Issue Briefs: Background and Case Studies Supporting State-EDD Strategic Alignment

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What is CREC?

- Not-for-profit organization
- Provides data-driven technical assistance for job-creating economic development strategies
- Manages membership networks, including the State Economic Development Executives (SEDE)

















Enhancing State-Local Economic Development Planning and Engagement

What?



 A project funded by EDA for CREC and partners to promote <u>alignment</u> across state and regional economic development organizations

Why?

- State and local economic development strategies and investments are often poorly aligned and not very well coordinated
- States often operate independent regional initiatives including those identified in CEDS



Enhancing State-Local Economic Development Planning and Engagement

How?



- Working with our partners NADO, SIDO, and AMCC, we are encouraging strategic alignment between states and EDDs
- Three components:
 - > Research
 - Technical Assistance
 - > Education



Alignment Project Overview

Research





USA Competes Website



State Planning Grants Research

Technical Assistance





Conference, Workshops, and Oneon-One Site Visits

Education



Webinars



Curriculum for State Economic Development Leaders



Presentation, Blogs and White Papers





Link to the Issue Briefs



The Value of State-EDD Strategic Alignment

- Background on Issue Brief Series
- Methodology
- Executive Summary of the Series

LESSONS AND OPPORTUNITIES IN STRATEGIC ALIGNMENT BETWEEN STATES AND ECONOMIC DEVELOPMENT DISTRICTS

THE VALUE OF STATE-EDD STRATEGIC ALIGNMENT

FEBRUARY 2024

1 OF 9 ISSUE BRIEFS

INTRODUCTION

Nearly four years after the height of the COVID-19 pandemic, the nation continues to face complex challenges in recovering from the pandemic's economic impacts and in creating sustainable economic growth in the face of many other dynamic economic changes. The solutions require coordinated planning efforts at all levels of government including EDDs, states, regional economic development organizations and other public and private partners.

Economic development planning is a cornerstone of the U.S. Economic Development Administration's (EDA) programs and serves as a means to engage community leaders, to leverage the involvement of the private sector, and to establish a strategic blueprint for regional collaboration. Regional planning is important because the nation is not a monolithic economy and national success is not driven by a single solution or strategy. The nation's economy is fueled by a collection or network of regional economies, each with unique assets, industry specializations, labor markets and business conditions.

Given the unique nature of each region, EDA supports planning activities by regional organizations (i.e., Economic Development Districts, or EDDs), Native Tribes and other eligible state and sub-state entities. The planning activities initiated by these organizations can be enhanced, and the results ultimately boosted, through strategic alignment with other organizations. Soveral of the planning initiatives

About the Issue Brief Series

Alignment of state and EDD planning activities leading to collaborative program execution is an important way to increase the chances of regional and state economic success. Awareness alone is not enough; alignment is the critical next step in working together to solve a region's economic challenges. Misalignment of strategies can result in divergent priorities and uncoordinated efforts that may undercut program success or lead to duplicative activities.

Creating a culture and process centered on alignment supports coordinated economic strategies and investment which can help facilitate improved economic outcomes, sustained economic growth, and enhanced equity throughout the nation's economy.

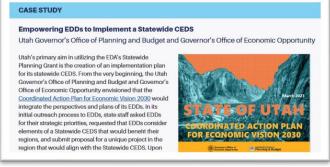
This issue brief is one of a series of nine reports that will help inform offorts to increase alignment, collaboration, and co-investment between states and local EDDs, as well as their public and private stakeholders.



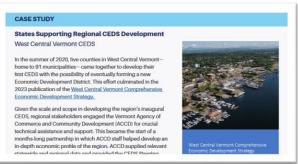
Issue Brief #2: Aligning the CEDS Development Process

Alignment Lessons

- Lesson 2.1 EDDs: Seek out the perspectives and resources of state economic development agencies early in the CEDS development process
- Lesson 2.2 States: Partner with EDDs to collect data, engage stakeholders, and ensure that regional perspectives are integrated into statewide strategic planning
- Lesson 2.3 States and EDDs: Use the CEDS implementation process as a vehicle to align strategic priorities











Issue Brief #3: Relationships Fueling State-EDD Alignment

Alignment Lessons

- Lesson 3.1 EDDs: Enhance capacity and coordination through a statewide EDD association.
- Lesson 3.2 EDDs: Demonstrate value through impact reporting and sustained engagement
- Lesson 3.3 States: Bring the full power of state government to support regional economic development.
- Lesson 3.4 States: Leverage rural and regional development as a venue for collaboration
- Lesson 3.5 States and EDDs: Institutionalize collaborative practices to move beyond personal ties.

