

Illinois Department of Commerce and Economic Opportunity

District Office Staff Training Seminar



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

OFFICE OF LEGISLATIVE AFFAIRS

BRAD TIETZ, LEGISLATIVE AFFAIRS DIRECTOR

DCEO Mission

- Our mission is to support and maintain a climate that enables a strong economy for our customers - taxpayers, businesses, workers and communities - by keeping, attracting and growing businesses, maintaining a skilled workforce, and enhancing communities so that the climate here is one in which businesses, small and large, and workers, can succeed to the greatest extent possible.



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Agency Overview

- Current Number Employed by DCEO: 241
- Not a regulatory agency
- 9 programmatic bureaus
 - Business Development
 - Community Assistance
 - Community Development
 - Employment and Training
 - Entrepreneurship, Innovation, and Technology
 - Film
 - Minority Economic Empowerment
 - Tourism
 - Trade and Investment
- Grant-making
- Outreach and Promotional Efforts

Office of Business Development

- Administers a portfolio of tax incentives, grants, and programs to help companies develop, redevelop, expand, locate, and relocate in Illinois.
- Tax Incentive Program
 - Economic Development for a Growing Economy (EDGE) Job Creation Tax Credit
 - Enterprise Zone Program and River Edge Redevelopment Zone (RERZ) Program
 - High Impact Business (HIB) Program
- Employer Training Investment Program (ETIP)
- New Programs
 - Data Center Sales Tax Incentive
 - Apprenticeship Tax Credit

Office of Community Assistance

- Helps low-income households in Illinois maintain utility services and reduce energy costs through targeted programs that improve energy efficiency and help Illinois residents move towards stability
- Community Services Block Grant (CSBG)
 - Provides assistance and funding to organization such as community action agencies and homeless shelters, to in turn help low-income individuals and families
- Home Weatherization (IHWAP)
 - Helps low income residents and household conserve fuel and reduce energy cost by helping to make their homes more energy efficient
- Utility Bill Assistance (LIHEAP)
 - Helps low-income households pay for home energy services during the winter months

Office of Community Development

- Supports economic development, community development, and infrastructure improvements in Illinois communities with substantial low-to-moderate-income populations
- Community Development Block Grant (CDBG)
 - Provides federal funding for community-based projects in non-metropolitan areas
 - Public Infrastructure
 - Economic Development
- Housing Rehabilitation Program
 - Low-to-moderate income communities can apply for a grant to improve housing and rehabilitate properties
- GATA NOFO (competitive application) process

Office of Employment and Training

- Provides formula funding to Local Workforce Innovation Areas (LWIAs) and competitive grant opportunities to provide assistance and resources for job seekers and businesses
- Supports innovative workforce programs to develop a highly skilled workforce through career pathway and talent pipeline grants
- Services/Programs Included:
 - Workforce Innovation & Opportunity Act Programs in Illinois
 - Youth Career Pathway Grants
 - Talent Pipeline Grants
 - Apprenticeship Programs

Office of Entrepreneurship, Innovation, and Technology

- Supports entrepreneurs, innovators, and small businesses in Illinois by providing concierge services, technical supports, and administer several targeted programs
- Advantage Illinois – Small Business Lending Program
- Angel Investment Tax Credit
- First Stop Business Information Center – 1.800.252.2923 or ienconnect@mailmw.custhelp.com
- Small Business Development Centers (SBDCs) – One-stop center located throughout the state and provide information, confidential business guidance, training, and other resources to start-up and existing small businesses
 - Procurement Technical Assistance Centers (PTACs) and International Trade Centers (ITCs)
- Small Business Environmental Assistance Program

Illinois Film Office

- Supports the growth and economic development of film, television and commercial productions
- Recruits new business and create jobs through the administration of the film tax credit program
- Lead the marketing and promotion of Illinois' diverse and iconic locations, celebrated talent, highly skilled labor force, and a comprehensive supply chain of industry vendors
- Film Tax Credit
 - 30% of the qualified IL production spending; 30% credit on IL salaries up to \$100,000/worker
 - An additional 15% tax credit on salaries for individuals that live in economically disadvantaged areas

