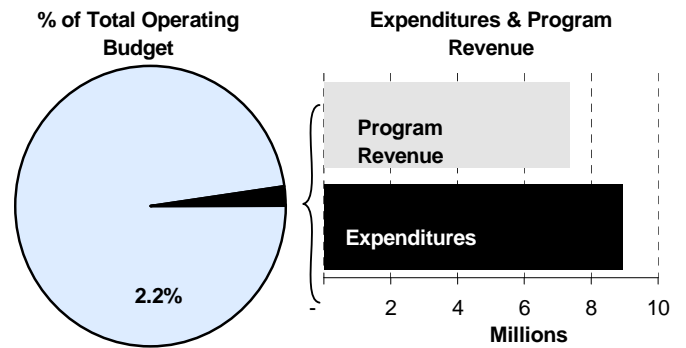
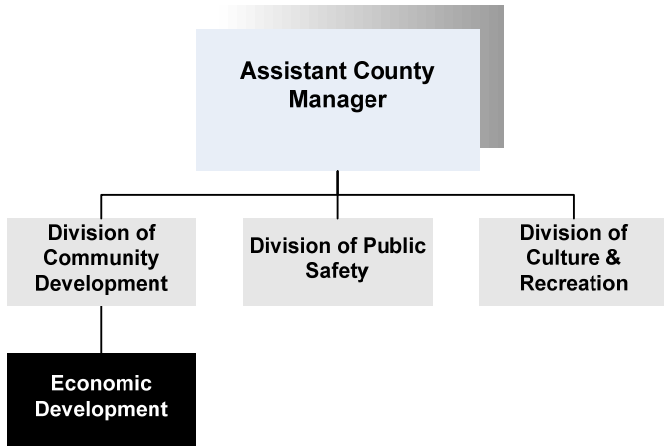


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Mission:

- 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.

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.

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. In 2009, the Board of County Commissioners approved forgivable loans to Flight Safety International, Spirit Aerosystems, and Nex-Tech.

Department Accomplishments

The presence of AirTran and their corresponding pricing structure has had a significant impact on airfares at Wichita Mid-Continent Airport, contributing to a 23 percent overall reduction in airfares and a corresponding 38 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 \$430 million since 2001.

Budget Adjustments

Changes to the Economic Development 2010 budget reflect an increase in benefits costs and a 2.0 percent general pay adjustment for employees earning less than \$75,000. No increases were provided for contractals, commodities, and capital equipment from the 2009 Adopted budget for property tax supported funds.

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**

Significant Adjustments From Previous Budget Year

- Adjustment for Flight Safety International forgivable loan
- Adjustment for Spirit Aerosystems forgivable loan
- Adjustment for Nex-Tech forgivable loan
- Freeze GWEDC contract at \$300,000

Expenditures	Revenue	FTEs
(150,000)		
(250,000)		
(225,000)		
-		

Total (625,000) - -

Budget Summary by Category

Expenditures	2008	2009	2009	2010	% Chg.
	Actual	Adopted	Revised		
Personnel	78,877	82,918	82,918	84,065	1.4%
Contractual Services	17,532,889	9,376,017	9,570,017	8,847,761	-7.5%
Debt Service	724	-	-	-	
Commodities	119	400	400	400	0.0%
Capital Improvements	6,919	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	17,619,528	9,459,335	9,653,335	8,932,226	-7.5%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	1,000,000	1,165,000	1,165,000	835,000	-28.3%
Charges For Service	-	-	-	-	
Other Revenue	6,707,341	6,502,078	6,502,078	6,549,822	0.7%
Total Revenue	7,707,341	7,667,078	7,667,078	7,384,822	-3.7%
Full-Time Equivalents (FTEs)	1.00	1.00	1.00	1.00	0.0%

Budget Summary by Fund

Expenditures	2009	2010
	Revised	Budget
General Fund-110	2,821,257	2,397,404
Econ Dev Grants-271	35,278	34,822
Affordable Airfares-278	6,796,800	6,500,000
Total Expenditures	9,653,335	8,932,226

Budget Summary by Program

Program	Fund	Expenditures				2010	% Chg.	Full-Time Equivalents (FTEs)		
		2008	2009	2009	2010			2009	2009	2010
		Actual	Adopted	Revised	Budget	09-10	Adopted	Revised	Budget	
Econ. Development	110	6,313,159	950,000	1,144,000	720,147	-37.1%	1.00	1.00	1.00	
CDBG Micro Loan	271	27,182	35,278	35,278	34,822	-1.3%	-	-	-	
United Warehouse	271	7,643	-	-	-		-	-	-	
Foreign Trade Zone	110	5,667	7,257	7,257	7,257	0.0%	-	-	-	
Affordable Airfares	Mult.	11,265,878	8,466,800	8,466,800	8,170,000	-3.5%	-	-	-	
Total		17,619,528	9,459,335	9,653,335	8,932,226	-7.5%	1.00	1.00	1.00	



