VOCATIONAL REHABILITATION PROGRAM

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY19</i>	<i>SFY20<sup>1</sup></i>
Quantity	Number of new participants receiving services	5,406	4,754
Quantity	Total number of participants receiving services	16,151	15,013
Result	Number of individuals attaining employment	2,605	2,291
Quantity	Potentially eligible students served through pre-ETS only	1,194	1,727
Quantity	VRS participants served with pre-ETS	1,520	2,221

### RESULTS – EXTENDED EMPLOYMENT PROGRAM

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY19</i>	<i>SFY20</i>
Quantity	Number of individuals	3,586	3,148
Result	Total wages earned by individuals	\$31.4M	\$27.8M

### RESULTS – INDIVIDUAL PLACEMENT AND SUPPORTS GRANTS

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>SFY19</i>	<i>SFY20</i>
Quantity	Total number of individuals served	1,226	Data not yet available
Quantity	Total number of individuals employed	736	Data not yet available

<sup>1</sup> The COVID-19 pandemic has impacted the number of people served during SFY20 as well as their ability to gain and maintain employment.

## RESULTS – INDEPENDENT LIVING GRANTS

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

Minn. Stat. § 268A (<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>), provides the legal authority for DEED’s Vocational Rehabilitation Services.

Minn. Stat., [Chap. 268A.15](#) et. seq. provides the statutory authority for the Extended Employment Program.  
Minn. Stat., [Chap. 268A.11](#); U.S. Code, [Title 29, Chap. 16, Sect. 796](#) et seq., provides the statutory authority for the Independent Living Program.

# Vocational Rehabilitation Services

# Program Expenditure Overview

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b><u>Expenditures by Fund</u></b>						
1000 - General	27,508	27,571	28,973	31,234	28,881	28,881
2390 - Workforce Development	7,737	9,296	8,909	9,632	7,830	7,830
2403 - Gift		9	0	35	45	50
3000 - Federal	59,105	54,013	51,924	72,929	74,754	75,620
<b>Total</b>	<b>94,350</b>	<b>90,889</b>	<b>89,806</b>	<b>113,830</b>	<b>111,510</b>	<b>112,381</b>
Biennial Change				18,397		20,255
Biennial % Change				10		10

## **Expenditures by Activity**

Vocational Rehabilitation	69,712	64,906	64,699	85,404	87,159	87,950
Extended Employment	16,154	18,600	19,581	22,555	18,400	18,400
Independent Living	8,485	7,382	5,526	5,871	5,951	6,031
<b>Total</b>	<b>94,350</b>	<b>90,889</b>	<b>89,806</b>	<b>113,830</b>	<b>111,510</b>	<b>112,381</b>

## **Expenditures by Category**

Compensation	30,180	31,002	33,222	37,351	38,405	38,770
Operating Expenses	13,055	11,527	12,833	24,011	23,299	23,675
Grants, Aids and Subsidies	51,089	48,299	43,728	52,418	49,755	49,884
Capital Outlay-Real Property		3	0			
Other Financial Transaction	26	58	24	50	51	52
<b>Total</b>	<b>94,350</b>	<b>90,889</b>	<b>89,806</b>	<b>113,830</b>	<b>111,510</b>	<b>112,381</b>

Total Agency Expenditures	94,350	90,889	89,806	113,830	111,510	112,381
Internal Billing Expenditures	3,792	4,379	4,879	5,709	5,944	6,172
<b>Expenditures Less Internal Billing</b>	<b>90,558</b>	<b>86,509</b>	<b>84,927</b>	<b>108,121</b>	<b>105,566</b>	<b>106,209</b>

## **Full-Time Equivalent**

	<b>346.82</b>	<b>345.51</b>	<b>358.17</b>	<b>380.09</b>	<b>384.95</b>	<b>388.95</b>
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# Vocational Rehabilitation Services

# Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>1000 - General</b>						
Balance Forward In	1,989	2,618	2,445	2,353		
Direct Appropriation	27,733	26,861	28,861	28,861	28,861	28,861
Transfers In	19	39	19	20	20	20
Transfers Out		19				
Cancellations	1	29				
Balance Forward Out	2,233	1,898	2,353			
<b>Expenditures</b>	<b>27,508</b>	<b>27,571</b>	<b>28,973</b>	<b>31,234</b>	<b>28,881</b>	<b>28,881</b>
Biennial Change in Expenditures				5,127		(2,445)
Biennial % Change in Expenditures				9		(4)
Full-Time Equivalents	3.77	3.71	2.51	1.54	2.84	2.84

## 2390 - Workforce Development

Balance Forward In	1,412	1,950	1,091	1,802		
Direct Appropriation	7,830	7,830	9,630	7,830	7,830	7,830
Cancellations	82	59	10			
Balance Forward Out	1,424	425	1,802			
<b>Expenditures</b>	<b>7,737</b>	<b>9,296</b>	<b>8,909</b>	<b>9,632</b>	<b>7,830</b>	<b>7,830</b>
Biennial Change in Expenditures				1,508		(2,881)
Biennial % Change in Expenditures				9		(16)
Full-Time Equivalents	0.03	0.07	0.11	0.11	0.11	0.11

## 2403 - Gift

Balance Forward In	24	45	37	38	38	38
Receipts	21	1	1	35	45	50
Balance Forward Out	45	37	38	38	38	38
<b>Expenditures</b>		<b>9</b>	<b>0</b>	<b>35</b>	<b>45</b>	<b>50</b>
Biennial Change in Expenditures				27		60
Biennial % Change in Expenditures						169

## 3000 - Federal

Balance Forward In	47	2,594	7	7		
Receipts	60,064	51,425	51,924	72,922	74,754	75,620
Balance Forward Out	1,006	7	7			

# Vocational Rehabilitation Services

# Program Financing by Fund

*(Dollars in Thousands)*

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>Expenditures</b>	<b>59,105</b>	<b>54,013</b>	<b>51,924</b>	<b>72,929</b>	<b>74,754</b>	<b>75,620</b>
Biennial Change in Expenditures				11,735		25,521
Biennial % Change in Expenditures				10		20
Full-Time Equivalents	343.02	341.73	355.55	378.44	382.00	386.00

Program: State Services for the Blind

[mn.gov/deed/job-seekers/blind-visual-impaired/](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 Unit 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 2019, the total amount of grant funds awarded was \$9,244,760. The remaining 21.3 percent required match of \$2,502,076 is funded by a state appropriation.

- Vocational Rehabilitation: A Workforce Innovation and Opportunity Act Core Partner  
We assist students 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  
We provide vending business job opportunities for blind, visually impaired, and DeafBlind entrepreneurs within state and federal buildings at 159 locations statewide. There are 28 entrepreneurs in this program operating businesses which generate \$5.7 million in annual sales, \$331,000 in state sales tax revenue, over \$579,000 in employee wages, and \$282,000 in funds to support the program.

**Senior Services:** Senior Services receives a federal grant through the U.S. Department of Education. In FFY19, the federal grant was \$522,306 with a 10 percent state match of \$58,034. 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 Senior Services 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 615 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 2018</i>	<i>FFY 2019</i>
Result	Customers’ average hours worked per week	27	25
Result	Customers’ average hourly wage	\$16.27	\$18.13

### Senior Services:

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>FFY 2018</i>	<i>FFY 2019</i>
Quantity	Total customers served	3,753	4,429
Quantity	Customers enrolled through Aging Eyes	450	771
Result	Community partnerships formed	99	138

### Communication Center:

<i>Type of Measure</i>	<i>Name of Measure</i>	<i>FFY 2018</i>	<i>FFY 2019</i>
Quantity	Total customers served	13,807	13,952

