WHY INVEST in ECONOMIC Development?

An overview of federal economic development organizations and programs.
Why Invest in Economic Development?

Economic development is the core of well-being and quality of life for communities across the United States. It encompasses policies, programs, and activities that seek to create and retain jobs and ultimately facilitate economic growth.

The federal government has initiated a range of programs, including infrastructure development, investment promotion, advancement of U.S. manufacturing, innovation & entrepreneurship, and access to financial opportunities. These tools and resources promote economic development, and improve prosperity for all citizens.
The basic question at the core of this debate is this: should the federal government have a role in local economic development and, if so, what are the mechanisms for achieving successful outcomes? We resoundingly say YES, it should and that when used effectively by economic development professionals, these very programs are the mechanisms. Economic development requires an ‘all hands on deck’ approach and that includes our federal partners.

Mr. Craig J. Richard, CEcD, FM
President & CEO
Tampa Hillsborough Economic Development Corporation
2018 IEDC Chair
Economic Development Administration, U.S. Department of Commerce

ABOUT
The Economic Development Administration’s (EDA) mission is to drive sustainable job growth and the building of durable regional economies throughout the United States. Through its partnerships with local governments in their economic development efforts, EDA has become an essential tool for the federal government to quickly and efficiently help communities build stronger, more resilient economies. It makes grant investments that are linked to long-term, sustainable economic development strategies and it maximizes on existing regional opportunities to drive economic development objectives, support job creation, and enhance regional prosperity. No federal agency has greater flexibility to address specific economic development challenges facing communities today.

• EDA in Action: EDA invested approximately $238 million in FY 15 in locally-driven economic development projects nationwide.
• EDA in Action: Grantees expect these investments will help create or retain approximately 35,000 jobs and generate $4.2 billion in private investment.

PROGRAMS/SERVICES
• Investing in Manufacturing Communities Partnership (IMCP)
• Partnerships for Opportunity and Workforce and Economic Revitalization (POWER) Initiative
• Public Works Program
• The National Advisory Council on Innovation and Entrepreneurship (NACIE)
• Disaster Recovery and Resiliency

IMPACT AREAS
• Infrastructure
• Entrepreneurship and Innovation
• Disaster Relief
• Workforce Development
• Manufacturing

2018 Update
EDA received a disaster supplemental appropriation of $600 million for their work on the disasters of 2017. EDA was marked for elimination a second time in the White House’s fiscal 2019 budget proposal. IEDC is continuing to seek support in Congress for annual funding for EDA, as well as EDA reauthorization.
“The Economic Development Administration's investment in the Citizen Potawatomi Nation’s Iron Horse Industrial Park was the crucial first step in leveraging over $4 million in additional private sector funding and laying the foundation for the development of the Park. As a result, we are now actively adding new jobs that benefit not only our Tribal Nation but the surrounding region as well.”

James C. Collard, Ph.D, Director of Planning and Economic Development Citizen Potawatomi Nation, Shawnee, Oklahoma

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### Budget authority by fiscal year, dollars in millions

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Manufacturing Extension Partnership, NIST, U.S. Department of Commerce

ABOUT
The Manufacturing Extension Partnership (MEP) Program was established in 1988 with the aim of strengthening U.S. manufacturing through the enhancement of productivity and technological performance. It is a national network and the only public-private partnership dedicated to serving small and medium-sized manufacturers. The MEP Program has a national network of centers (MEP Centers) that work directly with manufacturers and contribute to the growth of well-paying jobs, dynamic manufacturing communities, and American innovation and global competitiveness. For nearly 30 years, MEP has been on the front lines of the battle to help small and medium-sized manufacturers research new technology, train a more competitive workforce, and succeed in a constantly changing marketplace.

• MEP in Action: Since 1988, MEP has worked with nearly 86,620 manufacturers, leading to $96.4 billion in sales and $15.7 billion in cost savings, and has helped create and retain more than 797,994 jobs.
• MEP in Action: For every one dollar of federal investment, the MEP Program generates nearly $17 in new sales growth for manufacturers and $24 in new client investment. This translates into $2.4 billion in new sales annually.