EDDs as a Driving Force for Statewide Strategic Planning Minnesota Association of Development Organizations (MADO) MADO is a statewide organization that unites the 10 regional development organizations and EDDs in the state. In 2014, MADO began the development and writing of a statewide plan to improve goal alignment and leverage resources across the EDDs, as well as to synthesize each of the EDD's respective CEDS into a coherent statewide plan called DevelopMN.

CASE STUDY

Demonstrating Value through Sustained Engagement and Impact Reporting
Nebraska and Pennsylvania EDDs

In 2019, the Nebraska Regional Officials Council (NRICC) published an impact report, <u>Regional Approaches, Local Impact</u>, to highlight the work being done by the eight EDDs in Nebraska. The report includes an overview of EDD responsibilities and initiatives, including helping small cities and common requirements of the properties of t



CASE STUDY

Partnering with EDDs to Allocate State Development Funds

The creation of the DevelopMN plan illustrates the complementary

roles of EDDs and state agencies. While the Minnesota Department

 ${\it Oklahoma's Rural Economic Action Plan and Pennsylvania's Partnerships for Regional Economic Performance Program}$

Oklahoma's Rural Economic Action Plan (<u>REAP program</u>) began in the 1990s and provides funding for communities with under 7,000 residents. The funding is distributed through the 11 COGs in Oklahoma. Importantly, REAP grants require no match and may fund projects such as road and street construction or drainage projects, rural highway improvements, county bridge construction or repair, and industrial access construction or repair, among other specific transportation projects. The program demonstrates that smal projects benefit small communities and that they often struggle to make the typically required financial may 2022, the state allocated \$30 million to the REAP program.

CASE STUDY

Rural Development Initiatives Can Strengthen State-EDD Collaboration

Wisconsin, Arizona, and Utah's Rural Development Efforts

Wisconsin has created an Office of Rural Prosperity that has helped to bring state economic development a in line with each region's CEDs. Similarly, Arizona's state economic development agency recently added a member with an exclusive portfolio of rural assistance, and the Northern Arizona Council of Governments (i

CASE STUDY

State EDD Associations: Building Capacity and Unity Among EDDs

Tennessee Development District Association (TDDA)

Missouri Association of Councils of Government (MACOG)

The Tennessee Development District Association (TDDA) is the state association for the nine Tennessee Development Districts. The TDDA is a forum for collaboration between districts and offers a unlined voice when discussing state-level issues. As in other states with active state associations, the TDDA hired an advocate to work with the state legislature on Issues that concern the districts. EDDs in Tennessee

frequently interact with elected officials, but these EDDs have also pursued ways of engaging more extensively through the TDDA by: $\frac{1}{2} \left(\frac{1}{2} \right) = \frac{1}{2} \left(\frac{1}{2} \right) \left(\frac$

- Hosting monthly meetings with all nine EDD executive directors to help them stay connected and up to date on key issues.
- Conducting an Annual Training Conference, focusing on Tennessee-specific issues and priorities. The
 event serves as training for District staff statewide and includes a trip to the capital to visit legislative staff
 and increased these contents have

ward to recognize a legislator who has partnered with the

CASE STUDY

Contracting Statewide Economic Development Planning to EDDs

Georgia's Department of Community Affairs

Georgia's 12 Regional Commissions (acting as EDDs) provide regional technical assistance to support local governments as well as develop, promote, and assist in establishing coordinated and comprehensive planning in the state. The Georgia Department of Community Affairs (DCA) contracts with the Regional Commissions to foster affactive local and regional planning and to facilitate the implementation of those plans. Regional Commissions



