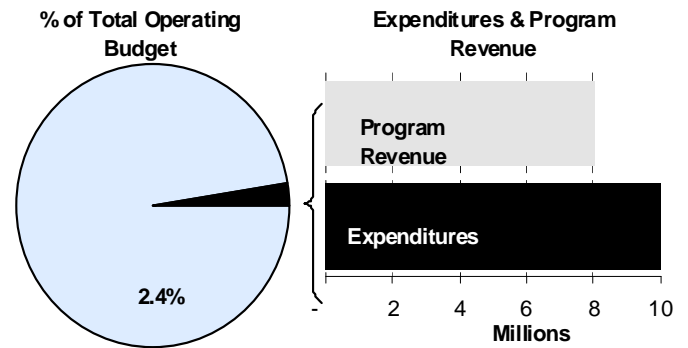
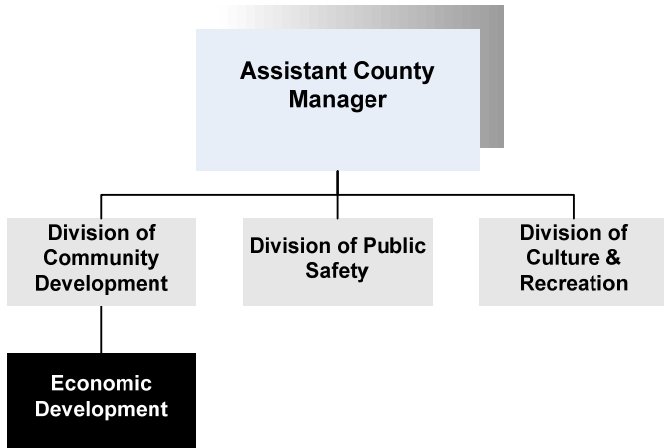


Irene Hart
 Director of Community Development
 510 N. Main, 6th Floor
 Wichita, Kansas 67203
 316-660-9863
ihart@sedgwick.gov

Mission:

- Promote a strong and diverse regional economy by increasing opportunity for all businesses to retain and attract new jobs to Sedgwick County.



Program Information

Economic Development promotes a strong and diverse regional economy by helping local businesses grow, increasing opportunity for international trade, business retention and attracting new jobs to Sedgwick County.

Sedgwick County is a Grantee for Foreign Trade Zone (FTZ) #161, a general purpose zone where foreign and domestic goods are not within U.S. Customs territory. Users of the FTZ are exempt from paying duty or Federal excise taxes while the goods remain in the zone thus lowering the cost to the importing business. The U.S. FTZ program encourages investment and production in the United States that might otherwise take place in another country. Sedgwick County has taken advantage of a new method of organizing an FTZ, and is in the process of expanding this resource to assist businesses in nearby counties in Central Kansas.

The Sedgwick County Micro-Loan program assists low- and moderate-income persons in establishing or

expanding businesses in Sedgwick County outside Wichita city limits. Loan funds can be used for:

- Startup or expansion equipment
- Increasing inventory
- Leases and lease hold improvements
- Transportation
- Purchasing a building
- Advertising

Sedgwick County partners with the South Central Kansas Economic Development District (SCKEDD) to administer the Micro-Loan program and to provide finance packaging for small businesses countywide. SCKEDD’s jurisdiction includes 14 counties; membership dues are based upon county population. Sedgwick County is also a partner in the Greater Wichita Economic Development Coalition (GWEDC), a regional initiative created to expand the local commercial and industrial base through aggressive business retention, expansion and recruitment activities. The GWEDC provides businesses with workforce solutions to meet the present and future needs of the region.

Sedgwick County provides support to the Wichita office of the Mid-America Minority Business Development Council (MAMBDC). The mission of the MAMBDC is to increase business development opportunities between majority and minority businesses. MAMBDC certifies companies as Minority Business Enterprises (MBEs), provides opportunities to build business relationships and provides training in professional development, benchmarking and improving company-wide performance. In 2012, \$10,000 is budgeted for MAMBDC.

Budgeted Allocations to Economic Development Organizations			
	2010 Actual	2011 Revised	2012 Budget
SCKEDD*	\$72,460	\$76,988	\$84,722
GWEDC	\$300,000	\$300,000	\$300,000
MAMBDC	\$20,000	\$20,000	\$10,000
REAP	\$16,072	\$16,072	\$17,000
Total	\$408,532	\$413,060	\$411,722

*Dues paid for 7/1-6/30 FY

The Regional Economic Area Partnership (REAP) is a coalition of 37 city and county governments in nine counties of South Central Kansas which aims to guide state and national actions that affect economic development in the region and to consider and adopt joint actions among member governments that enhance the regional economy. In 2012, \$17,000 is budgeted for REAP memberships.

The Department works to develop and grow local businesses that, due to size or resources, face challenges in access to markets, resources, or capital. In 2010, the Board approved forgivable loans to Airbus, Cargill, Martin Interconnect, Nex-Tech, Spartech and TECT Power.