PROGRAMS/SERVICES
• Innovation & Business Strategies
• Product Development & Prototyping
• Lean & Process Improvements
• Workforce Development Support
• Manufacturing Day

IMPACT AREAS
• Manufacturing
• Innovation
• Workforce Development

2018 Update
MEP was marked for elimination in both the White House’s fiscal 2018 and fiscal 2019 budget proposals. Despite this fact, MEP benefits from broad, bi-partisan support for their critical work in supporting manufacturing. MEP continues to rely on support from economic developers to ensure continued funding from Congress.
“We highly value our Manufacturing Extension Partnership because every time we refer one of our manufacturers to MEP the company later thanks us and tells us how MEP helped solve problems or identify opportunities. Manufacturing employment in our MSA has grown 10% a year for the last three years. We couldn't have achieved this without the smart technical expertise of MEP.”

Brett Doney, President and CEO
Great Falls Development Authority, Inc.
Great Falls, Montana

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**Budget authority by fiscal year, dollars in millions**

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SelectUSA was specifically called out in House fiscal 2018 funding legislation to not be eligible for funds from their parent agency, ITA. In addition, SelectUSA is currently without a permanent Executive Director and IEDC is concerned about the short and long-term implications of both funding and staffing shortages for this critical program.

SelectUSA, International Trade Administration, U.S. Department of Commerce

ABOUT
SelectUSA is a U.S. government-wide program established in 2011 and housed in the International Trade Administration at the U.S. Department of Commerce. Its mission is to facilitate job-creating business investment into the United States and raise awareness of the critical role that foreign direct investment (FDI) plays in the U.S. economy. SelectUSA assists U.S. economic development organizations in their promotion of their states, regions and localities and companies of all sizes seeking to invest or expand in the United States. Before SelectUSA, the United States was the only industrialized country in the world to not have an agency dedicated to recruiting FDI.

• SelectUSA in Action: Since its inception, SelectUSA has facilitated more than $23 billion in investment, creating and/or retaining tens of thousands of U.S. jobs.

PROGRAMS/SERVICES
• Interagency Investment Working Group (IIWG)
• Investment Advisory Council (IAC)
• SelectUSA Investment Summit
• Reshoring Assistance
• Investment Advocacy
• Assistance Navigating the Regulatory Environment
• Connections with Potential Partners

IMPACT AREAS
• Foreign Direct Investment
• Workforce Development
• Infrastructure
• Investment Competitiveness (removing barriers to investment)
• Innovation
“SelectUSA has played and continues to play a key role in helping rural communities, like those I represent in Idaho, compete for foreign investment. We have already seen millions in investments in the past few years that may not have happened if not for the services offered by the SelectUSA program.”

Jan Rogers, CEO, Regional Economic Development Corporation for Eastern Idaho (REDI)
Idaho Falls, Idaho

Budget authority by fiscal year, dollars in millions

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The CDBG program received level funding in fiscal 2017, but was identified for elimination in fiscal 2018 and fiscal 2019 in the White House’s budget proposal. While the program continues to enjoy broad, bipartisan support in Congress, bolstered by legion of mayors, county commissions, and governors, economic developers are still needed to voice their need for CDBG.

Community Development Block Grant Program, U.S. Department of Housing and Urban Development

ABOUT
The Community Development Block Grant (CDBG) Program was established in 1974 to provide communities with resources ranging from decent and affordable housing, services to the most vulnerable in our communities, and the creation of jobs through the expansion and retention of businesses. The CDBG Program provides annual grants on a formula basis to 1,209 general units of local and state governments. These funds are utilized mostly for infrastructure, housing rehabilitation, services; a fraction of the funds is used for economic development.

• CDBG in Action: In fiscal year 2016, the CDBG program disbursed a total of $3.2 billion in services, and created and retained 17,545 jobs.
• CDBG in Action: CDBG provided essential housing services to 73,757 households in fiscal year 2016. Those services ranged from rehabilitation and construction of homes to energy efficiency improvements.

