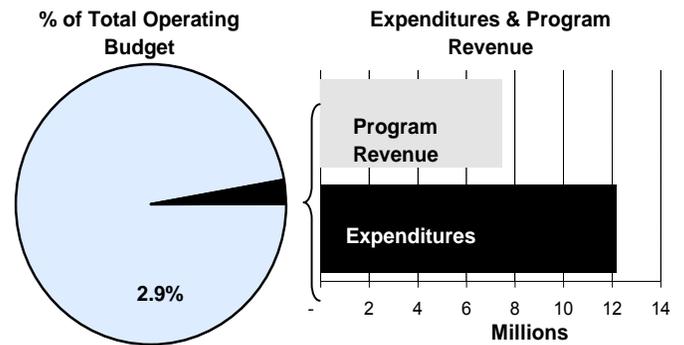
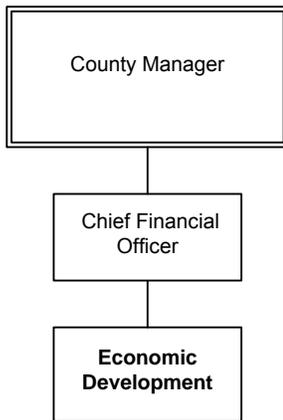


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**Mission:**

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



**Description of Major Services**

Economic Development promotes a strong and diverse regional economy by helping local businesses grow, increasing opportunity for international trade, retaining businesses and attracting new jobs to Sedgwick County. Sedgwick County Economic Development collaborates with organizations to retain and expand local businesses, and attract business that pays above median wages and salaries. Sedgwick County’s Economic Development program supports the development and growth of local businesses that, due to size or resources, face challenges in access to markets, resources, or capital.

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 a FTZ and has

expanded this resource to assist businesses in nearby counties in central Kansas.

**Programs and Functions**

The Sedgwick County Micro-Loan program provides capital to help low- and moderate-income persons establish or expand small 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.

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.

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 state’s Affordable Airfares program.

**Current and Emerging Issues**

The Great Recession has had a lasting effect on Sedgwick County’s principal business activity, which is aircraft manufacturing and service. Major employers Cessna Aircraft and Bombardier Learjet have substantially reduced employment over the past four

Budgeted Allocations to Economic Development Organizations			
	2011 Actual	2012 Revised	2013 Budget
<b>SCKEDD*</b>	\$76,988	\$72,234	\$81,432
<b>GWEDC</b>	\$300,000	\$300,000	\$300,000
<b>MAMBDC</b>	\$20,000	\$10,000	\$10,000
<b>REAP</b>	\$16,259	\$16,072	\$17,000
<b>Total</b>	<b>\$413,247</b>	<b>\$398,306</b>	<b>\$408,432</b>

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

years and are now beginning to increase their workforces as the industry slowly recovers. Another major employer, Boeing, has announced its departure from Sedgwick County in the next several years and Hawker Beechcraft is going through bankruptcy proceedings and has an uncertain future. Supporting these companies as they recover and helping other industry sectors grow to replace lost aviation manufacturing jobs is a critical issue for Sedgwick County.

Southwest Airlines has acquired AirTran, the airline that has been the principal player in bringing affordable airfares to south-central Kansas. Southwest has declared intent to begin serving Sedgwick County with Southwest planes in the next year. Assuring continued low-fare competition in this market is a critical issue for local businesses whose employees frequently travel.

**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**- Consistent level of professionalism, 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

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**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**

**Budget Adjustments**

Changes to the Economic Development 2013 budget reflect an increase of \$500,000 in contractual services to support a 2012 agreement with the Wichita Airport Authority/Bombardier Learjet, an increase of \$750,000 in contractual services to support a previous forgivable loan agreement with Spirit AeroSystems and an increase of \$1,000,000 in contractual services as part of an enhanced Economic Development funding pool. The 2013 budget also includes \$500,000 for the loan agreement with Hawker Beechcraft.



