



JEDO Board Meeting
May 12, 2021
6:00 P.M.

Virtual Zoom or In-Person Meeting
Topeka, KS

JEDO Board Members

Shawnee County Commissioners

Bill Riphahn District No. 1
Kevin Cook District No. 2
Aaron Mays District No. 3

City of Topeka Governing Body

Michelle De La Isla	Mayor
Karen Hiller	District No. 1
Christina Valdivia-Alcala	District No. 2
Sylvia Ortiz	District No. 3
Tony Emerson	District No. 4
Mike Padilla	District No. 5
Hannah Naeger	District No. 6
Neil Dobler	District No. 7
Spencer Duncan	District No. 8
Mike Lesser	District No. 9

JEDO Board Voting Members

Shawnee County Commissioners

Commissioner Bill Riphahn
Commissioner Kevin Cook
Commissioner Aaron Mays

City of Topeka Governing Body

Mayor Michelle De La Isla
Deputy Mayor Mike Padilla
Councilmember Hannah Naeger
Councilmember Mike Lesser

Public Comment. Comment from members of the public shall be entertained on each actionable agenda item and at the end of each meeting. Comment shall be limited to topics directly relevant to JEDO business. Members of the public wishing to speak must notify the City Clerk's Office (call 785-368-3940 or email cclerk@topeka.org) before 5:00 p.m. on the date of the meeting. Because this will be a Zoom meeting, the City Clerk will provide the Zoom Link to those who sign up for public comment. Members of the public will be let in to speak, one at a time in the order they signed up. Members of the public shall be given four (4) minutes to speak and must maintain proper decorum relating to public meetings.

Agenda. Agendas are furnished at least five (5) business days prior to each meeting and posted on the JEDO website page at <https://www.jedoecodevo.com/Meeting-Documents/>.

To make arrangements for special accommodations please call 785-368-3940. A 48-hour advance notice is preferred.



JEDO BOARD OF DIRECTORS AGENDA

May 12, 2021 - 6:00 p.m.

MEETING conducted via ZOOM Public Comment Allowed via Zoom or In-Person
COVID-19 Pandemic Public Safety Mandates Enforced Social Distancing & Face Coverings Required
Topeka, Kansas

1. **CALL TO ORDER:**
2. **ROLL CALL:**
3. **ACTION ITEMS:**
 - A. APPROVAL of the February 10, 2021 JEDO Board meeting minutes
 - B. APPROVAL of an Incentive Agreement between GO Topeka and Project Central
 - C. APPROVAL of an Incentive Agreement between GO Topeka and Project Gateway
 - D. APPROVAL of GO Topeka 2019 and 2020 Audit
 - E. APPROVAL of Revised 2020-2021 Carryforward Agreement between GO Topeka and JEDO in the amount of \$14.2 Million
 - F. APPROVAL of MWBD Carryforward Request in the amount of \$50,000
 - G. APPROVAL of Innovation Campus Investment in the amount of \$5,871,000
4. **NON-ACTION ITEMS:**
 - A. JEDO Local Business Recovery Taskforce Update
 - B. Choose Topeka Economic Impact and Metrics Presentation
 - C. Topeka Housing Authority Empowerment Center Presentation
 - D. GO Topeka 2021 Quarterly Report
5. **PUBLIC COMMENT:**
6. **REMINDER: 2021 JEDO Board Meeting Dates per the JEDO Operational Rules:**

Wednesday, September 8, 2021
Wednesday, December 8, 2021
7. **ADJOURNMENT:**

Public Comment from members of the public shall be entertained on each actionable agenda item and at the end of each meeting. Comment shall be limited to topics directly relevant to JEDO business. Members of the public wishing to speak must notify the City Clerk's Office (call 785-368-3940 or email cclerk@topeka.org) before 5:00 p.m. on the date of the meeting. Because this will be a Zoom meeting, the City Clerk will provide the Zoom Link to those who sign up for public comment. Members of the public shall be given four (4) minutes to speak and must maintain proper decorum relating to public meetings.

Agenda is furnished at least five (5) business days prior to each meeting and posted on the JEDO website page at <https://www.jedocodevo.com/Meeting-Documents/>.

To make arrangements for special accommodations please call 785-368-3940. A 48-hour advance notice is preferred.



Agenda Item No. 3A

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

JEDO Board Meeting Minutes

- **February 10, 2021**

**Joint Economic Development Organization Board Minutes
February 10, 2021**

Due to the COVID-19 pandemic, the meeting was conducted virtually via the Zoom meeting application. No in-person public comment was allowed. Zoom (virtual) meeting access was provided to those individuals signed up to speak to a specific item. Public comment related to an item on the agenda was submitted in writing to the Office of the City Clerk, 215 SE 7th Street, Room 166, Topeka, Kansas, or via email at cclerk@topeka.org to be attached to the minutes.

The Joint Economic Development Organization (JEDO) Board Members met at 6:00 p.m. via Zoom meeting application with the following voting Board Members present: Deputy Mayor Michael Padilla and Councilmembers Hannah Naeger and Michael Lesser; and Shawnee County Commissioners Bill Riphahn, Kevin Cook and Aaron Mays -6. City of Topeka Mayor Michelle De La Isla was absent -1.

Nonvoting Board Members Present: Councilmembers Karen Hiller, Sylvia Ortiz, Tony Emerson and Spencer Duncan. Absent: Councilmembers Valdivia-Alcala and Dobler.

Deputy Mayor Padilla announced Mayor De La Isla was ill and unable to attend the meeting. He announced JEDO Operating Rules state the JEDO Board may elect an alternate from the voting members of the same governing body as the Chairperson. He offered to serve as Chair unless Councilmembers Lesser or Naeger would like to volunteer.

Upon consensus of Councilmembers Naeger and Lesser, Deputy Mayor Padilla presided.

Molly Howey, President GO Topeka, recognized GO Topeka Board members Dr. Robert Kenagy, 2021 GO Topeka Board Chair; Doug Wolff, Chair-Elect and Board members Marsha Pope and Dan Fultz.

Dr. Robert Kenagy and Doug Wolff expressed their appreciation for the opportunity to serve on the Board and stated they look forward to working with JEDO members.

PRESENTATION on GO Topeka's 2020 Year End Report was provided by the following individuals:

- Barbara Stapleton, Vice President of Business Retention Talent Initiatives provided an update on the Business Retention and Talent efforts
- Katrin Bridges, Senior Vice President of Innovation provided an update on the Plug and Play Program and Topeka Innovation Campus
- Freddy Mawyin, Senior Economic Advisor provided an update on the financial impact of the Innovation Campus

Deputy Mayor Padilla asked if Reser's Fine Foods has expressed interest in participating in the South Topeka (SOTO) Ride-to-Work Transportation Incentive.

Barbara Stapleton reported they are currently negotiating a contract with Reser's Fine Foods Inc.

AN ECONOMIC BRIEF was presented by Glenda Washington, Senior Vice President of Entrepreneurial and Minority Business Development. She reported GO Topeka contributed \$1.2 million in 2020 for business support and Shawnee County contributed \$300,000 in grant funding.

Deputy Mayor Padilla asked what type of assistance GTP would provide small businesses.

Glenda Washington stated GO Topeka connects individuals starting a small business with mentors (experts in the field) to provide guidance.

APPROVAL of Minutes from the meeting of December 9, 2020 and December 22, 2020, was presented.

Commissioner Mays moved to approve the December 9, 2020 and December 22, 2020, meeting minutes. The motion seconded by Naeger carried unanimously on roll call vote. (6-0-0)

APPROVAL of the Choose Topeka Relocation Incentive Request was presented.

Councilmember Naeger moved to approve a continuation of the incentive program, by offering the next round of funding for both the employer matching and remote worker options with the same amount of allocated funds (\$300,000) and an allowance of up to 40% (\$120,000) to be used for the remote worker option. The motion seconded by Councilmember Lesser carried unanimously on roll call vote. (6-0-0)

UPDATE on the JEDO Local Business Recovery Taskforce.

Deputy Mayor Padilla reported the Taskforce met on February 5, 2021, resulting in a productive discussion as it relates to potential funding guidelines for small business grants. He referenced the JEDO COVID-19 Business Relief Grant document distributed by Commissioner Mays at the Taskforce meeting listing potential items to consider as they develop the grant funding guidelines. He noted the Taskforce wants to target support for small businesses that do not qualify to receive funding assistance from the other various grant programs.

Commissioner Mays stated the Taskforce discussed the following:

- Who should be eligible for grant funding assistance
- They prefer locally owned small businesses of Shawnee County residents, with fewer than 50 full-time employees and a minimum of two full-time W-2 employees.

- Target industries would include food and beverage, lodging, events, sports, entertainment and travel
- Startup businesses would be eligible for grant funding assistance
- Grant amounts would range from \$3,000 - \$25,000
- Details of the application process based on eligibility requirements. It was suggested applications be reviewed by the GTP Small Business Incentive Committee.
- The importance of ancillary items such as business continuity education provided by GTP as it relates to performing payroll duties, cost efficiencies, etc.
- The importance of providing guidance to small business owners on how to apply for government and private funding with assistance from Glenda Washington
- It was the consensus of Taskforce members they would need to meet at least two more times before finalizing recommendations

Councilmember Lesser stated he concurs with the items highlighted by Commissioner Mays and suggested the guideline criteria require the applicant to disclose if they have received any previous funding assistance.

Councilmember Ortiz asked if businesses such as barbershops, pawnshops, carpet cleaning and mechanics will be included as part of the targeted industries.

Commissioner Mays stated those types of businesses were not considered as part of the initial recommendation; however, they can be added as targeted industries. He noted all businesses would be required to show proof of hardship from income statements or an explanation of how the COVID-19 pandemic has affected their business.

Councilmember Ortiz requested that all four types of businesses be included as targeted industries. She expressed the importance of assisting as many small businesses as possible.

Commissioner Mays stated he wants to make sure requirements are relatively broad so they can help those small businesses that have not received funding through other grant programs.

Deputy Mayor Padilla suggested they create a category for “service businesses” to include those types of business such as carpet cleaners, barbershops, pawnshops, and mechanics, etc. He thanked Councilmember Ortiz for providing input to help ensure the Taskforce considers all service industries.

Councilmember Hiller stated JEDO has invested significant funding support for entrepreneurs, which are service industry and specialty workers that many times contract with other small businesses for support duties, following a sole proprietorship business model. She stated she understands the grant guideline parameters mentioned; however, it was her hope, the Taskforce would also consider sole proprietorships in the grant approval process. She asked if Glenda Washington and Corrie Wright were included in the conversations.

Deputy Mayor Padilla reported Ms. Washington participated in the February 5, 2021, Taskforce meeting discussion; and they will include Ms. Washington and Ms. Wright in all future meeting discussions.

Councilmember Lesser stated the criteria list continues to be a work in progress with the intent to tailor a program that provides the most impact in the community.

PUBLIC COMMENT was provided by the following individuals:

Lazone Grays expressed concern with the incentives being reactionary to the COVID-19 pandemic instead of providing a long-term solution for minority and women owned businesses development as well as small businesses. He asked the Taskforce to develop stronger platforms for these types of businesses to help them endure hardship while ensuring diversity with City and County awarded service contracts.

Deborah Vance, El Shaddai Ministries and Topeka Jump member expressed the importance of the SOTO and NETO Ride-to-Work programs and the need for working class people to have the service available to them.

No further business appearing the meeting adjourned at 7:00 p.m.



Agenda Item No. 3B

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

**Incentive Agreement between GO Topeka and Project
Central**

INCENTIVE AGREEMENT

This Incentive Agreement is effective _____, ___, 2021, and is entered into between the following parties:

GO TOPEKA: GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

719 S. Kansas Ave., Suite 100

Topeka, KS 66603

Phone: (785) 234-2644

Fax: (785) 234-8656

Contact Person/Title: Molly Howey, Senior V.P., Economic Development

PROJECT CENTRAL

WHEREAS, PROJECT CENTRAL is a corporation that is in good standing and qualified to do business under the laws of the state of Kansas; and

WHEREAS, PROJECT CENTRAL includes additional affiliated companies operating under PROJECT CENTRAL's control, including PROJECT CENTRAL COMPANY A, PROJECT CENTRAL COMPANY B, and additional affiliated companies added for operational purposes under PROJECT CENTRAL's control.

WHEREAS, PROJECT CENTRAL is contemplating investing approximately Nine Million Five Hundred Thousand Dollars (\$9,500,000.00) to construct improvements and equip additional production space in Shawnee County, Kansas; and

WHEREAS, PROJECT CENTRAL intends to expand its operations and, in the process, create fifty (50) full time jobs over the next approximately five (5) years; and

WHEREAS, GO TOPEKA desires to assist and promote PROJECT CENTRAL by offering up to Two Hundred Eighty-Four Thousand Dollars (\$284,000.00) in employment, training and investment incentives; and

WHEREAS, PROJECT CENTRAL acting in reliance upon the incentives set forth in this Agreement, has decided to maintain and expand its operations in Shawnee County, Kansas; and

WHEREAS, the parties wish to memorialize their understanding regarding the details of the incentive package through this legally enforceable contract.

WITNESSETH:

NOW, THEREFORE, in consideration of such mutual benefits and the mutual covenants and agreements expressed herein, the parties covenant and agree as follows:

1. **Local Employment Incentive.** GO TOPEKA agrees to provide to PROJECT CENTRAL an employment incentive of up to Two Hundred Thousand Dollars (\$200,000) (the “Employment Incentive”) for new Full Time Employment Positions created by PROJECT CENTRAL over five (5) years, subject to the limitations and requirements outlined herein. The eligibility for Employment Incentive of a new Full Time Employment Position is based on annual employee compensation as follows:

<u>Annual Compensation</u>	<u>Total Employment Incentive</u>	<u>Per Year</u>
• \$40,000 or more	\$4,000	\$800

A Full Time Employment Position receiving compensation of less than \$40,000.00 annually is not eligible for an Employment Incentive.

