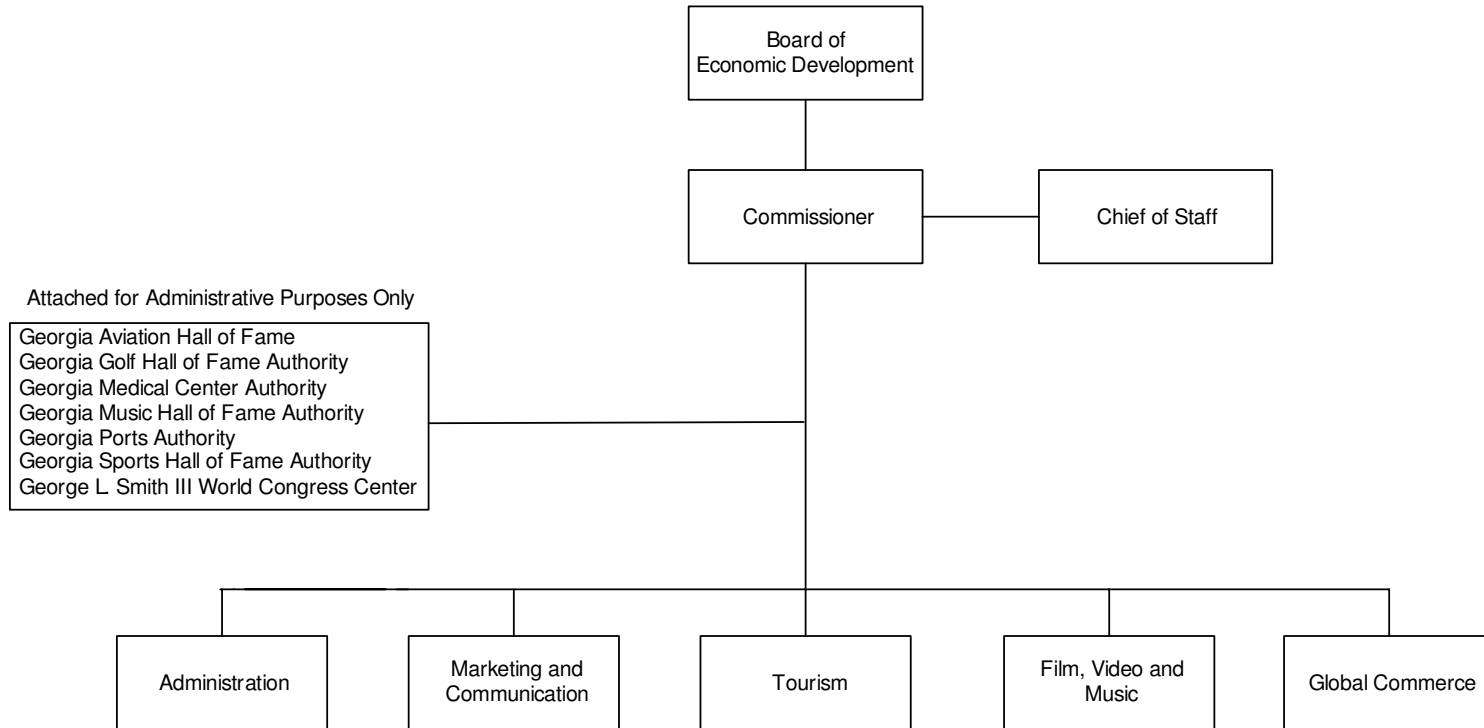


# DEPARTMENT OF ECONOMIC DEVELOPMENT

## ORGANIZATIONAL CHART



# DEPARTMENT OF ECONOMIC DEVELOPMENT

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## **Roles and Responsibilities:**

The Department of Economic Development administers programs that promote and encourage the development of tourism and business in the state.

## **RECRUITMENT, EXPANSION AND RETENTION**

The Global Commerce Division promotes Georgia as a location for domestic and international businesses by: providing accurate information on such topics as wages, labor availability and taxes; accompanying industry officials on tours of communities for prospective industrial development; and supporting local communities' business development programs. The division also encourages the continued prosperity of existing Georgia companies in partnership with local and state officials. It assists companies with business expansions to advance the creation of new jobs and investment.

The department provides staff support to the Georgia Allies, a public-private marketing partnership targeting industries that build on Georgia's competitive strengths and position the state well in the economy of the 21st century.

