



**Performance Note**  
**HB0403 - Business Expansion**  
**and Retention Amendments**  
Sponsor: Rep. Watkins, Christine F.



Performance Note Report

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Agency: Governor's Office of Economic Development

Funding For:

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New Services or Benefit

Public Benefit:

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**Purpose:** The BEAR program is designed grow rural businesses, influence rural job creation and increase economic diversity in rural regions by enhancing the level of technical services provided.

**Services:** BEAR is available to rural county economic development offices, tribes, local governments and business associations directly involving these entities for business training and skill development. BEAR actively reaches out to rural businesses and connects them to existing resources in agencies, higher education and other organizations.

**Expected Outcome:** The expectations are measurable outcomes related to business expansion and retention and its potential contribution to the overall economy based on a scope of work, as proposed by the user, which include goals and benchmarks with expected deliverables against proposed budgets and timelines for completion of projects and activities.

**Implementations and Resources:** The bill will be implemented by the Office of Rural Development at GOED by 1 designing processes and procedures to manage and govern the program, and 2 creating an application and a post-performance reimbursement form. Applications will be open once per year to qualifying entities. Funding requests will be evaluated based on proposed projects and activities, and the grant funds available.

**How:** The proposed activities will cause business growth and stabilization to rural regions as grant recipients engage in programs and activities focused on rural business growth, rural job creation, and increased economic diversity.

Performance Measures

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## Goal

### Title: Growth of Rural Businesses

Description: The grant recipients will report their outreach, number of businesses they contacted, their needs assessment, and what resource they delivered to them. Growth of rural business will be measured by 1 the number of new businesses licensed, and 2 increases in revenue to existing businesses. Both are targeting 10 percent growth.

Collection Method: The performance information will be collected by submission of reimbursement requests that will require reporting on the programs and activities. Reliability will be ensured by a compliance review of original proposals, goals and expected outcome, and expenditures made by proof of payment. Data will be compiled each year for annual reporting by the Office of Rural Development.

	2021	2022	2023
Benchmark	0.00	10.00	10.00
Improvement percent			
Benchmark	0.00	0.00	0.00
Improvement percent			

## Goal

### Title: Influence Rural Job Creation

Description: BEAR activities include connection to resources. These resources include local SBDCs, the Department of Workforce Services, and private business consultants for job seekers and employers. Grant recipients will be actively involved in making connections to employment services. They will record how many referrals they have made to businesses they have reached out to.

Collection Method: The performance information will be collected by submission of reimbursement requests that will require reporting on the programs and activities. Reliability will be ensured by a compliance review of original proposals, goals and expected outcome, and expenditures made by proof of payment. Data will be compiled each year for annual reporting by the Office of Rural Development.

	2021	2022	2023
Total Referrals Made	0.00	10.00	10.00
Total Referrals Made	0.00	0.00	0.00

## Goal

### Title: Increase Economic Diversity

Description: BEAR activities include summits and seminars that introduce networking activities to businesses so they can expand their markets and clientele. These summits also feature new industries that can diversify a local economy, and expand remote work opportunities. Grant recipients will host seminars and summits, record attendance, survey referrals generated, and report outcomes.

Collection Method: The performance information will be collected by submission of reimbursement requests that will require reporting on the programs and activities. Reliability will be ensured by a compliance review of original proposals, goals and expected outcome, and expenditures made by proof of payment. Data will be compiled each year for annual reporting by the Office of Rural Development.

	2021	2022	2023
Seminar and Summit participation	0.00	10.00	10.00
Seminar and Summit participation	0.00	0.00	0.00

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By rule, performance notes are provided by the governmental entity that will supervise the new agency or administer the new program. Performance notes are not written by the Office of the Legislative Fiscal Analyst.