

# 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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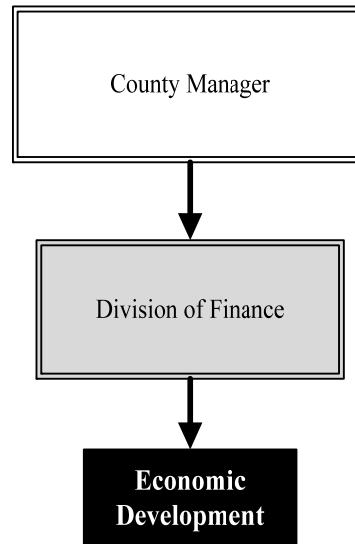
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## Overview

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 2020 include:

- Sedgwick County adopted new economic development incentive guidelines to provide consistency across the region, improve competitiveness, and broaden the scope of review of incentive proposals beyond fiscal analysis.
- Economic Development personnel led the efforts to procure and provide personal protective equipment, masks, disinfectant cleaning supplies, and other supplies for distribution to business and non-profit organizations throughout the County to assist them with safely operating during the pandemic. Ten thousand kits were assembled and distributed at no cost to the recipients.
- In September 2020, Deloitte launched “The Smart Factory”, a ground breaking experiential learning laboratory which will host manufacturers from across the country on Wichita State University’s Innovation Campus. As businesses examine their operations to emerge from the effects of the global pandemic, “The Smart Factory” provides opportunities to leverage the expertise of Deloitte with the University’s educational and research capacity to enhance business’ competitiveness.

## 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 Greater Wichita Partnership (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.

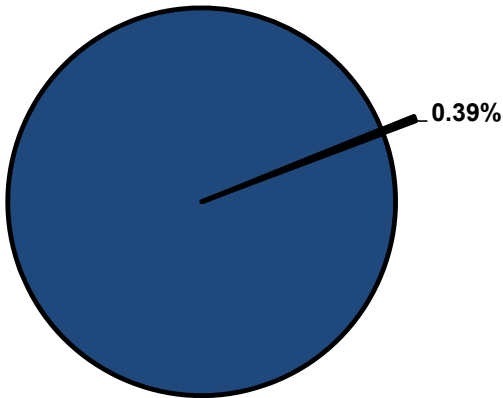


## Significant Budget Adjustments

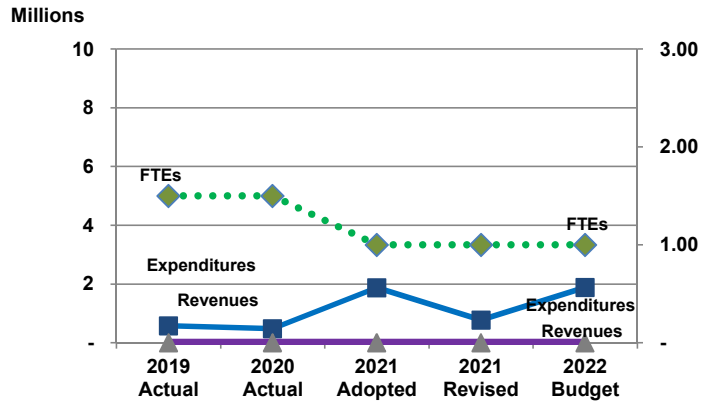
Significant adjustments to Economic Development’s 2022 budget include an increase in expenditures (\$1,100,000) due to a transfer of budget authority for coronavirus disease (COVID-19) 2021 spending.