## **INTERNATIONAL RELATIONS AND TRADE**

The Global Commerce Division promotes the sale of Georgia products and services to customers abroad and coordinates all facets of international trade and export in the state. Through the U.S. Export Assistance Center, staff assist small and medium-sized businesses involved in exporting with trade leads, market analysis, trade shows and identification of financial assistance options. Trade

assistance is furthered through contracts with international representatives in key markets for Georgia businesses. The division also coordinates the operations of the overseas offices in Europe and Asia, which are primarily responsible for business recruitment.

## **ENTREPRENEUR AND SMALL BUSINESS DEVELOPMENT**

Through a three-pronged effort, the Global Commerce Division provides strategies and services that target: 1) entrepreneurs and small businesses, 2) communities, and 3) other state agencies with the goal of encouraging entrepreneurship and small business development around the state.

Procurement assistance, outreach, and the Governor's Mentor Protégé Program are available directly to entrepreneurs and small businesses. To help communities develop an entrepreneur and small business strategy, staff have developed a five-step program that upon successful completion leads to a community's designation as "entrepreneur friendly." The division also leads the Georgia Entrepreneur and Small Business Coordinating Network, created to promote interagency collaboration as well as awareness among state service providers of the full spectrum of state resources available to entrepreneurs and small businesses.

## **FILM, VIDEO AND MUSIC**

The Film, Video and Music Office develops and promotes the state's film, television, commercial production, multimedia and recording industries. The office actively pursues film

prospects through direct mail, prospect visits, advertising and trade show participation. Staff provide on-location assistance to production companies and coordinate the filming needs of companies with other state agencies and local governments. The office also promotes Georgia as a recording destination to music producers and artists and provides assistance to recording companies, recording studios, publishers, artists and artist management.

## **TOURISM**

Through marketing and information services, the Tourism Division works to increase the number of people who choose Georgia as a vacation destination. Regional tourism representatives assist local and regional tourism associations in the development of effective tourism programs. The division is also responsible for ensuring that the state's 11 visitor information centers are operated in a manner that encourages visitors to return to Georgia.

The department plays a leadership role in and provides staff support to the Tourism Foundation, a public-private partnership charged with coordinating Georgia's tourism marketing efforts. The foundation is responsible for pooling the state's tourism marketing resources and leveraging the private sector to support the growth of tourism statewide.

## **AUTHORITY**

Title 50-7 of the Official Code of Georgia Annotated.

# DEPARTMENT OF ECONOMIC DEVELOPMENT

## DEPARTMENT BUDGET FINANCIAL SUMMARY BY PROGRAM - FISCAL YEAR 2007

Program / Fund Sources	FY 2007 Agency Request Total	FY 2007 Governor' s Recommendation						
		FY 2006 Current Budget	Redistribution	Reductions	Enhancements	Other Adjustments	Total Changes	Total
<b>Administration</b>								
State General Funds	\$6,869,635	\$6,213,661	\$47,317			\$162,968	\$210,285	\$6,423,946
Total	6,869,635	6,213,661	47,317			162,968	210,285	6,423,946
<b>Business Recruitment and Expansion</b>								
State General Funds	6,907,072	6,783,664	(34,395)		\$182,260	146,396	294,261	7,077,925
Total	6,907,072	6,783,664	(34,395)		182,260	146,396	294,261	7,077,925
<b>Film, Video and Music</b>								
State General Funds	984,492	1,012,337	(118,000)		85,969	16,372	(15,659)	996,678
Total	984,492	1,012,337	(118,000)		85,969	16,372	(15,659)	996,678
<b>Innovation and Technology</b>								
State General Funds	1,584,914	1,563,914	(50,000)		1,066,130	19,047	1,035,177	2,599,091
Total	1,584,914	1,563,914	(50,000)		1,066,130	19,047	1,035,177	2,599,091
<b>International Relations and Trade</b>								
State General Funds	2,020,722	2,056,980	(45,000)			34,190	(10,810)	2,046,170
Total	2,020,722	2,056,980	(45,000)			34,190	(10,810)	2,046,170
<b>Music Hall of Fame</b>								
Other Funds		767,039	(767,039)				(767,039)	0
State General Funds	787,353							
Total	787,353	767,039	(767,039)				(767,039)	0