PROGRAMS/SERVICES
• Grant Programs
• Loans and Loan Guarantees
• Disaster Recovery Assistance
• Venture Capital Funding

IMPACT AREAS
• Financing
• Entrepreneurship and Innovation
• Small Business
“CDBG provided seed money for the redevelopment of some low to moderate income areas in Broken Arrow that would otherwise have been overlooked. This involved addressing critical infrastructure needs, such as the replacing of aging water and sanitary sewer lines. While these may not be blockbuster projects that garner a lot of attention, infrastructure improvements form the foundation on which economic development can begin.”

Mayor Craig Thurmond, Broken Arrow, Oklahoma

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### Budget authority by fiscal year, dollars in millions

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USDA-RD has undergone a number of significant changes, most impactful being the elimination of the under secretariat in favor of an assistant to the Secretary of Agriculture. A number of key programs within RD have been marked for elimination, most notably the Rural Business-Cooperative Service. USDA has created an ‘innovation center’ that seeks to streamline and improve service offerings and delivery, which could have impacts on economic developers. The Farm Bill is set to be debated in the months ahead and will surely require economic development input.

Rural Development, U.S. Department of Agriculture

ABOUT
The Rural Development (USDA-RD) agency was created in 1990 to help build lasting, sustainable prosperity and quality of life in rural America. USDA-RD promotes economic development through its various loans, loan guarantees, grants and technical assistance that support essential services such as housing, business growth, and water, electric and telecommunications infrastructure. Rural communities face deeply entrenched obstacles, ranging from distance, access to capital and infrastructure. USDA-RD provides programs and other resources that are designed specifically to help rural business owners and entrepreneurs succeed.

• USDA-RD in Action: In 2016, Rural Development supported about 157,660 projects through more than $29.3 billion to help rural families, businesses, and small communities thrive.
• USDA-RD in Action: RD has a $215.8 billion portfolio of loans, roughly equal to that of the Nation’s 14th largest bank.

PROGRAMS/SERVICES
• Biorefinery, Renewable Chemical, and Biobased Product Manufacturing Assistance Program
• Business and Industry Loan Guarantees
• Rural Business Development Grants
• Rural Business Investment Program
• Rural Economic Development Loan and Grant Program
• Telecommunications Infrastructure Loans & Loan Guarantees
• American Indian and Alaska Native Programs

IMPACT AREAS
• Infrastructure
• Financing
• Entrepreneurship
• Housing
“Using these programs helps you put together a package for economic development and to incentivize the development of infrastructure in your community. Athens County, Ohio for example, used a variety of these federal economic development programs to bring back to life a manufacturing facility which has in turn created dozens of high-wage paying jobs.”

Lenny Eliason, Commissioner, Athens County
Athens, Ohio
EXIM has not been marked for elimination either fiscal 2018 or fiscal 2019. However, the bank remains without top-level or board leadership, preventing them from achieving full functionality in benefit to U.S. exporters. Appointment and confirmation of a bank president and board members must be a top priority in the months ahead.

Export-Import Bank of the United States

ABOUT
Export-Import Bank of the United States (EXIM) was established in 1934 and is the official export credit agency of the United States. It is an independent, self-sustaining agency designed to support American jobs by facilitating the export of U.S. goods and services. It facilitates exports by filling financing gaps for American businesses when private sector lenders are unable or unwilling to provide financing services. In doing so, EXIM levels the playing field for U.S. goods and services going up against foreign competition in overseas markets, so that American companies can create more American jobs. EXIM is an essential asset to small and medium-sized manufactures looking to compete on a global scale. Without EXIM, these companies would be at a competitive disadvantage versus their counterparts from places like China.

- **EXIM in Action:** Since 2009, EXIM has financed more than $240 billion in U.S. exports, supported more than 1.4 million American jobs, and sent more than $3.8 billion to taxpayers.
- **EXIM in Action:** In fiscal year 2016, more than 90 percent of EXIM’s transactions – more than 2,600 – directly supported American small businesses.

