

# Economic Development

***Mission:*** *Develop and sustain a strong and diverse regional economy by working with regional partners to attract and grow talent, enhance opportunities for businesses to retain or attract new jobs in the region, support healthy, vibrant communities, expand the County's tax base and promote initiatives to enhance our quality of place.*

**Brent Shelton**  
Deputy Chief Financial Officer

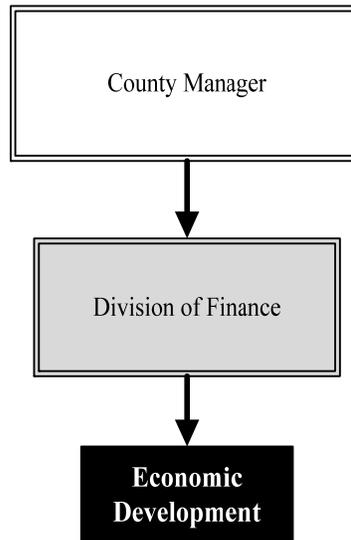
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## Overview

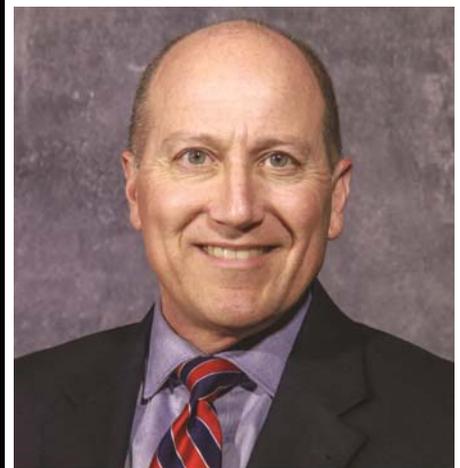
Sedgwick County economic development collaborates with other governments, partner organizations, and businesses to retain and expand local businesses and attract new companies that pay above average wages and create and retain value added jobs. The County is a grantee for Foreign Trade Zone (FTZ) #161, a general purpose zone in which goods are not within U.S. Customs territory. Companies using the FTZ are exempt from paying duty or Federal excise taxes while the goods remain in the zone, thus lowering costs of the importing business and encouraging investment and production that might otherwise take place in another country.

Sedgwick County applies consistent guidelines to analyzing economic development incentives; to assure prudent stewardship of public financial resources and a positive economic benefit that meets or exceeds the public investment.



## Strategic Goals:

- Foster collaboration among regional players, including work toward standardization of governmental agency and economic development organization processes and procedures, including clear definition of roles and flow chart for officials and citizens
- Develop the County's role as a data clearinghouse and regional facilitator
- Retain and expand value added jobs through judicious use of relocation / expansion incentives



# Accomplishments and Strategic Results

## Accomplishments

Accomplishments for 2018 include:

- Sedgwick County supported an economic development agreement with the City of Wichita and Spirit AeroSystems, Inc., which provided \$7.0 million in funding for the construction and operation of a new structure on the Spirit campus. The agreement called for an additional 1,000 jobs with an average annual base level wage of \$56,000.
- Sedgwick County senior leadership served on the Greater Wichita Partnership (GWP) Strategic Advisory Team and provided the impetus for the review and development of a new organizational strategic plan.
- Sedgwick County supported regional economic development efforts, including the GWP, the Foreign Direct Export Plan, and the South Central Kansas Economic Development District (SCKEDD), developing incentives to create and maintain thousands of value added jobs in the region.

## Strategic Results

A strategic priority of Sedgwick County is to be known for developing and expanding a world class, diversified workforce that meets the educational and skill requirements of the existing and potential business community. In cooperation with the GWP and other regional economic development agencies and local governments, a marketing strategy highlighting the strengths of the Wichita area as a great place to live and work is under development.

Sedgwick County is guiding and participating in the formulation of a comprehensive regional economic development strategic plan, assuring cooperation and synergy between business, education, government, and economic development organizations to strengthen and diversify the regional economy. The plan builds on the 2015 Blueprint for Regional Economic Growth by focusing on five strategic pillars across seven target industry sectors to drive new initiatives to enhance and promote our economic vitality and quality of place.

Sedgwick County continues to support the recovery in the aerospace and aircraft manufacturing and service industry which represent major regional employers. The County also continues to support diversification based on the growth of other important industry sectors.

