



**Economic Development Committee
Meeting Agenda
9:30 a.m., February 25, 2011
National Center for Aviation Training (NCAT)
Mayor Kristey Williams, REAP Chair**

1. Welcome, Introductions, and Announcements: *Mayor Kristey Williams*

2. Minutes from the January 27, 2011 REAP EDC Meeting: *Mayor Kristey Williams*
Recommended Action: *Approve or modify minutes as needed.*

3. Local Area IV Chief Elected Officials Business: *Mayor Kristey Williams*

All members of the Economic Development Committee are encouraged to provide discussion on any of the items on the CEO Business agenda, however, only elected officials serving as the CEOB may take official action.

A. Local Area IV Chief Elected Officials Business

- i. Local Area IV Recertification
- ii. Workforce Center Operations, Performance, and Financial Update
- iii. House "Fiscal Year 2011 Continuing Resolution," H.R. 1 Update

Recommended Action: *Approve the recommended actions as presented in the consent agenda.*

4. Changing Role of Economic Development: *Mr. Joe Yager*

With the recent release of the Governors Economic Development Strategic Plan, "Road Map for Kansas: Growing the Kansas Economy" as well as several recent State actions as detailed in Dr. ED Flentje's opinion article, the committee is asked to discuss the effects these actions may have on economic development at the local level.

5. Identification of Work Plan for 2011: *Mayor Kristey Williams*

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

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

6. Unscheduled Topics: *Committee Members*

7. Adjourn

The next REAP EDC meeting will be at Noon on March 24, 2011.

Meeting Minutes – January 27, 2011
Workforce Alliance Administrative Offices
Commissioner Dave Unruh, Chairman

1. Welcome, Introduction, and Announcements

Commissioner Dave Unruh, Sedgwick County called the meeting to order; members, staff, and guests introduced themselves. Commissioner Unruh announced that Workforce Alliance will host a welcome reception for Dr. Anthony Kinkel on Thursday, February 10th from 4pm-5pm. Dr. Kinkel is the new president of Wichita Area Technical College.

2. Consent Agenda

Mr. Joe Yager, Chief Executive Officer for REAP, noted that the agenda has been reformatted to increase interaction among committee members. Commissioner Dave Unruh explained that the agenda now features a “consent agenda” and all items on the consent agenda are considered to be routine by the committee and can be approved by one motion unless a specific request is made by a committee member, there will be no separate discussion on these items. If discussion is required the item will be removed from the consent agenda and considered separately. Mr. Yager then answered clarifying questions from the committee regarding voting rights and the consent agenda.

Mayor Keith DeHaven, City of Sedgwick, moved (Commissioner Chip Westfall, Harvey County) to approve the minutes as presented. The motion passed unanimously.

Mayor Kristey Williams, City of Augusta, moved (Mayor DeHaven) to appoint Mr. Steve Flesher, Co-Owner, InterAct Training Group (ITG) to the Workforce Alliance Board of Directors as a private sector representative. The motion passed unanimously.

Ms. Linda Sorrel, Director of Policy and Planning, Workforce Alliance, provided a brief background on the Local Area IV Recertification. In accordance with the agreement between REAP EDC and Workforce Alliance on the governing principles of the partnership for the effective planning, coordination and implementation of the employment and training system within Local Area IV, we have developed, established and adopted an Operator Certification Process for One Stop Operators in Local Area IV as a systematic approach for conducting oversight and ongoing monitoring of the One-Stop delivery system.

To satisfy federal law the CEOB must certify WA as a Workforce Center. Ms. Sorrell noted that page 6 of the agenda packet outlines the 2008 certification process. Ms. Sorrell also noted that the CEOB may make changes to the process as needed. REAP staff then requested that the CEOB approve the recertification process as detailed in the agenda report.

Mayor Williams moved (Mayor DeHaven) to approve the Local Area IV Recertification Process as presented. The motion passed unanimously.

The committee then discussed approving the remaining WA items in one motion. Ms. Jane Wallace, Kingman County, moved (Commissioner Westfall) to approve the recommended actions as present in the consent agenda. The motion passed unanimously.

3. Endorsement Request

Mr. Scott Dunkey, Senior Planner, Professional Engineering Consultants introduced an endorsement request on behalf of the City of Bel Aire and the City of Kechi. Mr. Dunkey noted that he has been retained jointly by the two cities to prepare a grant application for the Community Capacity Building program to develop a “Joint Plan for Community Collaboration.” The communities are requesting a letter

of support from REAP for this program. Mr. Dunkey also noted that the communities plan on seeking support from REAP partner organizations as well.

Mr. Joe Yager, Chief Executive Officer for REAP, noted that REAP has provided letters to this effect in the past and this is an excellent opportunity to educate other REAP communities on these opportunities.

Mr. Allen Bell, Wichita, moved (Commissioner Westfall) to forward a letter of support to the REAP Board along with the Committees recommendation for approval. The motion passed unanimously.

