



**Economic Development Committee  
Meeting Agenda  
Noon, November 18, 2010**  
Workforce Alliance Administrative Offices  
Commissioner Dave Unruh, Chairman

***I. Welcome and Introductions: Commissioner Dave Unruh***

***II. Review of Minutes from the October 21, 2010 REAP EDC Meeting: Commissioner Dave Unruh***  
***Recommended Action: Approve or modify minutes as needed.***

***III. REAP Economic Development Committee Business***

1. 2010 Work Plan Updates and Review: *Commissioner Dave Unruh*

*The Committee is asked to review the 2010 Work Plan and an update will be provided.*

2. Discussion of 2010 REAP Survey Results: *Mr. Joe Yager*

*The Committee will review and discuss the results of the 2010 REAP survey.*

3. Strategic Planning Process Review: *Ms. Misty Bruckner*

*A review of the outcomes from the REAP Planning Retreat will be reviewed and discussed.*

4. Identification of Work Plan for 2011: *Commissioner Dave Unruh*

*The Committee will utilize the discussions on the 2010 work plan, survey results, and strategic planning roles and objectives to develop activities for the 2011 work plan.*

***Recommended Action: Forward a proposed work plan to the Executive Committee for consideration.***

5. 2011 EDC Meeting Schedule: *Mr. Joe Yager*

*Staff has prepared dates, times, and location for Committee meetings in 2011.*

***Recommended Action: Approve meeting schedule.***

6. CEOB and Workforce Alliance Report: *Mr. Keith Lawing*

a) *Appointment to the WA Board of Directors*

***Recommended Action: Approve the nomination as presented.***

b) *Selection of Vendor for Website Design and Development*

***Recommended Action: Authorize the Executive Director to enter into an agreement with the selected vendor for website development.***

c) *Personnel Policies Update*

d) *Demand Occupations Update*

e) *Workforce Center Operations Update*

f) *WIA Performance*

g) *Quarterly Financial Update*

h) *Grant Updates:*

a. *National Emergency Grant*

b. *PACES*

i) *Labor Report*

j) *Eagle Editorial*

***Recommended Action: Receive and file reports.***

***IV. Other Business***

***V. Adjourn***

**Meeting Minutes – October 21, 2010**  
**Workforce Alliance Administrative Offices**  
**Commissioner Dave Unruh, Chairman**

***I. Welcome and Introduction***

Commissioner Dave Unruh, Sedgwick County, called the meeting to order; members, staff, and guests introduced themselves.

***II. Review of Minutes from the September 23, 2010 REAP EDC Meeting***

Mayor Kristey Williams, City of Augusta, moved (Allen Bell, City of Wichita) to approve the minutes as presented. The motion passed unanimously.

**III. REAP Economic Development Committee Business**

**1. Sustainable Communities Planning Grant Update and Discussion**

Mr. Joe Yager, Chief Executive Officer for REAP, reminded the committee that in August REAP had submitted a HUD Sustainable Communities Regional Planning grant application. HUD announced the awards for nearly \$100 million in new grants on Thursday, October 14, 2010. REAP's regional submittal was not a finalist, however Mr. Yager commented that he was impressed by the regional effort of the staff of the cities and counties during the process of putting together the application.

The grant identified two categories: category 1 were jurisdictions that were in the initial planning phases, category 2 were jurisdictions that were in the implementation phases. It was noted that the Mid-America Regional Council (MARC) in Kansas City received a category 2 grant, and Mr. Yager commented that MARC is a much larger organization. Staff will take a closer look at the council of governments that are comparable to REAP to analyze why they were chosen as finalists for the grant. Mr. Yager concluded by noting that items in the grant application may be worth considering as items for EDC 2011 work plan.

**2. Nonattainment Designation Update**

Dane Baxa, Executive Officer for the REAP WRC, reported that on October 5, 2010, Michael Jay, Environmental Protection Agency (EPA); Tom Gross, Kansas Department of Health and Environment; and Kansas Senator Carolyn McGinn, Chair of the Natural Resources Committee, addressed the Wichita City Council and Sedgwick County Board of Commissioners about the region's air quality. On October 31<sup>st</sup>, the EPA will sign the final rule for the new National Ambient Air Quality Standards (NAAQS). The new standard for ozone will likely be set at 60-70 parts per million, which will designate nonattainment status for the Wichita Metropolitan Statistical Area (MSA). With this designation, the Wichita MSA must adhere to a State Implementation Plan (SIP), that will outline enforceable emission reduction strategies for implementation and require upgrading local emission inventory equipment. The State of Kansas will work with the Wichita MSA to develop an implementation plan. The Committee discussed potential involvement of REAP in these discussions.

**3. City-to-City Recap**

Mr. Yager directed the committee to page 4 of the agenda packet for a full report. Mayor Kristey Williams, City of Augusta reported her observations of the trip, noting that the trip focused on downtown development, encouraged synergy between partners, emphasized community branding, and stressed the importance of public/private partnerships. The committee then engaged in a brief discussion regarding possible regional branding partners.

**4. 2010 Work Plan Updates and Review**

Commissioner Dave Unruh, Sedgwick County, reminded the committee that they will be developing their 2011 work plan at the next EDC meeting. Commissioner Unruh requested that each committee member review the 2010 work plan and come prepared to the next meeting with suggestions for 2011.

5. 2010 REAP Planning Retreat

Mr. Yager reminded the committee that the annual REAP Planning Retreat will be at Sedgwick County Extension Office on November 1, 2010. Mr. Yager encouraged all EDC members to attend.

6. CEOB and Workforce Alliance Report

Keith Lawing, Executive Director for Workforce Alliance, announced that WA is currently working with ex-offenders on workforce development. The goal of the program is to lower recidivism rates in Kansas and includes all five workforce boards. This program is coordinated in cooperation with the State of Kansas and Community Corrections.

Mr. Lawing also announced the WIA Oversight Committee met for the first time yesterday. The WIA Oversight Committee is the result of a consolidation of the Youth Council and Operations Committee.

Mayor Williams moved (Dave Alfaro, Butler County) to receive and file all reports. The motion passed unanimously.

**IV. Other Business**

Commissioner Unruh noted that the next EDC meeting will be November 18<sup>th</sup> at Workforce Alliance.

**V. Adjourn**

Having no other business Commissioner Unruh adjourned the meeting.

**Local Area IV Chief Elected Officials Business**

NOTICE: Through an agreement entered into by counties in Local Area IV as defined by the State of Kansas, the Economic Development Committee (EDC) has been designated to serve as the Chief Elected Officials Board (CEOB), as defined in the Workforce Investment Act of 1998 in Local Area IV, which includes Butler, Cowley, Kingman, Harper, Sedgwick and Sumner counties. All EDC members are asked to participate, however, only those designated elected officials of the CEOB shall have a vote.