Alignment with County Values

- **Equal Opportunity -** Support programs to develop businesses traditionally having difficulty accessing the marketplace including MAMBDC initiatives to increase the strength and capacity of minority business enterprises
- **Professionalism-** Our level of professionalism is consistent, whether business is being conducted on the phone, internet or in person
- **Honesty-** Business incentive policies are widely available to the public and are applied consistently

Department Accomplishments

The presence of low-cost carriers and their corresponding pricing structures has had a significant impact on airfares at Wichita Mid-Continent Airport. In 2006, 2008, and 2010, more than 1.5 million annual passengers utilized Mid-Continent Airport as part of a 23 percent increase in passengers since 2000. Passenger data from 2010 has recaptured 18 percent of its leakage since 2011, meaning fewer travelers are driving to out of state airports and more out of state travelers are using

Beginning in 2005, Sedgwick County and the City of Wichita adopted a transportation service agreement to provide a funding subsidy for low-cost airline service in Wichita. Operating out of Wichita's Mid-Continent Airport, these carriers provide lower fares for citizens traveling to and from Wichita, encouraging airline competition in the Wichita market. The subsidies are part of the Affordable Airfares program.

Goals & Initiatives

- **Assist five new and expanding businesses with Micro Loans**
- **Increase international trade by contracting with two businesses who import products**
- **Retain and expand jobs through incentives and other innovative means**

Mid-Continent Airport. Since 2000, air fares in Wichita are down 24 percent and have provided nearly \$500 million in airfare savings to passengers since 2002.

Department Sustainability Initiatives

Sedgwick County Economic Development collaborates with organizations to retain and expand local businesses and attract business that pays above median wages and salaries. The Department actively seeks to attract businesses that require sustainable amounts of natural resources and that do not pose a threat to the community's air quality. Economic Development links existing businesses with resources to assist with environmental protection information and services.

Budget Adjustments

Changes to Economic Development's 2012 Budget reflect a 4.1 percent decrease, primarily in the General Fund and is related to a reduction in the contractual agreement for the Foreign Trade Zone, the transfer of funds to the Board of County Commissioners Contingency Fund and the conclusion of forgivable loan payments.



Significant Adjustments From Previous Budget Year

- Reduction in contractals including Foreign Trade Zone contractual agreement
- Reduction in funding for Affordable Airfares Program

Expenditures	Revenue	FTEs
(417,205)		
(125,000)		

Total	(542,205)	-	-
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Budget Summary by Category

	2010 Actual	2011 Adopted	2011 Revised	2012 Budget	% Chg. '11-'12
Expenditures					
Personnel	84,068	87,977	89,464	86,494	-3.3%
Contractual Services	9,302,207	9,422,439	10,235,439	9,818,234	-4.1%
Debt Service	-	-	-	-	
Commodities	148	100	100	148	48.0%
Capital Improvements	-	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	9,386,422	9,510,516	10,325,003	9,904,876	-4.1%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	835,000	1,000,000	1,000,000	1,000,000	0.0%
Charges For Service	15,000	-	-	-	
Other Revenue	6,992,203	7,048,150	7,048,150	7,055,302	0.1%
Total Revenue	7,842,203	8,048,150	8,048,150	8,055,302	0.1%
Full-Time Equivalents (FTEs)	1.00	1.00	1.00	1.00	0.0%

Budget Summary by Fund

Expenditures	2011 Revised	2012 Budget
General Fund-110	3,292,003	2,864,876
Econ Dev Grants-271	33,000	40,000
Affordable Airfares-278	7,000,000	7,000,000
Total Expenditures	10,325,003	9,904,876

Budget Summary by Program

Program	Fund	Expenditures				2012 Budget	% Chg. '11-'12	Full-Time Equivalents (FTEs)		
		2010 Actual	2011 Adopted	2011 Revised	2012 Budget			2011 Adopted	2011 Revised	2012 Budget
Econ. Development	110	832,164	470,359	1,284,846	985,876	-23.3%	1.00	1.00	1.00	
Foreign Trade Zone	110	2,834	7,157	7,157	4,000	-44.1%	-	-	-	
CDBG Micro Loan	271	1,252	33,000	33,000	40,000	21.2%	-	-	-	
Affordable Airfares	Mult.	8,550,172	9,000,000	9,000,000	8,875,000	-1.4%	-	-	-	
Total		9,386,422	9,510,516	10,325,003	9,904,876	-4.1%	1.00	1.00	1.00	



Personnel Summary by Fund

Position Title(s)	Fund	Band	Budgeted Personnel Costs			Full-Time Equivalents (FTEs)			
			2011 Adopted	2011 Revised	2012 Budget	2011 Adopted	2011 Revised	2012 Budget	
Senior Administrative Officer	110	B323	63,644	63,645	61,287	1.00	1.00	1.00	
Subtotal					61,287		1.00	1.00	1.00
Add:									
Budgeted Personnel Savings (Turnover)					-				
Compensation Adjustments					-				
Overtime/On Call/Holiday Pay					-				
Benefits					25,207				
Total Personnel Budget*					86,494				

* The 2011 personnel budget accommodates one additional payroll posting period. The budget is not reflective of an individual employee's annual salary due to the timing variance between the posting of payroll and the employee's receipt of compensation.