4. Identification of Work Plan 2011

The EDC continued its work on the 2011 Work Plan. Discussion topics included the role and function of the committee and the engagement of the broader REAP board in the action steps listed in the work plan. The committee agreed to review the draft work plan and send comments and revisions to Mr. Yager. The committee is scheduled to endorse a work plan at the February EDC meeting. The committee then entered into a discussion regarding regional membership and the role of the regional economic partners in EDC decision making.

5. REAP Economic Profile

Ms. Nicole Bailey, Graduate Assistant for REAP, directed the committee to page 13 of the agenda packet. Staff is currently compiling an economic profile of the REAP region. The purpose of the profile is to provide a snap shot of the region to legislators, private sector partners, and future REAP member communities. The committee then provided staff with recommendations for sections within the profile. Ms. Bailey concluded her report by noting that staff anticipates completing the profile in the coming weeks.

6. Governor Brownback Economic Development Plan

Mr. Yager encouraged committee members to review Governor Brownback's Economic Development Strategic Plan, "Road Map for Kansas: Growing the Kansas Economy." A link to the road map is available on the REAP website at <http://reap-ks.org/legislative.html>.

7. Unscheduled Topics

Ms. Bailey noted that staff is negotiating catering services and has looked into the establishment of an informal non-contractual agreement to service REAP committee meetings throughout the year. Committee members noted that they have been satisfied with the services provided recently and encouraged staff to continue to evaluate this service.

5. Adjourn

Having no other business Commissioner Unruh adjourned the meeting and noted that the next EDC meeting will be held on Wednesday, February 23rd at 12:00pm at Workforce Alliance.

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>	
1/27/2011	
<i>Name</i>	<i>Jurisdiction</i>
*Commissioner Dave Unruh	Sedgwick County
*Mayor Kristey Williams	City of Augusta
Mr. David New	City of Haysville
Commissioner Chip Westfall	Harvey County
Ms. Jane Wallace	Kingman County
*Mayor Keith DeHaven	City of Sedgwick
Mr. Allen Bell	City of Wichita
<i>*CEOB Voting Member CEOB</i>	
<i>Guests and Staff</i>	
Mr. Ty Lasher	City of Bel Aire
Mr. Mark Tallman	City of Kechi
Mr. Bill Bollin	SCKEDD
Mr. Scott Dunkey	PEC
Ms. Irene Hart	Sedgwick County
Mr. Marv Duncan	Sedgwick County
Mr. Harland Priddle	K96 Corridor Association
Ms. Linda Sorrell	Workforce Alliance
Ms. Kelly Fuller	Workforce Alliance
Dr. Ed Flentje	WSU
Ms. Sandra Paul	WSU
Mr. Joe Yager	WSU
Ms. Nicole Bailey	WSU

Item

Local Area IV Chief Elected Officials Business

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Background

i. Local Area IV Recertification

In accordance with the agreement between the REAP EDC and Workforce Alliance on the governing principles of the partnership for the effective planning, coordination and implementation of the employment and training system within Local Area IV, we have developed, established and adopted an Operator Certification Process for One Stop Operators in Local Area IV as a systematic approach for conducting oversight and ongoing monitoring of the One-Stop delivery system.

At the October 30, 2008 REAP EDC meeting, the Chief Elected Officials Board took action to certify the Wichita Workforce Center as the Local Area Comprehensive One Stop. In addition to the initial certification process, there are provisions in the agreement for annual reviews and/or recertification. As the State planned to proceed with a 2 year certification period the WA planned on following State Policy 3-06-00 and would have submitted a request for recertification last Spring (2010). However, the State never responded to the application for state level certification and nothing further was done.

At the January 28, 2011 REAP EDC meeting, the committee approved to update the local certification process through a recertification process detailed below:

1. Review and update quality standards based on the Baldrige categories. (January/February)
2. Require a self-assessment and revision of business plan by the recertification applicant. (February/March)
3. Completion of application (March 24)
4. Create a taskforce and conduct on-site review/audit. (March/April)
5. Feedback report. (April/May)
6. Recertification decision.

Recommended actions: In accordance with the adopted recertification process the committee is asked to take the following steps:

- 1) ***Review the Baldrige categories to determine whether an update on the quality standards is necessary. These categories are attached to this report.***

- 2) *Request the official submittal of a self-assessment and revision of business plan by the Workforce Alliance to be provided at the March meeting of the REAP EDC.*
- 3) *Direct staff to develop a recommendation for composition and review/audit schedule of a taskforce to be presented at the March meeting of the REAP EDC.*

ii. Workforce Center Operations, Performance, and Financial Update

Traffic Report

The Workforce Alliance of South Central Kansas served 8,182 customers during the month of January 2011, up from 6,613 served in December 2010. On average, the three centers serve approximately 7,788 customers per month. Traffic significantly increased from the last quarter of calendar year 2009 to the last quarter of calendar year 2010. There were 1,370 additional customers served in December 2010 than December 2009.

Labor Report

December 2010 labor report was released January 25, 2011 by the Kansas Department of Labor. The January report will be issued March 10, 2011. (NOTE: Reported unemployment rates are not seasonally adjusted.)