Office of Minority Economic Empowerment

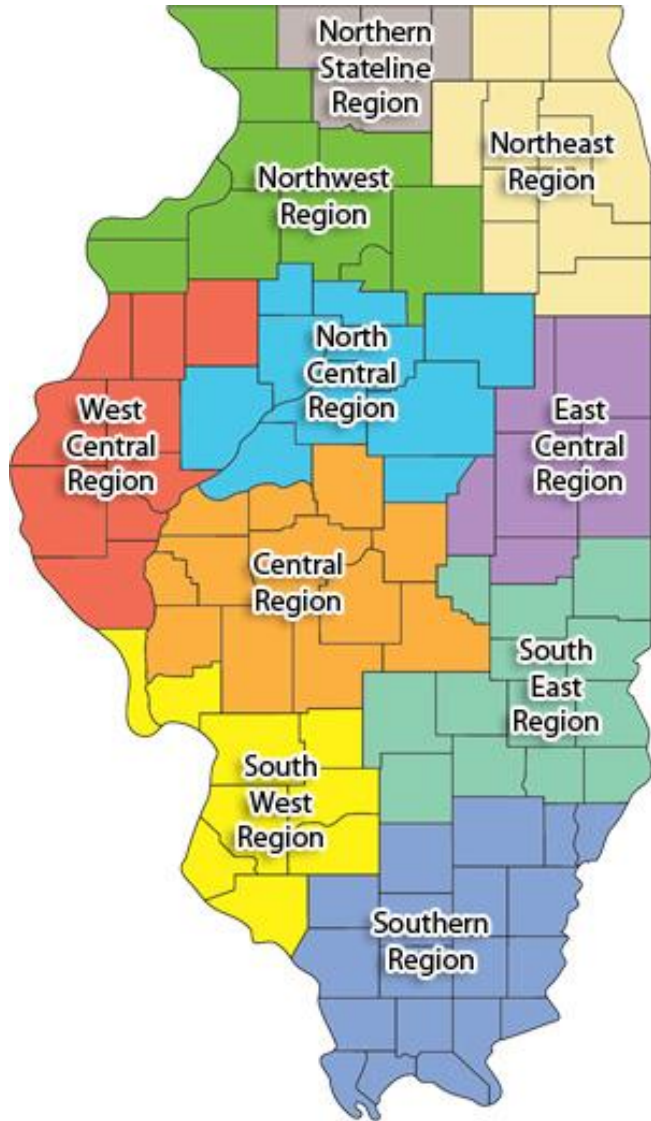
- Established to create a business ecosystem that seeks to facilitate the growth and development of minority entrepreneurs and minority-owned enterprises.
- Advancing the Development of Minority Entrepreneurship (ADME)
- ADME Workshops
- Fund of the Advancement of Minorities Enterprises (FAME) – Small Business Lending Program
- \$15 million Minority-Owned Business and Incubator Program
- Cannabis Regulation and Taxation Act – Social Equity program

Office of Tourism

- Promotes Illinois as a premier travel destination for leisure travelers and for meetings, conventions, and special events, attracting domestic and international visitors
- Partner with 40 certified Convention and Visitor Bureaus (CVBs) throughout the state to advertise Illinois' assets and to promote our strengths at tradeshow and events
- Administers grant programs to support local, national, and international marketing and advertising efforts

Office of Trade and Investment

- Connects Illinois businesses to global opportunities
- Provides export assistance interested in growing their global footprint
- Through a network of trade specialists in Chicago 7 well established regional foreign offices, OTI provides businesses with lead generation support and connects companies to foreign governments, chambers of commerce, and other partners around the world
- Administers the Illinois State Trade and Export Program (ISTEP)



Office of Regional Economic Development (Team RED)

- In the field staff that works to coordinate efforts between businesses, local governments and stakeholders, and the State.
- The State of Illinois is divided into ten economic development regions
- Services Included:
 - Business growth assistance
 - Information on state incentives and grant programs
 - Business visitation and retention services

Rebuild Illinois – DCEO Capital Budget

- Governor Pritzker recently signed into law:
 - P.A. 101-29 (HB 62) to enact the Rebuild Illinois Capital Budget
 - P.A. 101-7 (SB 262) to implement the FY20 operating budget and old capital appropriations
- \$45 billion investment in roads and bridges, schools, economic development projects, among many other exciting funding opportunities
- 6-year capital plan
- DCEO's Capital, including old and new grants, totals \$3.1 billion
 - Pritzker Administration / DCEO Lump Sum appropriations
 - Pritzker Administration / DCEO direct line-items
 - General Assembly Member Initiative Lump Sum appropriations
 - General Assembly Member Initiative direct line-item appropriations
- Most of DCEO's capital budget is funded by Build Illinois Bond funds
- Working with the Budget Office and other capital agencies to determine the six-year spending and cash management plans

Member Initiative Grants

- All General Assembly members have lump sum funds or direct-line items allocated for projects at the members' choosing, including funds for school rehabilitation, community development projects, and non-profit funding
- Old Grants (SB 262)
- New Grants (HB 62)
- Member initiative grants are “owned” by the four legislative caucuses and are being handled by your specific caucuses' appropriations staff
 - Refer members and staff to their appropriations staff
 - Refer grantees to their legislative members to connect with their appropriations staff

Pritzker Administration Lump Sums

- Over the course of the next six years, DCEO will be issuing Notice of Funding Opportunities (NOFOs) for a variety of projects and purposes (HB 62)
 - \$175 million for public infrastructure projects
 - \$175 million for economic development projects
 - \$50 million for educational and scientific-related facilities
 - \$400 million for broadband deployment
 - \$50 million for emerging technology enterprises
 - \$75 million for economic depressed areas
 - \$15 million for minority-owned businesses
- Old grants from DCEO lump sums (SB 262)