# DEPARTMENT OF ECONOMIC DEVELOPMENT

## DEPARTMENT BUDGET FINANCIAL SUMMARY BY PROGRAM - FISCAL YEAR 2007

Program / Fund Sources	FY 2007 Agency Request Total	FY 2007 Governor' s Recommendation						Total Changes	Total
		FY 2006 Current Budget	Redistribution	Reductions	Enhancements	Other Adjustments			
<b>Small and Minority Business Development</b>									
Other Funds	20,244	20,244							20,244
State General Funds	938,227	924,154	(59,922)		66,130	29,392	35,600	959,754	
<b>Total</b>	<b>958,471</b>	<b>944,398</b>	<b>(59,922)</b>		<b>66,130</b>	<b>29,392</b>	<b>35,600</b>	<b>979,998</b>	
<b>Tourism</b>									
State General Funds	11,072,695	11,096,169	260,000	(98,778)	79,356	125,823	366,401	11,462,570	
<b>Total</b>	<b>11,072,695</b>	<b>11,096,169</b>	<b>260,000</b>	<b>(98,778)</b>	<b>79,356</b>	<b>125,823</b>	<b>366,401</b>	<b>11,462,570</b>	
<u>ATTACHED AGENCIES AND AUTHORITIES:</u>									
<b>Payments to Georgia Aviation Hall of Fame</b>									
State General Funds	75,000	50,000						50,000	
<b>Total</b>	<b>75,000</b>	<b>50,000</b>						<b>50,000</b>	
<b>Payments to Georgia Golf Hall of Fame Authority</b>									
State General Funds	158,685	58,685						58,685	
<b>Total</b>	<b>158,685</b>	<b>58,685</b>						<b>58,685</b>	
<b>Payments to Georgia Medical Center Authority</b>									
State General Funds	405,000	250,000						250,000	
<b>Total</b>	<b>405,000</b>	<b>250,000</b>						<b>250,000</b>	
<b>Payments to Georgia Music Hall of Fame Authority</b>									
State General Funds		767,039		(15,341)	42,322	20,050	47,031	814,070	
<b>Total</b>		<b>767,039</b>		<b>(15,341)</b>	<b>42,322</b>	<b>20,050</b>	<b>47,031</b>	<b>814,070</b>	

## DEPARTMENT OF ECONOMIC DEVELOPMENT

### DEPARTMENT BUDGET FINANCIAL SUMMARY BY PROGRAM - FISCAL YEAR 2007

Program / Fund Sources	FY 2007 Agency Request Total	FY 2007 Governor' s Recommendation						Total Changes	Total
		FY 2006 Current Budget	Redistribution	Reductions	Enhancements	Other Adjustments			
<b>Payments to Georgia Sports Hall of Fame Authority</b>									
State General Funds	743,252	725,060					16,835	16,835	741,895
Total	743,252	725,060					16,835	16,835	741,895
<b>TOTAL FUNDS</b>	<b>\$32,567,291</b>	<b>\$32,288,946</b>	<b>(\$767,039)</b>	<b>(\$114,119)</b>	<b>\$1,522,167</b>	<b>\$571,073</b>	<b>\$1,212,082</b>	<b>\$33,501,028</b>	
<u>Less:</u>									
Other Funds	\$20,244	\$787,283	(\$767,039)					(\$767,039)	\$20,244
State General Funds	\$32,547,047	\$31,501,663		(\$114,119)	\$1,522,167	\$571,073	\$1,979,121	\$33,480,784	
<b>TOTAL STATE FUNDS</b>	<b>\$32,547,047</b>	<b>\$31,501,663</b>	<b>\$0</b>	<b>(\$114,119)</b>	<b>\$1,522,167</b>	<b>\$571,073</b>	<b>\$1,979,121</b>	<b>\$33,480,784</b>	