As used in this agreement, a “Full Time Employment Position” is an employee position that includes approximately 2080 paid hours of service in Shawnee County, Kansas, during each calendar year. For purposes of determining eligibility for Employment Incentives (and the amount thereof), compensation includes salary, bonuses or other cash incentives paid by PROJECT CENTRAL to a full-time employee in a calendar year, but does not include benefits. Each position shall be eligible to receive health insurance benefits, at least part of the premiums of which are paid by PROJECT CENTRAL, and paid time off. Nothing herein shall require that a Full Time Employment Position be held by the same person, nor shall this Agreement preclude PROJECT CENTRAL from changing the title, purpose or utility of a position (as long as it meets the other requirements identified herein, including compensation). Each Full Time Employment Position must be one in which PROJECT CENTRAL withholds and pays all

federal, state and local employment taxes attributable to the employee. More than one position cannot be aggregated to qualify for an Employment Incentive.

Only new Full Time Employment Positions shall be eligible for the Employment Incentive. A “new” Full Time Employment Position is an otherwise eligible Full Time Employment Position that is in excess of and in addition to the ____ Full Time Employees employed by PROJECT CENTRAL as of December 1, 2020.

A Full Time Employment Position shall not fail to qualify for the Employment Incentive if the position is vacated (voluntarily or otherwise) and PROJECT CENTRAL is undertaking an open and active search and such position is filled within one hundred eighty (180) days after the vacancy during the calendar year. If unfilled for longer than one hundred eighty (180) days during a calendar year, the position will cease to qualify as Full Time Employment Position and will not be eligible for an Employment Incentive for that year.

Notwithstanding anything to the contrary herein, a maximum Employment Incentive available hereunder shall not exceed Two Hundred Thousand Dollars (\$200,000) in the aggregate. To qualify for the Employment Incentive, the Full Time Employment Positions must commence on or after December 1, 2020 and be hired and receiving compensation by December 31, 2025.

Installments of the Employment Incentive shall be available to be earned for up to five (5) consecutive years plus 31 days, with the first qualifying year beginning on December 1, 2020 (with the Employment Incentive installment relating to Full Time Employment Positions established in 2020 paid in 2021), and the last qualifying year (depending when a position was added) ending on December 31, 2025 (with the first Employment Incentive installment relating thereto paid in 2026). The Employment Incentives shall not exceed Forty Thousand Dollars (\$40,0000) in any one calendar year.

GO TOPEKA will endeavor to make incentive payments according to the following schedule:

- New Full Time Employment Positions hired between December 1, 2020 and December 31, 2020 will be eligible to receive the first incentive payment installment in 2021;
- New Full Time Employment Positions hired between January 1, 2021 and December 31, 2021 will be eligible to receive the first incentive payment installment in 2022;

- New Full Time Employment Positions hired between January 1, 2022 and December 31, 2022 will be eligible to receive the first incentive payment installment in 2023;
- New Full Time Employment Positions hired between January 1, 2023 and December 31, 2023 will be eligible to receive the first incentive payment installment in 2024;
- New Full Time Employment Positions hired between January 1, 2024 and December 31, 2024 will be eligible to receive the first incentive payment installment in 2025;
- New Full Time Employment Positions hired between January 1, 2025 and December 31, 2025 will be eligible to receive the first incentive payment installment in 2026;

provided, however, that PROJECT CENTRAL must first provide GO TOPEKA with sufficient documentation relating to such employment levels (as required elsewhere herein). GO TOPEKA shall make all reasonable efforts to complete payment of all incentive payments within sixty (60) days of the receipt of such sufficient documentation relating to employment levels.

The parties recognize there may be some turnover and fluctuations in PROJECT CENTRAL's employment levels. Therefore, subject to the termination provision, a position may qualify for an Employment Incentive in one year after failing to qualify in a prior year.

For purposes of illustration, if PROJECT CENTRAL hires throughout the period between January 1, 2021 and December 31, 2021 ten (10) new Full Time Employment Positions receiving compensation of at least \$40,000, it would be eligible to receive an Employment Incentive installment in the amount of \$8,000 (10 x 800) in 2022 upon receipt and verification of appropriate documentation.

2. Employment Incentive Calculation Documentation. When and as reasonably requested by GO TOPEKA, PROJECT CENTRAL shall provide GO TOPEKA with state and federal employment tax returns and/or other information reasonably necessary to establish employment levels in Shawnee County, Kansas, for purposes of calculating Employment Incentives and monitoring PROJECT CENTRAL's performance hereunder. GO TOPEKA is granted the right to audit payroll and human resources records at any time during the term of this Agreement. GO TOPEKA is granted the right to reduce payments made to PROJECT CENTRAL by amounts found to be improper, unauthorized or unsubstantiated. GO TOPEKA shall have sole authority in this regard and shall base its decision upon information submitted, including absence of documents to substantiate expenditure.

3. **Employee Training Incentive.** PROJECT CENTRAL may earn an Employee Training Incentive in an amount not to exceed Fifty Thousand Dollars (\$50,000.00) (the “Employee Training Incentive”). GO Topeka shall reimburse PROJECT CENTRAL for verifiable training costs including, but not limited to, tuition, registration fees, computer software for in-house training and other direct training costs incurred from December 1, 2020 to December 31, 2025 in accordance with the following provisions. PROJECT CENTRAL shall be eligible for up to One Thousand Dollars \$1,000 in Employee Training Incentive for each new Full Time Employment Position (as defined in Section 1 “Local Employment Incentive”), up to fifty (50), created by PROJECT CENTRAL. An Employee Training Incentive payment may be made to PROJECT CENTRAL starting in 2021 for training costs incurred by any full time employee (new or existing) at PROJECT CENTRAL in 2020 upon proof of approved training expenses in the form of paid invoices, or other verifiable records confirming payment for approved training expenses. The amount of Employee Training Incentive available in a particular year will be based on new Full Time Employment Positions created by PROJECT CENTRAL in the previous eligible year (for example, if PROJECT CENTRAL created five (5) new Full Time Employment Positions in 2021, PROJECT CENTRAL could receive a reimbursement of up to \$5,000 in 2022, for expenses incurred to train any existing or new full time employee). Payment for training expenses incurred shall be available on a yearly basis thereafter through 2026 based on the previous year’s job creation and verifiable training costs. GO TOPEKA shall not reimburse PROJECT CENTRAL for incidental costs associated with training such as travel expenses, meals, and lodging.

4. **Real Estate and Equipment Investment Incentive.** For each Two Hundred Seventy-Nine Thousand Four Hundred Eleven and 76/100 Dollars (\$279,411.76) in expenditure for the improvement of real estate, including associated transaction costs, including purchase of equipment to be housed at its real estate located in Shawnee County, Kansas made by PROJECT CENTRAL in Topeka, Shawnee County, Kansas up to but not to exceed a total capital investment of Nine Million Five Hundred Thousand Dollars (\$9,500,000.00) GO TOPEKA shall pay an incentive to PROJECT CENTRAL of One Thousand Dollars (\$1,000.00) (The “Real Estate and Equipment Investment Incentive”). The aggregate of said real estate and equipment investment incentive payments shall not exceed Thirty-Four Thousand Dollars (\$34,000.00). The real estate and equipment investment incentive payments shall be made to PROJECT

CENTRAL upon GO TOPEKA's receipt of closing documents showing the purchase of the real estate along with any and all appropriate documentary evidence showing further capital investment in the real estate for the construction or renovation of improvements thereon and the purchase of said equipment.

5. **Use of Funds.** The funds received by PROJECT CENTRAL pursuant hereto shall be used for the purpose of purchasing and improving real estate and equipment in Shawnee County, Kansas and for the employment and training of persons to be employed in Shawnee County, Kansas.

6. **Termination.** If PROJECT CENTRAL fails to maintain at least a minimum of ____ Full Time Employment Positions in Shawnee County, Kansas, in any calendar year, between December 1, 2020 and December 31, 2025, (which is the last year in which to qualify for an Employment Incentive), this Agreement shall be deemed terminated and GO TOPEKA shall not be required to make any further Employment, Training or Real Estate Incentive Payments to PROJECT CENTRAL under this Agreement.

7. **Notices.** Any notices required or permitted to be given pursuant to this Agreement may be delivered in person or mailed, certified mail, return receipt requested, to the addresses identified above.

8. **Miscellaneous.** The following miscellaneous provisions shall apply to this Agreement:

a. PROJECT CENTRAL agrees to make every reasonable effort to use, if qualified, Shawnee County residents to fill the new Full Time Employment Positions in Shawnee County, Kansas.

b. PROJECT CENTRAL shall provide prompt advance notice to GO TOPEKA of any material change in PROJECT CENTRAL's ownership, control or management, including issues of insolvency or bankruptcy, or other material changes that could reasonably result in a default by PROJECT CENTRAL under any agreement to which it is a party related to the matters set forth herein, or a change in the Full Time Employment Positions maintained in Shawnee County, Kansas.

c. PROJECT CENTRAL agrees to participate in a public event with GO TOPEKA in Shawnee County, Kansas, celebrating the employment expansion contemplated by this

Agreement. Such event would include general recognition of JEDO's and GO TOPEKA's involvement in the project.

d. This writing contains the entire agreement reached between the parties hereto with respect to the subject matter hereof, and may be amended only in writing, duly executed by all parties concerned.

e. This Agreement shall be interpreted under the laws of the State of Kansas, with venue being solely in the state District Court of Shawnee County, Kansas. In the event any provision is found to be unenforceable or unconstitutional, all other provisions shall remain in full force and effect.

f. Time is of the essence of this Agreement.

g. By signing this Agreement, the parties affirm that they have the authority of their respective corporations to enter into this Agreement and bind their respective entities.

h. This Agreement shall bind and inure to the benefit of the parties to this Agreement, their heirs, legal representatives, assignees, transferors and successors.

i. No failure by a party to insist on prompt performance by the other party of its obligations hereunder shall constitute a waiver of rights under the Agreement. Similarly, the waiver by a party of any breach of any provision of this Agreement shall not operate or be construed as a waiver of any subsequent breach of that same or any other provision.

j. This Agreement may be executed in counterparts, each counterpart shall be deemed an original, and, when taken together with other signed counterparts, shall constitute one agreement, which shall be binding upon and effective as to all parties.

k. The parties acknowledge and agree that PROJECT CENTRAL shall not assign, transfer, hypothecate or otherwise encumber this Agreement and its rights hereunder, without the prior written approval of GO TOPEKA.

l. Sarbanes-Oxley and similar legislation may have application to, or affect the accounting for, this Agreement by PROJECT CENTRAL.

m. GO TOPEKA makes no representation as to the taxability or tax effect of this Agreement and the incentive payments hereunder.

n. GO TOPEKA's obligations hereunder are contingent upon approval hereof by the Joint Economic Development Organization ("JEDO") and the continued funding of GO TOPEKA at adequate levels through a portion of the Shawnee County retailer's sales tax and/or

by JEDO. GO TOPEKA may unilaterally reduce or eliminate any payments hereunder in the event that sufficient funds are not available (taking into account GO TOPEKA's other obligations). GO TOPEKA will endeavor to give PROJECT CENTRAL advance notice of any reduction of funds when practical. PROJECT CENTRAL agrees and understands that if there are not sufficient funds appropriated or available to GO TOPEKA to continue to make any payments hereunder (taking into account GO TOPEKA's other obligations), GO TOPEKA may terminate this Agreement with written notice of termination to PROJECT CENTRAL. The reduction or elimination of any payments, and/or termination of this Agreement pursuant to this paragraph, shall not cause any penalty or damages to be charged to GO TOPEKA and PROJECT CENTRAL waives and releases any rights, causes of action or claims it may have should such insufficiency of funds occur.

o. In carrying out the terms and provisions of this agreement, PROJECT CENTRAL shall not unlawfully discriminate against any employee, applicant for employment, recipient of service or applicant to receive or provide services because of race, color, religion, sex, age, disability, national origin or any other status protected by applicable federal or state law or local ordinance.

p. PROJECT CENTRAL agrees to make a good faith effort to provide relocating information to existing employees, and/or new employees with information/relocation materials regarding Topeka and Shawnee County, that support and promote residency within the Topeka/Shawnee County limits. Annual reporting of these efforts shall be provided to GO TOPEKA during the incentivized period defined in this Agreement.

q. Every duty, right, or obligation contained in this Agreement imposes an obligation of good faith in its performance or enforcement. For the purposes of the Agreement, "good faith" dealing means honesty in fact in the conduct or the transaction concerned.

r. Nothing herein contained shall be construed or held to make any party a partner, joint venture or associate of another party in the conduct of its business, nor shall either party be deemed the agent of the other, it being expressly understood and agreed that the relationship between the Parties hereto is and shall at all times remain contractual as provided by the terms and conditions of this Agreement.

s. The parties agree to execute and deliver such other documents, agreements or instruments as may be necessary or convenient to effect the purposes of this Agreement and to comply with any of the terms hereof.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement on the date and year first above written.