DCEO Lump Sum Grant-Making Process

GATA REQUIREMENTS

■ DCEO
 ■ Grantee
 ■ Both

1. Notice of Funding Opportunity
(30-Day Posting Period)
 *longer at the discretion of DCEO

1(a). Pre-Award Requirements

- Establish an account on the GATA Grantee Portal
- Provide Grantee Pre-Qualification Information
 - Provide a valid FEIN number
 - Provide a valid DUNS number
 - Have a current SAM.gov account (7-14 days)
 - Be in good standing with the IL Secretary of State
 - Cannot be on the federal stop payment list, excluded parties list, or Illinois Stop Pay list
- Complete the Fiscal & Administrative Risk Assessment annually (accessed via GATA Grantee Portal)
- Complete the Programmatic Risk Assessment per grant opportunity (provided by DCEO)

2. Electronically submit the following documents provided by DCEO to the Grants Unit:
- GATA Uniform Application
 - Budget Template
 - Conflict of Interest and Mandatory Disclosure Forms
 - Programmatic Application

CONCURRENT WITH 1(a) PRE-AWARD REQUIREMENTS IF NOT COMPLETED PRIOR TO THE NOFO

3. Merit Review Process and Notice of State Award

Three Stages Run Concurrently

Merit Appeal Process

State Processing

Bond Release

4. Grant Agreement Execution

Time can be extended by other departments' approvals (DNR, CBD, AG)

5. DCEO's Request Initial Payment from the IL Comptroller

- Up to 25%
- Remainder of grants funds are reimbursed based on quarterly expenditures

6. Within 90 days of the grant term start date, grantee must determine their "Indirect Cost Rate"

7. Grantee is required to submit the Periodic Financial Report and Periodic Performance Report. Monitoring, auditing, and modification also occur throughout the life of the grant.

DCEO Direct Line-Item Grant-Making Process

GATA REQUIREMENTS

■ DCEO
 ■ Grantee
 ■ oth

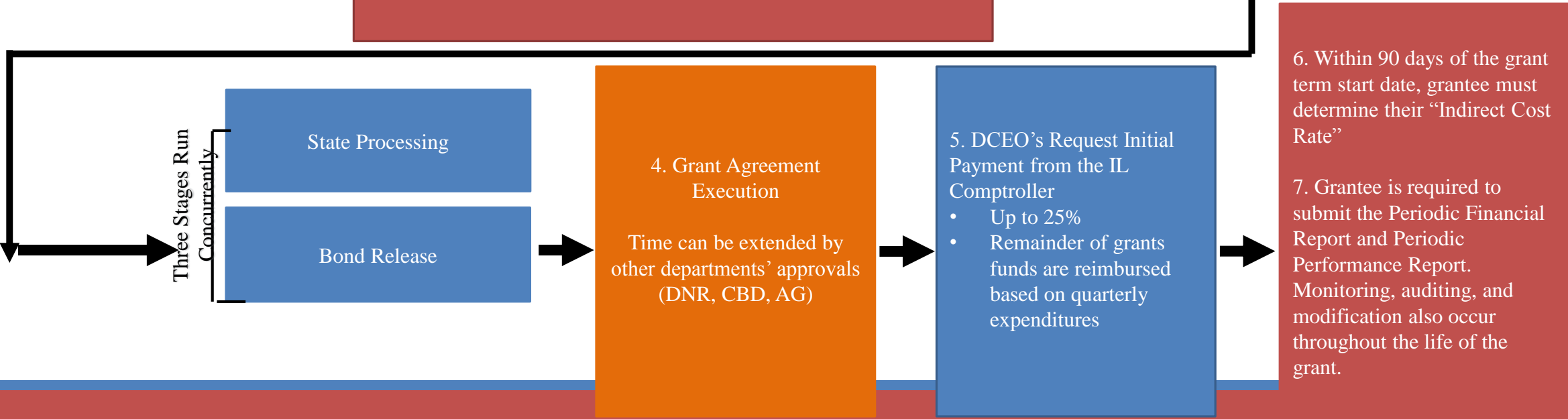
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How Your Office Can Help

- Ensure grantees with funds for member initiative projects are GATA pre-certified. <https://www2.illinois.gov/sites/GATA/Grantee/Pages/default.aspx>
- Ensure that the appropriation line meets the needs of the grantee
 - Section 5870. The sum of \$100,000 or so much thereof as may be necessary, is appropriated from the Build Illinois Bond Fund to the Department of Commerce and Economic Opportunity for a grant to a school for costs associated with capital improvements for air conditioners.
- For new grants (HB 62), ensure that the grantee is not expecting to be reimbursed for prior year costs. The language does not allow DCEO to reimburse for costs that were incurred prior to July 1, 2019.