REAP Economic Development Committee	
<i>Attendance</i>	
10/21/2010	
<i>Name</i>	<i>Jurisdiction</i>
*Commissioner Dave Unruh	Sedgwick County
*Mayor Kristey Williams	City of Augusta
Mr. David Alvaro	Butler County
Mr. Allen Bell	City of Wichita
*CEOB Voting Member	
<i>Guests and Staff</i>	
Mr. Bill Bollin	SCKEDD
Ms. Irene Hart	Sedgwick County
Mr. Marv Duncan	Sedgwick County
Mr. Keith Lawing	Workforce Alliance
Ms. Debbie Franklin	WSU
Dr. Ed Flentje	WSU
Mr. Joe Yager	WSU
Ms. Nicole Bailey	WSU



## **REAP Economic Development Committee 2010 Work Plan**

Adopted December 14, 2009

### ***Economic Development Committee Work***

- Perform duties as Chief Elected Officials Board under the Workforce Investment Act of 1998.
- Monitor progress of economic development initiatives, specifically:
  - Continued funding of Kansas Affordable Airfares Program.
  - State action on technical education and workforce issues in terms of assuring local control.
  - Local and regional initiatives to encourage growth and address the demands of future industry requests and skills in emerging markets.
  - Local and regional initiatives in workforce development and technical training in manufacturing.
  - Development of the new Kansas transportation plan.
  - State, local and regional initiatives for development of renewable energy.
  - The creation of a State Economic Development fund for rapid action.
- Monitor the Kansas Bioscience Authority and KansasBio and explore opportunities for expanding bioscience industries in South Central Kansas.
- Determine the need to sponsor a regional economic leadership summit.
- Assure that a comparative analysis of the regional economy is updated and determine a method to disseminate the results of the analysis broadly with organizations concerned with economic development in the region.
- Based on the analysis of the regional economy, identify the strengths and weaknesses and recommend action to address them.
- Identify and support regional economic development projects that qualify for state funding assistance.
- Identify opportunities for the region to take advantage of its geographic location and natural resources to enhance economic development and improve the quality of life in South Central Kansas.
- Develop and implement coordination among local government, state government, businesses and other economic development groups in South Central Kansas.

## REAP 2010 Survey Results

### 1. Please assign the level of importance for each ongoing REAP commitment.

Top number is the count of respondents selecting the option. Bottom % is percent of the total respondents selecting the option.	Deserves More Attention	About Right	Deserves Less Attention
Chief Elected Officials Board (CEOB) duties under the Workforce Investment Act of 1998: The REAP EDC serves as the CEOB in Local Area IV and collaborates with the WA to oversee the governance and implementation of regional workforce development.	5 12%	32 78%	4 10%
Kansas Affordable Airfares Program Administration: REAP has been designated as the administrator of KAAP for the State of Kansas. This work item would have REAP continue administration of the program and work to secure on-going financial support.	15 37%	24 59%	2 5%
Topeka-Based Representation: Since 2000, REAP has contracted a legislative liaison during each legislative session. This work item would continue contracting for a legislative liaison for REAP and allow for potential inclusion of additional items.	8 20%	31 76%	2 5%
Regional Legislative Policy Summit: This work item would have REAP continue to partner in holding a legislative summit in 2011 that emphasizes education on regional issues and to promote the region.	12 29%	27 66%	2 5%
Regional Water Conference: The WRC has annually sponsored a regional conference to promote education and networking opportunities on water issues. This work item would have REAP, through the WRC, continuing to provide this regional opportunity.	14 34%	21 51%	6 15%
Strategic Analysis of Regional Economy: In 2010 REAP updated a comparative analysis of the regional economy to identify the strengths and weaknesses. This work plan item would call for the conclusion of the analysis and a regional summit.	16 39%	21 51%	4 10%
Regional Memberships and Partnerships: REAP staff is involved in several ongoing activities that take limited investment of financial and/or time commitments. Memberships on GWEDC and participation with WAMPO are examples of these limited commitments.	6 15%	31 76%	4 10%

**2. The following are specific issues for consideration, including possible legislative priorities for REAP to address in 2011. Please assign the level of importance you feel each item merits in terms of REAP support in the upcoming year.**

Top number is the count of respondents selecting the option. Bottom % is percent of the total respondents selecting the option.

	Highest Priority	High Priority	Low Priority	Lowest Priority
Support federal reauthorization of the Workforce Investment Act of 1998 to include maintaining local control through employer led Local Workforce Investment Boards, and funding allocations to meet the growing need for skilled workers in South Central Kansas	9 24%	25 66%	4 11%	0 0%
Develop ongoing communication between REAP and the Kansas Federal Delegation.	5 13%	29 76%	4 11%	0 0%
Support continued funding for research and development on composites through the Kansas Bioscience Authority under the Economic Growth Act.	16 42%	16 42%	6 16%	0 0%
Identify potential funding for economic development initiatives in the region, including a regional sales tax, or alignment of sales tax in multiple jurisdictions.	6 16%	22 58%	9 24%	1 3%
Identify potential for forming a regional coalition to negotiate health care insurance for local governments, similar to that of the State's private colleges.	8 21%	12 32%	14 37%	4 11%
Advance legislative and administrative action to secure state participation in funding of technical education in the region.	9 24%	22 58%	5 13%	2 5%
Support making the Arkansas River and Little Arkansas River more accessible for recreation.	1 3%	9 24%	17 45%	11 29%
Support continued state financial assistance to maintain and expand low cost commercial air service from Mid-Continent Airport.	22 58%	15 39%	1 3%	0 0%
Identify and advise state elected officials to see that the State Water Plan is adequately funded.	14 37%	18 47%	6 16%	0 0%

**3. The following are specific issues for consideration, including possible legislative priorities for REAP to address in 2011. Please assign the level of importance you feel each item merits in terms of REAP support in the upcoming year. (Continued)**

Top number is the count of respondents selecting the option. Bottom % is percent of the total respondents selecting the option.

	Highest Priority	High Priority	Low Priority	Lowest Priority
Support continued state financial participation in the Equus Beds Aquifer Storage and Recovery (ASR) Project to ensure quantity and quality of water resources for the future.	7 18%	20 53%	9 24%	2 5%
Advance legislative and administrative action to secure state participation in funding of travel and tourism efforts in the REAP region.	5 13%	10 26%	21 55%	2 5%

Identify potential funding and participation by REAP in regional marketing through GWEDC.	3 8%	15 39%	13 34%	7 18%
Identify potential funding and participation by REAP in convening the regional economic development partners.	9 24%	19 50%	7 18%	3 8%
Address initiatives identified in the Sustainable Communities grant application.	3 8%	23 61%	9 24%	3 8%
Address regional air quality initiatives, particularly those associated with Ozone nonattainment, as this has a large economic impact to the regional economy.	10 26%	17 45%	11 29%	0 0%
Support continuation of state investments in medical education through University of Kansas in Wichita, as well as regional medical facilities.	5 13%	22 58%	10 26%	1 3%
Address the regulations and best management practices associated with storm water.	3 8%	15 39%	17 45%	3 8%
Further develop the Water Resource Planner to identify more natural resources available in the REAP region.	5 13%	20 53%	11 29%	2 5%
Identify grant opportunities affecting regional planning and development.	10 26%	24 63%	2 5%	2 5%

**4. The following are specific issues for consideration, including possible legislative priorities for REAP to address in 2011. Please assign the level of importance you feel each item merits in terms of REAP support in the coming year. (Continued)**

Top number is the count of respondents selecting the option. Bottom % is percent of the total respondents selecting the option.	Highest Priority	High Priority	Low Priority	Lowest Priority
Support continuation of state investments in aviation research at the National Institute for Aviation Research.	17 46%	15 41%	5 14%	0 0%
Support a stronger system of technical training and education in Kansas including enhanced funding support, better alignment and articulation of education and training programs, and transition programs to better serve adult learners.	14 38%	15 41%	8 22%	0 0%
Support increased use of pre-release skills training programs to improve the reintegration of ex-offenders through partnerships with the Kansas Department of Corrections and the Local Workforce Investment Boards in Kansas.	2 5%	13 35%	18 49%	4 11%
Creation of a stand-alone transportation committee, similar to other REAP committees that works with KDOT, WAMPO, and other partners to work on regional transportation issues.	4 11%	15 41%	15 41%	3 8%
Endorse enhanced passenger rail service and intercity passenger rail in Kansas.	5 14%	18 49%	10 27%	4 11%
Support the inclusion of appropriations for passenger rail in T-Works, the State Comprehensive Transportation Plan.	6 16%	13 35%	15 41%	3 8%
Endorse rail infrastructure investment in both the north/south corridor from Kansas City to Fort Worth through Newton and Wichita, as well as the South West Chief corridor.	4 11%	19 51%	12 32%	2 5%