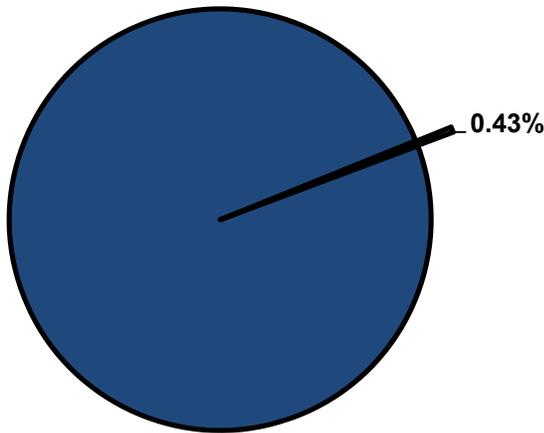


## Significant Budget Adjustments

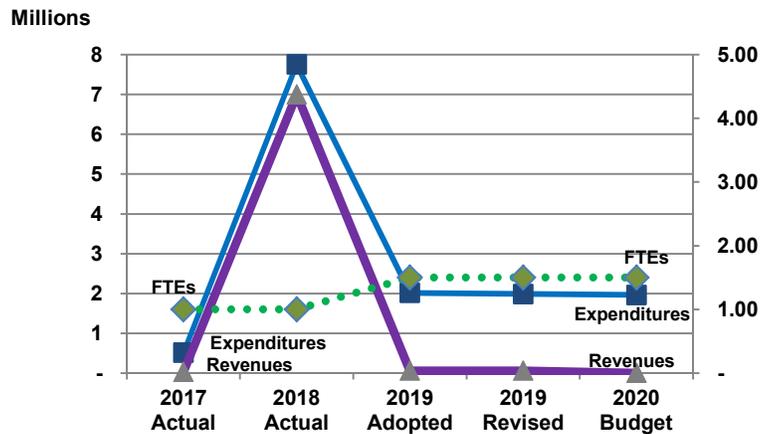
Significant adjustment's to Economic Development's 2020 budget include a reduction in funding due to the end of the Micro Loan program (\$40,000).

**Departmental Graphical Summary**

**Economic Development**  
Percent of Total County Operating Budget



**Expenditures, Program Revenue & FTEs**  
All Operating Funds



**Budget Summary by Category**

	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	Amount Chg '19 Rev.-'20	% Chg '19 Rev.-'20
<b>Expenditures</b>							
Personnel	87,837	77,723	159,258	159,258	142,340	(16,918)	-10.62%
Contractual Services	417,225	7,678,302	1,848,798	1,823,798	1,809,248	(14,550)	-0.80%
Debt Service	-	-	-	-	-	-	-
Commodities	6,881	248	5,450	5,450	9,587	4,137	75.91%
Capital Improvements	-	-	-	-	-	-	-
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	-	-	-	-	-	-	-
<b>Total Expenditures</b>	<b>511,942</b>	<b>7,756,273</b>	<b>2,013,506</b>	<b>1,988,506</b>	<b>1,961,175</b>	<b>(27,331)</b>	<b>-1.37%</b>
<b>Revenues</b>							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	-	-	-	-	-	-
Charges for Services	7,500	500	7,500	7,500	4,000	(3,500)	-46.67%
All Other Revenue	16,152	7,001,497	52,400	52,400	-	(52,400)	-100.00%
<b>Total Revenues</b>	<b>23,652</b>	<b>7,001,997</b>	<b>59,900</b>	<b>59,900</b>	<b>4,000</b>	<b>(55,900)</b>	<b>-93.32%</b>
<b>Full-Time Equivalents (FTEs)</b>							
Property Tax Funded	1.00	1.00	1.50	1.50	1.50	-	0.00%
Non-Property Tax Funded	-	-	-	-	-	-	-
<b>Total FTEs</b>	<b>1.00</b>	<b>1.00</b>	<b>1.50</b>	<b>1.50</b>	<b>1.50</b>	<b>-</b>	<b>0.00%</b>

**Budget Summary by Fund**

Fund	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	Amount Chg '19 Rev.-'20	% Chg '19 Rev.-'20
General Fund	511,517	7,633,371	1,973,506	1,948,506	1,961,175	12,669	0.65%
Econ. Devo. Grants	425	122,901	40,000	40,000	-	(40,000)	-100.00%
<b>Total Expenditures</b>	<b>511,942</b>	<b>7,756,273</b>	<b>2,013,506</b>	<b>1,988,506</b>	<b>1,961,175</b>	<b>(27,331)</b>	<b>-1.37%</b>

**Significant Budget Adjustments from Prior Year Revised Budget**

	Expenditures	Revenues	FTEs
Reduction due to end of Micro Loan program	(40,000)	(40,000)	
<b>Total</b>	(40,000)	(40,000)	-

**Budget Summary by Program**

Program	Fund	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	% Chg '19 Rev.-'20	2020 FTEs
Econ. Development	110	509,414	7,633,371	1,969,506	1,944,506	1,957,175	0.65%	1.50
Foreign Trade Zone	110	2,104	-	4,000	4,000	4,000	-	-
CDBG Micro Loan	271	425	122,901	40,000	40,000	-	-100.00%	-
<b>Total</b>		<b>511,942</b>	<b>7,756,273</b>	<b>2,013,506</b>	<b>1,988,506</b>	<b>1,961,175</b>	<b>-1.37%</b>	<b>1.50</b>

**Personnel Summary By Fund**

Position Titles	Fund	Grade	Budgeted Compensation Comparison			FTE Comparison		
			2019 Adopted	2019 Revised	2020 Budget	2019 Adopted	2019 Revised	2020 Budget
Economic Development & Tax System Dir.	110	GRADE138	45,898	47,830	47,830	0.50	0.50	0.50
Senior Administrative Officer	110	GRADE127	63,522	43,420	43,420	1.00	1.00	1.00
<b>Subtotal</b>					<b>91,250</b>			
Add:								
Budgeted Personnel Savings					-			
Compensation Adjustments					4,421			
Overtime/On Call/Holiday Pay					-			
Benefits					46,668			
<b>Total Personnel Budget</b>					<b>142,340</b>	<b>1.50</b>	<b>1.50</b>	<b>1.50</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.