- The national unemployment rate in December was 9.1 percent, down from 9.3 percent in November.
- The December 2010 unemployment rate in Kansas was 6.4 percent, down from 6.7 in November 2010 and up from 6.2 in December 2009. Four counties in local area IV currently exceed the state unemployment rate.
- Kansas' 6.4 percent unemployment rate is average compared to neighboring states that have a high of 9.2 percent (Missouri) and a low of 4.1 percent (Nebraska).
- The unemployment rate for Local Area IV in December was 7.7 percent, up from 7.4 percent in December 2009.
- All of the counties in LAIV reported unemployment rate decreases in December.
 - Butler – 7.6 percent
 - Cowley – 7.1 percent
 - Harper – 4.6 percent
 - Kingman – 4.6 percent
 - Sedgwick – 7.9 percent
 - Sumner – 8.0 percent
- Five of the 11 major industries in Kansas reported over-the-month job gains in December. These gains were highest in the following areas:
 - Trade, transportation and utilities had a net increase of 1,700 jobs over the month, a 0.7 percent increase. The majority of job gains in this area were seasonal additions in retail trade.
 - Mining and logging (primarily oil and gas production) added 300 jobs over the month, a 3.3 percent increase.
 - Manufacturing had an increase of 200 over the month, a 0.1 percent increase. Job gains were seen in the non-durable goods sector.
- Six major industries reported over-the-month job losses in December, including financial activities, professional and business services, leisure and hospitality, educational and health services, government and construction.

- In Kansas, there were 27,889 initial claims [Regular, Extended Benefit (EB) and Emergency Unemployment Compensation (EUC)] for unemployment benefits in December, up from 23,822 initial claims in November 2010 and down from 36,216 in December 2009. There were 229,788 continued claims (Regular, EB and EUC) in December, down from 270,864 in November 2010 and down from 315,653 in December 2009. State Extended Benefits and Emergency Unemployment Compensation are federally funded.

Layoff Numbers

Total number of confirmed layoffs as of January 21, 2011.
(Numbers have been tracked since October 2008.)

Aviation Manufacturing	14,507
Non-Aviation Manufacturing	2,001
Services	2,530
Total	19,038

WIA Performance Update

The WIA performance is virtually unchanged for first, second, and part of the third quarter. The annual performance of Local Area IV decreased in all adult measures, and two Dislocated Worker measures. Performance increased in Youth degree attainment by 12.5%, and Youth placement in education/employment increased 10% and is now yellow, meeting the sanction level. It is very close to meeting the goal. The annual State Youth placement went from meeting the sanction to meeting the goal this month, but all other measures remained virtually unchanged. A formal letter requesting renegotiation of the performance goal and sanction levels was mailed to Deputy Secretary Caleb Asher the first week of February.

Financial Update

The attached chart provides a one page summary of the current financial position of the Workforce Alliance. In the next month, board members will receive an email notification from staff regarding the completion of the Workforce Alliance’s 2010 tax return. A copy of the return will be placed on the WA website for board member review before it is submitted to the IRS.

National Emergency Grant (NEG) update

As of December 31, 2010, 932 participants have been served through the NEG, and 453 participants are currently in training. WA staff does not anticipate a large change in these numbers before May when the next quarterly report will be issued that will reflect the participants currently enrolled in the spring semester.

PACES update

WA staff is currently planning a Career Pathways state summit to promote collaboration between the Local Workforce Investment Boards and the Adult Basic Education (ABE) providers. The event is scheduled for the afternoon of Wednesday, June 1, 2011 and the morning of Thursday, June 2, 2011 at the Capitol Plaza Hotel in Topeka. WA staff will provide further details of the event as it approaches.

Recommended Action: Receive and file.



ANDOVER, ARKANSAS CITY, AUGUSTA, BEL AIRE, BENTLEY, BENTON, BUTLER COUNTY, CHENEY, CLEARWATER, COLWICH, CONWAY SPRINGS, DERBY, EL DORADO, GARDEN PLAIN, GODDARD, HALSTEAD, HARVEY COUNTY, HAYSVILLE, HESSTON, HUTCHINSON, KECHI, KINGMAN COUNTY, MAIZE, MCPHERSON, MCPHERSON COUNTY, MOUNT HOPE, MULVANE, NEWTON, PARK CITY, RENO COUNTY, ROSE HILL, SEDGWICK, SEDGWICK COUNTY, SUMNER COUNTY, VALLEY CENTER, WELLINGTON, WICHITA

REAP INVOLVEMENT IN WORKFORCE

REAP ECONOMIC DEVELOPMENT COMMITTEE (EDC)

The REAP Economic Development Committee is established to identify economic development issues of a regional concern and recommend actions to the full REAP membership. The EDC members are appointed by the REAP chair and meetings are held on the fourth Thursday each month, unless otherwise decided by the committee. Meetings of the EDC are conducted in compliance with state laws with respect to public notice, openness, accessibility, and non-discrimination.

CHIEF ELECTED OFFICIALS BOARD (CEOB)

Through an agreement entered into by counties in Local Area IV as defined by the State of Kansas, the Economic Development Committee has been designated to serve as the Chief Elected Officials Board, as defined in the Workforce Investment Act of 1998 in Local Area IV, which includes Butler, Cowley, Kingman, Harper, Sedgwick and Sumner counties. Members of the REAP Economic Development Committee who are appointed officials or represent jurisdictions outside of Local Area IV shall not have a vote when the Committee is conducting Chief Elected Officials Board business.