**Significant Adjustments From Previous Budget Year**

	Expenditures	Revenue	FTEs
• Increase contractals due to Wichita Airport Authority/Bombardier Learjet agreement from 2012	500,000		
• Increase contractals due to previous forgivable loan agreement with Spirit AeroSystems	750,000		
• Increase contractals due to enhanced Economic Development funding pool	1,000,000		
<b>Total</b>	<b>2,250,000</b>	<b>-</b>	<b>-</b>

**Budget Summary by Category**

**Budget Summary by Fund**

Expenditures	2011	2012	2012	2013	% Chg.	Expenditures	2012	2013
	Actual	Adopted	Revised				Budget	Revised
Personnel	88,118	86,494	86,494	87,625	1.3%	General Fund-110	3,386,188	5,170,304
Contractual Services	9,141,374	9,818,234	10,338,546	11,789,197	14.0%	Econ Dev Grants-271	40,000	40,000
Debt Service	-	-	-	-	-	Affordable Airfares-278	7,000,000	7,000,000
Commodities	-	148	1,148	148	-87.1%			
Capital Improvements	-	-	-	-	-			
Capital Equipment	-	-	-	-	-			
Interfund Transfers	11,631	-	-	333,334				
<b>Total Expenditures</b>	<b>9,241,123</b>	<b>9,904,876</b>	<b>10,426,188</b>	<b>12,210,304</b>	<b>17.1%</b>	<b>Total Expenditures</b>	<b>10,426,188</b>	<b>12,210,304</b>
<b>Revenue</b>								
Taxes	-	-	-	-	-			
Intergovernmental	791,667	1,000,000	1,000,000	791,667	-20.8%			
Charges For Service	15,000	-	-	-	-			
Other Revenue	6,478,429	7,055,302	7,055,302	7,055,455	0.0%			
<b>Total Revenue</b>	<b>7,285,096</b>	<b>8,055,302</b>	<b>8,055,302</b>	<b>7,847,122</b>	<b>-2.6%</b>			
<b>Full-Time Equivalents (FTEs)</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>0.0%</b>			

**Budget Summary by Program**

Program	Fund	Expenditures				2013	% Chg.	Full-Time Equivalents (FTEs)		
		2011	2012	2012	2013			2012	2012	2013
		Actual	Adopted	Revised	Budget	'12-'13	Adopted	Revised	Budget	
Econ. Development	110	1,133,252	985,876	1,507,188	3,249,637	115.6%	1.00	1.00	1.00	
Foreign Trade Zone	110	8,954	4,000	4,000	4,000	0.0%	-	-	-	
CDBG Micro Loan	271	22,057	40,000	40,000	40,000	0.0%	-	-	-	
Affordable Airfares	Mult.	8,076,860	8,875,000	8,875,000	8,916,667	0.5%	-	-	-	
<b>Total</b>		<b>9,241,123</b>	<b>9,904,876</b>	<b>10,426,188</b>	<b>12,210,304</b>	<b>17.1%</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	



**Personnel Summary by Fund**

Position Title(s)	Fund	Band	Budgeted Personnel Costs			Full-Time Equivalents (FTEs)			
			2012 Adopted	2012 Revised	2013 Budget	2012 Adopted	2012 Revised	2013 Budget	
Senior Administrative Officer	110	B323	61,287	61,287	61,287	1.00	1.00	1.00	
<b>Subtotal</b>					<b>61,287</b>		<b>1.00</b>	<b>1.00</b>	<b>1.00</b>
Add:									
Budgeted Personnel Savings (Turnover)					-				
Compensation Adjustments					-				
Overtime/On Call/Holiday Pay					-				
Benefits					26,338				
<b>Total Personnel Budget</b>					<b>87,625</b>				



**• 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. Funding is used to support the Greater Wichita Economic Development Coalition, the Mid-America Minority Business Development Council, the Regional Economic Area Partnership, and the South Central Kansas Economic Development District. In addition, this fund center accounts for funding for previously adopted economic development incentives and forgivable loans to new and existing expanding businesses within Sedgwick County such as Hawker Beechcraft, Spirit AeroSystems and Bombardier Learjet. Additional funds for future economic development incentives and forgivable loans are set aside within the General Fund Reserves program area.

