

Economic Development

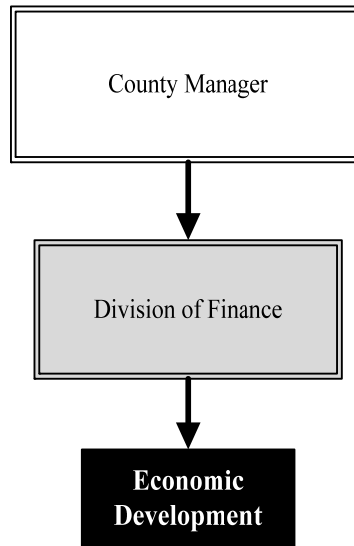
Mission: *Develop and sustain a strong and diverse regional economy by working with regional partners to attract and grow talent, enhance opportunities for businesses to retain or attract new jobs in the region, support healthy and vibrant communities, expand the County's tax base, and promote initiatives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

Brent Shelton
Deputy Chief Financial Officer
 100 N. Broadway St., Suite 610
 Wichita, KS 67202
 316.660.9231
brent.shelton@sedgwick.gov

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 2023 include:

- Participated in meetings with the Kansas Department of Commerce International Division to help market the FTZ to businesses and create at least two new subzones in 2024;
- Integra Technologies, an existing Wichita based company, was selected as an Attracting Powerful Economic Expansion (APEX) project by Governor Laura Kelly in February 2023 for its planned expansion and more than a billion-dollar investment to create a major semiconductor packaging, assembly, and test facility in the region that would generate over 2,000 new jobs;
- Charlotte Pipe & Foundry had a need for a right turn lane and rail spur which placed Sedgwick County in the position to leverage an Economic Development Kansas Department of Transportation (KDOT) grant opportunity. Sedgwick County was awarded a \$1.5 million grant in June 2023 to assist with the infrastructure for this project; and
- JTM Foods opened their doors in September 2023 to a new \$40.0 million manufacturing facility that will employ 150 people due to the support of a new industrial tax increment financing district in north Wichita in 2022.

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 the field of health care, the approval of the \$300.0 million shared biomedical campus that will be located in the downtown Wichita area in collaboration with Wichita State University (WSU), the University of Kansas (KU), and WSU Tech will be a significant investment in the Wichita region. With approximately 3,000 students and 200 faculty, staff will create opportunities for nurses, physicians, physician assistants, and medical students to learn and gather data through research and modeling. The hope is that these students will remain in the Wichita region to pursue their career in health care and continue to grow the region's economy.

In 2023, economic activity across Sedgwick County contributed to the creation of over 446 new jobs with a combined payroll of approximately \$28.0 million and a total investment of \$60.0 million. Ongoing prospective expansion projects are across diversified industry sectors including advanced manufacturing, aerospace, and agriculture.

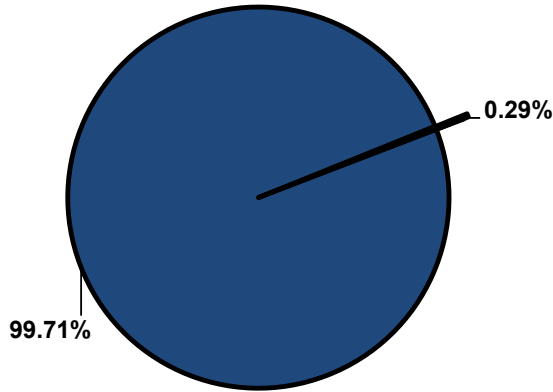


Significant Budget Adjustments

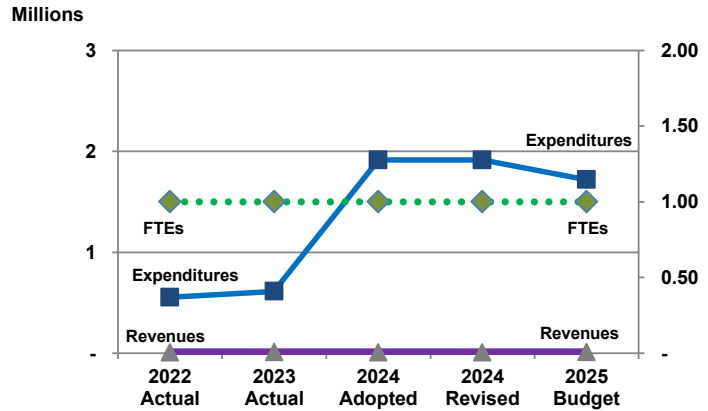
Significant adjustments to Economic Development's 2025 budget include a decrease in contractuals to offset a budget imbalance (\$100,000) and the reallocation of budget authority to the Highway Department for a project viability study for project R328: Northwest Expressway Right-of-Way Acquisition (\$100,000).