Issue Brief #4: Business Development

Alignment Lessons

- Lesson 4.1 EDDs: Serve as conveners and educators in business development activities
- Lesson 4.2 States: Partner with EDDs to enhance strategic planning and business-centered outreach
- Lesson 4.3 States and EDDs: Collaboratively map assets and limitations to create achievable, implementable goals

CASE STUDY

Building a Business Development Ecosystem

Puget Sound Regional Council

PSRC has a strong history of collaboration with the State of Washington. For instance, the Washington Department of Commerce (WDOC) serves on the Central Puget Sound Economic Development District Board, and Washington Department of Transportation officials serve on the PSRC Executive Board. Overall, membership on its board consists of representatives from private businesses, local



PSRC's "Regional Collaboration" Tour

governments tribas and trada organizations which highlights DSDC's role as a platform for different initiatives by the

oard an

CASE STUDY

Regionalized Service Delivery in Coordination with State Activities

Montana Department of Commerce

Southeast Montana is a region seeking to transition and diversify its economy as energy transitions away from coal.

Frequent communication between SEMDC and state agencies has created a better understanding of state and regional perspectives which, in turn, has led to better strategic alignment. A formalized communication system between the Montana Department of Commerce (MDOC) and SEMDC has enhanced capacity to deliver services

and technical assistance to busing SEMDC's primary partners in busing

CASE STUDY

Working with the State to Advance Rural Business Development

Mid-Shore Regional Council and the Maryland Department of Commerce

MSRC's EDD-State relationship began about 16 years ago and has grown, in part, because Maryland Department of Commerce (MDDC) staff share offices with MSRC and their partners. This proximity facilitates strategy discussions and project cooperation between the MSRC and MDDC. For instance, the state has been a co-investor of MSRC and has believed the receivable properties.



helped the regional organization in securing U.S. Economic Development Administration (EDA) funding.

SDC and the State of Maryland alian their husiness development activities in a variety of ways. One example is



Issue Brief #5: International Engagement

Alignment Lessons

- Lesson 5.1 EDDs: Develop a trade and marketing strategy that leverages state resources and incentives
- Lesson 5.2 States: Partner with EDDs to enhance strategic planning and business-centered outreach
- Lesson 5.3 States and EDDs: States and EDDs: Identify assets and key sectors to attract international interest, market suitable sites, and leverage private and community partners to grow a global ecosystem

CASE STUDY

Integrating Regional Strengths with State Incentives to Attract a Transformative Employer

Chattanooga Area Chamber of Commerce

In the 1960s, the federal government designated Chattanooga as the "dirtitest city in America" due to decades of pollutive industrial activity. This moment of crisis spurred stakeholders throughout the region to invest in their environment and quality of life, which became a part of a broader revitalization initiative that transformed the region into one of the best places to live in the United States. Additionally, the city's amphasis on a shipping a kink quality of life.



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CASE STUDY

Framing State-EDD Collaboration Around Export Promotion and International Engagement ⁷

Pennsylvania's Office of International Business Development

The Commonwealth of Pennsylvania's primary office for export promotion and foreign direct investment assistance is the Office of International Business Development (OIBD). Organized as a unit of the Pennsylvania Department of Community and Economic Development, OIBD staff has locations around the state to assist businesses. In addition, they have an established partnership with the state's seven EDDs – all working together on their shared mission of promoting economic development through export promotion and investment attraction.

CASE STUDY

Leveraging the State Trade Office to Enhance FDI Attraction

Greater Minneapolis Saint-Paul Partnership and the Minnesota Trade Office

Greater MSP's plan specifically highlights the significant role business retention and expansion policies play in attracting new investment as a key component for job creation. Moreover, the plan calls for the development of supply chain resiliency strategies that identify supplier gaps. The plan also positions the region to attract foreign-based suppliers. The forward-looking strategy will help drive post-pandemic economic recovery and resilience-building.







