

# Economic Development

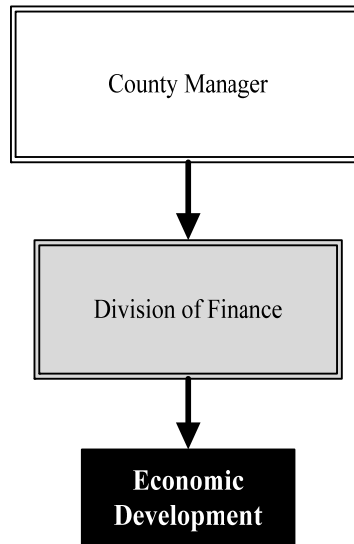
**Mission:** *Develop and sustain a strong and diverse regional economy by working with regional partners to attract and grow talent, enhance opportunities for businesses to retain or attract new jobs in the region, support healthy and vibrant communities, expand the County's tax base, and promote initiatives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

- *Collaborate with community partners in economic development for future growth and opportunities for industry and residents.*
- *Retain and expand value added jobs through judicious use of relocation / expansion incentives*
- *Promote efforts to maintain and develop the region's workforce to accommodate the jobs of today and tomorrow*



# Accomplishments and Strategic Results

## Accomplishments

Accomplishments for 2022 include:

- After revising and simplifying the FTZ rate structure, there have been two new subzones created with \$15.8 million of annual activity;
- To support increased truck traffic for a recently constructed cotton warehouse in the Clearwater Business Park, one-half mile road paving with a new concrete panel rail crossing was constructed leveraging a Kansas Department of Transportation (DKOT) grant opportunity;
- Previous County financial support for an innovative “Future of Work and Workforce” study to provide a roadmap to respond to, and prepare for, the rapidly developing structural changes in industry helped usher in the opening of Deloitte’s Smart Factory; a collaborative coalition of global leaders in smart manufacturing to bring in innovative solutions to manufacturers; while providing advanced education for tomorrow’s workforce; and
- After supporting the creation of a new industrial tax increment financing district in north Wichita, JTM Foods broke ground on a new \$40.0 million manufacturing facility to open in 2023 and employ 150 people.

## Strategic Results

A strategic priority of Sedgwick County is developing and expanding a world-class, diversified workforce that meets the educational and skill requirements of the existing and potential business community. Recognizing the region’s work force initiatives in cyber security, two firms announced new offices and job creation in Wichita. NetApp opened a \$50.0 million facility on Wichita State University’s (WSU) Innovation Campus. Their campus location provides NetApp with WSU’s talent pipeline and research capabilities.

During 2022, economic activity across Sedgwick County contributed to the creation of over 2,000 new jobs with a combined payroll of approximately \$70.0 million and capital expenditures of \$94.0 million. Ongoing prospective expansion projects are across diversified industry sectors including advanced manufacturing, aerospace, agriculture, healthcare, information technology, energy, and logistics.

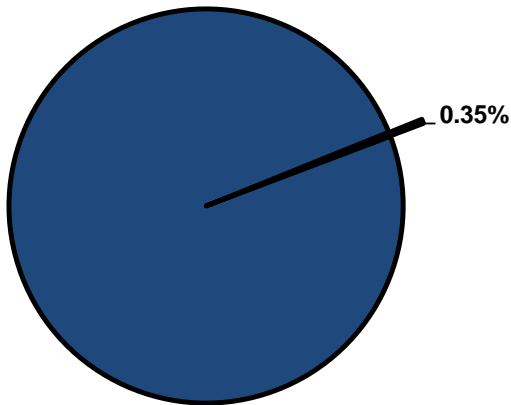


## Significant Budget Adjustments

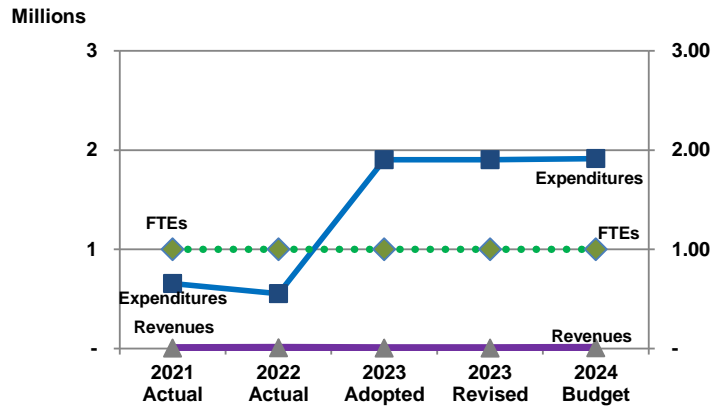
There are no significant adjustments to Economic Development’s 2024 Recommended Budget.