PROGRAMS/SERVICES
- Export Credit Insurance
- Working Capital Guarantees
- Loan Guarantees
- Direct Loans
- Finance Lease Guarantees

IMPACT AREAS
- Financing
- Exporting
- Manufacturing

2018 Update
"EXIM bank provides financial services to several companies in my community, and throughout Texas, to help them sell their products in markets overseas. Many of these companies are small businesses that would not otherwise be able to secure financing on terms their businesses can live with."

Regina Lindsey, CEcD, President and CEO, Greater Beaumont Chamber of Commerce Beaumont, Texas
MBDA was marked for elimination in the fiscal 2018 White House budget proposal but was not in the fiscal 2019 proposal, marking a shift. The agency would be reorganized and repurposed, however, which calls for close examination from economic developers. The agency remains without a permanent leader.

Minority Business Development Agency, U.S. Department of Commerce

ABOUT
The Minority Business Development Agency (MBDA) was established in 1969 and is an agency that helps create and sustain U.S. jobs by promoting the growth and global competitiveness of businesses owned and operated by minority entrepreneurs. Through its 40 business centers and a wide range of domestic and international strategic partners, MBDA provides clients with technical assistance, access to capital and finance management, contract opportunities, and access to new markets they need to grow. Through MBDA’s programs and services, minority-owned firms can create jobs, build scale and capacity, increase revenues, and expand regionally, nationally, and internationally.

• MBDA in Action: In fiscal year 2015 alone, the agency helped create and retain 26,896 jobs and awarded more than $5.9 billion in contracts and capital to minority-owned businesses across the United States.
• MBDA in Action: MBDA aims to assist minority-owned businesses who contribute over $1.4 trillion in annual economic output to the U.S. economy and directly account for 7.2 million U.S. jobs.

PROGRAMS/SERVICES
• Business Development Services
• Grant Competitions
• National Advisory Council on Minority Business Enterprise
• Office of Native American Business Development

IMPACT AREAS
• Financing
• Small Business and Entrepreneurship
• Economic Equity
“The Minority Business Development Agency has provided a critical link to underserved entrepreneurs looking to commercialize their innovations. MBDA is uniquely qualified to seek out and support entrepreneurs working in communities with untapped -- or under-tapped -- economic potential, supporting a more inclusive economy for all.”

Lyneir Richardson, Executive Director, Center for Urban Entrepreneurship & Economic Development, Rutgers Business School, Newark, New Jersey

### Budget authority by fiscal year, dollars in millions

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**WIOA**

**Workforce Innovation and Opportunities Act**

**ABOUT**

The Workforce Innovation and Opportunities Act (WIOA) was signed into law in 2014 and supersedes the Workforce Investment Act of 1998. WIOA is a legislation designed to increase job seekers’ access to opportunities for employment, education, training and support services in order to ensure they succeed in the labor market. Additionally, WIOA also helps match employers with the skilled workers they need to compete in the global economy.

The Employment and Training Administration (ETA) is an agency within the U.S. Department of Labor. Its mission is to provide resources that ensure robust employment and training in the U.S. workforce and ultimately secure quality of life and economic growth for Americans. ETA is charged with the implementation of WIOA and other federal workforce initiatives.

- **WIOA in Action:** WIOA requires a single, unified state plan outlining a 4-year strategy for the core programs of the state. The plan should include a strategic vision and goals for preparing an educated and skilled workforce that includes data on current workforce, employment and unemployment data, educational and skill levels, and labor market trends.
• **WIOA in Action:** WIOA requires the state boards in consultation with chief elected officials and local boards, to establish criteria and procedures to assess - at least once every 3 months - the effectiveness, accessibility (physical and programmatic), and continuous improvement of one-stop centers.

• **WIOA in Action:** WIOA codifies the elimination of the original “sequence of services,” and combines core and intensive services into a new “career services” category. It signals to states and local areas an interest in seeing a number of existing best practices adopted and expanded, including: career pathways, industry or sector partnership, and an increased focus on the attainment of industry-recognized certificated and credentials linked to in-demand occupations.

• **WIOA in Action:** WIOA restores the state-wide set-aside to 15 percent.

