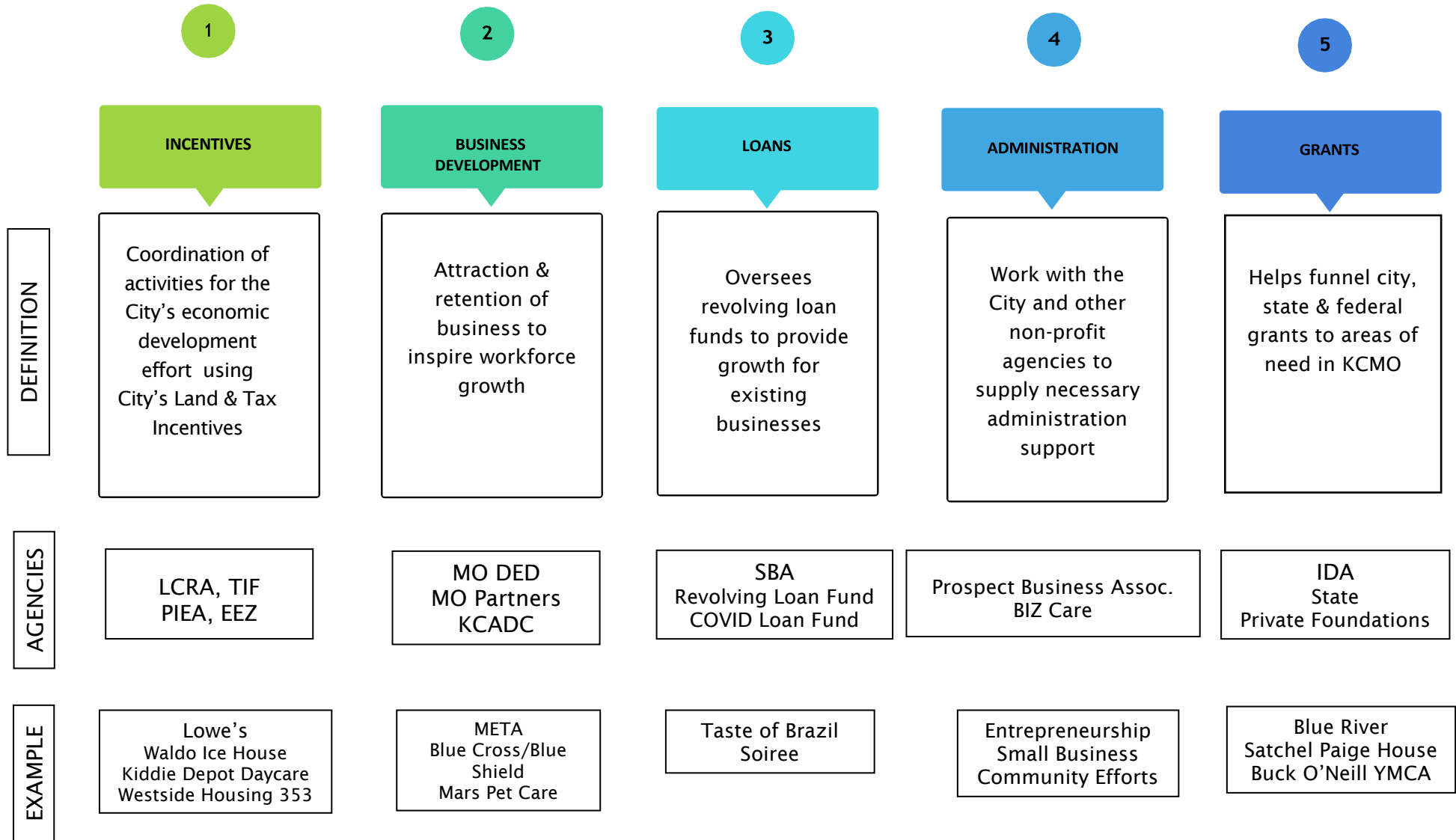
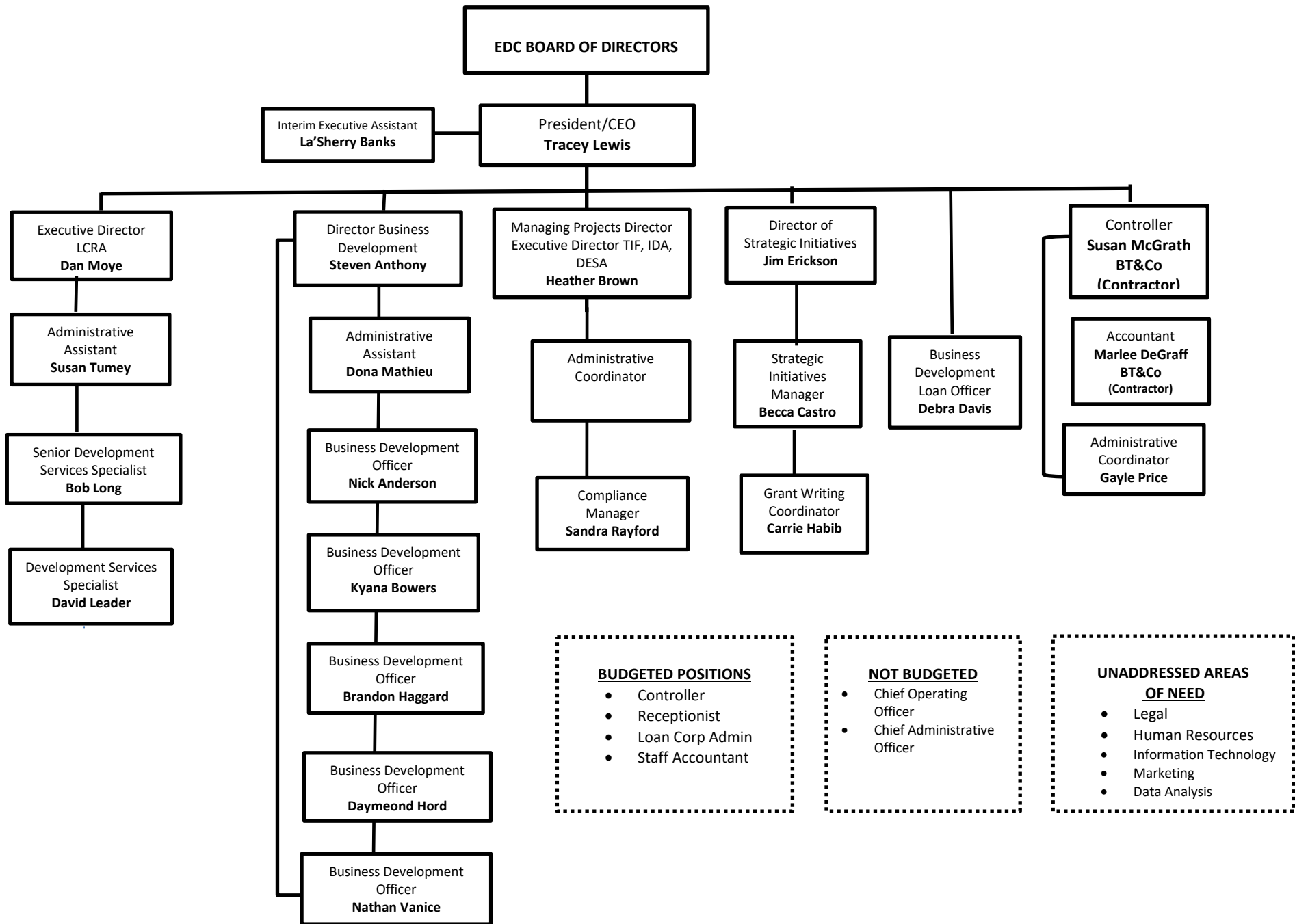


EDC BUSINESS MODEL



	2017	2018	2019	2020	2021	2022
Total from City	3,960,000	3,999,600	4,074,592	4,152,500	3,202,500	2,952,500
Percentage Change		1.01	1.02	1.02	0.77	0.92
Percent Change from 2020 to 2022						0.29
Compensation/Benefits	2,874,579	2,802,800	2,683,422	2,833,090	2,478,142	2,476,089
KCADC	200,000	200,000	200,000	200,000	200,000	0
Rent/Utilities	316,000	342,000	360,500	142,000	248,494	270,000
LaunchKC	42,000	50,000	55,000	65,000	35,000	35,000
The EDC 2022 contract (\$2, 952,500) down 29% from EDC's 2020 contract (\$4,142,500)						
City department's contracts are moving back to pre-covid levels.						
City employees received 8% raise in 2022.						
<u>EDC Staff count:</u>						
35 FTE's in 2017						
27 FTE's in 2022 (see org chart)						
19 employees in 2023						
EDC employees: 50% turnover since 2020						



Business Development Process