Personnel Summary by Fund

Position Title(s)	Fund	Band	Budgeted Personnel Costs			Full-Time Equivalents (FTEs)			
			2009 Adopted	2009 Revised	2010 Budget	2009 Adopted	2009 Revised	2010 Budget	
Senior Administrative Officer	110	B323	58,924	60,091	60,091	1.00	1.00	1.00	
Subtotal					60,091		1.00	1.00	1.00
Add:									
Budgeted Personnel Savings (Turnover)					-				
Compensation Adjustments					1,202				
Overtime/On Call					-				
Benefits					22,772				
Total Personnel Budget					84,065				



• 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

	2008	2009	2009	2010	% Chg.
	Actual	Adopted	Revised	Budget	09-10
Expenditures					
Personnel	78,877	82,918	82,918	84,065	1.4%
Contractual Services	6,234,162	866,682	1,060,682	635,682	-40.1%
Debt Service	-	-	-	-	-
Commodities	119	400	400	400	0.0%
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	6,313,159	950,000	1,144,000	720,147	-37.1%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	-	-	-	-	-
Charges For Service	-	-	-	-	-
Other Revenue	200	-	-	-	-
Total Revenue	200	-	-	-	-
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

	2008	2009	2009	2010	% Chg.
	Actual	Adopted	Revised	Budget	09-10
Expenditures					
Personnel	-	-	-	-	-
Contractual Services	27,182	35,278	35,278	34,822	-1.3%
Debt Service	-	-	-	-	-
Commodities	-	-	-	-	-
Capital Improvements	-	-	-	-	-
Capital Equipment	-	-	-	-	-
Interfund Transfers	-	-	-	-	-
Total Expenditures	27,182	35,278	35,278	34,822	-1.3%
Revenue					
Taxes	-	-	-	-	-
Intergovernmental	-	-	-	-	-
Charges For Service	-	-	-	-	-
Other Revenue	19,498	35,278	35,278	34,822	-1.3%
Total Revenue	19,498	35,278	35,278	34,822	-1.3%
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

	2008	2009	2009	2010	% Chg.
	Actual	Adopted	Revised	Budget	09-10
Expenditures					
Personnel	-	-	-	-	
Contractual Services	-	-	-	-	
Debt Service	724	-	-	-	
Commodities	-	-	-	-	
Capital Improvements	6,919	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	7,643	-	-	-	
Revenue					
Taxes	-	-	-	-	
Intergovernmental	-	-	-	-	
Charges For Service	-	-	-	-	
Other Revenue	7,643	-	-	-	
Total Revenue	7,643	-	-	-	
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

	2008	2009	2009	2010	% Chg.
	Actual	Adopted	Revised	Budget	09-10
Expenditures					
Personnel	-	-	-	-	
Contractual Services	5,667	7,257	7,257	7,257	0.0%
Debt Service	-	-	-	-	
Commodities	-	-	-	-	
Capital Improvements	-	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	5,667	7,257	7,257	7,257	0.0%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	-	-	-	-	
Charges For Service	-	-	-	-	
Other Revenue	-	-	-	15,000	
Total Revenue	-	-	-	15,000	
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/Affordable Airfares

	2008	2009	2009	2010	% Chg.
	Actual	Adopted	Revised	Budget	09-10
Expenditures					
Personnel	-	-	-	-	
Contractual Services	11,265,878	8,466,800	8,466,800	8,170,000	-3.5%
Debt Service	-	-	-	-	
Commodities	-	-	-	-	
Capital Improvements	-	-	-	-	
Capital Equipment	-	-	-	-	
Interfund Transfers	-	-	-	-	
Total Expenditures	11,265,878	8,466,800	8,466,800	8,170,000	-3.5%
Revenue					
Taxes	-	-	-	-	
Intergovernmental	1,000,000	1,165,000	1,165,000	835,000	-28.3%
Charges For Service	-	-	-	-	
Other Revenue	6,680,000	6,466,800	6,466,800	6,500,000	0.5%
Total Revenue	7,680,000	7,631,800	7,631,800	7,335,000	-3.9%
Full-Time Equivalents (FTEs)	-	-	-	-	

Goal(s):

- Reduce airfare costs at Mid-Continent Airport