“PROJECT CENTRAL”

By: _____
_____, _____

“GO TOPEKA”

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

By: _____
Molly Howey, President



Agenda Item No. 3C

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

**Incentive Agreement between GO Topeka and Project
Gateway**

INCENTIVE AGREEMENT

This Incentive Agreement is effective _____, 20____,
and is entered into between the following parties:

GO TOPEKA:

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

719 S. Kansas Ave., Suite 100,

Topeka, KS 66603

Phone: (785) 234-2644

FAX: (785) 234-8656

Contact Person/Title: Barbara W. Stapleton, VP Business
Retention & Talent Initiatives

BUSINESS:

Project Gateway

Contact Person: _____

Phone: () - _____

WITNESSETH:

WHEREAS, BUSINESS is a Kansas corporation in good standing
and qualified to do business under the laws of the State of Kansas;
and

WHEREAS, BUSINESS is contemplating expanding its operations
in Shawnee County, Kansas; and

WHEREAS, BUSINESS expects to create up to an estimated One
Hundred Sixty-Eight (168) new employment positions with an
estimated average annual salary range of \$43,000 plus benefits;
and

WHEREAS, GO TOPEKA desires to assist and promote BUSINESS by offering up to Six Hundred Seventy-Two Thousand Dollars (\$672,000) in employment incentives, and One Hundred Sixty-Eight Thousand Dollars (\$168,000) for employee training; and

WHEREAS, BUSINESS, acting in reliance upon the incentives set forth in this Agreement, has decided to expand its operations in Shawnee County, Kansas; and

WHEREAS, the parties wish to memorialize their understanding regarding the details of the incentive package by this legally enforceable contract.

NOW, THEREFORE, in consideration of such mutual benefits and of the mutual covenants and agreements expressed herein, the parties covenant and agree as follows:

1. **Local Employment Incentive.** GO TOPEKA agrees to provide to BUSINESS an employment incentive ("Employment Incentive") for new Full Time Employment Positions created and maintained by the BUSINESS, subject to the limitations and requirements below. As of February 15, 2021, BUSINESS employed _____ employees in Shawnee County, Kansas, so only Full Time Employment Positions in excess of that number shall qualify for an incentive hereunder. The Employment Incentive available pursuant to this Agreement is \$4000 for new Full Time Employment Positions with an average annual salary of \$43,000 when averaged against all of the new Full Time Employment Positions. The incentives payable hereunder shall be paid in 1/5th increments, with a payment over five years upon maintaining the position for each of five consecutive calendar years.

As used herein, a "Full Time Employment Position" is an employee position that includes approximately 2080 paid hours of service in Shawnee County, Kansas, during each calendar year. Notwithstanding the foregoing, if a new Full Time Employment Position is created before December 31, the position may qualify for the first incentive installment in the next year, but shall be required to be maintained for full calendar years thereafter to qualify for future incentive installments. For purposes of determining eligibility for Employment Incentives (and the amount thereof), compensation includes salary, bonuses or other cash incentives paid by BUSINESS to the Full Time Employment Position in a calendar year, but does not include benefits. Each position shall be eligible to receive health insurance benefits, at least part of the premiums of which are paid by the BUSINESS, and paid holiday and vacation leave. Nothing herein shall require that a Full Time Employment Position be held by the same person, nor shall this Agreement preclude BUSINESS from changing the title, purpose or utility of a position (as long as it meets the other requirements identified herein, including compensation). Each Full Time Employment Position must be one which has the BUSINESS withholding and paying all federal, state and local employment taxes attributable to the employee. More than one position cannot be aggregated to qualify for an Employment Incentive.

A Full Time Employment Position shall not fail to qualify for the Employment Incentive if the position is vacated (voluntarily or otherwise) and BUSINESS is undertaking an open and active search and such position is filled within ninety (90) days after the vacancy during the calendar year. If the position is filled within

that time at a qualifying salary, the vacancy will not preclude the availability of the Employment Incentive. (If unfilled for longer than ninety (90) days during a calendar year, the position will cease to qualify as Full Time Employment Position and will not be eligible for an Employment Incentive for that year).

Notwithstanding anything to the contrary herein, a maximum employment incentive available hereunder shall not exceed One Hundred Thirty-Four Thousand Dollars (\$134,000) in any one year or Six Hundred Seventy-Two Thousand Dollars (\$672,000) in aggregate for the term of this Agreement. To qualify for the Employment Incentive, Full Time Employment Positions must be hired and receiving compensation by December 31, 2025.

Installments of the Employment Incentive shall be available to be paid beginning in 2022, for positions added after February 15, 2021. Depending when a position was added, the last possible Employment Incentive would be paid in 2030.

GO TOPEKA will endeavor to make an incentive payment within sixty (60) days after the receipt and verification of such sufficient documentation relating to employment levels.

The parties recognize there may be some turnover and fluctuations in the BUSINESS' employment levels. Therefore, subject to the termination provision, a position may qualify for an Employment Incentive in one year after failing to qualify in a prior year.

For purposes of illustration, if BUSINESS adds Thirty-three (33) new Full Time Employment Positions with an average salary of at least \$43,000 between February 15, 2021 and December 31, 2021, BUSINESS would be eligible to receive an Employment Incentive

installment in the amount of \$26,400 ($\$4000/5 * 33$ employees) in 2022. If, in the subsequent year, there were no changes except that there was the addition of another \$43,000 position BUSINESS would receive \$27,200 for that year (payable in 2023).

2. **Employee Training Incentive.** BUSINESS may earn an Employee Training Incentive in an amount not to exceed One Hundred Sixty-Eight Thousand Dollars (\$168,000.00) (the "Employee Training Incentive"). GO Topeka shall reimburse BUSINESS for verifiable training costs for Shawnee County, Kansas-based employees including, but not limited to, tuition, registration fees, computer software for in-house training and other direct training costs incurred from 2021 to December 31, 2030, in accordance with the following provisions. BUSINESS shall be eligible for One Thousand Dollars \$1,000 in Employee Training Incentive for each new Full Time Employment Position (as defined in Section 1 "Local Employment Incentive), up to One Hundred Sixty-Eight (168), created by BUSINESS. An Employee Training Incentive payment may be made to BUSINESS starting in 2022 for training costs incurred by any full time employee (new or existing) at BUSINESS in 2021 upon proof of approved training expenses in the form of paid invoices, or other verifiable records confirming payment for approved training expenses. The amount of Employee Training Incentive available in 2022 will be based on new Full Time Employment Positions created by BUSINESS in 2021 (for example, if BUSINESS created five (5) new Full Time Employment Positions in 2021 BUSINESS could receive a reimbursement of up to \$5,000 for expenses incurred to train any existing or new full time employee). Payment for training expenses incurred shall be available on a yearly basis

thereafter through 2030 based on the previous year's job creation and verifiable training costs. GO TOPEKA shall not reimburse BUSINESS for incidental costs associated with training such as travel expenses, meals, and lodging.

3. **Employment Incentive Calculation Documentation.** When and as reasonably requested by GO TOPEKA, BUSINESS shall provide GO TOPEKA with state and federal employment, tax return and/or other information reasonably necessary to establish employment levels in Shawnee County, Kansas, for purposes of calculating Employment Incentives and monitoring BUSINESS's performance hereunder. GO TOPEKA is granted the right to audit financial documents at any time during this Agreement. GO TOPEKA is granted the right to reduce payments made to the BUSINESS by amounts found to be improper, unauthorized or unsubstantiated. GO TOPEKA shall have sole authority in this regard and shall base its decision upon information submitted, including absence of documents to substantiate expenditure.

4. **Use of Funds.** The funds received by BUSINESS pursuant hereto shall be used for the purpose of employment or training of persons to be employed in Shawnee County, Kansas.

5. **Notices.** Any notices required or permitted to be given pursuant to this Agreement may be delivered in person or mailed, certified mail, return receipt requested, to the addresses identified above.

6. **Termination.** If BUSINESS fails to maintain at least a minimum of _____ (new or established) Full Time Employment Positions in Shawnee County, Kansas, this Agreement shall be deemed terminated and GO TOPEKA shall not be

required to make any further payments to BUSINESS under this Agreement.

7. **Miscellaneous**. The following miscellaneous provisions shall apply to this Agreement:

a. BUSINESS agrees to make every reasonable effort to use Shawnee County, Kansas-based vendors for the purchase or procurement of the improvements, machinery and equipment contemplated herein.

b. BUSINESS agrees to make every reasonable effort to use, if qualified, Shawnee County residents to fill the new Full Time Employment Positions in Shawnee County, Kansas.

c. BUSINESS agrees to make a good faith effort to provide to existing employees, and/or net new employees, information/relocation materials regarding the Topeka and Shawnee County, that support and promote residency within the Topeka/Shawnee County limits. Annual reporting of these efforts should be provided to GO Topeka during the BUSINESS incentivized period.

d. BUSINESS shall provide prompt advance notice to GO TOPEKA of any material change in BUSINESS's ownership, control or management, including issues of insolvency or bankruptcy, or other material changes that could reasonably result in a default by BUSINESS under any agreement to which it is a party related to the matters set forth herein, or a change in the Full Time Employment Positions maintained in Shawnee County, Kansas.

e. BUSINESS agrees to participate in a public event with GO TOPEKA in Shawnee County, Kansas, celebrating the new

business and employment expansion contemplated by this Agreement. Such event would include general recognition of JEDO's and GO TOPEKA's involvement in the project.

f. This writing contains the entire agreement reached between the parties hereto with respect to the subject matter hereof, and may be amended only in writing, duly executed by all parties concerned.

g. This Agreement shall be interpreted under the laws of the State of Kansas, with venue being solely in the state District Court of Shawnee County, Kansas. In the event any provision is found to be unenforceable or unconstitutional, all other provisions shall remain in full force and effect.

h. Time is of the essence of this Agreement.

i. By signing this Agreement, the parties affirm that they have the authority of their respective companies to enter into this Agreement and bind their respective corporations.

j. This Agreement shall bind and inure to the benefit of the parties to this Agreement, their heirs, legal representatives, assignees, transferors and successors.

k. No failure by a party to insist on prompt performance by the other party of its obligations hereunder shall constitute a waiver of rights under the Agreement. Similarly, the waiver by a party of any breach of any provision of this Agreement shall not operate or be construed as a waiver of any subsequent breach of that same or any other provision.

l. This Agreement may be executed in counterparts, each counterpart shall be deemed an original, and, when taken

together with other signed counterparts, shall constitute one agreement, which shall be binding upon and effective as to all parties.

m. The parties acknowledge and agree that BUSINESS shall not assign, transfer, hypothecate or otherwise encumber this Agreement and its rights hereunder, without the prior written approval of GO TOPEKA.

n. Sarbanes-Oxley and similar legislation may have application to, or affect the accounting for, this Agreement by BUSINESS.

o. GO TOPEKA makes no representation as to the taxability or tax effect of this Agreement and the incentive payments hereunder.

p. GO TOPEKA's obligations hereunder are contingent upon approval hereof by Joint Economic Development Organization ("JEDO") and the continued funding of GO TOPEKA at adequate levels through a portion of the Shawnee County retailer's sales tax and/or by JEDO. GO TOPEKA may unilaterally reduce or eliminate any payments hereunder in the event that sufficient funds are not available (taking into account GO TOPEKA's other obligations). GO TOPEKA will endeavor to give BUSINESS advance notice of any reduction of funds when practical. BUSINESS agrees and understands that if there are not sufficient funds appropriated or available to GO TOPEKA to continue to make any payments hereunder (taking into account GO TOPEKA's other obligations), GO TOPEKA may terminate this Agreement with written notice of termination to BUSINESS. The reduction or elimination of any payments,

and/or termination of this Agreement pursuant to this paragraph, shall not cause any penalty or damages to be charged to GO TOPEKA and BUSINESS waives and releases any rights, causes of action or claims it may have should such insufficiency of funds occur.

q. In carrying out the terms and provisions of this agreement, BUSINESS shall not unlawfully discriminate against any employee, applicant for employment, recipient of service or applicant to receive or provide services because of race, color, religion, sex, age, disability, national origin or any other status protected by applicable federal or state law or local ordinance.

r. Every duty, right, or obligation contained in this Agreement imposes an obligation of good faith in its performance or enforcement. For the purposes of the Agreement, "good faith" dealing means honesty in fact in the conduct or the transaction concerned.

s. Nothing herein contained shall be construed or held to make any party a partner, joint venturer or associate of another party in the conduct of its business, nor shall either party be deemed the agent of the other, it being expressly understood and agreed that the relationship between the Parties hereto is and shall at all times remain contractual as provided by the terms and conditions of this Agreement.

t. The parties agree to execute and deliver such other documents, agreements or instruments as may be necessary or convenient to effect the purposes of this Agreement and to comply with any of the terms hereof.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement on the date and year first above written.

"BUSINESS"

"GO TOPEKA"

GROWTH ORGANIZATION OF
TOPEKA/SHAWNEE COUNTY, INC.

By: _____
Name/Title: _____

By: _____
Barbara Stapleton,
Vice President,
Business Retention &
Talent Initiatives



Agenda Item No. 3D

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

GO Topeka 2019 and 2020 Audit Report



Certified Public Accountants

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY

Report to the Board of Directors
May 4, 2021



May 4, 2021

Board of Directors
Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary
719 S. Kansas Avenue, 5th Floor
Topeka, Kansas 66603

We are pleased to present this report related to our audit of the consolidated financial statements of Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary (the Organization) for the year ended December 31, 2020. This report summarizes certain matters required by professional standards to be communicated to you in your oversight responsibility for the Organization's financial reporting process.

This report is intended solely for the information and use of the Board of Directors and is not intended to be and should not be used by anyone other than these specified parties. It will be our pleasure to respond to any questions you have about this report. We appreciate the opportunity to continue to be of service to the Organization.

BT & Co., P.A.

