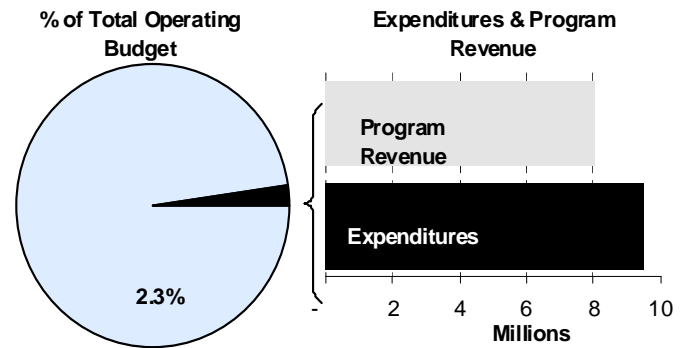
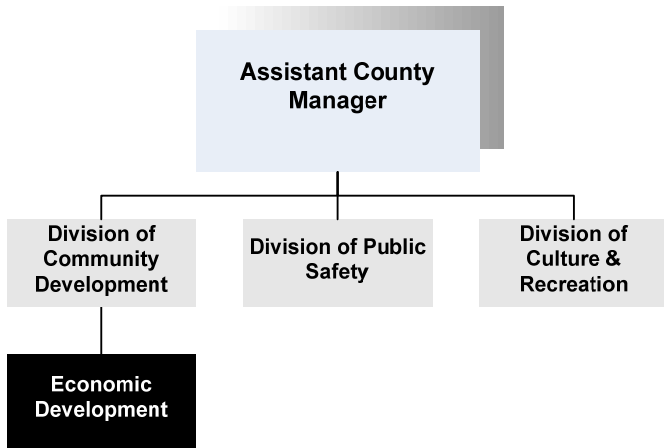


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Mission:

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



Program Information

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

The Sedgwick County Foreign Trade Zone (FTZ) is 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. Funding is used for promotion of the zone itself, training, and travel expenses for Economic Development staff. The benefit of zone use is determined by the location of the company’s operations in the United States, not by its ownership. If an American-owned company and a foreign-owned company have identical trade operations, the potential benefit of the U.S. Foreign-Trade Zones program for each of them will be identical. The U.S. FTZ program encourages investment and production in

the United States that might otherwise take place in another country.

The Sedgwick County Micro-Loan program promotes development within various community neighborhoods. The 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 fourteen 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.

Beginning in 2005, Sedgwick County and the City of Wichita adopted a transportation service agreement to provide a funding subsidy for AirTran Airways. This airline, operating out of Wichita’s Mid-Continent Airport, provides lower fares for citizens traveling to and from Wichita, encouraging airline competition in the Wichita market. The subsidy is part of the Affordable Airfares program.

Departmental 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 only 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.

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 2009, the Board of County Commissioners approved forgivable loans to Flight Safety International, Spirit Aerosystems, and Nex-Tech.

Department Accomplishments

The presence of AirTran and their corresponding pricing structure has had a significant impact on airfares at

Wichita Mid-Continent Airport. In the year ending October 30, 2009, 452,000 passengers traveled between Wichita and the 24 eastern cities served by AirTran that fall in the 50 most popular destinations from Wichita. As contrasted with average one-way airfares in 2001 prior to AirTran’s entry into this market, those travelers saved 34 percent, an average of \$78 per ticket because of AirTran’s presence in this market.

Budget Adjustments

Changes to the Economic Development 2011 budget reflect a one percent increase in contractual, commodity, and capital equipment based on 2009 actual expenditures for property tax supported funds as well as an additional \$500,000 in Affordable Airfares.

Alignment with County Values

- **Equal Opportunity -**
Support programs to develop businesses traditionally having difficulty accessing the marketplace
- **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

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**

Significant Adjustments From Previous Budget Year

- Adjustment in Affordable Airfares contract

Expenditures	Revenue	FTEs
500,000		

Total	500,000	-	-
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Budget Summary by Category

	2009 Actual	2010 Adopted	2010 Revised	2011 Budget	% Chg. '10-'11
Expenditures					
Personnel	82,097	84,065	84,065	87,977	4.7%
Contractual Services	7,704,348	8,847,761	8,847,761	9,422,439	6.5%
Debt Service	-	-	-	-	-
Commodities	30	400	400	100	-75.0%
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	7,786,475	8,932,226	8,932,226	9,510,516	6.5%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	812,500	835,000	835,000	1,000,000	19.8%
Charges For Service	-	-	-	-	-
Other Revenue	11,895,243	6,549,822	6,549,822	7,048,150	7.6%
Total Revenue	12,707,743	7,384,822	7,384,822	8,048,150	9.0%
Full-Time Equivalents (FTEs)	1.00	1.00	1.00	1.00	0.0%