Specifically, REAP supports the REAP EDC in its role as CEOB to exercise oversight of the Workforce Alliance of South Central Kansas with respect to financial accountability, program performance, and public accountability as enumerated in the Operating Agreement. In addition, REAP assists the REAP Economic Development Committee carry out CEOB duties identified in the Workforce Investment Act and other duties consistent with the implementation of the Memorandum of Understanding.

WORKFORCE ALLIANCE OF SOUTH CENTRAL KANSAS

The Workforce Alliance of South Central Kansas is incorporated as a not-for-profit with primary duties of managing federal job training funds, operating One-Stop Workforce Centers and coordinating the public workforce system in South Central Kansas. Activities of the Workforce Alliance are carried out by professional staff led by an Executive Director, appointed by the Board of Directors.

Following the passage of the Workforce Investment Act (WIA) of 1998, the Workforce Alliance was incorporated as a not-for-profit corporation. As the Local Workforce Investment Board (LWIB) for Butler, Cowley, Harper, Kingman, and Sedgwick counties (Area IV), the primary duties of the Workforce Alliance are to manage federal job training funds, operate One-Stop Workforce Centers and coordinate the public workforce system in South Central Kansas. Day-to-day activities of the Workforce Alliance are carried out by skilled professional staff led by an Executive Director, appointed by the Board of Directors.

The primary function of the Workforce Alliance Board of Directors is to assure public funds invested in workforce development issues address the needs of employers and job seekers in South Central Kansas. WIA mandates that a majority of Board members come from the private sector. Representatives from various community based organizations and educational institutions which provide job-training services are also required to serve on LWIBs. There are a minimum of 36 voting members of the Workforce Alliance Board of Directors, which meets quarterly. Due to the large size of the Board of Directors, most of its work is done through a combination of standing committees and ad hoc taskforces. There are four committees which meet monthly: Executive, WIA Oversight, and Finance Committees.



Under WIA, LWIBs are encouraged to tailor priorities, operations and strategies to best meet the needs of the local labor market. Currently the Workforce Alliance serves as the operator of the One-Stop Workforce Centers in South Central Kansas. The Wichita Workforce Center is one of the premier facilities in the nation; in 2010, 92,108 job seekers received services and the Center hosted more than 50 job fairs. Along with the Wichita Workforce Center, the Workforce Alliance has offices in El Dorado, Cowley County and Wellington; staff is also available to assist job seekers and businesses as needed in Augusta, Anthony and Kingman. To accomplish this mission, Local Area IV was awarded approximately \$2.9 million for PY 2010 in WIA funds.

The Workforce Alliance of South Central Kansas has been the WIA Program Operator in Local Area IV since 2008.

In January of 2010 The Workforce Alliance was awarded a \$7,543,200 National Emergency Grant (NEG) through the U.S. Department of Labor in response to the overwhelming number of layoffs experienced in South Central Kansas, particularly in aviation and non-aviation manufacturing. Funding received from the National Emergency Grant will be used to provide training to approximately 1,100 eligible laid-off workers in South Central Kansas in new and emerging advanced manufacturing technology, healthcare, and other high demand occupations.

Certification Self Assessment

1. LEADERSHIP

All levels of leadership demonstrate a belief in integrated service delivery and regularly articulate that belief to staff.

Individual Score: _____

Consensus Score: _____

Top administrators are personally visible in efforts to learn about and focus on customers.

Individual Score: _____

Consensus Score: _____

2. STRATEGIC PLANNING

All workforce investment partners participate in setting strategic directions

Individual Score: _____

Consensus Score: _____

People know what the strategic plan requires of their daily work.

Individual Score: _____

Consensus Score: _____

Each of the processes that underpin an integrated delivery system are operated in a consistent manner within and across agencies.

Individual Score: _____

Consensus Score: _____

There are processes and practices in place that foster good communication within the workforce investment system.

Individual Score: _____

Consensus Score: _____

Staff within each partner agency can articulate what each agency does and how they do it against the strategic directions.

Individual Score: _____

Consensus Score: _____

The product line and service menu is up to date based on current customer and labor market data.

Individual Score: _____

Consensus Score: _____

There are strategy and action plans to align current technologies across agencies and to

incorporate the most effective and up to date technology.

Individual Score: _____

Consensus Score: _____

Services are of consistent quality across agencies and these services are built and/or abandoned based on customer needs and demographics.

Individual Score: _____

Consensus Score: _____

3. CUSTOMER AND MARKET FOCUS

The workforce investment system enhances the satisfaction of its customers by reducing the number of hand-offs and insuring that the hands-off are accurate the first time.

Individual Score: _____

Consensus Score: _____

The workforce investment system enhances the satisfaction of its customers by reducing the redundancies in data collection.

Individual Score: _____

Consensus Score: _____

The workforce investment system enhances the satisfaction of its customers by providing environmentally pleasant surroundings.

Individual Score: _____

Consensus Score: _____

The workforce investment system meets customer expectations through insuring that staff are credible, professional and friendly.