4301 SW Hunttoon St. Topeka, KS 66604 | t: 785.234.3427 | toll-free: 800.530.5526 | f: 785.233.1768 | w: btandcccpa.com

An Independently Owned Member, RSM US Alliance

RSM US Alliance member firms are separate and independent businesses and legal entities that are responsible for their own acts and omissions, and each are separate and independent from RSM US LLP. RSM US LLP is the U.S. member firm of RSM International, a global network of independent audit, tax, and consulting firms. Members of RSM US Alliance have access to RSM International resources through RSM US LLP but are not member firms of RSM International.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
Report to the Board of Directors
May 4, 2021

TABLE OF CONTENTS

	<u>Page</u>
Required Communications	
Our Responsibilities with Regard to the Financial Statement Audit	1
Overview of the Planned Scope and Timing of the Financial Statement Audit	1
Accounting Policies and Practices	1
Audit Adjustments	2
Disagreements with Management	2
Consultations with Other Accountants	2
Significant Issues Discussed with Management	2
Significant Difficulties Encountered in Performing the Audit	2
Certain Written Communications Between Management and Our Firm	2
Representation Letter	

Required Communications

Generally accepted auditing standards (AU-C 260, *The Auditor's Communication with Those Charged with Governance*) require the auditor to promote effective two-way communication between the auditor and those charged with governance. Consistent with this requirement, the following summarizes our responsibilities regarding the financial statement audit as well as observations arising from our audit that are significant and relevant to your responsibility to oversee the financial reporting process.

Area	Comments
Our Responsibilities with Regard to the Financial Statement Audit	Our responsibilities under auditing standards generally accepted in the United States of America have been described to you in our arrangement letter dated March 2, 2021.
Overview of the Planned Scope and Timing of the Financial Statement Audit	We have issued a separate communication regarding the planned scope and timing of our audit and have discussed with you our identification of and planned audit response to significant risks of material misstatement.
Accounting Policies and Practices	<p>Preferability of Accounting Policies and Practices</p> <p>Under generally accepted accounting principles, in certain circumstances, management may select among alternative accounting practices. We did not discuss with management any alternative treatments within generally accepted accounting principles for accounting policies and practices related to material items during the current audit period.</p> <p>Adoption of, or Change in, Accounting Policies</p> <p>Management has the ultimate responsibility for the appropriateness of the accounting policies used by the Organization. The Organization did not adopt any significant new accounting policies nor have there been any changes in existing significant accounting policies during the current period.</p> <p>Significant or Unusual Transactions</p> <p>We did not identify any significant or unusual transactions or significant accounting policies in controversial or emerging areas for which there is a lack of authoritative guidance or consensus.</p> <p>Management's Judgments and Accounting Estimates</p> <p>Accounting estimates are an integral part of the preparation of financial statements and are based upon management's current judgment. The process used by management encompasses their knowledge and experience about past and current events and certain assumptions about future events. You may wish to monitor throughout the year the process used to determine and record these accounting estimates.</p>

Area	Comments
Audit Adjustments	Audit adjustments proposed by us and recorded by the Organization are summarized in the attached representation letter.
Disagreements with Management	We encountered no disagreements with management over the application of significant accounting principles, the basis for management's judgments on any significant matters, the scope of the audit, or significant disclosures to be included in the financial statements.
Consultations with Other Accountants	We are not aware of any consultations management had with other accountants about accounting or auditing matters.
Significant Issues Discussed with Management	No significant issues arising from the audit were discussed with or the subject of correspondence with management.
Significant Difficulties Encountered in Performing the Audit	We did not encounter any significant difficulties in dealing with management during the audit.
Certain Written Communications Between Management and Our Firm	Copies of certain written communications between our firm and the management of the Organization, including the representation letter provided to us by management, are attached.



BT&Co., P.A.
4301 SW Huntoon Street
Topeka, Kansas 66604-1659

This representation letter is provided in connection with your audits of the consolidated financial statements of Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary (the "Organization"), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements (collectively, the financial statements) for the purpose of expressing an opinion on whether the financial statements are presented fairly in all material respects in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

We confirm, to the best of our knowledge and belief, as of the date of the auditors' report, the following representations made to you during your audits.

Financial Statements

1. We have fulfilled our responsibilities, as set out in the terms of the audit arrangement letter dated March 2, 2021, for the preparation and fair presentation of the financial statements referred to above in accordance with U.S. GAAP.
2. We acknowledge our responsibility for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.
3. We acknowledge our responsibility for the design, implementation, and maintenance of internal control to prevent and detect fraud.
4. Significant assumptions used by us in making accounting estimates, including those measured at fair value, are reasonable and reflect our judgment based on our knowledge and experience about past and current events, and our assumptions about conditions we expect to exist and courses of action we expect to take.
5. Related party relationships and transactions have been appropriately accounted for and disclosed in accordance with the requirements of U.S. GAAP.
6. All events subsequent to the date of the financial statements and for which U.S. GAAP requires adjustment or disclosure have been adjusted or disclosed.
7. We have no knowledge of any uncorrected misstatements in the financial statements.
8. The effects of all known actual or possible litigation and claims have been accounted for and disclosed in accordance with U.S. GAAP.

9. With respect to the financial statement preparation and tax return preparation services performed in the course of the audit:
 - a. We have made all management decisions and performed all management functions;
 - b. We assigned an appropriate individual to oversee the services;
 - c. We evaluated the adequacy and results of the services performed, and made an informed judgment on the results of the services performed;
 - d. We have accepted responsibility for the results of the services, and
 - e. We have accepted responsibility for all significant judgments and decisions that were made.
10. The following have been properly recorded and/or disclosed in the financial statements:
 - a. Investments in debt and equity securities, including their classification.
 - b. All significant estimates and material concentrations known to management that are required to be disclosed in accordance with the Risks and Uncertainties Topic of the FASB Accounting Standards Codification. Significant estimates are estimates at the balance sheet date that could change materiality within the next year. Concentrations refer to volumes of business, revenues, available sources of supply, or markets for which events could occur that would significantly disrupt normal finances within the next year.
 - c. Concentrations of credit risk.
 - d. All recordable contributions, by appropriate net asset class.
 - e. Allocations of functional expenses based on reasonable basis.
 - f. Assets and liabilities measured at fair value in accordance with the Fair Value Measurements and Disclosures Topic of the FASB Accounting Standards Codification, including split interest agreements.
 - g. Tax status.
 - h. Board designated net assets without donor restrictions.
 - i. Security agreements in effect under the Uniform Commercial Code.
 - j. All other liens or encumbrances on assets and all other pledges of assets.
 - k. Guarantees, whether written or oral, under which the Organization is contingently liable.
11. We have no plans or intentions that may materially affect the carrying value or classification of assets or liabilities.
12. We are responsible for making the accounting estimates included in the consolidated financial statements. Those estimates reflect our judgment based on our knowledge and experience about past and current events and our assumptions about conditions we expect to exist and courses of action we expect to take.

13. There are no:
 - a. Violations or possible violations of laws or regulations whose effects should be considered for disclosure in the financial statements or as a basis for recording a loss contingency. In that regard, we specifically represent that we have not been designated as, or alleged to be, a "potentially responsible party" by the Environmental Protection Agency in connection with any environmental contamination.
 - b. Other material liabilities or gain or loss contingencies that are required to be accrued or disclosed by the Contingencies Topic of the FASB Accounting Standards Codification.
 - c. Arrangements with financial institutions involving compensating balances or other arrangements involving restrictions on cash balances.
 - d. Leases and material amounts of rental obligations under long-term leases.
 - e. Assets in amounts needed to comply with all donor restrictions.
 - f. Lines of credit or similar arrangements.
 - g. Agreements to repurchase assets previously sold.
 - h. Amounts of contractual obligations for construction and/or purchase of real property, equipment, other assets and intangibles.
 - i. Conditional promises to give.
 - j. Reclassifications between net asset classes.
 - k. Refundable advances.
 - l. Liabilities that are subordinated to any other actual or possible liabilities of the Organization.
 - m. Deferred revenue from exchange transactions.
14. The Organization has satisfactory title to all owned assets, except as made known to you and disclosed in the footnotes.
15. We have complied with all aspects of contractual agreements that would have a material effect on the consolidated financial statements in the event of noncompliance. In connection therewith, we specifically represent that we are responsible for determining that we are not subject to the requirements of the Single Audit Act and Uniform Guidance, because we have not received, expended or otherwise been the beneficiary of the required amount of federal awards during the period of this audit.
16. In considering the disclosures that should be made about risks and uncertainties, we have concluded disclosure about the COVID-19 global pandemic is required.

Information Provided

17. We have provided you with:
 - a. Access to all information, of which we are aware that is relevant to the preparation and fair presentation of the financial statements such as records, documentation, and other matters;
 - b. Additional information that you have requested from us for the purpose of the audit;
 - c. Unrestricted access to persons within the Organization from whom you determined it necessary to obtain audit evidence;
 - d. Minutes of the meetings of governing board and committees, or summaries of actions of recent meetings for which minutes have not yet been prepared.

18. All transactions have been recorded in the accounting records and are reflected in the financial statements.
19. We have disclosed to you the results of our assessment of risk that the financial statements may be materially misstated as a result of fraud.
20. We have no knowledge of allegations of fraud or suspected fraud, affecting the Organization's financial statements involving:
 - a. Management.
 - b. Employees who have significant roles in the internal control.
 - c. Others where the fraud could have a material effect on the financial statements.
21. We have no knowledge of any allegations of fraud or suspected fraud affecting the Organization's financial statements received in communications from employees, former employees, analysts, regulators, or others.
22. We have no knowledge of noncompliance or suspected noncompliance with laws and regulations whose effects should be considered when preparing financial statements.
23. We are not aware of any pending or threatened litigation and claims whose effects were considered when preparing the financial statements and we have not consulted legal counsel concerning litigation or claims.
24. We have disclosed to you the identity of the Organization's related parties and all the related-party relationships and transactions of which we are aware.
25. We are aware of no significant deficiencies, including material weaknesses, in the design or operation of internal controls that could adversely affect the Organization's ability to record, process, summarize and report financial data.
26. We are aware of no communications from regulatory agencies concerning noncompliance with, or deficiencies in, financial reporting practices.
27. With respect to supplementary information presented in relation to the financial statements as a whole:
 - a. We acknowledge our responsibility for the presentation of such information.
 - b. We believe such information, including its form and content, is fairly presented in accordance with accounting principles generally accepted in the United States of America.
 - c. The methods of measurement or presentation have not changed from those used in the prior period.
 - d. When supplementary information is not presented with the audited financial statements, we will make the audited financial statements readily available to the intended users of the supplementary information no later than the date of issuance of the supplementary information and the auditors' report thereon.



28. We have received a determination from the Internal Revenue Service that we are exempt from federal income taxes as a Section 501(c)(6) and Section 501(c)(3) not-for-profit corporation, and we have complied with the IRS regulations regarding these exemptions.
29. The methods and significant assumptions used to estimate fair values of financial instruments are as follows:
 - a. Money market funds: Valued at the carrying value of the accounts due to their short maturity, high liquidity and low risk of default.
 - b. U.S. Treasury notes and bills: Valued at quoted market prices multiplied by the quantity held when quoted market prices are observable.
30. During the course of your audit, you may have accumulated records containing data which should be reflected in our books and records. All such data have been so reflected. Accordingly, copies of such records in your possession are no longer needed by us.
31. We agree with the adjusting entry as proposed in the attachment. Furthermore, we intend to record this entry into our trial balance as of December 31, 2020.

Very truly yours,

GROWTH ORGANIZATION OF TOPEKA/
SHAWNEE COUNTY, INC. AND
SUBSIDIARY


Natalie Zeller, Chief Financial Officer

Date Signed 5/4/21


Josh Patterson, Senior Accountant

Date Signed 5/4/21


Molly Howey, VP of Economic Development

Date Signed 5-4-21

Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary
Adjusting journal entries
Year ended December 31, 2020

Account no	Account Desc	Location ID	Debit	Credit
74100	Large business incentives	GO_PUB	279,030.00	
15310	Land improvements - investment	GO_PUB		279,030.00
74100	Large business incentives	GO_PUB	134,106.00	
15310	Land improvements - investment	GO_PUB		134,106.00
84200	Gain (loss) on disposal	GO_PUB	48,062.46	
15300	Land held for investment	GO_PUB		43,891.09
15310	Land improvements - investment	GO_PUB		4,171.37
84200	Gain (loss) on disposal	GO_PUB	798,252.00	
84300	Asset impairment Expense	GO_PUB	1,353,232.06	
15300	Land held for investment	GO_PUB		178,251.38
15310	Land improvements - investment	GO_PUB		1,973,232.68
44100	JEDO revenue	GO_PUB	2,301,748.00	
23200	Deferred grants	GO_PUB		2,301,748.00
15310	Land improvements - investment	GO_PUB	8,920.06	
50000	Other revenue	GO_PUB		8,920.06
15310	Land improvements - investment	GO_PUB		37,166.04
16110	Land improvements - operating	GO_PUB	37,166.04	
15300	Land held for investment	GO_PUB		1,303,619.66
16100	Land - operating	GO_PUB	1,303,619.66	
15300	Land held for investment	GO_PUB		446,519.46
16100	Land - operating	GO_PUB	446,519.46	
Total			6,710,655.74	6,710,655.74
	Record additional land activity			



Certified Public Accountants

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY

CONSOLIDATED FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2020 AND 2019

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED FINANCIAL STATEMENTS
Years Ended December 31, 2020 and 2019

TABLE OF CONTENTS

	<u>Page</u>
Independent Auditors' Report	1 - 2
Financial Statements:	
Consolidated Statements of Financial Position	3
Consolidated Statement of Activities - 2020	4
Consolidated Statement of Activities - 2019	5
Consolidated Statement of Functional Expenses - 2020	6
Consolidated Statement of Functional Expenses - 2019	7
Consolidated Statements of Cash Flows	8
Notes to the Consolidated Financial Statements	9 - 19
Supplementary Information:	
Consolidating Statement of Financial Position - 2020	20
Consolidating Statement of Financial Position - 2019	21
Consolidating Statement of Activities - 2020	22
Consolidating Statement of Activities - 2019	23



INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary
Topeka, Kansas

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary (the Organization), which comprise the consolidated statements of financial position as of December 31, 2020 and 2019, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

An Independently Owned Member, RSM US Alliance

RSM US Alliance member firms are separate and independent businesses and legal entities that are responsible for their own acts and omissions, and each are separate and independent from RSM US LLP. RSM US LLP is the U.S. member firm of RSM International, a global network of independent audit, tax, and consulting firms. Members of RSM US Alliance have access to RSM International resources through RSM US LLP but are not member firms of RSM International.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary as of December 31, 2020 and 2019, and the changes in net assets and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information on pages 20-23 is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information for the years ended December 31, 2020 and 2019 is fairly stated, in all material respects, in relation to the financial statements as a whole.

