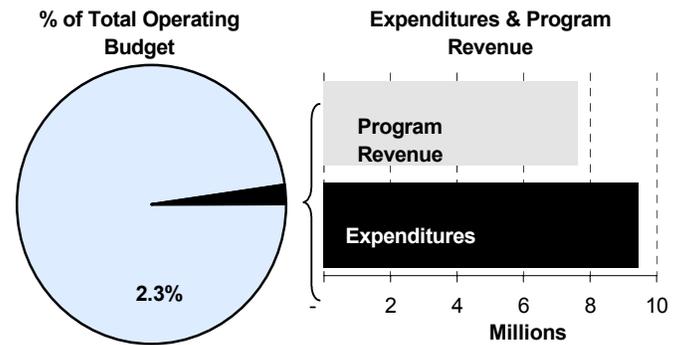
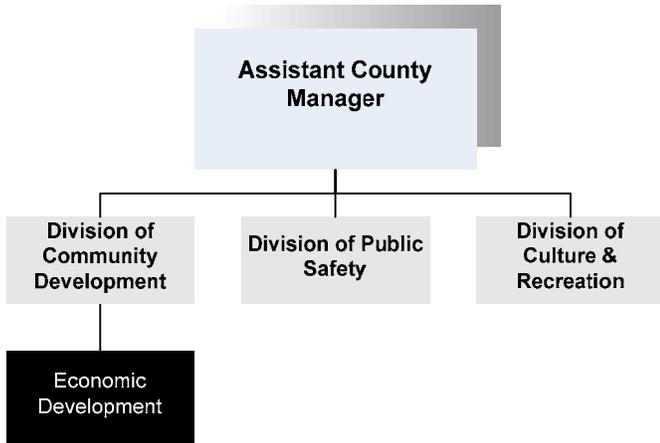




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Mission:

- 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.

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 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.

The presence of AirTran and their corresponding pricing structure has had a significant impact on airfares at Wichita Mid-Continent Airport, contributing to a 30 percent overall reduction in airfares and a corresponding 33 percent increase in passengers. It is estimated that the savings to the air travelers using Wichita Mid-Continent Airport as a result of the presence of AirTran exceeds \$300 million.

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.

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**

Department Accomplishment

While working toward its mission and goals, Economic Development has formed partnerships with the following entities.

- Greater Wichita Economic Development Coalition (GWEDC)
- Mid America Minority Business Development Council (MAMBDC)
- National Association of Foreign Trade Zones (NAFTZ)
- Small Business Development Consortium
- South Central Kansas Economic Development District (SCKEDD)
- Wichita Area Outlook Team
- Wichita Hispanic

Chamber of Commerce

Budget Adjustments

Kansas Governor, Kathleen Sebelius signed a bill on April 23, 2008 authorizing economic development assistance for Cessna Aircraft Co. Wichita and Sedgwick County also offered forgivable loans of \$5 million each. The changes to Economic Development’s 2009 budget reflect \$481,000 the County’s portion of the forgivable loan to Cessna Aircraft Co.



Budget Adjustments From Previous Fiscal Year

- Cessna forgivable loan match

Expenditures	Revenue	FTEs
481,000		

Total 481,000 - -

Budget Summary by Category

Budget Summary by Fund

Expenditures	2007	2008	2008	2009	% Chg.	Expenditures	2008	2009
	Actual	Adopted	Revised				Budget	08-09
Personnel	78,153	81,256	81,256	82,918	2.0%	General Fund	2,138,638	2,627,257
Contractual Services	7,974,121	8,726,982	8,746,982	9,376,017	7.2%	Econ Dev - Grants	35,290	35,278
Debt Service	1,653	-	1,380	-	-100.0%	Affordable Airfares	6,670,000	6,796,800
Commodities	47	400	400	400	0.0%			
Capital Improvements	13,633	-	13,910	-	-100.0%			
Capital Equipment	-	-	-	-				
Interfund Transfers	-	-	-	-				
Total Expenditures	8,067,607	8,808,638	8,843,928	9,459,335	7.0%	Total Expenditures	8,843,928	9,459,335
Revenue								
Taxes	-	-	-	-				
Intergovernmental	1,000,000	835,000	875,000	1,165,000	33.1%			
Charges For Service	-	-	-	-				
Other Revenue	6,729,634	6,670,000	6,685,290	6,502,078	-2.7%			
Total Revenue	7,729,634	7,505,000	7,560,290	7,667,078	1.4%			
Full-Time Equivalents (FTEs)	1.00	1.00	1.00	1.00	0.0%			

