

# Economic Development

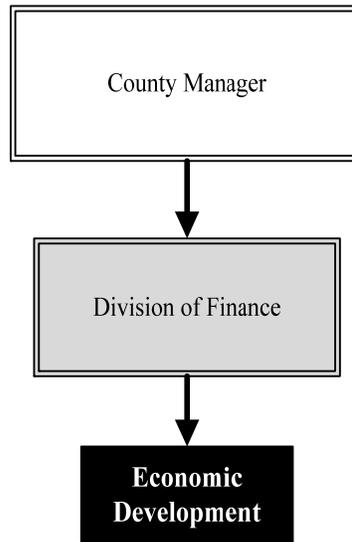
***Mission:*** *Develop and sustain a strong and diverse regional economy by working with regional partners to attract and grow talent, enhance opportunities for businesses to retain or attract new jobs in the region, support healthy and vibrant communities, expand the County’s tax base, and promote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

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## Overview

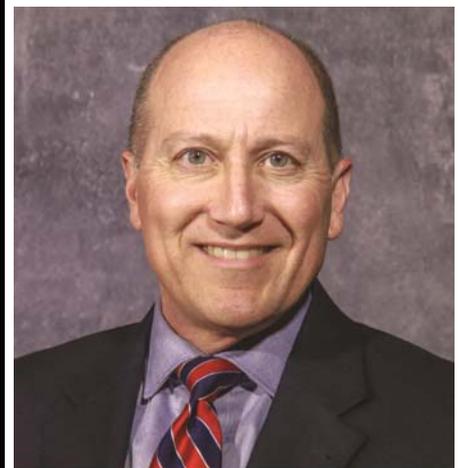
Sedgwick County Economic Development collaborates with other governments, partner organizations, and businesses to retain and expand local businesses and attract new companies that pay above average wages and create and retain value added jobs. The County is a grantee for Foreign Trade Zone (FTZ) #161, 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 working toward standardization of governmental agency and economic development organization processes and procedures, as well as a clear definition of roles and a 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 2019 include:

- Sedgwick County began revising economic development guidelines for the City of Wichita and Sedgwick County to improve competitiveness and broaden the scope of review beyond fiscal analysis. These guidelines will be presented to the Board of County Commissioners (BOCC) in 2020.
- As a primary sponsor, Sedgwick County worked with the Greater Wichita Partnership (GWP) and other community leaders on the Riverfront Legacy Master Plan, a process which engaged the community in planning the future design of the east bank of the Arkansas River in downtown Wichita.
- Sedgwick County also worked with the GWP on several projects throughout 2019 that were announced or realized in early 2020, including a major manufacturing expansion in Maize and two additions to the Clearwater Business Park to provide jobs and capital expenditures: a large cotton warehouse providing diversification into a rapidly growing agricultural sector and the relocation of a Colorado-based orifice and conversion fitting company.

## 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 economic vitality and quality of place.

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

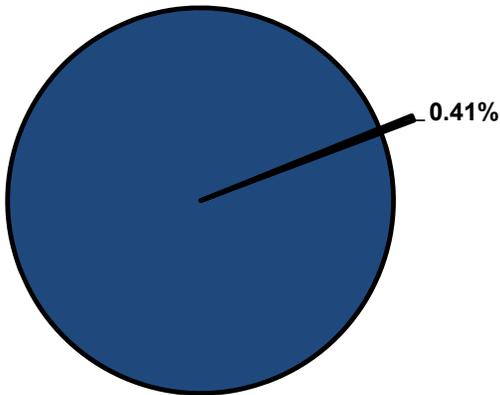


## Significant Budget Adjustments

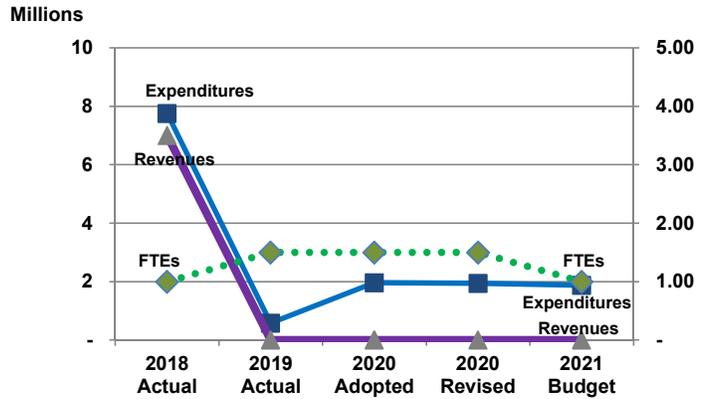
Significant adjustment's to Economic Development's 2021 budget include a shift of 0.50 full-time equivalent (FTE) to Risk Management due to reorganization (\$68,439).