BT & Co., P.A.

May 4, 2021
Topeka, Kansas

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
December 31, 2020 and 2019

<u>ASSETS</u>	<u>2020</u>	<u>2019</u>
Current assets:		
Cash and cash equivalents	\$ 6,665,272	\$ 6,586,400
ETLC restricted cash	3,510,867	3,551,296
Restricted funds	1,426,748	1,477,447
Investments	6,178,185	6,119,422
Grants receivable	34,747	10,340
Accounts receivable	338,345	12,412
Prepaid expenses	23,860	54,152
Due from 712 Innovations	-	60
Total current assets	18,178,024	17,811,529
Property and equipment, net	4,332,867	4,444,849
Other assets:		
Land held for economic development	1,787,305	6,873,590
Total assets	<u>\$ 24,298,196</u>	<u>\$ 29,129,968</u>
<u>LIABILITIES AND NET ASSETS</u>		
Current liabilities:		
Deferred grant revenue - JEDO	\$ 14,216,203	\$ 13,396,289
Accounts payable	132,497	193,504
Due to Visit Topeka	2,125	-
Due to Greater Topeka Chamber of Commerce	-	6,318
Due to Greater Topeka Partnership Foundation	1,000	9,500
Due to Greater Topeka Partnership	178,424	151,481
Other current liabilities	18,273	-
Improvement and training incentives	1,424,692	1,477,447
Total current liabilities	15,973,214	15,234,539
Other liabilities:		
KFCP Improvement Fund	623,934	798,582
Long-term debt, net of loan fees	6,183,082	6,173,355
Total liabilities	22,780,230	22,206,476
Net assets:		
Without donor restrictions:		
Undesignated	(269,339)	49,902
Board designated	1,787,305	6,873,590
Total net assets	1,517,966	6,923,492
Total liabilities and net assets	<u>\$ 24,298,196</u>	<u>\$ 29,129,968</u>

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENT OF ACTIVITIES
Year Ended December 31, 2020

	2020		
	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenues:			
JEDO grant revenue	\$ 4,242,891	\$ -	\$ 4,242,891
Other grant revenue	370,044	-	370,044
Other income	78,151	-	78,151
Sponsorship revenue	85,885	-	85,885
Event revenue	3,670	-	3,670
Interest and investment income	86,877	-	86,877
Affiliate support revenue	193,825	-	193,825
Total support and revenues:	5,061,343	-	5,061,343
Expenses:			
Program expenses:			
Economic development	8,710,516	-	8,710,516
Events	3,247	-	3,247
East Topeka Learning Center (ETLC)	719,425	-	719,425
Marketing	298,539	-	298,539
Total program expenses	9,731,727	-	9,731,727
Supporting services expense:			
General and administrative expenses	735,142	-	735,142
Total supporting expense	735,142	-	735,142
Total expenses	10,466,869	-	10,466,869
Change in net assets	(5,405,526)	-	(5,405,526)
Net assets, beginning of year	6,923,492	-	6,923,492
Net assets, end of year	\$ 1,517,966	\$ -	\$ 1,517,966

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENT OF ACTIVITIES
Year Ended December 31, 2019

	2019		
	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenues:			
JEDO grant revenue	\$ 4,820,010	\$ -	\$ 4,820,010
Private contributions and pledges	41,208	-	41,208
Other grant revenue	42,193	-	42,193
Other income	121,680	-	121,680
Sponsorship revenue	80,675	-	80,675
Event revenue	20,738	-	20,738
Interest and investment income	159,731	-	159,731
Affiliate support revenue	407,864	-	407,864
Total support and revenues:	5,694,099	-	5,694,099
Expenses:			
Program expenses:			
Economic development	4,704,332	-	4,704,332
East Topeka Learning Center (ETLC)	723,078	-	723,078
Total program expenses	5,427,410	-	5,427,410
Supporting services expense:			
General and administrative expenses	786,011	-	786,011
Total supporting expense	786,011	-	786,011
Total expenses	6,213,421	-	6,213,421
Change in net assets	(519,322)	-	(519,322)
Net assets, beginning of year	7,442,814	-	7,442,814
Net assets, end of year	\$ 6,923,492	\$ -	\$ 6,923,492

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
Year Ended December 31, 2020

	Economic Development	Events	ETLC	Marketing	General and Administrative	Total Expenses
Payroll/benefits	\$ 883,914	\$ -	\$ -	\$ -	\$ -	\$ 883,914
Other compensation	5,811	-	-	-	-	5,811
Professional services	178,649	-	-	21,339	39,012	239,000
Other employee related costs	37,014	64	-	-	321	37,399
Shared services	-	-	-	-	461,342	461,342
Total personnel expenses	<u>1,105,388</u>	<u>64</u>	<u>-</u>	<u>21,339</u>	<u>500,675</u>	<u>1,627,466</u>
Program/event expense	21,567	209	-	195	-	21,971
Sales travel	601	-	-	-	-	601
Hospitality	12,842	1,210	-	-	125	14,177
Grants/sponsor/contrib,scholar	1,280,719	-	500,000	-	-	1,780,719
Total program expenses	<u>1,315,729</u>	<u>1,419</u>	<u>500,000</u>	<u>195</u>	<u>125</u>	<u>1,817,468</u>
Occupancy	-	-	-	-	83,532	83,532
Office expense	5,527	-	15,030	-	24,319	44,876
Dues/subscriptions	53,581	-	1,500	4,030	4,741	63,852
Advertising	-	100	-	272,975	-	273,075
Depreciation/amortization	-	-	105,069	-	7,821	112,890
Other expenses	1,296,226	-	-	-	105,070	1,401,296
Insurance/taxes/fees	23,799	114	14,802	-	8,859	47,574
Interest expense	-	-	83,024	-	-	83,024
Bad debt expense	6,155	1,550	-	-	-	7,705
Total operational expenses	<u>1,385,288</u>	<u>1,764</u>	<u>219,425</u>	<u>277,005</u>	<u>234,342</u>	<u>2,117,824</u>
Total expenses before incentives	3,806,405	3,247	719,425	298,539	735,142	5,562,758
Business incentives	<u>4,904,111</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>4,904,111</u>
Total expenses	<u>\$ 8,710,516</u>	<u>\$ 3,247</u>	<u>\$ 719,425</u>	<u>\$ 298,539</u>	<u>\$ 735,142</u>	<u>\$ 10,466,869</u>

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
Year Ended December 31, 2019

	Economic Development	East Topeka Learning Center	General and Administrative	Total Expenses
Personnel costs	\$ 609,765	\$ -	\$ 160,118	\$ 769,883
Shared services	-	-	445,558	445,558
Professional services and contract labor	193,497	13,510	60,270	267,277
Professional development and training	81,071	-	2,208	83,279
Total personnel expenses	<u>884,333</u>	<u>13,510</u>	<u>668,154</u>	<u>1,565,997</u>
Events	31,955	-	16	31,971
Hospitality and promotions	86,371	-	1,780	88,151
Grants and new initiatives	1,652,022	540,000	-	2,192,022
Total program expenses	<u>1,770,348</u>	<u>540,000</u>	<u>1,796</u>	<u>2,312,144</u>
Dues and subscriptions	46,598	479	17,189	64,266
Advertising and research	304,897	-	4,510	309,407
Supplies, printing and postage	17,456	-	6,833	24,289
Rent	14,812	-	50,825	65,637
Office expenses	14,865	3,742	19,393	38,000
Repair and maintenance	15,677	-	12	15,689
Depreciation and amortization	-	52,535	7,122	59,657
Insurance, taxes and fees	53,557	112,812	10,177	176,546
Total operational expenses	<u>467,862</u>	<u>169,568</u>	<u>116,061</u>	<u>753,491</u>
Total expenses before incentives	3,122,543	723,078	786,011	4,631,632
Large incentives	<u>1,581,789</u>	<u>-</u>	<u>-</u>	<u>1,581,789</u>
Total expenses	<u>\$ 4,704,332</u>	<u>\$ 723,078</u>	<u>\$ 786,011</u>	<u>\$ 6,213,421</u>

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF CASH FLOWS
Years Ended December 31, 2020 and 2019

	2020	2019
Cash flows from operating activities:		
Contributions, grants and other support	\$ 5,444,100	\$ 5,728,339
Cash paid to employees and suppliers	(4,186,452)	(5,993,776)
Cash incentives paid	(1,404,587)	(1,661,978)
Interest and dividends received	86,877	159,730
Interest paid	(73,297)	(89,856)
Net cash flows from operating activities	(133,359)	(1,857,541)
Cash flows from investing activities:		
Net purchases of investments	(58,763)	(122,862)
Purchase of property and equipment	(908)	(1,863,869)
Reimbursements received on land held for investment	180,774	434,066
Net cash flows from investing activities	121,103	(1,552,665)
Net decrease in cash, cash equivalents and restricted cash	(12,256)	(3,410,206)
Cash, cash equivalents and restricted cash at beginning of year	11,615,143	15,025,349
Cash, cash equivalents and restricted cash at end of year	\$ 11,602,887	\$ 11,615,143
Cash, cash equivalents and restricted cash includes:		
Cash and cash equivalents	\$ 6,665,272	\$ 6,586,400
ETLC restricted cash	3,510,867	3,551,296
Restricted funds	1,426,748	1,477,447
	\$ 11,602,887	\$ 11,615,143

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
Years Ended December 31, 2020 and 2019

1 - History and Organization

The Growth Organization of Topeka/Shawnee County, Inc. was organized to encourage business and industry to locate and develop within the greater Topeka area and to otherwise promote the common economic interest of greater Topeka. The Organization receives funding primarily through a grant from the Joint Economic Development Organization (JEDO) and by donations from the business community.

In 2018, the Growth Organization of Topeka/Shawnee County, Inc. set up and became the sole member of the GO Topeka ETLC Support Corporation. This entity was set up to hold and finance the East Topeka Learning Center project.

Together, the entities will be referred to as the Organization throughout the footnotes.

2 - Summary of Significant Accounting Policies

Basis of Reporting

Assets, liabilities, net assets, revenues, and expenses are recognized on the accrual basis of accounting. The Organization reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net Assets Without Donor Restrictions - Net assets without donor restrictions represent the portion of funds currently available to support the Organization's operations. The Organization's Board of Directors may designate a portion of net asset without donor restrictions to be used for certain purposes or projects. At December 31, 2020 and 2019, the Board has designated net assets for future incentives related to land held for economic development.

Net Assets with Donor Restrictions - Net assets with donor restrictions are resources that are restricted by a donor for use for a particular purpose or in a particular future period. Some donor-imposed restrictions are temporary in nature, and the restriction will expire when the resources are used in accordance with the donor's instructions or when the stipulated time has passed. Other donor-imposed restrictions are perpetual in nature; the Organization must continue to use the resources in accordance with the donor's instructions. Resources that are restricted but have the restrictions met in the same period are reported as net assets without donor restrictions. As of December 31, 2020 and 2019, the Organization had no net assets with donor restrictions.

Consolidation

The financial statements of Growth Organization of Topeka/Shawnee County, Inc. and GO Topeka ETLC Support Corporation are consolidated in the financial statements. All intercompany balances and transactions have been eliminated in consolidation.

Revenue Recognition

Revenue from programs, events and other program services is recognized at the point in time the event or program is held.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

A significant portion of the Organization's revenue is derived from contracts and grants with local governments, which are conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when the Organization has incurred expenditures in compliance with specific contract or grant provisions. Amounts received prior to incurring qualifying expenditures are reported as deferred revenue in the statement of financial position.

The Organization recognizes contributions when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met. The Organization has deemed sponsorships and affiliate support revenue to be conditional contributions, and they are accounted for accordingly.

At December 31, 2020, conditional contributions, grants and contracts of \$ 14,216,203 have been received in advance but have not been recognized in the accompanying financial statements. At December 31, 2019, conditional contributions, grants and contracts of \$ 13,397,244, for which \$ 13,396,289 has been received in advance, have not been recognized in the accompanying financial statements.

The Organization's customers consist of local government agencies and private customers, primarily located within the state of Kansas. For government grants and contracts, future cash flows depend on the Organization's ability to continue to obtain local government contracts, and indirectly on the amount of funding available to these agencies for new and current government projects. Therefore, a portion of the Organization's operations is dependent upon the level and timing of government funding. As it relates to private customers, credit risk is mitigated because payment is received before, shortly after or at the time the goods or services are provided. For those program services provided before payment is received, continuing services will be considered for termination for significant non-payment, limiting future credit risk.

Fair Value Measurement

Assets recorded at fair value on the statement of financial position are categorized based upon the level of observability associated with the inputs used to measure their fair value. Fair value is defined as the amount that would be received to sell an asset in an orderly transaction between market participants at the measurement date.

The three-level hierarchy for fair value measurements is defined as follows:

- Level 1 – Inputs are unadjusted, quoted prices in active markets for identical assets at the measurement date.
- Level 2 – Inputs are other than quoted prices in active markets that are observable for the asset, either directly or indirectly, including inputs in markets that are not considered to be active.
- Level 3 – Inputs are unobservable and significant to the asset, and include situations where there is little, if any, market activity.

Management endeavors to utilize the best available information in measuring fair value.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

Investments

The Organization invests in U.S. government securities money market funds, certificates of deposit and U.S. government securities. Investments, other than certificate of deposits, are stated at fair value. Certificates of deposit are carried at cost plus interest credited to date. Realized and unrealized gains and losses, dividends and interest on investments are reflected in the statement of activities.