Individual Score: _____

Consensus Score: _____

The workforce investment system meets customer expectations through ongoing identification and consistent use of workforce skill standards.

Individual Score: _____

Consensus Score: _____

The workforce investment system meets customer expectations by getting customers what they need.

Individual Score: _____

Consensus Score: _____

Customers have easy access to all services.

Individual Score: _____

Consensus Score: _____

The employer customer is provided quailed applicants each and every time

Individual Score: _____

Consensus Score: _____

Services, both initial and ongoing, are initiated in a timely fashion.

Individual Score: _____

Consensus Score: _____

The workforce investment system determines customer requirements, expectations, and preferences through varied data collection mechanisms.

Individual Score: _____

Consensus Score: _____

4. INFORMATION AND ANALYSIS

The workforce investment system continuously uses data and information to evaluate itself and improve performance.

Individual Score: _____

Consensus Score: _____

Decisions about what data to collect are guided by consistent criteria.

Individual Score: _____

Consensus Score: _____

Data is reliable.

Individual Score: _____

Consensus Score: _____

Data is immediately available to the system workers who need it to make decisions about work processes.

Individual Score: _____

Consensus Score: _____

Benchmarks are established against world class systems similar to us.

Individual Score: _____

Consensus Score: _____

5. HUMAN RESOURCE DEVELOPMENT AND MANAGEMENT

Work is designed, organized and managed to promote empowered employees.

Individual Score: _____

Consensus Score: _____

Work is designed, organized and managed to promote team-based problem solving and decision making.

Individual Score: _____

Consensus Score: _____

Employee knowledge and skills are developed based on progressive models of human service delivery.

Individual Score: _____

Consensus Score: _____

Employees demonstrate respect and value for each other's knowledge and skills within and across agencies.

Individual Score: _____

Consensus Score: _____

6. PROCESS MANAGEMENT

Service delivery processes are designed to transfer data and information from agency to agency.

Individual Score: _____

Consensus Score: _____

System partners offer capabilities and competencies that directly support the products and services customers want.

Individual Score: _____

Consensus Score: _____

Processes are in place to ensure that customers experience a "one stop" approach to information collection about them.

Individual Score: _____

Consensus Score: _____

Communications mechanisms, including technology, used to communicate between agencies and workers about customers, services, and practice encourage and easily facilitate information sharing between agencies, centers, work units, and individual staff members.

Individual Score: _____

Consensus Score: _____

Processes and tools used ensure that customers are provided access to all partner's programs and other community programs.

Individual Score: _____

Consensus Score: _____

Customers are provided accurate, timely consumer report information to assist them in making choices among service and training providers.

Individual Score: _____

Consensus Score: _____

7. Business Results

All our services contribute to meeting customer needs.

Individual Score: _____
Consensus Score: _____

Employers regularly choose to use our system to meet their needs.

Individual Score: _____
Consensus Score: _____

Customers articulate that they get what they want.

Individual Score: _____
Consensus Score: _____

The system has clearly articulated outcomes that are known to all and are measured consistently within the system.