Budget Summary by Program

Program	Fund	Expenditures				2009	% Chg.	Full-Time Equivalents (FTEs)		
		2007	2008	2008	2009			2008	2008	2009
		Actual	Adopted	Revised	Budget	08-09	Adopted	Revised	Budget	
Econ. Development	110	454,380	462,353	462,353	950,000	105.5%	1.00	1.00	1.00	
CDBG Micro Loan	271	3,771	-	20,000	35,278	76.4%	-	-	-	
United Warehouse	271	15,286	-	15,290	-	-100.0%	-	-	-	
Foreign Trade Zone	110	3,194	6,285	6,285	7,257	15.5%	-	-	-	
Affordable Airfares	Mult.	7,590,976	8,340,000	8,340,000	8,466,800	1.5%	-	-	-	
Total		8,067,607	8,808,638	8,843,928	9,459,335	7.0%	1.00	1.00	1.00	



● 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

	2007	2008	2008	2009	% Chg.
	Actual	Adopted	Revised	Budget	08-09
Expenditures					
Personnel	78,153	81,256	81,256	82,918	2.0%
Contractual Services	376,179	380,697	380,697	866,682	127.7%
Debt Service	-	-	-	-	-
Commodities	47	400	400	400	0.0%
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	454,380	462,353	462,353	950,000	105.5%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	-	-	20,000	-	-100.0%
Charges For Service	-	-	-	-	-
Other Revenue	800	-	-	-	-
Total Revenue	800	-	20,000	-	-100.0%
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

● CDBG Micro Loan

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

	2007	2008	2008	2009	% Chg.
	Actual	Adopted	Revised	Budget	08-09
Expenditures					
Personnel	-	-	-	-	-
Contractual Services	3,771	-	20,000	35,278	76.4%
Debt Service	-	-	-	-	-
Commodities	-	-	-	-	-
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	3,771	-	20,000	35,278	76.4%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	-	-	20,000	-	-100.0%
Charges For Service	-	-	-	-	-
Other Revenue	33,548	-	-	35,278	-
Total Revenue	33,548	-	20,000	35,278	76.4%
Full-Time Equivalents (FTEs)	-	-	-	-	-



• United Warehouse

The United Warehouse Company received a \$275,000 grant through the Community Development Block Grant program, a program offered through the State of Kansas to provide federal dollars to encourage business expansion, to assist in a \$550,000 project that would bring railroad cars to its operations facility. The project brought new jobs and greater efficiency to the company's operations. The grant was administered and monitored through the Economic Development Department and was complete in 2008.

Fund(s): Econ Dev - Grants 271

47002-271

	2007	2008	2008	2009	% Chg.
	Actual	Adopted	Revised	Budget	08-09
Expenditures					
Personnel	-	-	-	-	
Contractual Services	-	-	-	-	
Debt Service	1,653	-	1,380	-	-100.0%
Commodities	-	-	-	-	
Capital Improvements	13,633	-	13,910	-	-100.0%
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	15,286	-	15,290	-	-100.0%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	-	-	-	-	
Charges For Service	-	-	-	-	
Other Revenue	15,286	-	15,290	-	-100.0%
Total Revenue	15,286	-	15,290	-	-100.0%
Full-Time Equivalents (FTEs)	-	-	-	-	

• 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

	2007	2008	2008	2009	% Chg.
	Actual	Adopted	Revised	Budget	08-09
Expenditures					
Personnel	-	-	-	-	
Contractual Services	3,194	6,285	6,285	7,257	15.5%
Debt Service	-	-	-	-	
Commodities	-	-	-	-	
Capital Improvements	-	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	3,194	6,285	6,285	7,257	15.5%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	-	-	-	-	
Charges For Service	-	-	-	-	
Other Revenue	-	-	-	-	
Total Revenue	-	-	-	-	
Full-Time Equivalents (FTEs)	-	-	-	-	

Goal(s):

- To encourage investment and production in the United States



• 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

	2007	2008	2008	2009	% Chg.
	Actual	Adopted	Revised	Budget	08-09
Expenditures					
Personnel	-	-	-	-	-
Contractual Services	7,590,976	8,340,000	8,340,000	8,466,800	1.5%
Debt Service	-	-	-	-	-
Commodities	-	-	-	-	-
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	7,590,976	8,340,000	8,340,000	8,466,800	1.5%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	1,000,000	835,000	835,000	1,165,000	39.5%
Charges For Service	-	-	-	-	-
Other Revenue	6,680,000	6,670,000	6,670,000	6,466,800	-3.0%
Total Revenue	7,680,000	7,505,000	7,505,000	7,631,800	1.7%
Full-Time Equivalents (FTEs)	-	-	-	-	-

Goal(s):

- Reduce airfare costs at Mid-Continent Airport