**5. What REAP functions currently provide the most value to your community? - Responses**

1	<b>Economic Development:</b> Information, inclusion, and developing regional strategies.
2	<b>Legislative:</b> Monitoring, information, inclusion, communication, focus, representation, unified voice, and education.
3	<b>Workforce:</b> role of WA and development efforts and connection to economic development.
4	<b>Affordable airfares</b>
5	<b>Water:</b> Information, inclusion, education on regional issues, Water Conference, and data.
6	<b>Transportation:</b> information and education on issues or projects.
7	Meeting to share ideas, gathering information about the area
8	Building on the concept, all in this together
9	Connected to Visioneering
10	Connected to various state agencies
11	keeping community leaders informed as to what is going on and possible solutions / guidance towards issues.
12	Sharing information and the research behind that information.
13	I think REAP has done a good job of supporting the interests of our region, but has primarily focused on what is best for Wichita. The primary benefit of REAP thus far, for our community, has been just keeping us in the loop and understanding regional issues. The REAP Water Conference has also been a benefit.
14	Collaboration b/w the members.
15	Regional communication/partnerships.
16	Regional perspective and collaboration.
17	Promotion of our region at the State level (keeping jobs here, airfares low, etc). Also, sharing of information (i.e. water rates, transportation info, etc)
18	the willingness to expand the REAP agenda to be supportive of Bio Science / Cibor / expanding medical education in the area
19	Convening of forums for discussion among professional managers and elected officials on important issues of regional concern.

**6. What challenges are facing REAP in enhancing the regional economy? - Responses**

1	Listening to and involving the smaller communities. Smaller communities do not seem to find the benefit of REAP on a more level ground, while they understand that overall as a region the benefit is greater. That has been hard to do for REAP.
2	1) The retention of jobs in the aviation sector; 2) Providing the necessary incentives to retain existing industries and recruit new targeted industries to the region; and 3) Developing a clear definition of the region and the unique opportunities and strengths of the region that does not exist in other regions of the state. Is the region the 7 county area now identified by the memberships or is it a larger or smaller region. From the standpoint of simplicity, I believe the region with the most homogeneous characteristics is a smaller rather than a larger region. I believe the counties of Reno, Harvey, Butler and Sedgwick are a common region. Adding counties of Sumner, Cowley, Kingman and McPherson dilutes the true strength of the region. From the standpoint of economic development, I would restrict the regional partners to those counties who have many similarities and can best be identified as the center of oil, aviation and to some extent the agriculture industry.
3	Lack of productive committee meetings. Joe talks too much. Situations are not provided to build relationships; Do professional managers need to be more involved?

4	REAP needs to continue to be the "non-political" organization that promotes regional fiscal health and growth.
5	1) The concept of working together to "build", grow the region; 2) Funding issues; Jobs, work, new companies; 3) Keeping the companies we have.
6	national economy
7	1) Competition from all over; 2) Developing needed skills among the labor force.
8	Understanding everyone's needs and representing them. Getting elected officials to participate in the process.
9	The challenge is knowing where to invest our time and resources to have the greatest effect for the entire region. Enhancing the regional economy may require a significant investment. Are all REAP members willing to make an investment in something that may or may not directly affect them.
10	1) Limited Resources; 2) Higher taxes--both sales and Prop. in Ks. compared to other states, or regions; 3) Offering a high tech ind. park. Affordable land--shovel ready; 4) Water quality; 5) Transportation--improving highway infrastructure.
11	Securing genuine regional cooperation to advance economic development.
12	How to keep the region competitive in a global economy.
13	1) Job growth; 2) Silo mentalities of some economic development efforts; 3) Legislative budget cuts; 4) Work force development
14	Retaining continuity of leadership and sincere involvement by all the major partners
15	Access to larger water sources and hard dollars to provide as incentives to new and existing businesses
16	Finding common ground, common priorities and working towards those. Identification, really, of those priorities... especially in difficult economic times.
17	Perception: GWEDC is not an organization that has earned trust or respect? So although they get mentioned at REAP meetings as economic development... body language indicates they are somewhat irrelevant to many of the REAP counties and cities. Please understand though, it is in everyone's best interest that GWEDC thrive, excel, succeed and get the world to pay attention. We in the Wichita area do not consistently exhibit behavior helpful to the region. The economy is changing, global connectivity is tightening. Let's make sure we have the economic development puzzle pieces set in a way that supports the new environment we must thrive within.
18	Getting the various EDC organizations to co-operate.
19	1) Clarity of REAP's role vis a vie GWEDC and other entities; 2) Ability to identify important issues early enough so they can be properly researched and then discussed by REAP members before presentation to the Board for determination of a position or action; and 3) Professionally staffing and branding REAP in such a way as to gain stature and credibility when discussing issues facing the regional economy.
20	Funding.
21	The aircraft industry will probably not rebound to the production rates of several years ago. We need to help maintain the industry in our area, but we need to recognize the fact we need to diversify into..... Alternative energy; production of and equipment to produce energy. Composit manufacturing not aircraft related; Transportation; Water.

**7. What are the most important issues facing our region in the next 3-5 years? - Responses**

1	1) Transportation issues; 2) Labor issues; 3) Airfares
2	1) Retaining the core workforce of aviation workers; 2) Developing a true identification and branding of the region for economic development marketing in order to be competitive and at the top as the place to start or expand your business; and 3) Taxation issues that negatively effect business recruitment or expansion.
3	There is a growing emphasis on regional approaches to solving problems. REAP should embrace the role of information gatherer and conveyer. In some instances, step up and facilitate recommendations.
4	Developing new industries to diversify our manufacturing base. Keep regional workers trained and available for all types of jobs. Push more alliances with educational facilities of all kinds.
5	1) improving roads, rail, airport; 2) continue working together; 3) jobs, training, legislative issue probably less state funding at the local level
6	1) WATER; 2) ENERGY; 3) NEGATIVE GROWTH; 4) JOBS
7	1) Creating and keeping good paying jobs; 2) Transportation within the region; 3) Complying with stronger environmental regulations.
8	1) Economy; 2) Job creation; and 3) Tax Revenues.
9	1) Keeping competitive so the region is attractive to new manufacturing; 2) Building the infrastructure that will support major growth.
10	1) Getting the major employers to survive the recession and keep jobs in this region; 2) Keeping water affordable and plentiful; 3) Addressing non-point source pollution in our lakes, rivers and streams.
11	1) Diversification of the Mnfc./Industry base; 2) Offer safe enviroment--enhance quality of life.
12	Competing with other regional areas that have more financial resources to attract industry.
13	Growing the economy and creating jobs that generate adequate household income.
14	1) Job Availability; 2) Work Force development; 3) Competing on global economy basis; 4) Supporting Bio-Science & Technology development.
15	1) dependence on aircraft industry for jobs; 2) need to diversify employers/industries
16	JOBS, JOBS, JOBS, WATER - WATER - WATER
17	Fair fares may have to be readdressed given Southwest acquiring Air Tran. We must have affordable fares; We have exciting, perhaps transformative, economic development opportunities in composites, bioscience and alternative energies, and REAP must act in concert with the principals in those industries to champion this transformation.
18	Job retention!!!!
19	Growing our economy and sustaining or replacing aviation jobs.
20	We need to determine what we will be the absolute best at. How will that understanding inform all of the decisions we make in the region? Once this is understood we will be better suited to say no to worthy causes that distract the region from our core value(s). Let's not spend valuable time trying to "fix things." Focus on the future, our strengths, our core value(s) and make sure we get the system, staff, structure in place to unleash the region.
21	Creating an economic development environment to attract industries into the region.
22	1) Tax policy; 2) Diversification of the economy; 3) Regional transit and transportation; 4) Handling storm water & water quality issues
23	1) Business Environment; and 2) Economic Development.
24	1) Cost of health care; 2) Clean air and water; 3) Jobs creation.