• Economic Development

Economic Development promotes a strong and diverse regional economy by helping local businesses grow, increasing opportunity for international trade, and attracting new jobs to Sedgwick County.

Fund(s): General Fund 110

	2010	2011	2011	2012	% Chg.
	Actual	Adopted	Revised	Budget	'11-'12
Expenditures					
Personnel	84,068	87,977	89,464	86,494	-3.3%
Contractual Services	747,949	382,282	1,195,282	899,234	-24.8%
Debt Service	-	-	-	-	-
Commodities	148	100	100	148	48.0%
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	832,164	470,359	1,284,846	985,876	-23.3%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	-	-	-	-	-
Charges For Service	-	-	-	-	-
Other Revenue	-	-	-	-	-
Total Revenue	-	-	-	-	-
Full-Time Equivalents (FTEs)	1.00	1.00	1.00	1.00	0.0%

Goal(s):

- Increase business opportunities through the expansion of international trade

• Foreign Trade Zone

The Foreign Trade Zone (FTZ) is a general purpose zone where foreign and domestic goods are not within U.S. Customs territory. The zone is ready to work for businesses involved in international trade. Air, rail and surface transportation users find the international trade services and facilities convenient, user friendly, and highly cost effective. Users of the FTZ are exempt from paying duty or Federal excise taxes while the goods remain in the zone. Funding is used to promote the zone itself, training, and travel expenses for economic development staff.

Fund(s): General Fund 110

48002-110

	2010	2011	2011	2012	% Chg.
	Actual	Adopted	Revised	Budget	'11-'12
Expenditures					
Personnel	-	-	-	-	-
Contractual Services	2,834	7,157	7,157	4,000	-44.1%
Debt Service	-	-	-	-	-
Commodities	-	-	-	-	-
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	2,834	7,157	7,157	4,000	-44.1%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	-	-	-	-	-
Charges For Service	15,000	-	-	-	-
Other Revenue	300	15,150	15,150	15,302	1.0%
Total Revenue	15,300	15,150	15,150	15,302	1.0%
Full-Time Equivalents (FTEs)	-	-	-	-	-

Goal(s):

- To encourage investments and production in the United States



• Community Development Block Grant Program

The CDBG Micro Loan program assists low- and moderate- income persons establish or expand business in Sedgwick County outside the city limits of Wichita. Loan funds can be used for startup or expansion equipment, increasing inventory, leases, purchasing a building, advertising and transportation. This Micro Loan also gives special incentives within the Oaklawn/Sunview communities.

Fund(s): Econ Dev Grants 271

47001-271

	2010 Actual	2011 Adopted	2011 Revised	2012 Budget	% Chg. '11-'12
Expenditures					
Personnel	-	-	-	-	
Contractual Services	1,252	33,000	33,000	40,000	21.2%
Debt Service	-	-	-	-	
Commodities	-	-	-	-	
Capital Improvements	-	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	1,252	33,000	33,000	40,000	21.2%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	-	-	-	-	
Charges For Service	-	-	-	-	
Other Revenue	28,569	33,000	33,000	40,000	21.2%
Total Revenue	28,569	33,000	33,000	40,000	21.2%
Full-Time Equivalents (FTEs)	-	-	-	-	

• Affordable Airfares

In 2006, Sedgwick County Commissioners approved subsidy funding for the Affordable Airfares Program. This program is designed to promote economic development, tourism, and leisure travel to and from Wichita's Mid-Continent Airport. In 2006, the Kansas State Legislature adopted a \$5 million, five-year State Affordable Airfare Fund to be administered by the Kansas Department of Commerce to provide more flight options, competition and affordable airfares for Kansans. These funds will be distributed on an annual basis to the Regional Economic Area Partnership (REAP) and will be based on a 25 percent match from local government units and private entities.

Fund(s): General Fund 110/Affordable Airfares 278

	2010 Actual	2011 Adopted	2011 Revised	2012 Budget	% Chg. '11-'12
Expenditures					
Personnel	-	-	-	-	
Contractual Services	8,550,172	9,000,000	9,000,000	8,875,000	-1.4%
Debt Service	-	-	-	-	
Commodities	-	-	-	-	
Capital Improvements	-	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	8,550,172	9,000,000	9,000,000	8,875,000	-1.4%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	835,000	1,000,000	1,000,000	1,000,000	0.0%
Charges For Service	-	-	-	-	
Other Revenue	6,963,334	7,000,000	7,000,000	7,000,000	0.0%
Total Revenue	7,798,334	8,000,000	8,000,000	8,000,000	0.0%
Full-Time Equivalents (FTEs)	-	-	-	-	

Goal(s):

- Reduce airfare costs at Mid-Continent Airport