Budget Summary by Fund

Expenditures	2010 Revised	2011 Budget
General Fund-110	2,397,404	2,477,516
Econ Dev Grants-271	34,822	33,000
Affordable Airfares-278	6,500,000	7,000,000
Total Expenditures	8,932,226	9,510,516

Budget Summary by Program

Program	Fund	Expenditures			2011 Budget	% Chg. '10-'11
		2009 Actual	2010 Adopted	2010 Revised		
Econ. Development	110	837,298	720,147	720,147	470,359	-34.7%
Foreign Trade Zone	110	3,336	7,257	7,257	7,157	-1.4%
CDBG Micro Loan	271	31,396	34,822	34,822	33,000	-5.2%
Affordable Airfares	Mult.	6,914,444	8,170,000	8,170,000	9,000,000	10.2%
Total		7,786,475	8,932,226	8,932,226	9,510,516	6.5%

Full-Time Equivalents (FTEs)		
2010 Adopted	2010 Revised	2011 Budget
1.00	1.00	1.00
-	-	-
-	-	-
-	-	-
1.00	1.00	1.00



Personnel Summary by Fund

Position Title(s)	Fund	Band	Budgeted Personnel Costs			Full-Time Equivalents (FTEs)			
			2010 Adopted	2010 Revised	2011 Budget	2010 Adopted	2010 Revised	2011 Budget	
Senior Administrative Officer	110	B323	60,091	61,287	63,644	1.00	1.00	1.00	
Subtotal					63,644		1.00	1.00	1.00
Add:									
Budgeted Personnel Savings (Turnover)					-				
Compensation Adjustments					-				
Overtime/On Call/Holiday Pay					-				
Benefits					24,333				
Total Personnel Budget*					87,977				

* 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. The 2009 Actual budget reflects a one-time revenue of \$5,000,000 paid from Cessna for a reimbursement of a forgivable loan issued for the Columbus project in 2008 which was later cancelled.

Fund(s): General Fund 110

	2009 Actual	2010 Adopted	2010 Revised	2011 Budget	% Chg. '10-'11
Expenditures					
Personnel	82,097	84,065	84,065	87,977	4.7%
Contractual Services	755,171	635,682	635,682	382,282	-39.9%
Debt Service	-	-	-	-	
Commodities	30	400	400	100	-75.0%
Capital Improvements	-	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	837,298	720,147	720,147	470,359	-34.7%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	-	-	-	-	
Charges For Service	-	-	-	-	
Other Revenue	5,287,689	-	-	-	
Total Revenue	5,287,689	-	-	-	
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

	2009 Actual	2010 Adopted	2010 Revised	2011 Budget	% Chg. '10-'11
Expenditures					
Personnel	-	-	-	-	
Contractual Services	3,336	7,257	7,257	7,157	-1.4%
Debt Service	-	-	-	-	
Commodities	-	-	-	-	
Capital Improvements	-	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	3,336	7,257	7,257	7,157	-1.4%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	-	-	-	-	
Charges For Service	-	-	-	-	
Other Revenue	70	15,000	15,000	15,150	1.0%
Total Revenue	70	15,000	15,000	15,150	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

	2009	2010	2010	2011	% Chg.
	Actual	Adopted	Revised	Budget	'10-'11
Expenditures					
Personnel	-	-	-	-	-
Contractual Services	31,396	34,822	34,822	33,000	-5.2%
Debt Service	-	-	-	-	-
Commodities	-	-	-	-	-
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	31,396	34,822	34,822	33,000	-5.2%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	-	-	-	-	-
Charges For Service	-	-	-	-	-
Other Revenue	17,484	34,822	34,822	33,000	-5.2%
Total Revenue	17,484	34,822	34,822	33,000	-5.2%
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. Thus far, Kansans have saved more than \$300 million and air passenger travel has increased by 24 percent. 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

	2009	2010	2010	2011	% Chg.
	Actual	Adopted	Revised	Budget	'10-'11
Expenditures					
Personnel	-	-	-	-	-
Contractual Services	6,914,444	8,170,000	8,170,000	9,000,000	10.2%
Debt Service	-	-	-	-	-
Commodities	-	-	-	-	-
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	6,914,444	8,170,000	8,170,000	9,000,000	10.2%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	812,500	835,000	835,000	1,000,000	19.8%
Charges For Service	-	-	-	-	-
Other Revenue	6,590,000	6,500,000	6,500,000	7,000,000	7.7%
Total Revenue	7,402,500	7,335,000	7,335,000	8,000,000	9.1%
Full-Time Equivalents (FTEs)	-	-	-	-	-

Goal(s):

- Reduce airfare costs at Mid-Continent Airport