Investment securities are exposed to various risks, such as interest rate, market fluctuation and credit risk. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in risks in the near term could materially affect investments and the amounts reported in the statements of financial position.

Management Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Land Held for Economic Development

The Organization holds land for the development of the Kanza Fire and Central Crossing Commerce Parks in southwest Topeka, Kansas. The acquisition cost of the land and certain types of improvements are recorded as an asset on the Consolidated Statement of Financial Position. Maintenance and certain utility extension costs that result in benefits beyond the park development are expensed as incurred. Management annually reviews the land held for economic development to determine whether carrying values have been impaired.

Land held for economic development is a board designated asset.

Property and Equipment

The Organization capitalizes all expenditures in excess of \$ 1,000 for property and equipment at cost. Depreciation is determined on the straight-line basis, with estimated useful lives as follows:

Equipment	5 years
Furniture and fixtures	7 years
Building	39 years

Maintenance and repairs, which neither materially add to the value of the property nor appreciably prolong its life, are charged to expenses as incurred.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

Income Taxes

The Growth Organization of Topeka/Shawnee County, Inc. is exempt from federal income tax under Section 501(c)(6) of the Internal Revenue Code and GO Topeka ETLC Support Corporation is exempt from federal income tax under Section 501(c)(3). The Organizations are exempt from federal income taxes pursuant to Section 501(a) of the Code and have been classified as other than a private foundation.

Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis. All expenses are identified with a specific program or support service and are charged directly to that program or support service. There are no costs allocated across multiple functions. General and administrative expenses include those costs that are not directly identifiable with any specific program, but which provide for the overall support and direction of the organization.

Cash Defined for Statements of Cash Flows

For purposes of the statement of cash flows, the Organization considers cash held in commercial banks with original maturities of three months or less to be cash and cash equivalents.

Pending Accounting Pronouncement

In February 2016, FASB issued ASU 2016-02, *Leases (Topic 842)*. The guidance in this ASU supersedes the leasing guidance in Topic 840, Leases. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating with classification affecting the pattern of expense recognition in the income statement. The new standard is effective for fiscal years beginning after December 15, 2021, including interim periods within those fiscal years. Management is currently evaluating the effect that the standard will have on the financial statements.

3 - Concentrations of Credit Risk

Cash and cash equivalents include repurchase agreements with a local bank. The repurchase agreements represent ownership interest in Federal Agency securities. Other bank deposits are generally maintained within FDIC-insured limits.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

4 - Availability and Liquidity

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of December 31, are:

	2020	2019
Financial assets:		
Cash and cash equivalents	\$ 6,665,272	\$ 6,586,400
Investments	6,178,185	6,119,422
Grants receivable	34,747	10,340
Accounts receivable	338,345	12,412
Amounts available for general expenditures within one year	<u>\$ 13,216,549</u>	<u>\$ 12,728,574</u>

In addition to the financial assets available to meet general expenditures over the next 12 months, the Organization anticipates collecting revenue to cover a majority of the general expenditures. The Organization regularly monitors liquidity to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds.

5 - Investments and Fair Value

The following table summarizes the investments recorded at fair value based on the valuation hierarchy as of December 31, 2020:

	Total	Level 1	Level 2	Level 3
Money market fund	\$ 3,970,540	\$ 3,970,540	\$ -	\$ -
Total fair value	3,970,540	<u>\$ 3,970,540</u>	<u>\$ -</u>	<u>\$ -</u>
Certificates of deposit (cost)	<u>2,207,645</u>			
Total investments	<u>\$ 6,178,185</u>			

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

The following table summarizes the investments recorded at fair value based on the valuation hierarchy as of December 31, 2019:

	Total	Level 1	Level 2	Level 3
Money market fund	\$ 3,351,777	\$ 3,351,777	\$ -	\$ -
U.S. Treasury Notes	280,559	280,559	-	-
U.S. Treasury Bill	149,472	149,472	-	-
Total fair value	3,781,808	\$ 3,781,808	\$ -	\$ -
Certificates of deposit (cost)	2,337,614			
Total investments	\$ 6,119,422			

The fair value of the money market fund is based on the carrying value of the accounts due to its short maturity, high liquidity, and low risk of default.

U.S. Treasury notes and bills are valued at quoted market prices multiplied by the quantity held when quoted market prices are observable.

There have been no changes in the methodologies used at December 31, 2020. There were no transfers between the levels during the year. The Organization's policy is to only recognize transfers in and out of the levels at the end of the fiscal year; interim changes in the fair value inputs are not recognized.

6 - Property and Equipment

Property and equipment consist of the following as of December 31:

	2020	2019
Cost:		
Land	\$ 251,909	\$ 251,909
Buildings	4,202,776	4,202,776
Furniture and fixtures	43,781	42,308
Equipment	8,148	8,148
Total property and equipment	4,506,614	4,505,141
Accumulated depreciation	(173,747)	(60,292)
Net property and equipment	\$ 4,332,867	\$ 4,444,849

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

7 - Land Held for Economic Development

The Organization owns a portion of land at the Kanza Fire and Central Crossing Commerce Parks in southwest Topeka, Kansas. The land is available for the Organization to transfer to companies for economic development.

8 - Restricted Cash and Funds

Restricted funds represent amounts held in an escrow account for certain property improvements, training, and employment incentives. The following is a summary of restricted funds:

	2020	2019
Balance, January 1	\$ 1,477,447	\$ 1,701,636
Payments from escrow	(52,754)	(227,181)
Interest and other	2,055	2,992
Balance, December 31	<u>\$ 1,426,748</u>	<u>\$ 1,477,447</u>

Restricted cash of \$ 3,510,867 and \$ 3,551,296, as of December 31, 2020 and 2019, respectively, represents amounts held in escrow accounts for the specific purpose of funding the East Topeka Learning Center project.

9 - KFCP Improvement Fund

The Organization has an agreement with Mars requiring an amount equal to 10% of their annual property tax abatement to be paid by Mars to the Organization. The funds are to be used for Kanza Fire Commerce Park (KFCP) improvements and a fire station to serve the park. During the year end December 31, 2020, JEDO approved the release of the fire station funds to be used at Mars' discretion for other improvement projects.

10 - Long-Term Debt

GO Topeka ETLC Support Corporation has two notes payable with Partnerships of Hope XXI, LLC for a total of \$ 6,500,000. The terms of both notes are the same with an interest rate of 1.127641% and a maturity date of July 2053. Interest only payments will be paid out on a quarterly basis on the 5th of March, June, September and December until September 5, 2027. On September 5, 2027, both interest and principal quarterly payments will begin. The notes are collateralized by the East Topeka Learning Center building.

Growth Organization of Topeka/Shawnee County, Inc. is the guarantor on the notes payable. These notes payable are intended to constitute a qualified low-income community investment for the lender and as such GO Topeka ETLC Support Corporation is required to maintain the status of a qualified active low-income community business throughout the terms of the loans.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

As of December 31, 2020, debt maturities are as follows:

2021	\$ -
2022	-
2023	-
2024	-
2025	-
Thereafter	6,500,000
Less: loan fees	<u>(316,918)</u>
Total	<u><u>\$ 6,183,082</u></u>

11 - Related Party Transactions

The Greater Topeka Partnership became the sole member of the Organization, effective January 1, 2018. The initial partners in the Greater Topeka Partnership include Downtown Topeka, Inc., the Greater Topeka Chamber of Commerce, Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary, and Visit Topeka. The Greater Topeka Partnership holds the controlling interest of the Greater Topeka Partnership Foundation. The Foundation is the sole member of The Topeka/Shawnee County First Opportunity Fund, LLC, Heartland Visioning, LLC, and 712 Innovations, LLC.

The purpose of the Greater Topeka Partnership is to foster economic development and improve the quality of life in Topeka and Shawnee County, Kansas.

Due to/from:

The Organization has entered into an agreement with The Greater Topeka Partnership. On a monthly basis, the Greater Topeka Partnership pays for certain operational expenses and requests reimbursement from the Organization. These operational expenses consist of the Organization's dedicated employees' salaries and benefits, shared services employees' salaries and benefits, office rent, parking rent, payment for company credit cards, fixed asset purchases, accounting support, marketing, and any other expense in which it is deemed appropriate to be allocated across all of the subsidiaries of the Greater Topeka Partnership. The allocation was determined by completing an annual employee time allocation study. The Organization owes the Greater Topeka Partnership \$ 178,424 at December 31, 2020, which is comprised of \$ 37,797 for payroll paid for the Organization, \$ 110,799 in reimbursable expenses paid by GTP on behalf of the Organization, and \$ 39,586 for shared operating expenses including office and parking rent, less the amount owed to the Organization by the Greater Topeka Partnership of \$ 9,758 for revenue collected by the Greater Topeka Partnership on their behalf. The Organization owed the Greater Topeka Partnership \$ 151,481 at December 31, 2019, which is comprised of \$ 101,415 for payroll paid for the Organization, \$ 5,474 in purchases and \$ 62,735 for shared operating expenses including office and parking rent, less the amount owed to the Organization by the Greater Topeka Partnership of \$ 18,143 for revenue collected by the Greater Topeka Partnership on their behalf.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

The Organization owed the Greater Topeka Chamber of Commerce \$ 0 and \$ 6,318 on December 31, 2020 and 2019, respectively, for reimbursement of expenses and fees for participation in Chamber events and programs.

At December 31, 2020 and 2019, the Organization owed \$ 1,000 and \$ 9,500, respectively, to the Greater Topeka Partnership Foundation for pledges collected on their behalf.

At December 31, 2020 and 2019, the Organization owed \$ 2,125 and \$ 0, respectively, to the Visit Topeka for publication funds collected on their behalf.

At December 31, 2020 and 2019, the Organization had an amount due from 712 Innovations for \$ 0 and \$ 60, respectively.

Revenue:

The Organization received contributions of \$ 193,825 and \$ 407,864, during the years ended December 31, 2020 and 2019, respectively from the Greater Topeka Partnership for affiliate support and reimbursement of expenses paid with private dollars.

Expense:

The Organization made a contribution in the amount of \$ 50,000 and \$ 100,000 during the years ended December 31, 2020 and 2019, respectively to 712 Innovations, LLC, a subsidiary of the Greater Topeka Partnership Foundation. 712 Innovations, LLC was established to provide a makerspace/co-work space for economic development.

The Organization's lease payments based on its proportionate share of space under a lease agreement between Security National Properties and the Greater Topeka Partnership totaled \$ 74,361 and \$ 57,632 for the years ended December 31, 2020 and 2019, respectively. The Organization estimates that annual lease payments on its proportionate share of the space leased by the Greater Topeka Partnership will be between approximately \$ 72,000 and \$ 76,000 for each of the next five years.

12 - JEDO Grant

JEDO is a separate legal entity authorized by Kansas Statute 12-2904(a) which was created by an inter-local agreement between the Board of Commissioners of Shawnee County and the City of Topeka. The Organization has an agreement with JEDO that provides for a grant to the Organization for the purpose of providing economic development services, including research, target marketing, existing business retention and expansion, new business recruitment, minority and women-owned businesses, infrastructure development, site acquisition and development, incentive funds, workforce training and expansion, and other such activities deemed necessary and appropriate. The contract renews automatically every December, unless objections are brought forward.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

JEDO has approved carryover of the 2020 and 2019 unexpended grant funds. The unexpended funds are included in the deferred JEDO grant revenue at December 31, 2020 and 2019, and includes approximately \$ 1,190,000 and \$ 1,380,000, for the minority and women-owned business program at December 31, 2020 and 2019, respectively.

13 - Concentrations and Major Customers

The Organization received 86% and 85% of their total revenue from a grant with the Joint Economic Development Organization (JEDO) for the years ended December 31, 2020 and 2019, respectively. In the event this grant was discontinued, the activities of the Organization would be curtailed accordingly.

14 - 401(k) Retirement Plan

The Organization established a 401(k) retirement plan in which eligibility is reached when an employee has completed ninety days of continuous employment and is over the age of 21. The 401(k) retirement plan is sponsored by the Greater Topeka Partnership.

The Organization's 401(k) retirement plan expense was \$ 41,675 and \$ 38,146 for the years ended December 31, 2020 and 2019, respectively.

15 - Incentives

The Organization enters into various incentive agreements covering several years and generally requiring maintenance of employment levels and other obligations. For the years ended December 31, 2020 and 2019, the Organization paid a net amount of \$ 1,404,587 and \$ 1,661,978 for cash incentives and amounts recouped from employers that did not maintain employment levels or meet other requirements.

At December 31, 2020, the Organization also has outstanding contingent incentive commitments to various companies expected to be payable as follows:

2021	\$ 1,511,105
2022	1,740,820
2023	825,020
2024	773,820
2025	604,600
Thereafter	<u>220,000</u>
Total	<u><u>\$ 5,675,365</u></u>

The improvement and training incentives liability includes amounts fully earned by employers, but not yet paid. The entire amount of the liability is funded and held in escrow.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

16 - Risks and Uncertainties

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and, on March 11, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, quarantines in certain areas, and forced closures for certain types of public places and businesses. The coronavirus and actions taken to mitigate the spread of it have had and are expected to continue to have an adverse impact on the economies and financial markets of many countries, including the geographical area in which the Organization operates. On March 27, 2020, the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) was enacted to, amongst other provisions, provide emergency assistance for individuals, families and businesses affected by the pandemic.

It is unknown how long the adverse conditions associated with the pandemic will last and what the complete financial effect will be to the Organization. Accordingly, while management cannot quantify the financial and other impacts to the Organization as of December 31, 2020, management believes that a material impact on the Organization's financial position and results of future operations is reasonably possible.

Additionally, it is reasonably possible that estimates made in the Organization's financial statements have been, or will be, materially and adversely impacted in the near term as a result of these conditions, including a significant decrease in revenue.