Individual Score: _____
Consensus Score: _____

Workforce Alliance Consolidated Budget PY10*

July 2010 - June 2011

Updated 1/26/2011

Category	PY10												Cumulative	Budget Balance	Remaining %
	Budget	July	August	Sept	Oct	Nov	Dec								
Wages	\$ 2,241,057.06	\$ 163,468.59	\$ 164,420.38	\$ 172,406.40	\$ 168,667.90	\$ 255,565.13	\$ 196,755.63	\$ 1,121,284.03	\$ 1,119,773.03	50%					
Taxes	\$ 268,302.42	\$ 12,222.54	\$ 16,615.67	\$ 12,693.92	\$ 16,249.73	\$ 19,223.08	\$ 14,874.53	\$ 91,879.47	\$ 176,422.95	66%					
Benefits	\$ 295,913.90	\$ 45,294.92	\$ 26,419.01	\$ (2,998.76)	\$ 47,831.73	\$ 18,568.75	\$ 24,182.20	\$ 159,297.85	\$ 136,616.05	46%					
Rent	\$ 385,436.92	\$ 60,724.72	\$ 98,766.97	\$ (6,328.60)	\$ 64,514.01	\$ 41,705.36	\$ 52,959.91	\$ 312,342.37	\$ 73,094.55	19%					
Build Enh	\$ 35,000.00	\$ 2,457.44	\$ 728.78	\$ 37.33	\$ 1,418.32	\$ 1,402.88	\$ 763.05	\$ 6,807.80	\$ 28,192.20	81%					
Security	\$ 18,332.99	\$ 3,076.76	\$ 6,654.70	\$ (252.37)	\$ 2,532.39	\$ 3,459.58	\$ (674.64)	\$ 14,796.42	\$ 3,536.57	19%					
Utilities	\$ 8,000.00	\$ 868.37	\$ 439.92	\$ 353.82	\$ 219.51	\$ 211.50	\$ 154.35	\$ 2,247.47	\$ 5,752.53	72%					
Insurance	\$ 21,400.00	\$ 2,424.20	\$ -	\$ -	\$ 20,117.20	\$ 92.00	\$ -	\$ 22,633.40	\$ (1,233.40)	-6%					
Communications	\$ 43,175.10	\$ 6,011.27	\$ 9,606.33	\$ 1,334.25	\$ 12,695.41	\$ (2,275.75)	\$ 16,175.07	\$ 43,546.58	\$ (371.48)	-1%					
Supplies	\$ 71,007.23	\$ 2,101.96	\$ 10,811.83	\$ 3,203.72	\$ 4,895.51	\$ 10,409.92	\$ 2,271.25	\$ 33,694.19	\$ 37,313.04	53%					
Equipment	\$ 40,712.96	\$ 22,789.93	\$ 4,029.31	\$ 6,221.88	\$ -	\$ -	\$ 14,918.01	\$ 47,959.13	\$ (7,246.17)	-18%					
Copy	\$ 47,550.00	\$ 2,715.12	\$ 6,589.05	\$ 465.31	\$ 5,310.44	\$ 9,325.53	\$ 2,108.48	\$ 26,513.93	\$ 21,036.07	44%					
Postage	\$ 4,944.09	\$ 96.73	\$ 522.99	\$ 524.30	\$ 39.65	\$ -	\$ 1,097.50	\$ 2,281.17	\$ 2,662.92	54%					
Dues/Sub	\$ 8,500.00	\$ 1,605.00	\$ 100.00	\$ 749.00	\$ 1,885.15	\$ 235.20	\$ 295.00	\$ 4,869.35	\$ 3,630.65	43%					
Conferences	\$ 28,802.89	\$ 4,494.30	\$ 2,620.89	\$ 9,976.64	\$ 3,503.45	\$ 5,949.35	\$ 7,307.08	\$ 33,851.71	\$ (5,048.82)	-18%					
Job Fairs	\$ -	\$ -	\$ -	\$ -	\$ 1,313.00	\$ -	\$ (2,302.41)	\$ (989.41)	\$ 989.41	0%					
Meetings	\$ 10,551.85	\$ 668.21	\$ 3,555.22	\$ 5,149.16	\$ 3,006.49	\$ 7,434.75	\$ 1,725.64	\$ 21,539.47	\$ (10,987.62)	-104%					
Outreach	\$ 15,314.00	\$ 1,484.25	\$ 1,866.00	\$ 97.68	\$ 4,112.15	\$ 670.26	\$ 1,369.35	\$ 9,599.69	\$ 5,714.31	37%					
Staff Development	\$ 37,500.00	\$ 6,370.22	\$ 2,521.18	\$ 440.04	\$ 5,102.25	\$ 506.56	\$ 2,473.85	\$ 17,414.10	\$ 20,085.90	54%					
Travel	\$ 48,311.48	\$ 1,308.12	\$ 2,927.71	\$ 2,520.20	\$ 2,214.44	\$ 5,306.39	\$ 2,160.77	\$ 16,437.63	\$ 31,873.85	66%					
Contract Services	\$ 290,552.94	\$ 24,304.36	\$ 8,736.35	\$ 38,528.37	\$ 35,444.79	\$ 17,444.46	\$ 20,546.95	\$ 145,005.28	\$ 145,547.66	50%					
SubRecipient Grants	\$ 80,000.00	\$ -	\$ 80,000.00	\$ -	\$ -	\$ -	\$ -	\$ 80,000.00	\$ -	0%					
Incumbent Worker*	\$ 29,088.40	\$ -	\$ 7,533.32	\$ 18,444.80	\$ -	\$ 627.95	\$ -	\$ 26,606.07	\$ 2,482.33	0%					
Incentives	\$ 2,500.00	\$ 600.00	\$ 1,472.21	\$ -	\$ 100.00	\$ -	\$ 100.00	\$ 2,272.21	\$ 227.79	9%					
Education & Training	\$ 3,169,190.23	\$ 480,512.87	\$ 290,920.18	\$ 413,057.88	\$ 335,648.42	\$ 158,773.94	\$ 116,545.39	\$ 1,795,458.68	\$ 1,373,731.55	43%					
Supportive Services	\$ 204,996.86	\$ 1,034.77	\$ 5,314.66	\$ 20,436.69	\$ 5,827.68	\$ 9,814.33	\$ 11,017.73	\$ 53,445.86	\$ 151,551.00	74%					
Total	\$ 7,406,141.32	\$ 846,634.65	\$ 753,172.66	\$ 697,061.66	\$ 742,649.62	\$ 564,451.17	\$ 504,548.42	\$ 4,108,518.18	\$ 3,297,623.14	45%					

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

TO: JOE YAGER, REAP
FROM: KEITH LAWING, WORKFORCE ALLIANCE
SUBJECT: STATUS OF WIA FUNDING
DATE: FEBRUARY 23, 2011

As a follow up to the discussion at the REAP Legislative Committee, here is some additional information related to the impact possible cuts to federal job training funds could have on the regional economy.