Issue Brief #6: Manufacturing

Alignment Lessons

- Lesson 6.1 States and EDDs: Form coalitions to support alignment of manufacturing goals and strategies
- Lesson 6.2 States and EDDs: Recognize the intrinsic value of project-based collaboration
- Lesson 6.3 States and EDDs: Create longterm manufacturing strategies to get ahead of emerging technologies and trends – and potential awards

CASE STUDY

Leveraging Partnerships to Reimagine the Manufacturing Ecosystem

Kansas' BBBRC Award

Originally formed in 2006 when applying for a U.S. Employment and Training Administration Workforce Innovation in Regional Economic Development (WIRED) grant, the South Kansas Coalition represents the interests of several EDDs (including the South Central Kansas Economic Development District), workforce investment boards, and the Kansas Department of Commerce. The



r world-class expertise from ading industry players (e.g.,) Central Kansas EDD) to apply

CASE STUDY

State and Local Collaboration to Bolster Manufacturing Resources

Manufacturer's Association of Southcentral Pennsylvania

The Manufacturers' Association of Southcentral Pennsylvania (MASCP) has, since 1906, functioned as a forum to address industry issues among its membership and the wider manufacturing community. This tradition of joint deliberation and collaboration made MASCP the ideal organization to participate in Pennsylvania's Industry Partnership (IP) program, an initiative to develop the commonwealth's workforce ecosystem.

MASCP has since expanded its ecosystem building activities under the C Partnership Model in 2018. This new effort expanded the focus on the concusing on incumbent worker training to larger issues of competitivene the region's manufacturers. The partnership added new public partners, developers, and expanded project activity to areas that include new tech resiliency, industry marketing to future workers, and labor market researc partnership is highly invested in this initiative, having assigned a staff me MASCP in turn participates in regular economic development meetings 4

CASE STUDY

Creating the Puget Sound Regional Manufacturing Community

Washington's PSRMC Coalition

The State of Washington showcases another BBBRC success story that highlights the importance of state and regional collaboration in the manufacturing space. This collaboration can also strengthen regions and take advantage of federal manufacturing related program investments. Washington is home to one of the largest aerospace clusters in the world, with over 132,000 aerospace-related employees and more than 1,350 aerospace firms. It is also a Pacific Ocean maritime hub for the United States with a total economic impact of roughly 174,000 jobs, approximately \$41 billion in business revenues, and \$12.6 billion in labor income.

To strengthen its manufacturing ecosystem, the State of Washington leveraged its 2014 IMCP designation for aerospace manufacturing excellence by building a Puget Sound Regional Manufacturing Community (PSRMC) public private coalition. The PSRMC developed a strategy centered on regional transportation, growth management, and economic development with 300 business, government, labor, community, and education leaders from both the region and the state. The coalition includes the Washington State Department of Commerce and 14 regional coalition partners including the Central Puget



Issue Brief #7: Infrastructure Development

Alignment Lessons

- Lesson 7.1 States and EDDs: Center collaboration efforts around project planning, funding, and implementation
- Lesson 7.2 EDDs: Serve as champions and administrators of local infrastructure projects
- Lesson 7.3 States and EDDs: Recognize and set expectations for the long-term nature of infrastructure development

CASE STUDY

Sharing Expertise and Resources between Regional, State, and Federal Agencies

New Mexico's FUNDIT Initiative

The New Mexico FUNDIT is one example of state-regional strategic alignment for infrastructure initiatives. FUNDIT, an initiative of the New Mexico Economic Development Department, funded key strategic initiatives and projects to leverage information for local stakeholders. At FUNDIT



CASE STUDY

COG in Action: Working to Obtain Funding for Vital Infrastructure

New Mexico's Eastern Plains Council of Governments

The Port to Plains Alliance had been working since the 1990s to transportation and trade from the border with Mexico in west Te: Colorado. In 2021 the Eastern Plains Council of Governments (E Ports-to-Plains Corridor Economic Impact Study for use by the N which had identified the need for a study to determine the poter Highway designation would have an communities along the Co

CASE STUDY

An Economic Development District Leading Infrastructure Development Efforts

South Plains Association of Governments

Lamb County is in the southern part of the Texas Panhandle and has a rich agricultural history in cotton production. The American Cotton Growers (ACG) Denim Plant began production in 1975 and at one point was the county's largest imployer and produced enough cotton to make thirty million pairs of jeans a year for companies like Gap and Levi Strauss, jenerating millions of dollars for the local economy.



