

**FY2008 AGENCY PERFORMANCE PLAN**

**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)	Source	Outcome		Link to Strategic Plan Goal	AGA Number
			Target	Actual		
<b>Economic Growth and Expansion (Business Development)</b>						
Desired Outcome(s):						
Increased Income for Iowans	Ratio of % increase/year in Iowa per capita income (PCI) to US rate	US Bureau of Economic Analysis	1:1 or higher		Goal #2	269_19_003
Increased Wealth Creation in Iowa	Ration of % increase/year in Iowa gross state product to US rate (source: US Bureau of Economic Analysis)	US Bureau of Economic Analysis	1:1 or higher		Goal #2	269_19_004
			Performance		Strategies/	
Services, Products, Activities	Performance Measure(s)		Target	Actual	Recommended Actions	AGA Number
Business Development - Overall job creation	Number of high paying jobs created/retained through business development programs between July 1, 2003 and June 30, 2008	IDED records - Legal and Compliance and Business Finance	50,000 (10,000 per year)		General activities of Business Finance Team	269_19005_001
	Number of active products and leads for possible Iowa business projects	IDED records - Business Development	500		Continue to market Iowa for business location and expansion	269_19005_002
	Number of projects/leads converted to Iowa locations/expansions	IDED records - Business Development	20%		Continue to market Iowa for business location and expansion	269_19005_003

Services, Products, Activities	Performance Measure(s)		Performance		Strategies/	AGA Number
			Target	Actual	Recommended Actions	
Business Development - Targeted Industries	Percent increase in jobs in Biosciences, Advanced Manufacturing, and Information Solutions industries	IWD	5%		Focus marketing and technical assistance to business in targeted industry clusters	269_19006_001
	Number of college internships in advanced manufacturing, biosciences, and information technology firms with fewer than 500 employees in Summer 2008	IDED Records - Targeted Industries	150		Implementation, marketing, and outreach of targeted industries	269_19006_002
Business Development - New Bioscience Companies	Number of new bioscience companies created over 5 years	IWD	100		Implement strategies in Battelle bioscience report	269_19007_001
	Increase per year in the number of bioscience start-up companies that obtain technical assistance or investment funding	IDED records -Business Finance	15		Support the further development of the Venture Services Corporation	269_19007_003
Business Development - Support of Ag-Value Added	Bushels of corn to be processed each year by companies that obtain IDEED funding during FY2007	IDED records - Business Finance	200 million bushels		Use VAAPFAP and other programs to support the development of Ag Value Added business	269_19008_001
	Bushels of soybeans to be processed each year by companies that obtain IDEED funding during FY2007	IDED records - Business Finance	100 million bushels		Use VAAPFAP and other programs to support the development of Ag Value Added business	269_19008_002

Services, Products, Activities	Performance Measure(s)		Performance		Strategies/	AGA Number
			Target	Actual	Recommended Actions	
Business Development - Increase Iowa Exports	Percent increase in export sales per year by Iowa firms	Global Trade Information Services	5%		Assist companies to expand to foreign markets	269_19009_001
	Percent increase per year in Iowa firms participation in foreign trade shows and trade missions	IDED - Business Development	5%		Provide assistance through ETAP; promote trade opportunities	269_19009_002
Business Development - Job Training	Percent increase in number of new workers completing post secondary training through support for the community colleges training programs	IDED - 260E program records	5%		Support community colleges job training programs	269_19010_001
Business Development - Targeted Small Business	Number of TSB's recruited that are small manufacturing, construction, or new technology	IDED Records - TSB	10		Marketing and outreach to entrepreneurs in the targeted types of business	269_19012_001
Business Development - Communications	Percentage of business decision makers contacted through Sell Iowa trip efforts	IDED Records - Sell Iowa/Business Development	25%		Continue to market Iowa for business location and expansion	269_19013_001

				Outcome			
Core Function	Outcome Measure(s)	Source	Target	Actual	Link to Strategic Plan Goal	AGA Number	
<b>Community Coordination and Development</b>							
Desired Outcome(s):							
Population Growth	Percent population growth per year	US Census	0.50%		Goal #1	269_13_001	
Growth of Regional Economic Development Efforts	Number of jobs per year created or retained through the efforts of multi-county regional economic development organizations	IDED records - reports from regional development organizations	600		Goal #4	269_13_003	
				Performance		Strategies/	
Services, Products, Activities	Performance Measure(s)		Target	Actual	Recommended Actions	AGA Number	
Business Development - Iowa Careers Consortium	Increase in number of persons recruited to fill skilled positions	IDED records - ICC	600		Support activities of the Iowa Careers Consortium	269_13006_001	
Business Development - Iowa Careers Consortium	Percentage increase in the number of professional/technical jobs posted on smartcareermove.com	IDED Records - ICC	100%		Activities of the Iowa Careers Consortium	269_13006_002	
Community Development - Community Foundations	Percent growth in assets of permanent endowment funds at accredited community foundations and their affiliates	IDED records - Community Foundations	5%		Support local philanthropy through community foundations	269_13007_001	
Community Development - Tourism Promotion	Percent increase per year in tourism generated sales tax	Travel Industry Association of America	2%		Continue tourism marketing	269_13005_002	
Community Development - Mainstreet/Downtown Assistance	Net number of new businesses in downtown/Main Street client communities	IDED records - Mainstreet	140		Continue to operate Main Street/Downtown Resource Center activities	269_13001_001	
Community Development - Mainstreet/Downtown Assistance	Amount of private sector investment in downtown buildings	IDED records - Mainstreet	\$ 40,000,000		Main Street/Downtown Resource Center activities	269_13001_002	

Services, Products, Activities	Performance Measure(s)		Performance		Strategies/	AGA Number
			Target	Actual	Recommended Actions	
Community Development - Regional Economic Development	New investment per year in business deals through the efforts of regional economic development organizations	IDED records	\$ 2,000,000		Provide regional marketing funds	269_13003_003
Community Development - Regional Economic Development	Number of businesses serviced per year per business accelerator	IDED records	10		Provide technical assistance to business accelerators	269_13003_005
Community Development - Community Seed Funds	Number of new community-based seed funds	IDED records	2		Provide technical assistance to local investors to form and operate community based seed funds	269_13008_001
Community Development - Public Facilities and Housing	Number of persons per year receiving new or improved water/sewer service per \$1000 awarded	IDED Records - CDBG awards	1		Awards from CDBG program	269_13009_001
	Number of rental units produced/preserved that are affordable to low and moderate income households	IDED Records - CDBG and HOME awards	250		Awards from CDBG and HOME programs	269_13009_002
Community Development - City Development	Number of "islands" of unincorporated land considered by the Board for annexation	IDED Records - City Development Board	5		Board effort to encourage annexation of "islands"	269_13010_001
Community Development - Volunteer Services	Number of adults per year volunteering with a charitable organization or spending time to make their communities stronger	IDED Records - ICVS	920,000		Promotion of volunteerism through activities of the ICVS	269_13011_001