**PROGRAMS/SERVICES**
- Workforce Information Advisory Council (WIAC)
- Innovation and Opportunity Network on Workforce GPS (ION)
- Competitive Grants

**IMPACT AREAS**
- Workforce Development
- Entrepreneurship and Innovation

“Education and workforce development are primary factors—and of paramount importance—to industrial development”

John Chaffee, President and CEO, North Carolina Eastern Region (NCER) Greenville, North Carolina

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DRA was marked for elimination in the fiscal 2018 and fiscal 2019 White House budget proposals. The agency continues to have support from their region’s Congressional delegation and political leadership at the agency seems to further support the long-term prospects for the program.

**Delta Regional Authority**
Regional Economic Development Agency

**ABOUT**
The Delta Regional Authority (DRA) was established in 2000 to address economic and social challenges. Ultimately strengthening the economy and quality of life of the 10 million people who reside in the eight-state Delta region. The 252 counties and parishes served by the DRA make up the most distressed area of the country.

- **DRA in Action:** Through targeted work in each of the eight states, DRA has brought nearly $3 billion in investment and helped create and retain more than 46,537 jobs from fiscal years 2012 to 2015.
- **DRA in Action:** From 2015-2016, DRA funded 31 courses on Economic Development and Economic Resiliency for Elected and Appointed Leaders. Over 450 leaders have taken this training across the eight states of the Delta region.

**PROGRAMS/SERVICES**
- Community Infrastructure Fund
- Small Business and Entrepreneurship Initiative
- Reimaging the Delta Workforce Initiative

**IMPACT AREAS**
- Infrastructure
- Workforce Development
- Small Business
Budget authority by fiscal year, dollars in millions

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ARC was not marked for elimination in the fiscal 2019 White House Budget proposal and political leadership at the agency further support the long-term outlook.

Appalachian Regional Commission
Regional Economic Development Agency

ABOUT
The Appalachian Regional Commission (ARC) was established in 1965 as a partnership of federal, state and local government to promote economic development. ARC was designed to provide funding for investments in the Appalachian Region, specifically in the areas of business development, education and job training, telecommunications, infrastructure, community development, housing, and transportation. Through these projects, ARC is helping create thousands of new jobs, improve local water and sewer systems, increase school readiness, assist local communities with strategic planning, and provide technical and managerial assistance to emerging businesses.

• ARC in Action: In fiscal year 2016, ARC approved $109.8 million in funding for 473 area development projects, and were matched by $174.6 million in other public investments. The projects funded during the year will create or retain an estimated 18,802 jobs and train an estimated 46,513 students, workers, and leaders in new skills.
• ARC in Action: ARC investments have attracted nearly $16 billion in leveraged private investment.

PROGRAMS/SERVICES
• Grants and Contracts
• Appalachian Development Highway System
• Appalachian Regional Development Initiative
• Appalachian Higher Education Network

IMPACT AREAS
• Infrastructure
• Small Business
• Workforce Development
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**Budget authority by fiscal year, dollars in millions**

- **CREATION OF THE UNIVERSITY OF PIKEVILLE COLLEGE OF OPTOMETRY**
  - Kentucky
  - **$937,500**

- **RENOVATION AND EXPANSION OF GRUNDY COUNTY MANUFACTURING FACILITY**
  - Tennessee
  - **$879,870**

- **GRANT FOR THE PROMOTION OF PUBLIC HEALTH**
  - Greater Birmingham, Alabama
  - **$45,000**

- **GRANT TO SUPPORT WORKFORCE READINESS INITIATIVE**
  - Mississippi
  - **$8,900,000**

- **MAKING IT REAL: GIRLS & MANUFACTURING**
  - Western New York
  - **$116,000**

- **UNIVERSITY SYSTEM OF MARYLAND AT HAGERSTOWN**
  - Hagerstown, Maryland
  - **$300,000**

- **FUNDING FOR NORTH CAROLINA COMMUNITY COLLEGES**
  - North Carolina
  - **$1,515,319**

- **GREENVILLE FEED & SEED**
  - Greenville, South Carolina
  - **$250,000**
The Denali Commission was marked for elimination in the fiscal 2019 White House Budget proposal.