17 - Subsequent Events

The Organization has evaluated subsequent events through the date of the independent auditors' report, which is the date the financial statements are available to be issued.

SUPPLEMENTARY INFORMATION

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATING STATEMENT OF FINANCIAL POSITION
December 31, 2020

	Growth Organization of Topeka/Shawnee County, Inc.	GO Topeka ETLC Support Corporation	Eliminations	Consolidated
<u>ASSETS</u>				
Current assets:				
Cash and cash equivalents	\$ 6,665,272	\$ -	\$ -	\$ 6,665,272
ETLC restricted cash	-	3,510,867	-	3,510,867
Investments	6,178,185	-	-	6,178,185
Grants receivable	34,747	-	-	34,747
Accounts receivable	338,345	-	-	338,345
Prepaid expenses	20,899	2,961	-	23,860
Restricted funds	1,426,748	-	-	1,426,748
Total current assets	14,664,196	3,513,828	-	18,178,024
Property and equipment, net	35,786	4,297,081	-	4,332,867
Other assets:				
Land held for economic development	1,787,305	-	-	1,787,305
Total other assets	1,787,305	-	-	1,787,305
Total assets	\$ 16,487,287	\$ 7,810,909	\$ -	\$ 24,298,196
<u>LIABILITIES AND NET ASSETS</u>				
Current liabilities:				
Deferred grant revenue - JEDO	\$ 14,216,203	\$ -	\$ -	\$ 14,216,203
Accounts payable	132,497	-	-	132,497
Due to Visit Topeka	2,125	-	-	2,125
Due to Greater Topeka Partnership Foundation	1,000	-	-	1,000
Due to Greater Topeka Partnership	178,424	-	-	178,424
Intercompany due to/from	(3,232,156)	3,232,156	-	-
Other current liabilities	18,273	-	-	18,273
Improvement and training incentives	1,424,692	-	-	1,424,692
Total current liabilities	12,741,058	3,232,156	-	15,973,214
Other liabilities:				
KFCP Improvement Fund	623,934	-	-	623,934
Long-term debt, net of loan fees	-	6,183,082	-	6,183,082
Total liabilities	13,364,992	9,415,238	-	22,780,230
Net assets:				
Without donor restrictions:				
Undesignated	1,334,990	(1,604,329)	-	(269,339)
Board designated	1,787,305	-	-	1,787,305
Total net assets	3,122,295	(1,604,329)	-	1,517,966
Total liabilities and net assets	\$ 16,487,287	\$ 7,810,909	\$ -	\$ 24,298,196

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATING STATEMENT OF FINANCIAL POSITION
December 31, 2019

	Growth Organization of Topeka/Shawnee County, Inc.	GO Topeka ETLC Support Corporation	Eliminations	Consolidated
<u>ASSETS</u>				
Current assets:				
Cash and cash equivalents	\$ 6,586,400	\$ -	\$ -	\$ 6,586,400
ETLC restricted cash	-	3,551,296	-	3,551,296
Investments	6,119,422	-	-	6,119,422
Grants receivable	10,340	-	-	10,340
Accounts receivable	12,412	-	-	12,412
Prepaid expenses	54,152	-	-	54,152
Due from 712 Innovations	60	-	-	60
Restricted funds	1,477,447	-	-	1,477,447
Total current assets	14,260,233	3,551,296	-	17,811,529
Property and equipment, net	42,699	4,402,150	-	4,444,849
Other assets:				
Land held for economic development	6,873,590	-	-	6,873,590
Total other assets	6,873,590	-	-	6,873,590
Total assets	\$ 21,176,522	\$ 7,953,446	\$ -	\$ 29,129,968
<u>LIABILITIES AND NET ASSETS</u>				
Current liabilities:				
Deferred grant revenue - JEDO	\$ 13,396,289	\$ -	\$ -	\$ 13,396,289
Accounts payable	182,655	10,849	-	193,504
Due to Greater Topeka Chamber of Commerce	6,318	-	-	6,318
Due to Greater Topeka Partnership Foundation	9,500	-	-	9,500
Due to Greater Topeka Partnership	151,481	-	-	151,481
Intercompany due to/from	(2,729,244)	2,729,244	-	-
Improvement and training incentives	1,477,447	-	-	1,477,447
Total current liabilities	12,494,446	2,740,093	-	15,234,539
Other liabilities:				
KFCP Improvement Fund	798,582	-	-	798,582
Long-term debt, net of loan fees	-	6,173,355	-	6,173,355
Total liabilities	13,293,028	8,913,448	-	22,206,476
Net assets:				
Without donor restrictions:				
Undesignated	1,009,904	(960,002)	-	49,902
Board designated	6,873,590	-	-	6,873,590
Total net assets	7,883,494	(960,002)	-	6,923,492
Total liabilities and net assets	\$ 21,176,522	\$ 7,953,446	\$ -	\$ 29,129,968

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATING STATEMENT OF ACTIVITIES
Year Ended December 31, 2020

	Growth Organization of Topeka/Shawnee County, Inc.			GO Topeka ETLC Support Corporation			Consolidated			
	Without donor restrictions	With donor restrictions	Total	Without donor restrictions	With donor restrictions	Total	Without donor restrictions	With donor restrictions	Eliminations	Total
Support and revenues:										
JEDO grant revenue	\$ 4,242,891	\$ -	\$ 4,242,891	\$ -	\$ -	\$ -	\$ 4,242,891	\$ -	\$ -	\$ 4,242,891
Other grant revenue	340,311	-	340,311	29,733	-	29,733	370,044	-	-	370,044
Other income	35,703	-	35,703	42,448	-	42,448	78,151	-	-	78,151
Sponsorship revenue	85,885	-	85,885	-	-	-	85,885	-	-	85,885
Event revenue	3,670	-	3,670	-	-	-	3,670	-	-	3,670
Interest and investment income	83,960	-	83,960	2,917	-	2,917	86,877	-	-	86,877
Affiliate support revenue	193,825	-	193,825	-	-	-	193,825	-	-	193,825
Total support and revenues:	4,986,245	-	4,986,245	75,098	-	75,098	5,061,343	-	-	5,061,343
Expenses:										
Program expenses:										
Economic development	8,710,516	-	8,710,516	-	-	-	8,710,516	-	-	8,710,516
Events	3,247	-	3,247	-	-	-	3,247	-	-	3,247
East Topeka Learning Center (ETLC)	-	-	-	719,425	-	719,425	719,425	-	-	719,425
Marketing	298,539	-	298,539	-	-	-	298,539	-	-	298,539
Total program expenses	9,012,302	-	9,012,302	719,425	-	719,425	9,731,727	-	-	9,731,727
Supporting services expense:										
General and administrative expenses	735,142	-	735,142	-	-	-	735,142	-	-	735,142
Total supporting expense	735,142	-	735,142	-	-	-	735,142	-	-	735,142
Total expenses	9,747,444	-	9,747,444	719,425	-	719,425	10,466,869	-	-	10,466,869
Change in net assets	(4,761,199)	-	(4,761,199)	(644,327)	-	(644,327)	(5,405,526)	-	-	(5,405,526)
Net assets, beginning of year	7,883,494		7,883,494	(960,002)		(960,002)	6,923,492	-	-	6,923,492
Net assets, end of year	\$ 3,122,295	\$ -	\$ 3,122,295	\$ (1,604,329)	\$ -	\$ (1,604,329)	\$ 1,517,966	\$ -	\$ -	\$ 1,517,966

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATING STATEMENT OF ACTIVITIES
Year Ended December 31, 2019

	Growth Organization of Topeka/Shawnee County, Inc.			GO Topeka ETLC Support Corporation			Consolidated			
	Without donor restrictions	With donor restrictions	Total	Without donor restrictions	With donor restrictions	Total	Without donor restrictions	With donor restrictions	Eliminations	Total
Support and revenues:										
JEDO grant revenue	\$ 4,820,010	\$ -	\$ 4,820,010	\$ -	\$ -	\$ -	\$ 4,820,010	\$ -	\$ -	\$ 4,820,010
Private contributions and pledges	1,208	-	1,208	40,000	-	40,000	41,208	-	-	41,208
Other grant revenue	42,193	-	42,193	-	-	-	42,193	-	-	42,193
Other income	121,680	-	121,680	-	-	-	121,680	-	-	121,680
Sponsorship revenue	80,675	-	80,675	-	-	-	80,675	-	-	80,675
Event revenue	20,738	-	20,738	-	-	-	20,738	-	-	20,738
Interest and investment income	152,615	-	152,615	7,116	-	7,116	159,731	-	-	159,731
Affiliate support revenue	407,864	-	407,864	-	-	-	407,864	-	-	407,864
Total support and revenues:	5,646,983	-	5,646,983	47,116	-	47,116	5,694,099	-	-	5,694,099
Expenses:										
Program expenses:										
Economic development	4,704,332	-	4,704,332	-	-	-	4,704,332	-	-	4,704,332
East Topeka Learning Center (ETLC)	-	-	-	723,078	-	723,078	723,078	-	-	723,078
Total program expenses	4,704,332	-	4,704,332	723,078	-	723,078	5,427,410	-	-	5,427,410
Supporting services expense:										
General and administrative expenses	786,011	-	786,011	-	-	-	786,011	-	-	786,011
Total supporting expense	786,011	-	786,011	-	-	-	786,011	-	-	786,011
Total expenses	5,490,343	-	5,490,343	723,078	-	723,078	6,213,421	-	-	6,213,421
Change in net assets	156,640	-	156,640	(675,962)	-	(675,962)	(519,322)	-	-	(519,322)
Net assets, beginning of year	7,726,854	-	7,726,854	(284,040)	-	(284,040)	7,442,814	-	-	7,442,814
Net assets, end of year	<u>\$ 7,883,494</u>	<u>\$ -</u>	<u>\$ 7,883,494</u>	<u>\$ (960,002)</u>	<u>\$ -</u>	<u>\$ (960,002)</u>	<u>\$ 6,923,492</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 6,923,492</u>



Agenda Item No. 3E

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

**Revised 2020-2021 Carryforward Agreement between GO
Topeka and JEDO in the amount of \$14.2 Million**

JEDO CONTRACT NO. C-____ - 2021

AMENDMENT TO CASH CARRY-FORWARD AGREEMENT

This Amendment to JEDO Contract No. C-_____ is entered into this _____ day of May, 2021 by and between the GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC., a non-profit Kansas corporation, hereinafter referred to as “GO Topeka” and the JOINT ECONOMIC DEVELOPMENT ORGANIZATION, hereinafter referred to as “JEDO,” a duly organized separate legal entity authorized by K.S.A. 12-2904(a) which was created by the Interlocal Agreement between the Board of County Commissioners of the County of Shawnee, Kansas, hereinafter referred to as “the County,” and the City of Topeka, Kansas, hereinafter referred to as “the City,” dated April 19, 2016.

WHEREAS, the parties wish to amend the original Cash Carry Forward Agreement approved by JEDO on December 9, 2020 which authorized funds to be carried over into 2021 in an amount not exceeding Eleven Million, One Hundred Thousand Dollars (\$11,100,000).

NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL COVENANTS CONTAINED HEREIN, THE PARTIES AGREE AS FOLLOWS:

1. The amount approved in the Cash Carry Forward Agreement approved by JEDO on December 9, 2020 - Eleven Million, One Hundred Thousand Dollars \$11,100,000 - is increased to an amount not to exceed Fourteen Million Two Hundred Thousand Dollars (\$14,200,000).

2. All other provisions of the original Cash Carry Forward Agreement that do not conflict with this Amendment shall remain in full force and effect.

3. This Amendment may be signed by faxed or electronic signature, which will be deemed an original signature. This Amendment may be executed in counterparts, each of which shall be deemed an original, and all of which shall be deemed to constitute one instrument.

IN WITNESS WHEREOF, JEDO and GO Topeka have executed this Agreement.

Dated: _____

JOINT ECONOMIC DEVELOPMENT ORGANIZATION

By: _____

Michelle De La Isla, Mayor

Dated: _____

**GROWTH ORGANIZATION OF TOPEKA/SHAWNEE
COUNTY, a non-profit Kansas corporation**

By: _____

Name/Title: _____



Agenda Item No. 3F

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

MWBD Carryforward Request



MEMORANDUM

From: Glenda Washington

Date: 05/05/2021

RE: Request to Use Carryforward Funds

Purpose: To support housing renovation and new construction in East Topeka/Hi Crest Community.

Request: Request to use \$50,000 in carryforward funds for the project. The project has received the approval of the GO Topeka Executive Committee and the GO Topeka Board.

Amount Requested: \$50,000



Agenda Item No. 3G

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

Innovation Campus Investment



MEMORANDUM

To: Joint Economic Development Organization
From: Katrin Bridges, SVP Innovation, The Partnership
Date: 05/12/2021
RE: Innovation Campus Incentive Request

Under the guidance of the Innovation Advisory Board and after approval of the GO Topeka Board of Directors, GO Topeka has entered into a partnership with BioRealty, a nationally recognized developer specialized in life sciences buildings, to develop phase 1 of the Topeka Innovation Campus. Based on an extensive viability assessment and after preliminary conversations with potential anchor tenants and partners, BioRealty has determined a path forward that will ensure the launch of the development in Q2 or Q3 of 2021.

The site identified for this development is located in downtown Topeka. Total estimated project costs are between \$12M-\$13M for the preparation of a total rentable square footage of approximately 63,700 sf.

GO Topeka has conducted an economic impact study that evaluated the effect this phase 1 of the innovation campus will have on the Topeka and Shawnee County economy over the next 10 years. That study conservatively estimates this impact to be \$1.34 billion. In addition, the Innovation Campus will serve as the home for many of the startups and service providers attracted by the Plug and Play Topeka program and will serve as a hub for Topeka's entrepreneurial ecosystem. This investment follows GO Topeka's legacy of securing land, making it shovel-ready and offering it to attractive businesses that invest in our community and provide the jobs we desire.