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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 FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b><u>Expenditures by Fund</u></b>						
1000 - General	6,551	6,551	6,551	6,551	6,551	6,551
2000 - Restrict Misc Special Revenue	719	666	761	724	674	683
2403 - Gift	202	288	261	286	290	294
3000 - Federal	12,849	11,782	9,464	12,286	12,246	12,337
<b>Total</b>	<b>20,322</b>	<b>19,287</b>	<b>17,037</b>	<b>19,847</b>	<b>19,761</b>	<b>19,865</b>
Biennial Change				(2,725)		2,742
Biennial % Change				(7)		7

## **Expenditures by Activity**

Services for The Blind	20,322	19,287	17,037	19,847	19,761	19,865
<b>Total</b>	<b>20,322</b>	<b>19,287</b>	<b>17,037</b>	<b>19,847</b>	<b>19,761</b>	<b>19,865</b>

## **Expenditures by Category**

Compensation	9,110	9,430	9,478	10,066	10,304	10,600
Operating Expenses	4,809	4,609	4,525	4,794	4,767	4,765
Grants, Aids and Subsidies	6,151	5,141	2,877	4,880	4,588	4,418
Capital Outlay-Real Property		23				
Other Financial Transaction	252	84	157	107	102	82
<b>Total</b>	<b>20,322</b>	<b>19,287</b>	<b>17,037</b>	<b>19,847</b>	<b>19,761</b>	<b>19,865</b>

Total Agency Expenditures	20,322	19,287	17,037	19,847	19,761	19,865
Internal Billing Expenditures	1,146	1,347	1,392	1,550	1,591	1,637
<b>Expenditures Less Internal Billing</b>	<b>19,175</b>	<b>17,940</b>	<b>15,645</b>	<b>18,297</b>	<b>18,170</b>	<b>18,228</b>

## **Full-Time Equivalent**

	109.34	110.62	105.01	111.75	111.75	111.00
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# State Services for The Blind

# Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>1000 - General</b>						
Balance Forward In		2				
Direct Appropriation	6,425	6,425	6,425	6,425	6,425	6,425
Transfers In	126	126	126	126	126	126
Cancellations		1				
Balance Forward Out	0					
<b>Expenditures</b>	<b>6,551</b>	<b>6,551</b>	<b>6,551</b>	<b>6,551</b>	<b>6,551</b>	<b>6,551</b>
Biennial Change in Expenditures				0		0
Biennial % Change in Expenditures				0		0
Full-Time Equivalents	35.40	43.29	42.27	43.74	43.74	43.74
<b>2000 - Restrict Misc Special Revenue</b>						
Balance Forward In	1,015	1,018	977	735	621	655
Receipts	610	624	519	610	708	708
Balance Forward Out	905	976	735	621	655	680
<b>Expenditures</b>	<b>719</b>	<b>666</b>	<b>761</b>	<b>724</b>	<b>674</b>	<b>683</b>
Biennial Change in Expenditures				100		(128)
Biennial % Change in Expenditures				7		(9)
Full-Time Equivalents	2.00	2.00	2.00		2.00	2.00
<b>2403 - Gift</b>						
Balance Forward In	174	227	241	357	371	381
Receipts	255	298	377	300	300	300
Balance Forward Out	226	237	357	371	381	387
<b>Expenditures</b>	<b>202</b>	<b>288</b>	<b>261</b>	<b>286</b>	<b>290</b>	<b>294</b>
Biennial Change in Expenditures				57		37
Biennial % Change in Expenditures				12		7
Full-Time Equivalents	1.48	1.47	1.45	1.00	1.00	1.00
<b>3000 - Federal</b>						
Balance Forward In	137	285	109	87	132	165
Receipts	12,826	11,599	9,443	12,331	12,279	12,344
Balance Forward Out	114	101	88	132	165	172
<b>Expenditures</b>	<b>12,849</b>	<b>11,782</b>	<b>9,464</b>	<b>12,286</b>	<b>12,246</b>	<b>12,337</b>

**State Services for The Blind**

**Program Financing by Fund**

*(Dollars in Thousands)*

	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Estimate</b>	<b>Forecast Base</b>	
	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>	<b>FY23</b>
Biennial Change in Expenditures				(2,881)		2,833
Biennial % Change in Expenditures				(12)		13
Full-Time Equivalents	70.46	63.86	59.29	67.01	65.01	64.26