Last week the House of Representatives passed H.R. 1 Fiscal Year 2011 Continuing Resolution which reduces the current fiscal year budget in many federal programs including the Workforce Investment Act (WIA). The cuts to WIA are significant; funding for the Adult, Dislocated Worker, and Youth formula grants for Program Year 2011 (July 1, 2011-June 30, 2012) will be zeroed out and funding for WIA national discretionary grants is eliminated. H.R. 1 rescinds funding of Dislocated Worker Reserve and Emergency Grant funding, which could impact the National Emergency Grant (NEG) awarded to the region in 2010. If this budget is approved the Workforce Alliance will not receive any new funding until July 1, 2012, and will essentially cease operations.

I do not believe Congressman Pompeo and other members of Congress are fully aware of the impact of the proposed cuts to WIA. There are claims of large amount of carry over and unexpended WIA funds, but this does not take into account how these funds are obligated for participants in multiple-semester training programs. Another factor that adds confusion when looking at how much funds are in the WIA system is these dollars have a two year life span or funding cycle at the local level and three years at the state level.

Based on our internal analysis, if H.R.1 was adopted (which is a worst case scenario) Kansas would lose nearly \$26 million in WIA funds. At this point in the current program year (July 1, 2010 – June 30, 2011) the Workforce Alliance has almost completely obligated WIA Adult and Dislocated Worker funds and not in a position to carry over funds into the upcoming program year. There are unobligated funds in the WIA Youth program, but these cannot be transferred to the Adult or DW programs, plus we have been actively increasing the number of Youth served and I anticipate fully expending these resources.

The Workforce Alliance would basically have to shut its doors by June 30, 2011. There would no additional funds to support the approximately 870 individuals now in WIA funded training programs, a large number of who are students at WATC and Butler Community College. If these funding cuts are enacted it would effectively end the Workforce Investment Act as a job training resource at a time when the aviation industry and other businesses are emerging from the recent economic downturn, and need skilled workers.

It is not only training services that would cease to be funded, but the labor match and job posting functions for employer sand job seekers would be dramatically changed. The Workforce Alliance would have to close all of its current one stop workforce centers (Wichita, El Dorado, Wellington and Winfield). In 2010, over 92,000 customers were served in these facilities, and 8,182 customers visited our centers in January of 2011.

The non-WIA funded partners of the centers do not have sufficient resources to keep these facilities open and I am not sure how their services would be delivered. They would certainly lose the ability to leverage resources and combine services as we now do at the one-stop centers.

As the budget debate continues over the next few days and weeks in Congress, it will be important to raise awareness among members of the congressional delegation on how WIA funds are invested in this region and the importance of job training programs to the regional economy. Workforce Alliance Chairman Mark Conway will be sending invitations to Senators Roberts and Moran along with Congressman Pompeo to visit the Workforce Centers and see firsthand the positive impacts WIA funds have in this region and the state. It will also be important for local elected officials and employers to raise awareness of how WIA and the Workforce Alliance are contributing to economic growth in South Central Kansas.

Workforce Alliance staff are still evaluating the full impact of these proposed cuts and are in active discussions with the Kansas Department of Commerce to identify options if these cuts are enacted. I will keep you posted on new developments.

I welcome any thoughts or ideas you would have on this topic.

Cc: Mark Conway



Posted on Tue, Feb. 08, 2011

Companies playing brinkmanship with jobs

By H. Edward Flentje

Most Wichita-area residents breathed a sigh of relief in December when former Gov. Mark Parkinson, along with city and county officials, inked a \$45 million deal for aviation manufacturer Hawker Beechcraft to maintain 4,000 jobs in Wichita.

The deal was cut after months of community drama in which company officials threatened to uproot the 75-year-old Wichita company and move it, lock, stock and barrel, to Louisiana. The company had also demanded that union contracts be set aside and vowed to send pieces of the company to Mexico. These threats came after Hawker had cut its Kansas work force by one-third over the prior two years in response to the economic downturn.

Welcome to the new world of economic development — playing brinkmanship with jobs.

This tactic is led by a new breed of hired guns, mostly outsiders and consultants who have little or no attachment to the targeted community. On behalf of corporate clients, they specialize in playing states and communities against one another — threatening state and local officials with plant closures or moves to another state. In the process taxpayers, employees and anyone else available are squeezed for all they are worth.

The work of economic development used to be simpler: applying a limited set of incentives to attract new businesses and new jobs or encourage existing businesses to add jobs.

In my short stint as Wichita's interim city manager in 2008, I had no difficulty recommending to the City Council and state officials a substantial package of incentives for Cessna Aircraft to build a complete new airplane in Wichita and create 1,000 new jobs. The joint initiative of the state of Kansas, Hutchinson, Reno County and South Hutchinson to land global giant Siemens in Hutchinson, with 400 new jobs in a completely new industry of wind energy, applied this approach.

But the Hawker Beechcraft deal is different, focused on saving existing jobs, not creating new jobs. The result diverts millions in limited taxpayer funds, primarily state income-tax revenues, from state coffers to a company's benefit, simply to have an existing business stay put.

State lawmakers first opened the door for applying income-tax revenues to "job retention" in 2000 under a program called IMPACT (the Investment in Major Projects and Comprehensive Training Act). It set a high threshold for eligibility and placed strict limitations on the use of funds.