## REAP Retreat and Strategic Planning Notes November 1, 2010

### Process

With changes in REAP leadership, current and anticipated requests from other organizations, and the economic environment, a strategic planning process was determined to be the best process to reinforce the value of the REAP organization, strengthen commitment to the REAP mission and set forth a framework for the direction of the REAP organization.

In coordination with the REAP strategic planning process, staff conducted individual interviews with key partners and stakeholders (GWEDC, SCKEDD, WA, WAMPO, WSU, Regional ED Partners group, etc.) to identify critical issues for the REAP organization. In addition, at the beginning of October, staff conducted strategic planning focus groups with former REAP leaders and city and county managers. The meetings and interviews were to help identify REAP's strengths, determine current and future challenges, and help define its role and purpose for the region. In addition, staff utilized the annual survey to collect data from the membership at large on current operations. REAP then held a strategic planning session on Monday, November 1, 2010 at the Sedgwick County Extension Office. This process was designed to engage REAP members and stakeholders in discussion on the future direction and sustainability of REAP over the next three to five years. All documents and materials from the retreat are available on the [REAP website](#).

The retreat included **Mayor Laura McConwell** (Mission) who is a current Board Member of the Mid America Regional Council (MARC) in Kansas City who focused on the importance of jurisdictions working together across traditional boundaries. There was also a panel response that allowed participants to hear perspectives from business, workforce development, and local government. The panel included **Mr. Steve Martens** (The Martens Companies), **Mr. Keith Lawing** (Workforce Alliance of South Central Kansas), and former REAP Chair **Mr. John Waltner** (Harvey County). Participants also reviewed a report on a comparative analysis of other regional organizations and held group discussions of issues that REAP may face in the next 3-5 years. The retreat was facilitated by **Ms. Misty Bruckner** of the Hugo Wall School, Wichita State University.

### Proposed Roles and Strategies

The following roles were developed through the input of the stakeholder interviews, survey results, and focus groups. The strategies beneath each role were developed by the participants of the retreat who were asked to also vote on each strategy which is reflected by the order and vote tally.

- 1) Providing a **regional voice** to support fundamental economic development.
  - a) Creating sustainable infrastructure (ie water, transport, economic development) - 30 votes
  - b) Regional branding process about what REAP is – 27 votes
  - c) System and structures in place to take REAP to the next level (processes, staff, committees, etc.) – 24 votes
  - d) Reach out to private sector stakeholders – 18 votes
  - e) Build trust by informing all partners on the value of economic development – 17 votes
  - f) Open up forum to other organizations – 7 votes
  - g) Oversight organization for economic development in REAP region...regional funding effort – 5 votes
  - h) Commitment from all policy makers – 3 votes
  - i) Connecting with partners and stakeholders, groups that focus on sustainable development – 1 vote

- 2) **Educating stakeholders** on topics of economic interest to our region.
  - a) Create a communication/education plan to connect with: own membership, legislative delegation, grassroots citizens, local chambers, media, congressional offices – 32 votes
  - b) REAP staff report to communities – 27 votes
  - c) Outreach to communities who were formerly active in REAP plus regular communication with current members – 22 votes
  - d) Clarify mission on economic development vs. economic partnerships – 21 votes
  - e) Training sessions for new elected officials – 15 votes
  - f) Development of reciprocal appreciation between all partners/communities – 5 votes
  - g) Educating stakeholders on the importance of economic development – 4 votes
  
- 3) **Guiding state and national policy** issues that impact economic development of our region.
  - a) Engage local leadership to represent the region in Topeka, not only a lobbyist – 43 votes
  - b) Strategies to look at more funding for our region...fair share from Topeka – 34 votes
  - c) Coordinate a common regional economic development agenda – 26 votes
  - d) Determine a proactive way to identify policy issues for specific industries – 20 votes
  - e) Utilize and leverage opportunities to share REAP issues at the federal level...ie national league of cities event – 6 votes
  - f) Ongoing strategy for engagement of state and national....more than just a policy summit – 5 votes
  - g) Send quarterly updates to legislators – 4 votes
  - h) Strategies on engaging in federal policies that affect us locally – no votes
  
- 4) **Supporting regional planning efforts** in issues impacting the economic environment.
  - a) Educate and engage citizens on the benefits of sustainable planning efforts – 27 votes
  - b) Engage professional staff in multiple jurisdictions in collaborative planning – 25 votes
  - c) MAPD still an appropriate structure...what is REAP's role? – 17 votes
  - d) Convening workgroups on specific planning efforts – 17 votes
  - e) Capitalize on other regional planning efforts - 15 votes
  - f) Determine how REAP can become an important player in transportation (MAPD), evaluate is
  - g) Involve REAP in WAMPO efforts - 12 votes
  - h) Developing a process to prioritize economic development wants and needs – 7 votes
  - i) Develop an understanding that regionalism perspectives differ – no votes
  
- 5) Being **proactive in identifying emerging issues** and encouraging dialogue.
  - a) Understand that regional planning is important and we are not doing it – 36 votes
  - b) Agenda process that encourages active participation and issue identification – 34 votes
  - c) Formalize roles of elected members/professional staff....create a balance – 34 votes
  - d) Create a strategy that determines which issues are regional vs. city to city – 20 votes
  - e) Expand communication to outreach groups – 11 votes

### **Expectations Moving Forward**

The retreat provided good input into the process, including some roles and strategies for REAP to consider. These will be used in combination with information from the annual surveys during the upcoming Committee meetings to develop work plans or action steps for 2011. The work of the Committees will then be forwarded to the REAP Executive Committee and a draft product will be presented at the December 13 REAP meeting for formal adoption.

**Agenda Item III-5**  
**2011 EDC Meeting Schedule**

**2011 Economic Development Committee Meeting Schedule**

In 2010, the Economic Development Committee took action to schedule monthly meetings for the fourth Thursday of each month. For 2011 it is advised that the meetings continue to be working lunches from Noon to 1:30 and be held at the Workforce Alliance of South Central Kansas Administrative Offices, 150 N. Main, Wichita, unless otherwise indicated.

Meetings are not held if there is no business before the committee.