**Program: Broadband Development**[mn.gov/deed/programs-services/broadband/](http://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 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:* We 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:* We 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:* We study and work to improve low broadband adoption and use rates among identified population groups. We also manage the Telecommuter Forward! Community certification program to promote broadband usage and economic development.
- *Collaboration and Engagement:* We 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 &amp; 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>
Quantity	# of Applications to Broadband Grant Program	40	44	57	70	0	80
Quantity	# of Grant Awards from the Broadband Grant Program	16	15	40	39	0	30
Quantity	# of Households, Businesses and Community Institutions Served by Broadband Grant Program	6,333	4,098	16,708	12,202	0	10,938
Results	Percent of Minnesota Households with High Speed Broadband Access (based on 2016 established goal of 25Mbps down/3Mbps upload)	85.83% <sup>1</sup>	87.72% <sup>2</sup>	87.94% <sup>3</sup>	90.77% <sup>4</sup>	92.70% <sup>5</sup>	92.19% <sup>6</sup>

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

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

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

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

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

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

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

# Broadband Development

# Program Expenditure Overview

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23

## Expenditures by Fund

1000 - General	227	275	144	456	350	350
2001 - Other Misc Special Revenue	28,516	311	23,753	21,269	298	312
<b>Total</b>	<b>28,744</b>	<b>586</b>	<b>23,898</b>	<b>21,725</b>	<b>648</b>	<b>662</b>
Biennial Change				16,293		(44,313)
Biennial % Change				56		(97)

## Expenditures by Activity

Broadband Dev Office	28,744	586	23,898	21,725	648	662
<b>Total</b>	<b>28,744</b>	<b>586</b>	<b>23,898</b>	<b>21,725</b>	<b>648</b>	<b>662</b>

## Expenditures by Category

Compensation	278	311	273	414	466	483
Operating Expenses	99	274	287	311	182	179
Grants, Aids and Subsidies	28,366		23,337	21,000		
Other Financial Transaction	0	1	0			
<b>Total</b>	<b>28,744</b>	<b>586</b>	<b>23,898</b>	<b>21,725</b>	<b>648</b>	<b>662</b>

Total Agency Expenditures	28,744	586	23,898	21,725	648	662
Internal Billing Expenditures	35	44	40	64	72	74
<b>Expenditures Less Internal Billing</b>	<b>28,709</b>	<b>542</b>	<b>23,858</b>	<b>21,661</b>	<b>576</b>	<b>588</b>

## Full-Time Equivalent

	2.63	3.00	2.63	4.00	4.00	4.00
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# Broadband Development

# Program Financing by Fund

(Dollars in Thousands)

	Actual FY18	Actual FY19	Actual FY20	Estimate FY21	Forecast Base	
					FY22	FY23
<b>1000 - General</b>						
Balance Forward In		25		106		
Direct Appropriation	20,250	250	20,250	20,250	350	350
Transfers In				100		
Transfers Out	20,000		20,000	20,000		
Balance Forward Out	23		106			
<b>Expenditures</b>	<b>227</b>	<b>275</b>	<b>144</b>	<b>456</b>	<b>350</b>	<b>350</b>
Biennial Change in Expenditures				98		100
Biennial % Change in Expenditures				19		17
Full-Time Equivalents	1.04	1.27	0.80	1.80	1.80	1.80

## 2001 - Other Misc Special Revenue

Balance Forward In	9,174	3,330	4,474	1,344	545	455
Receipts	728	724	623	470	208	60
Transfers In	20,000		20,000	20,000		
Balance Forward Out	1,386	3,743	1,344	545	455	203
<b>Expenditures</b>	<b>28,516</b>	<b>311</b>	<b>23,753</b>	<b>21,269</b>	<b>298</b>	<b>312</b>
Biennial Change in Expenditures				16,195		(44,412)
Biennial % Change in Expenditures				56		(99)
Full-Time Equivalents	1.59	1.73	1.83	2.20	2.20	2.20