Denali Commission
Regional Economic Development Agency

ABOUT
The Denali Commission (the Commission) was established in 1998 as an independent federal agency designed to promote a healthy, well-trained labor force working in a diversified and sustainable economy that is supported by a fully-developed and well-maintained infrastructure in Alaska.

- **The Commission in Action:** Since fiscal year 2005, the Commission has contributed to the planning, design and/or construction of 89 rural road projects and 96 waterfront development projects.
- **The Commission in Action:** Since 1999, the Commission has invested in the construction of 112 bulk fuel tank farms and 71 rural power system updated in rural Alaska communities.

PROGRAMS/SERVICES
- Economic Development Grants
- The Transportation Program
- Workforce Training Programs
- The Energy Program

IMPACT AREAS
- Infrastructure
- Workforce Development
FUNDING OF THE LONGHOUSE FACILITY FOR UNIVERSITY OF ALASKA ACHORAGE’S CENTER FOR SCIENCE AND ENGINEERING
Alaska $250,000

PIPELINE WELDER TRAINING FOR NORTH SLOPE RESIDENTS
Alaska $25,000

FUNDING FOR KWETHLUK TEACHER HOUSING RENOVATIONS AND REPAIRS
Alaska $82,857

FISHERIES BUSINESS INCUBATOR TRAINING
Alaska $17,409

FUNDING FOR BULK FUEL FACILITY
Alaska $4,360,035

Budget authority by fiscal year, dollars in millions

<table>
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<tr>
<th>Agency</th>
<th>Bureau</th>
<th>Account</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
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<tbody>
<tr>
<td>Denali Commission</td>
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The Northern Border Regional Commission was identified for elimination in the fiscal 2019 White House Budget proposal.

The Northern Border Regional Commission (NBRC) is a federal-state partnership for economic and community development created by Congress in 2008 and federally funded since 2010. The NBRC partnership supports economic and infrastructure development projects in northern Maine, New Hampshire, Vermont, and New York.

• **NBRC in Action:** In fiscal year 2016, NBRC approved $7.4 million in grants for economic and community development projects across the four state region. These grants leverage $43.7 million in matching funds. 91% of these awards serve a distressed county.

**PROGRAMS/SERVICES**
- Economic and Infrastructure Development Investment Program
- Technical Assistance in Strategic Planning
- Competitive Grant Programs

**IMPACT AREAS**
- Financing
- Infrastructure
### Budget authority by fiscal year, dollars in millions

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<tbody>
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<td>The Northern Border Regional Commission</td>
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<td>$5</td>
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<td><strong>$5</strong></td>
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#### Projects
- **CONSTRUCTION OF MUNICIPAL PUBLIC WATER SYSTEM**
  - Tupper Lake, New York
  - $250,000

- **REDEVELOPMENT OF AN INDUSTRIAL PARK**
  - Northumberland, New Hampshire
  - $250,000

- **RURAL ENTERPRISE OF OKLAHOMA**
  - Village of Clayton, Vermont
  - $240,000

- **TOWN OF PITTSFIELD INFRASTRUCTURE PROJECT**
  - Pittsfield, Maine
  - $250,000

- **REDEVELOPMENT OF THE WATKINS GLEN HARBOR HOTEL**
  - Village of Clayton, New York
  - $250,000
These few programs demonstrate the federal government’s key supporting role in local and regional job creation and retention. Such programs continue to lead the way as the nation works towards our common objective: a stronger, more resilient, more inclusive economy for all.

For a modest investment of taxpayer dollars, these programs consistently offer a high rate of return. Equally as important, they often provide hand-on work within communities and policy areas that larger agencies and programs may overlook. Through careful and deliberate targeting of specific services, regions or demographics, these federal economic development efforts have the capacity to be far more impactful, and therefore, other agencies cannot easily absorb or duplicate their dynamic work. These programs act as an essential component of the broader effort to maximize opportunity for every American.

These programs are not just worthy of our support, but more so, they should be championed.

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