WHY INVEST in ECONOMIC Development?

An overview of federal economic development
Why Invest in Economic Development?

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

The federal government has created a range of programs, including infrastructure development, investment promotion, advancement of U.S. manufacturing, innovation and entrepreneurship, and access to financial opportunities that are designed to promote economic development and improve prosperity for citizens.
Federal economic development programs are integral tools to promote economic growth, job creation and quality of life for communities across the United States. Fortunately, there are economic development agencies already in place throughout the federal government designed to help the administration and Congress succeed in their pursuit of these goals for American communities.

F. Michael Langley, FM
CEO
Greater MSP
Minneapolis – St. Paul, Minnesota
2017 IEDC Chairman of the Board

This map represents only a fraction of the total amount of federal economic development projects undertaken annually. A complete map showing all projects would include every state, county and city in the United States and its territories.

“Federal economic development programs are integral tools to promote economic growth, job creation and quality of life for communities across the United States. Fortunately, there are economic development agencies already in place throughout the federal government designed to help the administration and Congress succeed in their pursuit of these goals for American communities.”
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 fiscal year 2015 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
“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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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
“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

Budget authority by fiscal year, dollars in millions

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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.
• SelectUSA in Action: SelectUSA has received appropriated funds for 2014-2016 for a total of $27 million, generating $23 billion in investment.

PROGRAMS/SERVICES
• Interagency Investment Working Group (IWG)
• 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

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

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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
**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

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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
“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

Budget authority by fiscal year, dollars in millions

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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
State Small Business Credit Initiative, U.S. Department of the Treasury

ABOUT
The State Small Business Credit Initiative (SSBCI) was established in 2010 with $1.5 billion in funds to strengthen state programs that support lending to small businesses and small manufacturers. Under SSBCI, participating states use the federal funds for programs that leverage private lending to help finance small businesses and manufacturers that are creditworthy, but are not getting the loans they need to expand and create jobs. States do not repay the SSBCI funds to Treasury; the state keeps the money as an ‘evergreen’ fund that recycles into new loans. The program is expected to help spur up to $15 billion in lending to small businesses.

- **SSBCI in Action:** Since 2011, SSBCI has supported 142 state credit projects, with over $8 billion in new lending and investing to small businesses.
- **SSBCI in Action:** By the end of 2015, businesses reported that transactions supported by SSBCI would help retain 126,509 existing jobs and help create 63,891 jobs within two years, for a total of 190,400.
- **SSBCI in Action:** 80 percent of SSBCI transactions supported businesses with 10 or fewer full-time employees and nearly half the supported businesses were less than five years old.

PROGRAMS/SERVICES
- Loans
- Venture Capital Funding

IMPACT AREAS
- Financing
- Entrepreneurship and Innovation
- Small Business
Budget authority by fiscal year, dollars in millions

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1. Congress appropriated $1.5 billion to be expended according to a set schedule. $44 million were expended in fiscal year 2011. Subsequent year amounts indicate expended amounts drawn from the original $1.5 billion.
2. As a result of the success of SSBCI, the President’s Budget for fiscal year 2016 proposed a new authorization of $1.5 billion to build on the program’s first round of appropriations. This new appropriations would run from fiscal year 2016 to fiscal year 2022.
3. Fiscal year 2016 expended amounts have not been released.
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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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
STRENGTHENING OF KENTUCKY’S WORKFORCE, INFRASTRUCTURE, AND ECONOMY
Kentucky
$1,455,387

MARQUETTE TECH DISTRICT FOUNDATION, INC.
Cape Girardeau, Missouri
$200,000

RURAL ENTERPRISE OF OKLAHOMA
Cotton Plant, Arkansas
$37,720

STRENGTHENING OF ILLINOIS’ WORKFORCE, INFRASTRUCTURE, AND ECONOMY
Hardin County and Evansville, Illinois
$800,000

METRO MEMPHIS EXPORT ALLIANCE
Memphis, Tennessee
$155,000

Budget authority by fiscal year, dollars in millions

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

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

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

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

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

Budget authority by fiscal year, dollars in millions

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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

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ABOUT
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
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### Projects

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

- **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**

- **REDEVELOPMENT OF THE WATKINS GLEN HARBOR HOTEL**
  - Village of Clayton, New York
  - **$250,000**
The federal government has always played a key supporting role in local and regional job creation. These few programs are leading the way as we work toward 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 are often working in communities and policy areas that might be otherwise overlooked by larger agencies and programs. By targeting specific services, regions or demographics, these examples of federal economic development efforts are able to be more impactful and would not be easily absorbed or duplicated by other agencies. These programs are an essential part of a broader effort to maximize opportunity for every American.

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

IEDC is proud to provide this resource to our members, elected officials, public servants and all those interested in supporting economic development. Use of logos does not necessarily imply affiliation or endorsement. For more information about IEDC, please visit our website at www.iedconline.org.