## Departmental Graphical Summary

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



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



## Budget Summary by Category

	2021 Actual	2022 Actual	2023 Adopted	2023 Revised	2024 Budget	Amount Chg '23 Rev.-'24	% Chg '23 Rev.-'24
<b>Expenditures</b>							
Personnel	46,215	68,136	84,196	84,196	94,877	10,681	12.69%
Contractual Services	608,644	483,953	1,809,335	1,809,335	1,809,335	-	0.00%
Debt Service	-	-	-	-	-	-	-
Commodities	(113)	760	9,500	9,500	9,500	-	0.00%
Capital Improvements	-	-	-	-	-	-	-
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	-	-	-	-	-	-	-
<b>Total Expenditures</b>	<b>654,746</b>	<b>552,849</b>	<b>1,903,031</b>	<b>1,903,031</b>	<b>1,913,712</b>	<b>10,681</b>	<b>0.56%</b>
<b>Revenues</b>							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	-	-	-	-	-	-
Charges for Services	5,000	7,500	4,000	4,000	7,500	3,500	87.50%
All Other Revenue	53	-	-	-	-	-	-
<b>Total Revenues</b>	<b>5,053</b>	<b>7,500</b>	<b>4,000</b>	<b>4,000</b>	<b>7,500</b>	<b>3,500</b>	<b>87.50%</b>
<b>Full-Time Equivalents (FTEs)</b>							
Property Tax Funded	1.00	1.00	1.00	1.00	1.00	-	0.00%
Non-Property Tax Funded	-	-	-	-	-	-	-
<b>Total FTEs</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>-</b>	<b>0.00%</b>

## Budget Summary by Fund

	2021 Actual	2022 Actual	2023 Adopted	2023 Revised	2024 Budget	Amount Chg '23 Rev.-'24	% Chg '23 Rev.-'24
<b>Fund</b>							
General Fund	654,746	552,849	1,903,031	1,903,031	1,913,712	10,681	0.56%
<b>Total Expenditures</b>	<b>654,746</b>	<b>552,849</b>	<b>1,903,031</b>	<b>1,903,031</b>	<b>1,913,712</b>	<b>10,681</b>	<b>0.56%</b>

## Significant Budget Adjustments from Prior Year Revised Budget

Expenditures	Revenues	FTEs
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Total	-	-	-
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## Budget Summary by Program

Program	Fund	2021 Actual	2022 Actual	2023 Adopted	2023 Revised	2024 Budget	% Chg '23 Rev.-'24	2024 FTEs
Econ. Development	110	654,746	552,849	1,899,031	1,899,031	1,909,712	0.56%	1.00
Foreign Trade Zone	110	-	-	4,000	4,000	4,000	-	-
Total		654,746	552,849	1,903,031	1,903,031	1,913,712	0.56%	1.00

Personnel Summary By Fund

Position Titles	Fund	Grade	Budgeted Compensation Comparison			FTE Comparison		
			2023 Adopted	2023 Revised	2024 Budget	2023 Adopted	2023 Revised	2024 Budget
Management Analyst II	110	GRADE61	-	-	58,465	-	-	1.00
Management Analyst II	110	GRADE129	47,295	52,105	-	1.00	1.00	-
Subtotal					58,465			
Add:								
Budgeted Personnel Savings					-			
Compensation Adjustments					4,022			
Overtime/On Call/Holiday Pay					-			
Benefits					32,390			
Total Personnel Budget					94,877	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): County General Fund 110

Expenditures	2021 Actual	2022 Actual	2023 Adopted	2023 Revised	2024 Budget	Amnt. Chg. '23 - '24	% Chg. '23 - '24
Personnel	46,215	68,136	84,196	84,196	94,877	10,681	12.7%
Contractual Services	608,644	483,953	1,805,335	1,805,335	1,805,335	-	0.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	(113)	760	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>654,746</b>	<b>552,849</b>	<b>1,899,031</b>	<b>1,899,031</b>	<b>1,909,712</b>	<b>10,681</b>	<b>0.6%</b>
<b>Revenues</b>							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	53	-	-	-	-	-	0.0%
<b>Total Revenues</b>	<b>53</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>1.00</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	2021 Actual	2022 Actual	2023 Adopted	2023 Revised	2024 Budget	Amnt. Chg. '23 - '24	% Chg. '23 - '24
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	5,000	7,500	4,000	4,000	7,500	3,500	87.5%
All Other Revenue	-	-	-	-	-	-	0.0%
<b>Total Revenues</b>	<b>5,000</b>	<b>7,500</b>	<b>4,000</b>	<b>4,000</b>	<b>7,500</b>	<b>3,500</b>	<b>87.5%</b>
<b>Full-Time Equivalents (FTEs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>