Continuation of the fourth Thursday of each month, unless otherwise noted is as follows:

***4<sup>th</sup> Thursday Schedule***

January 27

February 24

March 24

April 28

May 26

June 23

July 28

August 25

September 22

October 20 (3<sup>rd</sup> Thursday, REAP Meeting scheduled for November 7)

November 17 (3<sup>rd</sup> Thursday, Thanksgiving)

December 15 (3<sup>rd</sup> Thursday, Christmas)

***Recommended Action: Approve meeting schedule.***

## **Agenda Item III (6)** **CEOB and Workforce Alliance Report**

### **Local Area IV Chief Elected Officials Business**

NOTICE: Through an agreement entered into by counties in Local Area IV as defined by the State of Kansas, the Economic Development Committee (EDC) has been designated to serve as the Chief Elected Officials Board (CEOB), as defined in the Workforce Investment Act of 1998 in Local Area IV, which includes Butler, Cowley, Kingman, Harper, Sedgwick and Sumner counties. All EDC members are asked to participate, however, only those designated elected officials of the CEOB shall have a vote.

#### ***a. Appointment to the WA Board of Directors***

Ms. Kriste Weber, Manager, Staffing, Human Resources, Cessna Aircraft Company has been nominated to the Workforce Alliance Board of Directors as a Private Sector member. The nomination is made by the Wichita Metro Chamber of Commerce. This appointment is for a three year term, to expire June 30, 2013. Kriste will be replacing Ms. Lisa Harms from Cessna, who has been transferred to a different position within the organization.

***Recommended action: Approve the nomination as presented.***

#### ***b. Selection of Vendor for Website Design and Development.***

The Workforce Alliance released a Request for Proposals (RFP) for Website Redesign, hosting, and maintenance on September 9, 2010. The RFP closed on September 27, 2010 with a total of eight proposals received. An initial review of the proposals was performed to ensure all proposals meet the minimum requirements established. During that review it was determined that only four met the minimum requirements. The four qualifying proposals were then reviewed and scored by a staff team and two finalists were selected. Contracts were negotiated between both finalists. A summary of those contracts is below.

	<b>Vision Internet</b>	<b>CivicPlus</b>
Website Redesign	\$0.00	\$19,191.00
Annual Maintenance & Hosting first Year	\$3,600	\$0.00
<b>Year 1 Costs</b>	<b>\$3,600</b>	<b>\$19,191</b>
Annual Maintenance & Hosting 2 <sup>nd</sup> and 3 <sup>rd</sup> Years	\$3,600	\$3,819
<b>Total Cost end of Year 3</b>	<b>\$10,800</b>	<b>\$26,829</b>
4 <sup>th</sup> Year Redesign		Free after 4 years of consecutive service

The contracts are very similar with cost as the significant difference. Both finalists are highly qualified companies. The reviews performed by staff scored the two proposals very close with, Civic Plus scoring 78 and Vision scoring 81.

Staff requested the WA Executive Committee to make the final selection. All contracts and proposals are available for the board to review, but the only significant difference is the cost, and the offer of a 4<sup>th</sup> year redesign for free from Civic Plus. The WA Executive Committee took

action to authorize the Executive Director to enter into agreement with Vision Internet. Due to the amount of the contract the CEOB is also asked to authorize this action.

***Recommended Action: Authorize the Executive Director to enter into an agreement with the selected vendor for website development.***

*c. Personnel Policies Update*

The Board of Directors last approved a revision to the Personnel Policies in November 2009. This current revision includes changing the name of the policy from “Personnel Policy” to “Code of Business Conduct and Ethics”, as recommend by federal guidance. These policies have been expanded to include ethical standards for conflict of interest, corporate opportunities, fair dealing, confidentiality, legal compliance, disclosures, fiscal stewardship, protection and the proper use of corporate assets, as well as compliance with policy. The other major addition is the inclusion of a section outlining compliance with The Family and Medical Leave Act (FMLA). The Workforce Alliance currently employs over 50 employees which is the threshold for compliance with the act. Other sections that were revised include:

- Inclement Weather (pp. 9-10)
- ADA Policy (p. 11)
- Weapon Free Workplace (pp. 12-13)
- Smoke Free Workplace (p. 13)
- Anti-Harassment (p. 16)
- Personal Appearance (p. 34)

The WA Executive Committee to action to approve the modifications and all of the updated policies can be downloaded by going to:

[www.workforce-ks.com/Modules/ShowDocument.aspx?documentid=1038](http://www.workforce-ks.com/Modules/ShowDocument.aspx?documentid=1038)

*d. Demand Occupations List Update*

The Workforce Alliance is currently funding 111 participants in A&P training at WATC; the entire A&P program at WATC is 180 participants. The total cost of the program is approximately \$25,000.

Staff and the WIA Oversight Committee recommended and the WA Executive Committee agreed to remove A&P from the List of Occupations Approved for Training in Local Area IV to prevent oversaturation in a weak job market. While our graduates have found success in obtaining jobs, the employment they are able to obtain is either outside the state or in unrelated industries. Staff requested the ability to make administrative exceptions on a case by case basis consistent with current WIA policies. It was noted that when the demand for A&P Mechanics in South Central Kansas increases, staff will recommend adding A&P back to the List of Occupations Approved for Training in Local Area IV.

*e. Workforce Center Facilities Update*

The Workforce Alliance of South Central Kansas served 8,374 customers during the month of October 2010, up from 8,071 served in September 2010. On average, the three centers serve approximately 7,347 customers per month. In addition, the Cowley Workforce Center held an

official opening and ribbon cutting ceremony on Wednesday, November 10, 2010 and the numbers above reflect traffic at that center.

*f. WIA and Wagner-Peyser Performance Update.*

The attached PY 2010 report shows the first quarter and part of the second quarter numbers. Local Area IV is currently not meeting the sanction for the Entered Employment Rate for Adult and Dislocated Workers. Goals and sanctions are met for all other common measures. The standards for PY 2010 were lowered prior to the beginning of the program year. Staff remains concerned about meeting the common measures due to the ongoing limited job opportunities in the foreseeable future.

*g. Review of Quarterly Financial Statements*

The following financial statements included in the packet are updates to the PY10 Budget and financial statements for year end June 2010 and for July 2010 through September 2010. The Finance committee reviewed drafts of financial statements during PY09 to help evaluate which statements would be presented and how often. The Finance Committee established that Workforce Alliance staff will produce financials at the end of each quarter starting with yearend PY09. Financials for year end 2009 were also presented for audit during our annual A-133 Audit and are currently being reviewed by the auditors. One note on the financials is that WIA expenses match WIA revenue. The Workforce Alliance doesn't draw federal funds for WIA expenditures until expenses have been accrued thus income matches expenditures. The budget is in line with projections and is on track.

Additional notes-

- Workforce Alliance issued a contract with UCI for incumbent worker training prior to Department of Labor denying the waiver to use Local WIA funds for Incumbent training. This contract bridged PY09 and PY10 and finished in October.
- National Emergency Grant (NEG) - In early November the WA expended 70% of the first increment of funds for the NEG. The WA is currently in the process of requested the second increment of funding from the Department of Labor. The second increment of funding is just over 2.1 million dollars, and will last until mid-year 2011.
- In total for the year the WA has spent just over \$1.2 million dollars in client training or supportive service which is 52% of the expenditures for the current year.

*h. Grant Updates*

Keith Lawing will give an update on the National Emergency Grant (NEG) and PACES.

*i. Labor Report*

September 2010 Labor Report: Numbers released October 22, 2010 from the Kansas Department of Labor. The October report will be issued November 23, 2010. (NOTE: Reported unemployment rates are seasonally unadjusted).

- The national unemployment rate in September was 9.2 percent, down from 9.5 percent in August.
- September 2010 seasonally unadjusted unemployment rate in Kansas was 6.7 percent, no change from August 2010 and down from 7.0 percent in September 2009.