## DEPARTMENT OF ECONOMIC DEVELOPMENT

### DEPARTMENT BUDGET FINANCIAL SUMMARY BY OBJECT CLASS - FISCAL YEAR 2007

Object Classes / Fund Sources	FY 2007 Agency Request Total	FY 2004 Expenditures	FY 2005 Expenditures	FY 2007 Governor' s Recommendation		
				FY 2006 Current Budget	Changes	Total
Personal Services	\$14,456,245	\$11,931,388	\$11,595,042	\$13,790,754	\$477,305	\$14,268,059
Regular Operating Expenses	1,518,294	1,239,753	1,204,168	1,533,635	(221,335)	1,312,300
Travel	585,543	551,820	538,152	585,543	(6,187)	579,356
Motor Vehicle Purchases	65,000					
Equipment	103,197	15,568	24,097	28,197	(7,500)	20,697
Computer Charges	433,225	370,721	716,364	433,225	(9,253)	423,972
Real Estate Rentals	845,026	766,012	194,456	845,026		845,026
Telecommunications	445,727	316,845	337,970	445,727	(15,056)	430,671
Per Diem and Fees	26,000	19,020	14,996	26,000	(11,000)	15,000
Contracts	1,031,781	1,236,435	1,589,272	981,781	962,668	1,944,449
Local Welcome Center Contracts	214,263	236,800	235,600	214,263	(21,426)	192,837
Marketing	11,461,053	8,549,149	9,052,100	11,554,011		11,554,011
Georgia Ports Authority Lease Rentals		11,154,653				
Waterway Development in Georgia		48,750				
Payments to Georgia Aviation Hall of Fame	75,000			50,000		50,000
Payments to Georgia Golf Hall of Fame Authority	158,685			58,685		58,685
Payments to Georgia Medical Center Authority	405,000			250,000		250,000
Payments to Georgia Music Hall of Fame Authority				767,039	47,031	814,070
Payments to Georgia Sports Hall of Fame Authority	743,252			725,060	16,835	741,895
<b>TOTAL FUNDS</b>	<b>\$32,567,291</b>	<b>\$36,436,914</b>	<b>\$25,502,217</b>	<b>\$32,288,946</b>	<b>\$1,212,082</b>	<b>\$33,501,028</b>
<u>Less:</u>						
Other Funds	\$20,244		\$100,000	\$787,283	(\$767,039)	\$20,244
State General Funds	\$32,547,047	\$36,436,914	\$25,402,217	\$31,501,663	\$1,979,121	\$33,480,784
<b>TOTAL STATE FUNDS</b>	<b>\$32,547,047</b>	<b>\$36,436,914</b>	<b>\$25,402,217</b>	<b>\$31,501,663</b>	<b>\$1,979,121</b>	<b>\$33,480,784</b>
Positions	222	201	191	221	2	223
Motor Vehicles	11	11	11	11		11

## DEPARTMENT OF ECONOMIC DEVELOPMENT

### PROGRAM BUDGET SUMMARY - FISCAL YEAR 2007

Program Budgets	FY 2006 Current Budget			FY 2007 Governor' s Recommendations		
	State Funds	Federal and Other Funds	Total	State Funds	Federal and Other Funds	Total
Administration	\$6,213,661		\$6,213,661	\$6,423,946		\$6,423,946
Business Recruitment and Expansion	6,783,664		6,783,664	7,077,925		7,077,925
Film, Video and Music	1,012,337		1,012,337	996,678		996,678
Innovation and Technology	1,563,914		1,563,914	2,599,091		2,599,091
International Relations and Trade	2,056,980		2,056,980	2,046,170		2,046,170
Music Hall of Fame		\$767,039	767,039			0
Small and Minority Business Development	924,154	20,244	944,398	959,754	\$20,244	979,998
Tourism	11,096,169		11,096,169	11,462,570		11,462,570
Subtotal	\$29,650,879	\$787,283	\$30,438,162	\$31,566,134	\$20,244	\$31,586,378
 <u>ATTACHED AGENCIES AND AUTHORITIES:</u>						
Payments to Georgia Aviation Hall of Fame	\$50,000		\$50,000	\$50,000		\$50,000
Payments to Georgia Golf Hall of Fame Authority	58,685		58,685	58,685		58,685
Payments to Georgia Medical Center Authority	250,000		250,000	250,000		250,000
Payments to Georgia Music Hall of Fame Authority	767,039		767,039	814,070		814,070
Payments to Georgia Sports Hall of Fame Authority	725,060		725,060	741,895		741,895
Subtotal	\$1,850,784	\$0	\$1,850,784	\$1,914,650	\$0	\$1,914,650
 <b>TOTAL FUNDS</b>	<b>\$31,501,663</b>	<b>\$787,283</b>	<b>\$32,288,946</b>	<b>\$33,480,784</b>	<b>\$20,244</b>	<b>\$33,501,028</b>

# DEPARTMENT OF ECONOMIC DEVELOPMENT

## BUDGET SUMMARY - FISCAL YEAR 2007

Governor' s Recommended Adjustments to the Current Budget	Amounts
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**FY 2006 STATE GENERAL FUND APPROPRIATIONS** **\$31,501,663**