**Departmental Graphical Summary**

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



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



**Budget Summary by Category**

	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	Amount Chg '21 Rev.-'22	% Chg '21 Rev.-'22
<b>Expenditures</b>							
Personnel	104,270	53,460	59,901	59,901	68,212	8,311	13.87%
Contractual Services	475,061	428,855	1,809,335	709,335	1,809,335	1,100,000	155.07%
Debt Service	-	-	-	-	-	-	-
Commodities	615	543	9,500	9,500	9,500	-	0.00%
Capital Improvements	-	-	-	-	-	-	-
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	-	-	-	-	-	-	-
<b>Total Expenditures</b>	<b>579,946</b>	<b>482,858</b>	<b>1,878,736</b>	<b>778,736</b>	<b>1,887,047</b>	<b>1,108,311</b>	<b>142.32%</b>
<b>Revenues</b>							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	-	-	-	-	-	-
Charges for Services	7,500	2,500	7,727	7,727	2,550	(5,176)	-66.99%
All Other Revenue	-	-	-	-	-	-	-
<b>Total Revenues</b>	<b>7,500</b>	<b>2,500</b>	<b>7,727</b>	<b>7,727</b>	<b>2,550</b>	<b>(5,176)</b>	<b>-66.99%</b>
<b>Full-Time Equivalents (FTEs)</b>							
Property Tax Funded	1.50	1.50	1.00	1.00	1.00	-	0.00%
Non-Property Tax Funded	-	-	-	-	-	-	-
<b>Total FTEs</b>	<b>1.50</b>	<b>1.50</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>-</b>	<b>0.00%</b>

**Budget Summary by Fund**

Fund	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	Amount Chg '21 Rev.-'22	% Chg '21 Rev.-'22
General Fund	579,946	482,858	1,878,736	778,736	1,887,047	1,108,311	142.32%
<b>Total Expenditures</b>	<b>579,946</b>	<b>482,858</b>	<b>1,878,736</b>	<b>778,736</b>	<b>1,887,047</b>	<b>1,108,311</b>	<b>142.32%</b>

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

	Expenditures	Revenues	FTEs
Increase due to transfer of budget authority for COVID-19 expenditures in 2021	1,100,000		
<b>Total</b>	<b>1,100,000</b>	<b>-</b>	<b>-</b>

**Budget Summary by Program**

Program	Fund	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	% Chg '21 Rev.-'22	2022 FTEs
Econ. Development	110	579,946	482,858	1,874,736	774,736	1,883,047	143.06%	1.00
Foreign Trade Zone	110	-	-	4,000	4,000	4,000	-	-
<b>Total</b>		<b>579,946</b>	<b>482,858</b>	<b>1,878,736</b>	<b>778,736</b>	<b>1,887,047</b>	<b>142.32%</b>	<b>1.00</b>

**Personnel Summary By Fund**

Position Titles	Fund	Grade	Budgeted Compensation Comparison			FTE Comparison		
			2021 Adopted	2021 Revised	2022 Budget	2021 Adopted	2021 Revised	2022 Budget
Management Analyst II	110	GRADE129	-	47,295	48,241	-	1.00	1.00
Management Analyst II	110	GRADE127	42,891	-	-	1.00	-	-
<b>Subtotal</b>					<b>48,241</b>			
Add:								
Budgeted Personnel Savings					-			
Compensation Adjustments					3,940			
Overtime/On Call/Holiday Pay					-			
Benefits					16,030			
<b>Total Personnel Budget</b>					<b>68,212</b>	<b>1.00</b>	<b>1.00</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	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	Amnt. Chg. '21 - '22	% Chg. '21 - '22
Personnel	104,270	53,460	59,901	59,901	68,212	8,311	13.9%
Contractual Services	475,061	428,855	1,805,335	705,335	1,805,335	1,100,000	156.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	615	543	9,500	9,500	9,500	-	0.0%
Capital Improvements	-	-	-	-	-	-	0.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
<b>Total Expenditures</b>	<b>579,946</b>	<b>482,858</b>	<b>1,874,736</b>	<b>774,736</b>	<b>1,883,047</b>	<b>1,108,311</b>	<b>143.1%</b>
<b>Revenues</b>							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	-	-	-	-	-	-	0.0%
<b>Total Revenues</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>
<b>Full-Time Equivalents (FTEs)</b>	<b>1.50</b>	<b>1.50</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</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	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	Amnt. Chg. '21 - '22	% Chg. '21 - '22
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	7,500	2,500	7,727	7,727	2,550	(5,176)	-67.0%
All Other Revenue	-	-	-	-	-	-	0.0%
<b>Total Revenues</b>	<b>7,500</b>	<b>2,500</b>	<b>7,727</b>	<b>7,727</b>	<b>2,550</b>	<b>(5,176)</b>	<b>-67.0%</b>
<b>Full-Time Equivalents (FTEs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>