- Kansas' 6.7 percent unemployment rate is average compared to neighboring states that have a high of 9.0 percent (Missouri) and a low of 4.5 percent (Nebraska).
- The unemployment rate for Local Area IV in September was 8.1 percent, down from 8.4 percent in September 2009.
- Sumner County in LAIV reported the most change in its unemployment rate decreasing from 9.0 percent in August to 8.4 percent in September. All other counties in the region experienced little or no change in their unemployment rate.
  - Butler – 7.8 percent
  - Cowley – 7.1 percent
  - Harper – 5.2 percent
  - Kingman – 5.5 percent
  - Sedgwick – 8.3 percent
  - Sumner – 8.4 percent
- Four of the 11 major industries in Kansas reported over-the-month job gains in September. These gains were highest in the following areas:
  - Government gained 21,000 jobs over the month, an 8.6 percent increase. The majority of job gains in this area are seasonal due to employees returning to local Unified School Districts for the new school year.
  - Other services gained 1,500 jobs over the month, a 2.9 percent increase. The majority of job gains in this area were in membership association and organization.
  - Education and health services gained 1,300 jobs over the month, a 0.7 percent increase. Job gains were highest in educational services.
  - In Kansas, there were 23,583 initial claims (regular, Extended Benefits (EB) and Emergency Unemployment Compensation (EUC) for unemployment benefits in September, up from 17,642 initial claims in August 2010 and down from 23,739 in September 2009.

### **Layoff Numbers**

Total number of confirmed layoffs as of October 22, 2010.  
(Numbers have been tracked since October 2008.)

Aviation Manufacturing	14,350
Non-Aviation Manufacturing	1,961
Services	2,181
<b>Total</b>	<b>18,492</b>

*j. Eagle Editorial*

The following op-ed piece by WA Chairman Mark Conway regarding WIA reauthorization was published in the Sunday, November 11, 2010, Wichita Eagle. Please take a moment and read the article. It can also be accessed by going to:

<http://www.kansas.com/2010/11/14/1588322/congress-needs-to-act-on-work.html>

***Recommended Action: Receive and file.***

**WIA Programs  
Program Year 2010  
Performance Report of LA IV  
as of 11/8/10**

Adult	Goal	PY10 1st Qtr July 10- Sept 10		PY10 2nd Qtr Oct 10- Dec 10		PY10 3rd Qtr Jan 11- Mar 11		PY10 4th Qtr Apr 11- June 11		PY10 Annual July 10- June 11		State PY10 Annual July 10- June 11		*Reporting Period
	Sanction													
Entered Employment Rate	70%	50.7	154	49	143					49.7	501	57	5221	2nd Qtr= 1/1/10 to 3/31/10
	56.0%	304	292							1008	9158			Annual= 10/1/09 to 9/30/10
Retention Rate	84.0%	31	155							230	2646			2nd Qtr= 7/1/09 to 9/30/09
	67.2%	41	229							322	3387			Annual= 4/1/09 to 3/31/10
Average Earnings	\$12,500.00	358050	1956400							2795564	32667281			2nd Qtr= 7/1/09 to 9/30/09
	\$10,000.00	11550	31	12621.94	155					12261.25	228	12454.17	2623	Annual= 4/1/09 to 3/31/10

**Dislocated Workers**

Entered Employment Rate	80%	50	54	51.1	47					48.2	217	65.2	1134	2nd Qtr= 1/1/10 to 3/31/10
	64%	108	92							450	1740			Annual= 10/1/09 to 9/30/10
Retention Rate	87%	16	83							122	880			2nd Qtr= 7/1/09 to 9/30/09
	69.6%	20	106							151	982			Annual= 4/1/09 to 3/31/10
Average Earnings	\$15,700.00	207682	1587553							2036632	13392963			2nd Qtr= 7/1/09 to 9/30/09
	\$12,560.00	12980.13	16	19127.14	83					16693.7	122	15519.08	863	Annual= 4/1/09 to 3/31/10

**Youth**

Placement Employment/Education	64%	73.3	11	80	4					58.2	32	64.7	328	2nd Qtr= 1/1/10 to 3/31/10
	51.2%	15	5							55	507			Annual= 10/1/09 to 9/30/10
Attainment Degree/Certificate	52%	64.7	11	75	6					43	308			2nd Qtr= 1/1/10 to 3/31/10
	41.6%	17	8							64	474			Annual= 10/1/09 to 9/30/10
Literacy/Numeracy Gains	42%	100	3	^^^	0					3	81			2nd Qtr= 10/1/10 to 12/31/10
	33.6%	3	0							5	183			Annual= 7/1/10 to 6/30/11

**Summary**

	1st Qtr			2nd Qtr			3rd Qtr			4th Qtr		
	Adult	DW	Youth	Adult	DW	Youth	Adult	DW	Youth	Adult	DW	Youth
Met Goal			3	1	1	2						
Met Sanction	2	2		1	1							
Did Not Meet Sanction	1	1		1	1							

	Annual			
	Adult	DW	Youth	State
Met Goal		1	2	4
Met Sanction	2	1	1	5
Did Not Meet Sanction	1	1		

Bold Numbers=Official Numbers from State and Will Not Change

\*\*\*\*\* The Kansas Department of Commerce accesses confidential databases to obtain additional wage data; therefore, the actual performance rating cannot be released, only whether the rating met, exceeded, or was below the goal or sanction level.

^^^ Agency did not have participants in this measure

\* Reporting Period=Participants who exited during the time frame indicated will count in performance measures



Allen, Gibbs & Houlik, L.C.  
CPAs & Advisors

## INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

To the Board of Directors  
Workforce Alliance of South Central Kansas, Inc.  
Wichita, Kansas

We have compiled the accompanying consolidating statement of certain assets and liabilities of Workforce Alliance of South Central Kansas, Inc. as of June 30, 2010, and the related consolidating statement of revenue collected and expenses paid - modified cash basis for the twelve months then ended, and supplementary information, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The financial statements have been prepared on the modified cash basis of accounting, which is a comprehensive basis of accounting other than accounting principles generally accepted in the United States of America.

A compilation is limited to presenting information that is the representation of management in the form of financial statements and supplementary information. We have not audited or reviewed the accompanying financial statements and supplementary information and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared on the modified cash basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial statements. Accordingly, these financial statements are not designed for those who are not informed about such matters.

*Allen, Gibbs & Houlik, L. C.*

August 2, 2010

**WORKFORCE ALLIANCE OF SOUTH CENTRAL KANSAS, INC.**  
**Consolidating Statement of Certain Assets and Liabilities**  
**June 30, 2010**

