DRAFT FY 07 AGENCY PERFORMANCE PLAN 6/06

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| **Name of Agency:IDED** |
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| **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. |
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| **Core Function** | **Outcome Measure(s)** | **Outcome Target** | **Link to Strategic Plan Goal(s)** |
| **CF: Economic Growth & Expansion (Business Development)** |  |  |  |
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| **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: IDED 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 IDED funding during FY 2007.****(source: IDED 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: IDED 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: IDED from 260E program records )** | **5%** | **Support community colleges’ job training programs** |

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| **CF: Community Development** |  |  |  |
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| **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** |
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| **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: IDED records, through reports from regional development organizations)** | **$2 million** | **Provide regional marketing funds** |
|  | **Number of businesses attracted per year, per region****(source: IDED records, through reports from regional development organizations)** | **5**  | **Provide regional marketing funds** |
|  | **Number of businesses served per year per business accelerator****(source: IDED records, through reports from regional development organizations)** | **10**  | **Provide technical assistance to business accelerators** |

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| **CF: Resource Management** | **Internal and External customer satisfaction** |  |  |
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| **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: IDED records)** | **100%** | **Continue planning and evaluation activities**  |

\* - Measure included in FY06 Budget Offers