Since then, lawmakers have repeatedly loosened requirements and given more encouragement to this game of brinkmanship.

Originally, the law required an eligible company to make a capital investment of at least \$250 million and maintain 1,000 jobs in the state. Today no capital investment is required, and the job bar has been slashed to 250 jobs in metropolitan areas and 100 in non-metropolitan areas.

The Kansas secretary of commerce has to sign off on these deals, and to date has approved only nine, according to Department of Commerce officials. The winners are large corporate organizations with familiar names — Bombardier Learjet, Sprint, Applebee's Services, Boeing, Goodyear, and Black and Veatch, in addition to Hawker Beechcraft — all located in either Johnson, Sedgwick or Shawnee counties.

But the barn door has been flung open, as well more than 500 Kansas businesses are now eligible for state assistance — a tenfold increase since 2000. Word gets around in the world of economic development, and demands will escalate.

Draft of the REAP Economic Development Committee (EDC) 2011 Work Plan

REAP Mission: *To guide state and national actions that affect economic development in the region, and to adopt joint actions among member governments that enhance the regional economy.*

Economic Development Committee (EDC) Purpose: *Identify regional economic development issues and recommend action on those issues to REAP. In addition, since 2000 through an agreement entered into by counties in Local Area IV as defined by the State of Kansas, the 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. In performing duties as Chief Elected Officials Board under the Workforce Investment Act of 1998 the EDC ensures regional representation of the Local Workforce Investment Board and is generally responsible for conducting oversight and evaluation activities for all WIA programs.*

- 1) **Provide a unified voice** to promote regional economic development.
 - a) Collaborate with private, non-profit, and public sector stakeholders on regional economic issues.
 - i) Evaluate opportunities to exchange information with the private sector.
 - b) Strengthen relationships with existing partners.
 - i) Strengthen existing partnerships and relationships to encourage participation by other organizations.
 - c) Encourage dialogue on regional economic development.
 - i) Assist and participate in coordination of local economic development partners group in South Central Kansas.
 - d) Instill regional identity through coordinated branding.
 - i) Work with the Economic Development Partners to define and disseminate promotional information pertaining to the region to generate state dollars for sustainable infrastructure.
 - ii) Assure that the comparative analysis of the regional economy is completed and determine a method to disseminate the results of the analysis broadly with organizations concerned with economic development in the region.
 - iii) Include defining of economic development versus economic partnerships in the Strategic Focusing analysis.
- 2) **Guide state and national policies** that impact regional economic development.
 - a) Engage local leadership to represent the region at the state and national level.
 - i) Monitor the Kansas Bioscience Authority and KansasBio and explore opportunities for expanding bioscience industries in South Central Kansas.
 - ii) Monitor progress of economic development initiatives, specifically:
 - (1) Continued funding of Kansas Affordable Airfares Program.
 - (2) State action on technical education and workforce issues in terms of assuring local control.
 - (3) Local and regional initiatives to encourage growth and address the demands of future industry requests and skills in emerging markets.
 - (4) Local and regional initiatives in workforce development and technical training in manufacturing.
 - (5) State, local and regional initiatives for development of renewable energy.

- iii) Monitor activities of federal, state, and local agencies affecting workforce development and keep members advised of relevant issues and partnership opportunities.
 - b) Develop relationships with state and federal governmental officials.
 - i) Evaluate the appropriate opportunities to engage federal delegation.
 - c) Establish a process to identify policies affecting specific industries.
 - i) Monitor and report on state policy changes that affect economic development or that hinder emerging industries through coordination with the regional economic development partners.
 - d) Coordinate a unified agenda for regional economic development.
 - i) Review and assess other regions on methods of prioritizing economic development priorities.
 - ii) Identify and support regional economic development projects that qualify for state funding assistance.
 - iii) 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.
- 3) **Engage stakeholders** on issues shaping our regional economy.
 - a) Provide regional forums that connect REAP membership with private, non-profit, and public sector stakeholders.
 - i) Determine the need to sponsor a regional economic leadership summit.
 - b) Conduct outreach on the purpose and accomplishments of REAP.
 - c) Involve REAP membership in educational opportunities.
- 4) **Support inter-jurisdictional planning** on issues affecting economic development.
 - a) Promote the benefits of a sustainable regional economy.
 - b) Determine REAP's role in regional planning.
 - i) Identify regional planning initiatives to promote through education/awareness.
 - ii) Coordinate local activities when appropriate to engage citizens on the benefits of regional sustainability.
 - iii) Identify and coordinate local working groups on regional planning initiatives when appropriate.
 - c) Engage professional staff in multiple jurisdictions for sustainable planning.
- 5) **Lead the region** in addressing future economic needs.
 - a) Create a vision for regional economic development through REAP.
 - b) Determine the organizational capacity to support the future structure and needs of REAP.
 - i) Perform duties as Chief Elected Officials Board under the Workforce Investment Act of 1998.
 - c) Be proactive in identifying and discussing emerging issues.
 - i) Identify ways to engage partners and others committed to economic development in the Committee.
 - ii) Conduct a "Listening" Tour to identify issues of importance.
 - iii) Consider alternative sites for REAP Committee meetings to encourage broader participation.