

DRAFT FY 07 AGENCY PERFORMANCE PLAN 6/06

Name of Agency:IDED			
Agency Mission: To engender and promote economic development policies and practices which stimulate and sustain Iowa's economic growth and climate and that integrate efforts across public and private sectors.			
Core Function	Outcome Measure(s)	Outcome Target	Link to Strategic Plan Goal(s)
CF: Economic Growth & Expansion (Business Development)			
Desired Outcome(s):			
Increased income for Iowans	Ratio of % increase/year in Iowa per capita income (PCI) to US rate (source: US Bureau of Economic Analysis)	1:1 or higher	Goal #2
Increased wealth creation in Iowa	Ratio of % increase/year in Iowa gross state product to US rate (source: US Bureau of Economic Analysis)	1:1 or higher	Goal #2
Services, Products, Activities	Performance Measures	Performance Target(s)	Strategies/Recommended Actions
Business Development – Overall job creation	* Number of high-paying jobs created/retained through Business Development programs between July 1, 2003 and June 30, 2008. (source: IDED records – Bus.Fin.)	50,000 (average of 10,000/year)	General activities of Business Finance Team
	* Number of active projects and leads for possible Iowa business projects (source: IDED records – Bus.Dev.)	500	Continue to market Iowa for business location and expansion
Business Development – Targeted industry clusters	Percent increase in jobs in industries in Biosciences, Advanced Manufacturing, and Information Solutions. (source: Iowa Workforce Development)	5%	Focus marketing and technical assistance to businesses in targeted industry clusters
Business Development – New Bioscience companies	* Number of new bioscience companies created over 5 years (source: Iowa Workforce Development)	100 (20 per year)	Implement strategies in Battelle bioscience report

	Increase per year in the number of bioscience start-up companies that obtain technical assistance or investment funding (source: IDEED records – Bus.Fin.)	15	Support the further development of the Venture Services Corporation
Business Development – Support ag-value added	Bushels of corn and soybean to be processed per year by companies that obtain IDEED funding during FY 2007. (source: IDEED records – Bus.Fin.)	200 million bushels of corn 100 million bushels of soybeans	Use VAAPFAP and other programs to support the development of ag value-added businesses
Business Development – Increase Iowa exports	Percent increase in export sales per year by Iowa firms (source: Global Trade Information Services)	5%	Assist companies to expand into foreign markets.
	Percent increase per year in Iowa firms’ participation in foreign trade shows and trade missions (source: IDEED records – Bus.Dev.)	5%	Provide assistance through ETAP; promote trade opportunities
Business Development – Job Training	Percent increase in number of new workers completing post-secondary training through support for the community colleges’ training programs. (source: IDEED from 260E program records)	5%	Support community colleges’ job training programs

Name of Agency: IDED			
Agency Mission: To engender and promote economic development policies and practices which stimulate and sustain Iowa's economic growth and climate and that integrate efforts across public and private sectors.			
Core Function	Outcome Measure(s)	Outcome Target	Link to Strategic Plan Goal(s)
CF: Community Development			
Desired Outcome:			
Population Growth	Percent population growth per year (source: US Census)	0.5%	Goal # 1
Growth of Regional Economic Development Efforts	Number of jobs per year created or retained through the efforts of multi-county regional economic development organizations (source: IDED records – reports from regional development organizations)	600	Goal # 4
Services, Products, Activities	Performance Measures	Performance Target(s)	Strategies/Recommended Actions
Business Development – Iowa Careers Consortium	* In crease in number of persons recruited to fill skilled positions (source: IDED records, from members of Iowa Career Consortium)	600	Support activities of the Iowa Career Consortium
Community Development – Community Foundations	Percent growth in assets of permanent endowment funds at accredited community foundations and their affiliates (source: IDED records, from funded community foundations)	3%	Support local philanthropy through community foundations.
Community Development – Tourism promotion	* Percent increase per year in tourism generated sales tax (source: Travel Industry Association of America)	2%	Continue tourism marketing
Community Development - Main Street /Downtown assistance	* Net number of new businesses in downtown/Main Street client communities (source: IDED records – Main St)	165	Continue to operate Main Street/Downtown Resource Center activities
Community/Business Development – Community seed funds	Number of new community-based seed funds (source: IDED records, through technical assistance provided to seed funds)	2	Provide technical assistance to local investors to form and operate community-based seed funds

Community/Business Development – Regional economic development	New investment per year in business deals through the efforts of regional economic development organizations (source: IDEED records, through reports from regional development organizations)	\$2 million	Provide regional marketing funds
	Number of businesses attracted per year, per region (source: IDEED records, through reports from regional development organizations)	5	Provide regional marketing funds
	Number of businesses served per year per business accelerator (source: IDEED records, through reports from regional development organizations)	10	Provide technical assistance to business accelerators

Name of Agency: IDEED			
Agency Mission: To engender and promote economic development policies and practices which stimulate and sustain Iowa's economic growth and climate and that integrate efforts across public and private sectors.			
Core Function	Outcome Measure(s)	Outcome Target	Link to Strategic Plan Goal(s)
CF: Resource Management	Internal and External customer satisfaction		
Desired Outcome:			
All management and support services necessary for agency operations are provided.			
Services, Products, Activities	Performance Measures	Performance Target(s)	Strategies/Recommended Actions
General Administration - Audit comments	Number of audit comments (reportable) (source: annual state audit)	3	Develop improved procedures for cash management and GAAP
Research/Evaluation/Performance - AGA and related requirements	% of requirements fulfilled under AGA and Iowa Excellence (source: IDEED records)	100%	Continue planning and evaluation activities

* - Measure included in FY06 Budget Offers