**Fund(s): General Fund 110**

	2011 Actual	2012 Adopted	2012 Revised	2013 Budget	% Chg. '12-'13
<b>Expenditures</b>					
Personnel	88,118	86,494	86,494	87,625	1.3%
Contractual Services	1,045,134	899,234	1,420,546	3,161,864	122.6%
Debt Service	-	-	-	-	-
Commodities	-	148	148	148	0.0%
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
<b>Total Expenditures</b>	<b>1,133,252</b>	<b>985,876</b>	<b>1,507,188</b>	<b>3,249,637</b>	<b>115.6%</b>
<b>Revenue</b>					
Taxes	-	-	-	-	-
Intergovernmental	-	-	-	-	-
Charges For Service	-	-	-	-	-
Other Revenue	300	-	-	-	-
<b>Total Revenue</b>	<b>300</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Full-Time Equivalents (FTEs)</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>0.0%</b>

**Goal(s):**

- To encourage investments and production in Sedgwick County

**• 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

	2011 Actual	2012 Adopted	2012 Revised	2013 Budget	% Chg. '12-'13
<b>Expenditures</b>					
Personnel	-	-	-	-	-
Contractual Services	8,954	4,000	3,000	4,000	33.3%
Debt Service	-	-	-	-	-
Commodities	-	-	1,000	-	-100.0%
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
<b>Total Expenditures</b>	<b>8,954</b>	<b>4,000</b>	<b>4,000</b>	<b>4,000</b>	<b>0.0%</b>
<b>Revenue</b>					
Taxes	-	-	-	-	-
Intergovernmental	-	-	-	-	-
Charges For Service	15,000	-	-	-	-
Other Revenue	-	15,302	15,302	15,455	1.0%
<b>Total Revenue</b>	<b>15,000</b>	<b>15,302</b>	<b>15,302</b>	<b>15,455</b>	<b>1.0%</b>
<b>Full-Time Equivalents (FTEs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Goal(s):**

- Increase business opportunities through the expansion of international trade



### • 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

	2011	2012	2012	2013	% Chg.
	Actual	Adopted	Revised	Budget	'12-'13
<b>Expenditures</b>					
Personnel	-	-	-	-	-
Contractual Services	22,057	40,000	40,000	40,000	0.0%
Debt Service	-	-	-	-	-
Commodities	-	-	-	-	-
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
<b>Total Expenditures</b>	<b>22,057</b>	<b>40,000</b>	<b>40,000</b>	<b>40,000</b>	<b>0.0%</b>
<b>Revenue</b>					
Taxes	-	-	-	-	-
Intergovernmental	-	-	-	-	-
Charges For Service	-	-	-	-	-
Other Revenue	11,498	40,000	40,000	40,000	0.0%
<b>Total Revenue</b>	<b>11,498</b>	<b>40,000</b>	<b>40,000</b>	<b>40,000</b>	<b>0.0%</b>
<b>Full-Time Equivalents (FTEs)</b>	-	-	-	-	-

- Foster the growth of entrepreneurial business in Sedgwick County

### • 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 are 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. The Affordable Airfares fund center is used to account for the county's payment of matching funds to REAP and to account for our receipt of money from the City of Wichita to pay half of the matching amount.

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

	2011	2012	2012	2013	% Chg.
	Actual	Adopted	Revised	Budget	'12-'13
<b>Expenditures</b>					
Personnel	-	-	-	-	-
Contractual Services	8,065,229	8,875,000	8,875,000	8,583,333	-3.3%
Debt Service	-	-	-	-	-
Commodities	-	-	-	-	-
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	11,631	-	-	333,334	-
<b>Total Expenditures</b>	<b>8,076,860</b>	<b>8,875,000</b>	<b>8,875,000</b>	<b>8,916,667</b>	<b>0.5%</b>
<b>Revenue</b>					
Taxes	-	-	-	-	-
Intergovernmental	791,667	1,000,000	1,000,000	791,667	-20.8%
Charges For Service	-	-	-	-	-
Other Revenue	6,466,631	7,000,000	7,000,000	7,000,000	0.0%
<b>Total Revenue</b>	<b>7,258,298</b>	<b>8,000,000</b>	<b>8,000,000</b>	<b>7,791,667</b>	<b>-2.6%</b>
<b>Full-Time Equivalents (FTEs)</b>	-	-	-	-	-

#### Goal(s):

- Reduce airfare costs at Mid-Continent Airport