Departmental Graphical Summary

Economic Development
Percent of Total County Operating Budget



Expenditures, Program Revenue & FTEs
All Operating Funds



Budget Summary by Category

	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	Amount Chg '24 Rev.-'25	% Chg '24 Rev.-'25
Expenditures							
Personnel	68,136	83,616	94,877	94,877	99,478	4,600	4.85%
Contractual Services	483,953	528,635	1,809,335	1,809,335	1,609,335	(200,000)	-11.05%
Debt Service	-	-	-	-	-	-	-
Commodities	760	41	9,500	9,500	9,500	-	0.00%
Capital Improvements	-	-	-	-	-	-	-
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	-	-	-	-	-	-	-
Total Expenditures	552,849	612,292	1,913,712	1,913,712	1,718,313	(195,400)	-10.21%
Revenues							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	-	-	-	-	-	-
Charges for Services	7,500	10,000	7,500	7,500	10,000	2,500	33.33%
All Other Revenue	-	-	-	-	-	-	-
Total Revenues	7,500	10,000	7,500	7,500	10,000	2,500	33.33%
Full-Time Equivalents (FTEs)							
Property Tax Funded	1.00	1.00	1.00	1.00	1.00	-	0.00%
Non-Property Tax Funded	-	-	-	-	-	-	-
Total FTEs	1.00	1.00	1.00	1.00	1.00	-	0.00%

Budget Summary by Fund

Fund	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	Amount Chg '24 Rev.-'25	% Chg '24 Rev.-'25
General Fund	552,849	612,292	1,913,712	1,913,712	1,718,313	(195,400)	-10.21%
Total Expenditures	552,849	612,292	1,913,712	1,913,712	1,718,313	(195,400)	-10.21%

Significant Budget Adjustments from Prior Year Revised Budget

	Expenditures	Revenues	FTEs
Decrease in contractals to offset a budget imbalance	(100,000)		
Reallocate budget authority to Highways for a project viability study for project R328	(100,000)		
Total	(200,000)	-	-

Budget Summary by Program

Program	Fund	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	% Chg '24 Rev.-'25	24'-25' FTEs
Econ. Development	110	552,849	612,292	1,909,712	1,909,712	1,714,313	-10.23%	1.00
Foreign Trade Zone	110	-	-	4,000	4,000	4,000	0.00%	-
Total		552,849	612,292	1,913,712	1,913,712	1,718,313	-10.21%	1.00

Personnel Summary by Fund

Position Titles	Fund	Grade	Budgeted Compensation Comparison			FTE Comparison		
			2024 Adopted	2024 Revised	2025 Budget	2024 Adopted	2024 Revised	2025 Budget
Management Analyst II	110	GRADE 61	58,465	60,219	60,219	1.00	1.00	1.00
Subtotal					60,219			
Add:								
Budgeted Personnel Savings					-			
Compensation Adjustments					5,304			
Overtime/On Call/Holiday Pay					-			
Benefits					33,955			
Total Personnel Budget					99,478	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	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	Amnt. Chg. '24 - '25	% Chg. '24 - '25
Personnel	68,136	83,616	94,877	94,877	99,478	4,600	4.8%
Contractual Services	483,953	528,635	1,805,335	1,805,335	1,605,335	(200,000)	-11.1%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	760	41	9,500	9,500	9,500	-	0.0%
Capital Improvements	-	-	-	-	-	-	0.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
Total Expenditures	552,849	612,292	1,909,712	1,909,712	1,714,313	(195,400)	-10.2%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	-	-	-	-	-	-	0.0%
Total Revenues	-	-	-	-	-	-	0.0%
Full-Time Equivalents (FTEs)	1.00	1.00	1.00	1.00	1.00	-	0.0%

• 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	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	Amnt. Chg. '24 - '25	% Chg. '24 - '25
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%
Total Expenditures	-	-	4,000	4,000	4,000	-	0.0%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	7,500	10,000	7,500	7,500	10,000	2,500	33.3%
All Other Revenue	-	-	-	-	-	-	0.0%
Total Revenues	7,500	10,000	7,500	7,500	10,000	2,500	33.3%
Full-Time Equivalents (FTEs)	-	-	-	-	-	-	0.0%