**Departmental Graphical Summary**

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



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



**Budget Summary by Category**

	2018 Actual	2019 Actual	2020 Adopted	2020 Revised	2021 Budget	Amount Chg '20 Rev.-'21	% Chg '20 Rev.-'21
<b>Expenditures</b>							
Personnel	77,723	104,270	142,340	128,340	59,901	(68,439)	-53.33%
Contractual Services	7,678,302	475,061	1,809,248	1,809,248	1,809,335	87	0.00%
Debt Service	-	-	-	-	-	-	-
Commodities	248	615	9,587	9,587	9,500	(87)	-0.91%
Capital Improvements	-	-	-	-	-	-	-
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	-	-	-	-	-	-	-
<b>Total Expenditures</b>	<b>7,756,273</b>	<b>579,946</b>	<b>1,961,175</b>	<b>1,947,175</b>	<b>1,878,736</b>	<b>(68,439)</b>	<b>-3.51%</b>
<b>Revenues</b>							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	-	-	-	-	-	-
Charges for Services	500	7,500	4,000	4,000	7,727	3,727	93.17%
All Other Revenue	7,001,497	-	-	-	-	-	-
<b>Total Revenues</b>	<b>7,001,997</b>	<b>7,500</b>	<b>4,000</b>	<b>4,000</b>	<b>7,727</b>	<b>3,727</b>	<b>93.17%</b>
<b>Full-Time Equivalents (FTEs)</b>							
Property Tax Funded	1.00	1.50	1.50	1.50	1.00	(0.50)	-33.33%
Non-Property Tax Funded	-	-	-	-	-	-	-
<b>Total FTEs</b>	<b>1.00</b>	<b>1.50</b>	<b>1.50</b>	<b>1.50</b>	<b>1.00</b>	<b>(0.50)</b>	<b>-33.33%</b>

**Budget Summary by Fund**

Fund	2018 Actual	2019 Actual	2020 Adopted	2020 Revised	2021 Budget	Amount Chg '20 Rev.-'21	% Chg '20 Rev.-'21
General Fund	7,633,371	579,946	1,961,175	1,947,175	1,878,736	(68,439)	-3.51%
Econ. Devo. Grants	122,901	-	-	-	-	-	-
<b>Total Expenditures</b>	<b>7,756,273</b>	<b>579,946</b>	<b>1,961,175</b>	<b>1,947,175</b>	<b>1,878,736</b>	<b>(68,439)</b>	<b>-3.51%</b>

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

	Expenditures	Revenues	FTEs
Shift of 0.50 FTE to Risk Mangement due to reorganization	(68,439)		(0.50)

**Total** (68,439) - (0.50)

**Budget Summary by Program**

Program	Fund	2018 Actual	2019 Actual	2020 Adopted	2020 Revised	2021 Budget	% Chg '20 Rev.-'21	2021 FTEs
Econ. Development	110	7,633,371	579,946	1,957,175	1,943,175	1,874,736	-3.52%	1.00
Foreign Trade Zone	110	-	-	4,000	4,000	4,000	-	-
CDBG Micro Loan	271	122,901	-	-	-	-	0.00%	-
<b>Total</b>		<b>7,756,273</b>	<b>579,946</b>	<b>1,961,175</b>	<b>1,947,175</b>	<b>1,878,736</b>	<b>-3.51%</b>	<b>1.00</b>

**Personnel Summary By Fund**

Position Titles	Fund	Grade	Budgeted Compensation Comparison			FTE Comparison		
			2020 Adopted	2020 Revised	2021 Budget	2020 Adopted	2020 Revised	2021 Budget
Economic Development & Tax System Dir.	110	GRADE138	47,830	36,685	-	0.50	0.50	-
Senior Administrative Officer	110	GRADE127	43,420	42,891	42,891	1.00	1.00	1.00
<b>Subtotal</b>					<b>42,891</b>			
Add:								
Budgeted Personnel Savings					-			
Compensation Adjustments					2,085			
Overtime/On Call/Holiday Pay					-			
Benefits					14,925			
<b>Total Personnel Budget</b>					<b>59,901</b>	<b>1.50</b>	<b>1.50</b>	<b>1.00</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	2018 Actual	2019 Actual	2020 Adopted	2020 Revised	2021 Budget	Amnt. Chg. '20 - '21	% Chg. '20 - '21
Personnel	77,723	104,270	142,340	128,340	59,901	(68,439)	-53.3%
Contractual Services	7,555,400	475,061	1,805,248	1,805,248	1,805,335	87	0.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	248	615	9,587	9,587	9,500	(87)	-0.9%
Capital Improvements	-	-	-	-	-	-	0.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
<b>Total Expenditures</b>	<b>7,633,371</b>	<b>579,946</b>	<b>1,957,175</b>	<b>1,943,175</b>	<b>1,874,736</b>	<b>(68,439)</b>	<b>-3.5%</b>
<b>Revenues</b>							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	7,000,000	-	-	-	-	-	0.0%
<b>Total Revenues</b>	<b>7,000,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>
<b>Full-Time Equivalents (FTEs)</b>	<b>1.00</b>	<b>1.50</b>	<b>1.50</b>	<b>1.50</b>	<b>1.00</b>	<b>(0.50)</b>	<b>-33.3%</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	2018 Actual	2019 Actual	2020 Adopted	2020 Revised	2021 Budget	Amnt. Chg. '20 - '21	% Chg. '20 - '21
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	-	-	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>-</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	500	7,500	4,000	4,000	7,727	3,727	93.2%
All Other Revenue	-	-	-	-	-	-	0.0%
<b>Total Revenues</b>	<b>500</b>	<b>7,500</b>	<b>4,000</b>	<b>4,000</b>	<b>7,727</b>	<b>3,727</b>	<b>93.2%</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>2018 Actual</b>	<b>2019 Actual</b>	<b>2020 Adopted</b>	<b>2020 Revised</b>	<b>2021 Budget</b>	<b>Amnt. Chg. '20 - '21</b>	<b>% Chg. '20 - '21</b>
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	122,901	-	-	-	-	-	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>122,901</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>
<b>Revenues</b>							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	1,497	-	-	-	-	-	0.0%
<b>Total Revenues</b>	<b>1,497</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>
<b>Full-Time Equivalents (FTEs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>