	WIA	PACES	Other	Consolidated Total
<b>Assets recognized</b>				
Cash - WIA	\$267,509.63	\$0.00	\$0.00	\$267,509.63
Cash - Workforce Alliance general	0.00	0.00	66,555.53	66,555.53
Cash - PACES money market	0.00	556,214.20	0.00	556,214.20
Cash - Health Careers	0.00	0.00	23,465.49	23,465.49
Cash - Summer Youth	0.00	0.00	7,066.05	7,066.05
Accounts Receivable - KDOC	133,822.31	0.00	0.00	133,822.31
Accounts Receivable - DOL	17,293.69	0.00	0.00	17,293.69
Accounts Receivable from Future Grants	57,782.55	0.00	0.00	57,782.55
Flex Spending Deposits	0.00	0.00	2,720.00	2,720.00
Amount due to/from	(2,177.34)	49,001.29	(46,823.95)	0.00
<b>Total assets recognized</b>	<b>474,230.84</b>	<b>605,215.49</b>	<b>52,983.12</b>	<b>1,132,429.45</b>
<b>Liabilities recognized</b>				
Accounts Payable	\$391,990.69	\$4,166.57	(\$1,672.59)	\$394,484.67
Accounts Payable in Excess of Available Funds	57,782.55	0.00	0.00	57,782.55
Federal Payroll Taxes Payable	18,389.48	1,517.61	0.00	19,907.09
State Withholding Taxes Payable	6,068.12	640.52	0.00	6,708.64
<b>Total liabilities recognized</b>	<b>474,230.84</b>	<b>6,324.70</b>	<b>(1,672.59)</b>	<b>478,882.95</b>
<b>Excess of assets recognized over liabilities recognized</b>	<b>\$0.00</b>	<b>\$598,890.79</b>	<b>\$54,655.71</b>	<b>\$653,546.50</b>

See independent accountants' compilation report

**WORKFORCE ALLIANCE OF SOUTH CENTRAL KANSAS, INC.**  
**Consolidating Statement of Revenue Collected and Expenses Paid - Modified Cash Basis**  
**For the Twelve Months Ended June 30, 2010**

	WIA	PACES	Other	Consolidated Total
<b>Revenue collected:</b>				
Grant Income	\$6,027,436.43	\$415,000.00	\$0.00	\$6,442,436.43
Miscellaneous Income	0.00	45.39	6,535.17	6,580.56
Program Income	50.00	0.00	0.00	50.00
WIA Program Reimbursement	0.00	0.00	28,873.95	28,873.95
Total revenue collected	<u>6,027,486.43</u>	<u>415,045.39</u>	<u>35,409.12</u>	<u>6,477,940.94</u>
<b>Expenses paid:</b>				
Wages	1,818,274.46	88,210.33	0.00	1,906,484.79
Payroll Taxes	160,792.09	8,233.98	0.00	169,026.07
Benefits	193,086.98	12,907.83	0.00	205,994.81
Rent	479,615.90	0.00	0.00	479,615.90
Building Enhancement	16,013.91	0.00	0.00	16,013.91
Security	36,266.84	0.00	0.00	36,266.84
Utilities	7,574.94	0.00	0.00	7,574.94
Insurance	23,832.84	0.00	0.00	23,832.84
Communications	114,630.14	0.00	3,525.00	118,155.14
Office Supplies	125,275.96	2,196.99	0.00	127,472.95
Office Equipment/Furniture	110,041.18	0.00	0.00	110,041.18
Copier Lease	52,942.11	0.00	0.00	52,942.11
Postage	2,161.60	0.00	0.00	2,161.60
Dues & Subscriptions	9,790.25	0.00	0.00	9,790.25
Conference	29,317.70	11,267.74	0.00	40,585.44
Job Fairs	25.00	0.00	0.00	25.00
Meetings	20,948.53	2,426.08	0.00	23,374.61
Outreach	7,527.22	3,654.67	0.00	11,181.89
Staff Development	10,153.25	1,390.00	0.00	11,543.25
Travel	23,316.98	8,086.46	0.00	31,403.44
Contract Services	255,908.05	82,226.43	0.00	338,134.48
Subrecipient Grants Awarded	0.00	11,500.00	0.00	11,500.00
Indirect Expense	0.00	0.00	0.00	0.00
Miscellaneous	0.00	1,065.14	6,125.69	7,190.83
Business Services	0.00	0.00	0.00	0.00
Transition Expense	0.00	0.00	0.00	0.00
Incumbent Worker Training	30,592.78	0.00	0.00	30,592.78
Case Management	0.00	0.00	0.00	0.00
Incentives	2,900.00	0.00	0.00	2,900.00
Education & Training	2,166,000.08	54,029.94	0.00	2,220,030.02
Supportive Services	89,622.95	60.00	0.00	89,682.95
WIA Program Expense	0.00	0.00	22,687.80	22,687.80
Total expenses paid	<u>5,786,611.74</u>	<u>287,255.59</u>	<u>32,338.49</u>	<u>6,106,205.82</u>
Excess of revenue collected over expenses paid before selected accruals	240,874.69	127,789.80	3,070.63	371,735.12
<b>Selected revenue (expense) accruals:</b>				
Accrued revenues	55,553.02	0.00	0.00	55,553.02
Accrued expenses	(296,427.71)	(4,166.57)	1,422.59	(299,171.69)
Excess of revenue collected over expenses paid and selected accruals	<u>\$0.00</u>	<u>\$123,623.23</u>	<u>\$4,493.22</u>	<u>\$128,116.45</u>

**WORKFORCE ALLIANCE OF SOUTH CENTRAL KANSAS, INC.**  
**Consolidating Statement of Certain Assets and Liabilities**  
**September 30, 2010**

	<u>WIA</u>	<u>PACES</u>	<u>Other</u>	<u>Consolidated Total</u>
<b>Assets recognized</b>				
Cash - WIA	\$3,580.97	\$0.00	\$0.00	\$3,580.97
Cash - Workforce Alliance general	0.00	0.00	72,862.51	72,862.51
Cash - PACES money market	0.00	456,224.95	0.00	456,224.95
Cash - Health Careers	0.00	0.00	23,465.49	23,465.49
Cash - Summer Youth	0.00	0.00	7,066.05	7,066.05
Cash - Aflac Flex Spending Deposits	0.00	0.00	1,937.85	1,937.85
Accounts Receivable - KDOC	137,492.80	0.00	0.00	137,492.80
Accounts Receivable - DOL	42,120.53	0.00	0.00	42,120.53
Accounts Receivable - Other	0.00	50,000.00	0.00	50,000.00
Amount due to/from	10,427.42	58,570.45	(68,997.87)	0.00
<b>Total assets recognized</b>	<u>193,621.72</u>	<u>564,795.40</u>	<u>36,334.03</u>	<u>794,751.15</u>
<b>Liabilities recognized</b>				
Accounts Payable	\$190,293.33	\$17,833.34	\$0.00	\$208,126.67
State Withholding Taxes Payable	3,328.39	252.58	0.00	3,580.97
<b>Total liabilities recognized</b>	<u>193,621.72</u>	<u>18,085.92</u>	<u>0.00</u>	<u>211,707.64</u>
<b>Excess of assets recognized over liabilities recognized</b>	<u>\$0.00</u>	<u>\$546,709.48</u>	<u>\$36,334.03</u>	<u>\$583,043.51</u>

See independent accountants' compilation report

**WORKFORCE ALLIANCE OF SOUTH CENTRAL KANSAS, INC.**  
**Consolidating Statement of Revenue Collected and Expenses Paid - Modified Cash Basis**  
**For the Three Months Ended September 30, 2010**