CASE STUDY

Partnering with EDDs on Water Infrastructure Planning and Development

EDDs role on the Michigan Infrastructure Council

Following the water systems failure in Flint in 2014, Michigan created the Michigan Infrastructure Council (MIC) to promote a long-term strategy, rooted in asset management principles set forth by MIC, to address infrastructure challenges that pose significant implications for a region's quality of life and economic well-being.

ndina for

EDDs successfully partnered with the state in early infrastructure projects that pre-dated the MIC and those successes led legislators to include EDDs and other regional organizations in MIC legislation. Today, two of the seven voting members on the MIC Council are executive directors of Michigan EDDs, providing an important regional perspective to the group and further cementing the strong partnerships between the state and districts in addressing infrastructure issues through such activities as:

CASE STUDY

Leveraging Regional Expertise to Deploy Broadband in Underserved Communities

Louisiana's collaboration with Acadiana Planning Commission

Connecting rural regions to broadband technologies has long been a challenge in Louisiana, and therefore, a focus for EDDs like the Acadiana Planning Commission (APC). Acadiana has leveraged its role collaborating with the EDA to develop in-house expertise on broadband deployment



and planning. NTIA rewarded the district with a grant to study broadband deployment in its rural parishes.

This NTIA grant was the result of APC's work both with local stakeholders in its region, private companies, and the state. APC's local expertise and collaboration allowed Louisiana to subsequently obtain nearly \$30 million for



Issue Brief #8: Workforce Development

Alignment Lessons

- **Lesson 8.1 States and EDDs:** Leverage successful training programs and models to convene stakeholders around strategic discussions on workforce development
- **Lesson 8.2 EDDs:** Leverage partnerships to expand the scope and reach of workforce development efforts
- **Lesson 8.3 EDDs:** Work with states to plan for long-term regional workforce needs

CASE STUDY Paving Pathways to Careers for the Future of the Workforce Greater Peoria Economic Development Council Over time, GPEDC has built strong partnerships with workforce development-related initiatives. In total, the council covers five program areas: Business Attraction, Business Assistance, Start-ups, Rural Economic Development, and Workforce Solutions. The Workforce Solutions Division aims to develop and retain a skilled workforce across the five counties in the region. In 2014, the Mayor of Peoria convened a group of education and workforce stakeholders to pilot strategies that connect local students to career opportunities. In just two years, this coalition of public and private partners mapped out sixteen career pathways in public schools, **CASE STUDY** Building a "Coopetition-based" Workforce Ecosystem Clearwater Economic Development Association's Talent Pipeline Model Clearwater Economic Development Association is one of five EDA designated Economic Development Districts (EDDs) in the state of Idaho. CEDA utilizes several state, regional, and local partners to execute its CEDS plan, including entities such as the Idaho Rural Partnership, Nez Perce Tribe, and Lewis-Clark State College.² The CEDA CEDS includes **CASE STUDY A Small EDD Supporting Big Initiatives** West Alabama Regional Commission In Alabama, WARC's primary alignment with the state has been through the area's workforce council. Workforce councils are entities of the state and drive regional workforce issues while working specifically towards workforce development goals in the counties they serve. WARC's executive director is a member of the Region 3 Workforce Council, which facilitates WARC's ability to influence and shape regional and statewide workforce initiatives. In this capacity, WARC has been particularly

active in facilitating discussions between community members and local employers to

identify and address workforce challenges.



transformative

grant will help

create 100 jobs in Most Alabam

Issue Brief #9: Diversity, Equity, and Inclusion

Alignment Lessons

- Lesson 9.1 States and EDDs: Engage and build trust with underrepresented groups in a way that enables them to participate in regional decision making
- Lesson 9.2 States and EDDs: Recognize that "equity" comes in different forms, reflecting audience needs and goals
- Lesson 9.3 States and EDDs: Consider utilizing disaggregated data to target specific populations and places