#### Fund(s): County General Fund 110

Expenditures	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	Amnt. Chg. '19 - '20	% Chg. '19 - '20
Personnel	87,837	77,723	159,258	159,258	142,340	(16,918)	-10.6%
Contractual Services	414,696	7,555,400	1,804,798	1,779,798	1,805,248	25,450	1.4%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	6,881	248	5,450	5,450	9,587	4,137	75.9%
Capital Improvements	-	-	-	-	-	-	0.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
<b>Total Expenditures</b>	<b>509,414</b>	<b>7,633,371</b>	<b>1,969,506</b>	<b>1,944,506</b>	<b>1,957,175</b>	<b>12,669</b>	<b>0.7%</b>
<b>Revenues</b>							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	12,445	7,000,000	12,400	12,400	-	(12,400)	-100.0%
<b>Total Revenues</b>	<b>12,445</b>	<b>7,000,000</b>	<b>12,400</b>	<b>12,400</b>	<b>-</b>	<b>(12,400)</b>	<b>-100.0%</b>
<b>Full-Time Equivalents (FTEs)</b>	<b>1.00</b>	<b>1.00</b>	<b>1.50</b>	<b>1.50</b>	<b>1.50</b>	<b>-</b>	<b>0.0%</b>

### • 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, for training, and for travel expenses for economic development staff.

#### Fund(s): County General Fund 110

Expenditures	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	Amnt. Chg. '19 - '20	% Chg. '19 - '20
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	2,104	-	4,000	4,000	4,000	-	0.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	-	-	-	-	-	-	0.0%
Capital Improvements	-	-	-	-	-	-	0.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
<b>Total Expenditures</b>	<b>2,104</b>	<b>-</b>	<b>4,000</b>	<b>4,000</b>	<b>4,000</b>	<b>-</b>	<b>0.0%</b>
<b>Revenues</b>							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	7,500	500	7,500	7,500	4,000	(3,500)	-46.7%
All Other Revenue	-	-	-	-	-	-	0.0%
<b>Total Revenues</b>	<b>7,500</b>	<b>500</b>	<b>7,500</b>	<b>7,500</b>	<b>4,000</b>	<b>(3,500)</b>	<b>-46.7%</b>
<b>Full-Time Equivalents (FTEs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>

**• Community Development Block Grants Micro Loan Program**

The Community Development Block Grants (CDBG) Micro Loan program assisted low and moderate income persons establish or expand business in Sedgwick County outside the city limits of Wichita. Loan funds could be used for startup or expansion equipment, increasing inventory, leases, purchasing a building, advertising, and transportation. This Micro Loan also gave special incentives within the Oaklawn/Sunview communities.

<b>Fund(s): Economic Development - Grants 271</b>								
<b>Expenditures</b>	<b>2017 Actual</b>	<b>2018 Actual</b>	<b>2019 Adopted</b>	<b>2019 Revised</b>	<b>2020 Budget</b>	<b>Amnt. Chg. '19 - '20</b>	<b>% Chg. '19 - '20</b>	
Personnel	-	-	-	-	-	-	0.0%	
Contractual Services	425	122,901	40,000	40,000	-	(40,000)	-100.0%	
Debt Service	-	-	-	-	-	-	0.0%	
Commodities	-	-	-	-	-	-	0.0%	
Capital Improvements	-	-	-	-	-	-	0.0%	
Capital Equipment	-	-	-	-	-	-	0.0%	
Interfund Transfers	-	-	-	-	-	-	0.0%	
<b>Total Expenditures</b>	<b>425</b>	<b>122,901</b>	<b>40,000</b>	<b>40,000</b>	<b>-</b>	<b>(40,000)</b>	<b>-100.0%</b>	
<b>Revenues</b>								
Taxes	-	-	-	-	-	-	0.0%	
Intergovernmental	-	-	-	-	-	-	0.0%	
Charges For Service	-	-	-	-	-	-	0.0%	
All Other Revenue	3,708	1,497	40,000	40,000	-	(40,000)	-100.0%	
<b>Total Revenues</b>	<b>3,708</b>	<b>1,497</b>	<b>40,000</b>	<b>40,000</b>	<b>-</b>	<b>(40,000)</b>	<b>-100.0%</b>	
<b>Full-Time Equivalents (FTEs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>	