**Department of Economic Development**

1. Annualize the cost of the FY 2006 salary adjustment (\$133,511) and provide for a salary increase in FY 2007 of up to 4% effective January 1, 2007 (\$132,932).	\$266,443
2. Increase funds to reflect an adjustment in the employer share of State Health Benefit Plan premiums from 14.20% to 16.713%.	255,734
3. Increase funds to reflect an adjustment in the Workers' Compensation premiums.	12,011
4. Realign staff and personal services to reflect agency reorganization efforts, transferring funds to the Administration (\$47,317) and Tourism (\$260,000) programs from the Business, Recruitment and Expansion (\$34,395), Film, Video and Music (\$118,000), Innovation and Technology (\$50,000), International Relations and Trade (\$45,000) and Small and Minority Business (\$59,922) programs.	Yes
5. Correct overstatement of funds by eliminating the Music Hall of Fame program (\$767,039 in Other Funds) to properly reflect funds in the Georgia Music Hall of Fame Authority.	Yes
6. Reduce pass-thru funding for local welcome centers by 10% (Bainbridge - \$9,832; local welcome center grant program - \$21,426), continuing the phase-out of state funds.	(31,258)
7. Reduce funding for the Sylvania visitor center by 10% from \$150,205 to \$135,185 and develop a plan for phasing out state funding.	(15,020)
8. Eliminate pass-thru funding for the Historic Chattahoochee Commission.	(52,500)
9. Increase the department' s capacity to grow jobs for Georgians by funding 1 new position and 5 vacant positions: 1 consumer sales manager for the Tourism program (new position - \$66,130); 1 project manager for the Innovation and Technology program (\$79,356); 2 regional project managers in the Regional Existing Business/Entrepreneurial Developments subprogram of the Business Recruitment and Expansion program (\$132,260); 1 mentor protégé associate in the Small and Minority Business Development program (\$66,130); and 1 multimedia/new media specialist in the Film, Video and Music program (\$85,969).	429,845
10. Expand international trade and recruitment activities by increasing funding for contracts in the Business Recruitment and Expansion program to hire a contractor to focus on Southern Europe (\$35,000) and to cover costs of trade missions (\$15,000).	50,000
11. Provide funding to the Innovation and Technology program for a bioscience collaboration project to identify and design public/private partnering opportunities that will leverage private funding to stimulate bioscience industry growth in Georgia.	1,000,000
Subtotal	\$1,915,255

ATTACHED AGENCIES AND AUTHORITIES:

**Payments to Georgia Music Hall of Fame Authority**

1. Annualize the cost of the FY 2006 salary adjustment (\$4,973) and provide a salary increase in FY 2007 of up to 4% effective January 1, 2007 (\$4,950).	\$9,923
2. Increase funds to reflect an adjustment in the employer share of State Health Benefit Plan premiums from 14.20% to 16.713%.	9,526
3. Increase funds to reflect an adjustment in the Workers' Compensation premiums.	601

# DEPARTMENT OF ECONOMIC DEVELOPMENT

## BUDGET SUMMARY - FISCAL YEAR 2007

Governor' s Recommended Adjustments to the Current Budget	Amounts
4. Redirect \$15,341 from repairs and maintenance to personal services and provide additional funds for 1 new position to manage and expand the volunteer program (total position cost: \$42,322).	26,981
Subtotal	\$47,031
<b>Payments to Georgia Sports Hall of Fame Authority</b>	
1. Annualize the cost of the FY 2006 salary adjustment (\$3,691) and provide for a salary increase in FY 2007 of up to 4% effective January 1, 2007 (\$4,265).	\$7,956
2. Increase funds to reflect an adjustment in the employer share of State Health Benefit Plan premiums from 14.20% to 16.713%.	8,205
3. Increase funds to reflect an adjustment in the Workers' Compensation premiums.	674
Subtotal	\$16,835
<b>TOTAL NET STATE GENERAL FUND ADJUSTMENTS</b>	<b>\$1,979,121</b>
<b>TOTAL STATE GENERAL FUNDS RECOMMENDED</b>	<b>\$33,480,784</b>

## CAPITAL OUTLAY SUMMARY - FISCAL YEAR 2007

	<u>Yr.</u>	<u>Principal</u>	<u>Debt Service</u>
<b>Department of Economic Development</b>			
1. Provide funding for the Columbus Trade Center.	20	\$11,000,000	\$939,730
<b>Georgia Ports Authority</b>			
1. Complete construction of the Container Berth 8 project in Savannah.	20	\$15,900,000	\$1,358,337
2. Complete construction of the deepening of the Brunswick harbor.	20	3,200,000	273,376
Subtotal		\$19,100,000	\$1,631,713
<b>Georgia World Congress Center</b>			
1. Fund various facility renovation projects.	20	\$5,425,000	\$463,458
TOTAL		\$35,525,000	\$3,034,901
<b>STATE GENERAL FUNDS</b>			<b>\$36,515,685</b>