	<u>WIA</u>	<u>PACES</u>	<u>Other</u>	<u>Consolidated Total</u>
<b>Revenue collected:</b>				
Grant Income	\$1,896,624.32	\$100,000.00	\$0.00	\$1,996,624.32
Miscellaneous Income	0.00	10.75	0.00	10.75
Program Income	0.00	0.00	0.00	0.00
WIA Program Reimbursement	0.00	0.00	14,625.58	14,625.58
<b>Total revenue collected</b>	<u>1,896,624.32</u>	<u>100,010.75</u>	<u>14,625.58</u>	<u>2,011,260.65</u>
<b>Expenses paid:</b>				
Wages	471,262.23	29,033.14	0.00	500,295.37
Payroll Taxes	38,904.58	2,627.55	0.00	41,532.13
Benefits	67,719.97	213.05	782.15	68,715.17
Rent	151,687.09	1,476.00	0.00	153,163.09
Building Enhancement	3,223.55	0.00	0.00	3,223.55
Security	9,423.51	55.58	0.00	9,479.09
Utilities	1,662.11	0.00	0.00	1,662.11
Insurance	2,424.20	0.00	0.00	2,424.20
Communications	16,648.56	302.08	1.21	16,951.85
Office Supplies	15,426.13	691.38	0.00	16,117.51
Office Equipment/Furniture	33,041.12	0.00	0.00	33,041.12
Copier Lease	9,769.48	0.00	0.00	9,769.48
Postage	1,093.93	50.09	0.00	1,144.02
Dues & Subscriptions	2,454.00	0.00	0.00	2,454.00
Conference	3,325.31	13,766.52	0.00	17,091.83
Job Fairs	0.00	0.00	0.00	0.00
Meetings	8,150.35	1,088.51	133.73	9,372.59
Outreach	2,647.93	0.00	800.00	3,447.93
Staff Development	9,154.91	176.53	0.00	9,331.44
Travel	6,473.05	282.98	0.00	6,756.03
Contract Services	61,499.51	5,817.57	0.00	67,317.08
Subrecipient Grants Awarded	0.00	80,000.00	0.00	80,000.00
Indirect Expense	0.00	0.00	0.00	0.00
Miscellaneous	0.00	0.00	4,252.00	4,252.00
Business Services	0.00	0.00	0.00	0.00
Transition Expense	0.00	0.00	0.00	0.00
Incumbent Worker Training	25,978.12	0.00	0.00	25,978.12
Case Management	0.00	0.00	0.00	0.00
Incentives	2,072.21	0.00	0.00	2,072.21
Education & Training	1,166,830.64	12,254.58	0.00	1,179,085.22
Supportive Services	26,626.52	159.60	0.00	26,786.12
WIA Program Expense	0.00	0.00	5,405.71	5,405.71
<b>Total expenses paid</b>	<u>2,137,499.01</u>	<u>147,995.16</u>	<u>11,374.80</u>	<u>2,296,868.97</u>
Excess of revenue collected over expenses paid before selected accruals	(240,874.69)	(47,984.41)	3,250.78	(285,608.32)
<b>Selected revenue (expense) accruals:</b>				
Accrued revenues	(29,285.22)	0.00	0.00	(29,285.22)
Accrued expenses	270,159.91	(13,666.77)	(12,102.59)	244,390.55
Excess of revenue collected over expenses paid and selected accruals	<u>\$0.00</u>	<u>(\$61,651.18)</u>	<u>(\$8,851.81)</u>	<u>(\$70,502.99)</u>

## Workforce Alliance Consolidated Budget PY10\*

July 2010 - June 2011

Updated 10/28/2010

Category	PY10	July	August	Sept	Cumulative	Budget	%
	Budget					Balance	Remaining
Wages	\$ 2,237,776.62	\$ 163,468.59	\$ 164,420.38	\$ 172,406.40	\$ 500,295.37	\$ 1,737,481.25	78%
Taxes	\$ 268,302.42	\$ 12,222.54	\$ 16,615.67	\$ 12,693.92	\$ 41,532.13	\$ 226,770.29	85%
Benefits	\$ 295,913.90	\$ 45,294.92	\$ 26,419.01	\$ (2,998.76)	\$ 68,715.17	\$ 227,198.73	77%
Rent	\$ 385,436.92	\$ 60,724.72	\$ 98,766.97	\$ (6,328.60)	\$ 153,163.09	\$ 232,273.83	60%
Build Enh	\$ 35,000.00	\$ 2,457.44	\$ 728.78	\$ 37.33	\$ 3,223.55	\$ 31,776.45	91%
Security	\$ 18,332.99	\$ 3,076.76	\$ 6,654.70	\$ (252.37)	\$ 9,479.09	\$ 8,853.90	48%
Utilities	\$ 8,000.00	\$ 868.37	\$ 439.92	\$ 353.82	\$ 1,662.11	\$ 6,337.89	79%
Insurance	\$ 21,400.00	\$ 2,424.20	\$ -	\$ -	\$ 2,424.20	\$ 18,975.80	89%
Communications	\$ 43,175.10	\$ 6,011.27	\$ 9,606.33	\$ 1,334.25	\$ 16,951.85	\$ 26,223.25	61%
Supplies	\$ 71,007.23	\$ 2,101.96	\$ 10,811.83	\$ 3,203.72	\$ 16,117.51	\$ 54,889.72	77%
Equipment	\$ 40,712.96	\$ 22,789.93	\$ 4,029.31	\$ 6,221.88	\$ 33,041.12	\$ 7,671.84	19%
Copy	\$ 47,550.00	\$ 2,715.12	\$ 6,589.05	\$ 465.31	\$ 9,769.48	\$ 37,780.52	79%
Postage	\$ 4,944.09	\$ 96.73	\$ 522.99	\$ 524.30	\$ 1,144.02	\$ 3,800.07	77%
Dues/Sub	\$ 8,500.00	\$ 1,605.00	\$ 100.00	\$ 749.00	\$ 2,454.00	\$ 6,046.00	71%
Conferences	\$ 28,802.89	\$ 4,494.30	\$ 2,620.89	\$ 9,976.64	\$ 17,091.83	\$ 11,711.06	41%
Job Fairs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Meetings	\$ 14,738.75	\$ 668.21	\$ 3,555.22	\$ 5,149.16	\$ 9,372.59	\$ 5,366.16	36%
Outreach	\$ 15,314.00	\$ 1,484.25	\$ 1,866.00	\$ 97.68	\$ 3,447.93	\$ 11,866.07	77%
Staff Development	\$ 37,500.00	\$ 6,370.22	\$ 2,521.18	\$ 440.04	\$ 9,331.44	\$ 28,168.56	75%
Travel	\$ 48,311.48	\$ 1,308.12	\$ 2,927.71	\$ 2,520.20	\$ 6,756.03	\$ 41,555.45	86%
Contract Services	\$ 290,552.94	\$ 24,304.36	\$ 8,736.35	\$ 38,528.37	\$ 71,569.08	\$ 218,983.86	75%
SubRecipient Grants	\$ 80,000.00	\$ -	\$ 80,000.00	\$ -	\$ 80,000.00	\$ -	0%
Incumbent Worker*	\$ 29,088.40	\$ -	\$ 7,533.32	\$ 18,444.80	\$ 25,978.12	\$ 3,110.28	
Incentives	\$ 2,500.00	\$ 600.00	\$ 1,472.21	\$ -	\$ 2,072.21	\$ 427.79	17%
Education & Training	\$ 3,169,190.23	\$ 480,512.87	\$ 290,920.18	\$ 413,057.88	\$ 1,184,490.93	\$ 1,984,699.30	63%
Supportive Services	\$ 204,996.86	\$ 1,034.77	\$ 5,314.66	\$ 20,436.69	\$ 26,786.12	\$ 178,210.74	87%
<b>Total</b>	<b>\$ 7,407,047.78</b>	<b>\$ 846,634.65</b>	<b>\$ 753,172.66</b>	<b>\$ 697,061.66</b>	<b>\$ 2,296,868.97</b>	<b>\$ 5,110,178.81</b>	<b>69%</b>

\* Contract Issued to UCI prior to waiver denial by USDOL to allow local areas to provide incumbent worker training. Contract runs into PY10.