Incentive Proposal

Phase 1 (Pre-construction and Construction): = Launch of Innovation Campus	max. of \$3,041,000	from carry-over funds
Phase 2 (multi-year investment over 9 years): = Develop the space and incentivize entrepreneurs and startups to grow in Topeka	max. of \$2,830,000	for approval in annual budgets
TOTAL Incentive Request	max. of \$5,871,000	



Agenda Item No. 4A

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

JEDO Local Business Recovery Taskforce Update
(No Attachments)



Agenda Item No. 4B

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

Choose Topeka Economic Impact and Metrics Presentation
(No Attachments)



Agenda Item No. 4C

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

**Topeka Housing Authority
Empowerment Center Presentation**
(No Attachments)



Agenda Item No. 4D

**JEDO Board Meeting
May 12, 2021 - 6:00 P.M.**

GO Topeka 2021 Quarterly Report

GO Topeka



Quarterly Report

Q1
2021



CONTENTS

Q1 2021

4

Topeka & Shawnee County
Momentum Scorecard

9

Minority & Women
Business Development

17

Diversity, Equity
& Inclusion

21

HOST
Program



GO TOPEKA
785.234.2644
GOTopeka.com
719 S Kansas Ave. Ste.100
Topeka, KS 66603

COVER PHOTO:

Topeka continues to make progress despite the events of the past year. Upgrades and new construction help make Topeka a better place to live, work and play.

INSIDE COVER PHOTO:

Community and Business leaders gather during Business Unwind at Cortez Transportation. This marks the first Business Unwind of 2021 and signals that Topeka is ready to get back to our momentum.

6

Business
Attraction

8

Junior Achievement
Virtual Career Fair
and Washburn Tech
JEDO Scholarships

9

Business Retention
& Expansion

12

Kansas
PTAC

13

Innovation
& Entrepreneurship

16

Workforce
& Talent

18

Choose
Topeka

19

Forge
Young Talent

20

TopCity
Interns

22

Introducing
Ashley Lehman

23

2021 Go Topeka
Board of Directors

Momentum 2022 focuses on five key elements to make Topeka & Shawnee County a better place to live, work, play and do business.

KEY ►



Develop
Homegrown
Talent



Create Vibrant
& Attractive
Places



Grow a
Diverse
Economy



Promote
a Positive
Image



Collaborate
for a Strong
Community

TOPEKA & SHAWNEE COUNTY

VITAL STATS

Updated 04-19-2021



DEVELOP HOMEGROWN TALENT

GRADUATION RATE

STATE OF KANSAS
88.2%

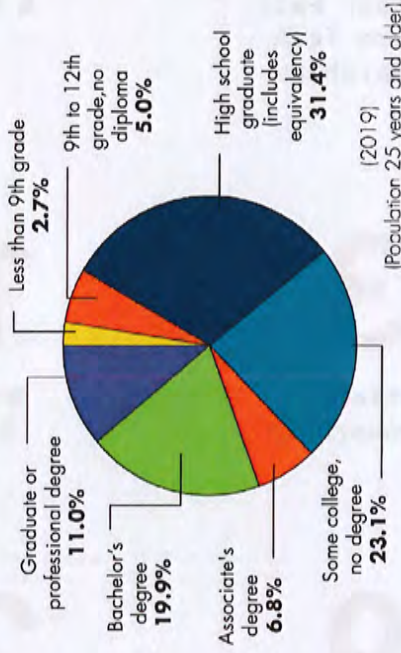
SHAWNEE COUNTY
87.7%

Four-year adjusted cohort formula
(all Schools 2019-2020) (1)

STUDENT-LEVEL METRICS (2019)



EDUCATIONAL ATTAINMENT



CERTIFICATES EARNED

1,403

(Less than a 2-year degree)
(2019)

CREATE VIBRANT & ATTRACTIVE PLACES



LIVABILITY

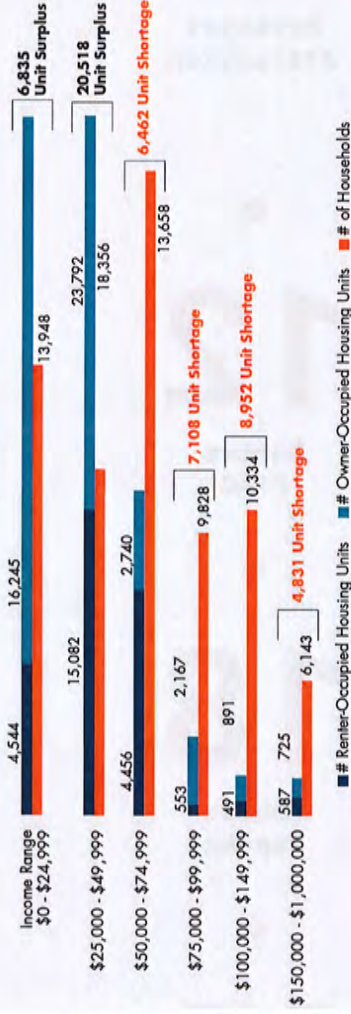
This score rates the overall livability of Shawnee County on a scale from 0 to 100. It is based on the average score of seven livability categories—housing, neighborhood, transportation, environment, health, engagement, and opportunity—which also range from 0 to 100.



PEDESTRIAN FRIENDLINESS (2021)



AFFORDABLE HOUSING (2019)



ATTENDANCE AT ATTRACTIONS (2020)

367,099
PEOPLE

Total attendance of the following Shawnee County Attractions:
Topeka Zoo, KS Children's Discovery Center, TNC Old Prairie Town, KS State Capitol, TCT, Sunflower Soccer, Meador Art Museum, Meador Arts Center, Boardwalks, Evergreen Museum, Museum of KS Nat'l Guard, Central Park Museum, Jayhawk Theater, Ritchie House, Great Overland Station

*The analysis does not account for age or quality of housing units, and there is the possibility that upper income households are likely outcompeting lower income households for the same housing units.

2022 Target:
750,000 people



PROMOTE A POSITIVE IMAGE

NET PROMOTER SCORE (NPS)

An index ranging from -100 to 100 that measures the willingness of customers to recommend a product or experience to others.



2022 Target: 0 NPS

(7)



GROW A DIVERSE ECONOMY

SHARE OF EMPLOYMENT AT NEW BUSINESSES

6,441 OR **8.3%**
PEOPLE WORK AT
A NEW BUSINESS

(New business is any that has been open less than five years)(2020 Q1)

2022 Target: 7,093 people

ANNUAL MEDIAN WAGE IN TOPEKA

\$39,290

(2020 MSA)

2022 Target: \$39,000



COLLABORATE FOR STRONG COMMUNITY

NON-PROFIT BOARD DIVERSITY

(2019)



It is intended that non-profit boards are reflective of the community as a whole. To that end, the graphs above should mirror the graphs at right.

CURRENT SHAWNEE COUNTY DEMOGRAPHICS

(2021)



NON-PROFIT BOARD DIVERSITY SHAWNEE COUNTY

(2021)

2022 Target: 2.7 Physical

2.7 Physical | 3.2 Mental

INFANT MORTALITY RATE

(2021)

7.0

WITHIN 1 YEAR
PER 1,000
LIVE BIRTHS

(9)

PHYSICAL AND MENTAL HEALTH

(2021)

3.7 POOR
PHYSICAL
HEALTH DAYS

4.2 POOR
MENTAL
HEALTH DAYS

Average number of physically/mentally unhealthy days reported in past 30 days (age-adjusted)

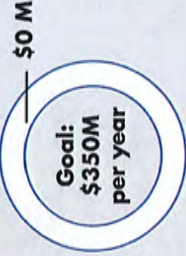
2022 Target: 2.7 Physical

2.7 Physical | 3.2 Mental

PRIVATE CAPITAL INVESTMENT

(JANUARY 2021)

(7)



\$0 M

Capital investment is the amount of money new or current businesses spend to create, expand or improve facilities. For this report, capital investment is captured by GO Topeka during regular communications with companies or when companies work with GO Topeka to receive an incentive for an investment. The numbers are self-reported and exclude the cost of maintenance. GO Topeka makes every attempt to gather this info for all companies in Shawnee County, however some will not be captured due to lack of awareness of the investment.

2022 Target: \$350M

TOTAL PRIVATE JOBS

71,772

(Sept 2020)

(Private = Non-Government jobs)

(5)

2022 Target: 79,000 jobs

GLOBAL METRICS

GDP OF DOLLARS

(10)

\$10.5
BILLION
IN 2019

Gross domestic product (GDP) is equal to the sum of personal consumption expenditures, gross private domestic investment, net exports of goods and services, and government consumption expenditures and gross investment.

\$10.655
BILLION
IN 2017

2022 Target: \$11.500 GDP in billions of current dollars

STUDENTS ELIGIBLE FOR FREE OR REDUCED LUNCHES

51.4%

(2021)

2022 Target: 48%

POVERTY RATE IN SHAWNEE COUNTY

(2019)

9.8%
TOTAL POVERTY
RATE

13.3%
CHILD POVERTY
RATE

2022 Target: 10%

All metrics refer to Shawnee County unless otherwise stated.
Sources: 1 Kansas State Department of Education, 2 U.S. Census Bureau, ACS 5-Year Estimates, 3 AARP Livability Index, 4 City of Topeka Planning Department, 5 Quarterly Census of Employment and Wages, 6 Occupational Employment Statistics, 7 Momentum 2022 Survey, 8 U.S. Census Bureau, Longitudinal Employer-Household Dynamics, 9 County Health Ranking, 10 Bureau of Economic Analysis, 11 U.S. Census Bureau, Small Area Income and Poverty Estimates

PROVIDED BY



Business Attraction



GO Topeka continues to see interest from companies considering Shawnee County as a new location. In quarter one of 2021, GO Topeka had four new business projects: three in manufacturing and one in aviation. Currently, GO Topeka has 36 projects in the pipeline.



Manufacturing

3



Aviation

1

In terms of site selection priorities, the availability of sites and buildings along with all things related to workforce continue to drive site location factors.

Site Selectors' Most Important Criteria:

1

Workforce
Skills

2

Workforce
Development

3

Transportation
Infrastructure

4

Ease of Permitting and
Regulator Procedures

5

State and
Local Tax Scheme

6

Right-to-Work
State

7

Utilities
(Cost, Reliability)

8

Quality
of Life

9

Incentives

10

Legal climate
(tort reform)

Junior Achievement Virtual Career Fair

The virtual Junior Achievement Career Fair kicked off on Monday, March 1, and the Greater Topeka Partnership organization GO Topeka was a presenting sponsor. As such, GO Topeka staff hosted two-day-long Zooms for anyone interested in learning more about Topeka and what we have to offer. The Fair was broadcasted to our eight surrounding counties, TV and radio, social media, plus directly to over 35,000 middle and high school students and over 7,000 college students.

There were two LIVE dates: March 4 and 24. On March 4, the fair was geared toward college students and adults seeking work. March 24 consisted of local middle and high school students seeking to understand what types of businesses and job opportunities Topeka affords them. From the most recent data that we have received, our virtual booth has had close to 2,000 engagements.

Washburn Tech
JEDO Scholarships
Spring Semester, 2021

38

Students
Assisted

\$28,800

IN SCHOLARSHIPS AWARDED



2,000

Engagements

Business Retention & Expansion



In the first quarter of 2021, GO Topeka worked with existing company projects in the pipeline. We've hosted workforce transportation calls, aligning interested employers with possible resources. We also participated in supporting information sessions with manufacturing and Washburn Tech East on their production programs, and conducted 21 virtual BRE interactions and visits.

We recorded a workforce skills panel presentation for the Junior Achievement Virtual Career Fair that runs for ninety days for community job seekers, college and middle and high school students.

All economic impact numbers are based on a 10 year calculation. All proposed incentives are performance-based, to be paid out as earned and details of the agreement will be outlined via a formal contract with the company and presented to JEDO for approval at a later meeting.

Minority & Women Business Development



JEDO Small Business Grant Relief Program

The Joint Economic Development Organization (JEDO) approved the funding for JEDO Small Business Grant Relief Program. The JEDO Small Business Grant Relief Program is a grant program of GO Topeka and JEDO to provide relief to businesses suffering financial losses due to the COVID-19 Pandemic. Grants range from \$5,000-\$30,000 and are dependent on the small business' employee count. The funding for the JEDO Small Business Grant Relief Program was approved in quarter one of 2021 and GO Topeka will have more to report in quarter two as applications have been processed. Businesses may now apply at supporttopeka.com/small-business-relief.



Minority & Women Business Development



Small Business Incentives

Q1 OF 2021

23

Incentives
Issued,
Totaling

\$116,204

LIFE OF PROGRAM

405

Incentives
Issued,
Totaling

\$1.40M

Some companies may have been awarded more than one incentive.

7

New
Businesses

14

Existing
Businesses

Incentive Types



11

Construction



8

Marketing



4

Architecture
& Design



9

Equipment

5 NOTABLE
NEW
BUSINESSES

The Farmacy
Sunflower Chiropractic
Enchanting Earth
Top City Storage
Poppin Minis

5 NOTABLE
EXISTING
BUSINESSES

Stumpy's Smoked Cheese
Oz Imaging
Made Maker
Home Exterior
Solutions
Knolls Heating
& Cooling

FastTrac New Venture

Q1 OF 2021

9

Students
Started

LIFE OF PROGRAM

758

Students
Graduated

Jobs
Impacted

62

36
FULL-TIME

26
PART-TIME

First
Opportunity
Fund

10

LOANS AWARDED

2

LINES OF CREDIT
FOR \$100,000



Kansas PTAC

(Procurement Technical Assistance Center)

February 1, 2021 - April 28, 2021



\$3,973,390

Total Contract Awards for KS PTAC Sub-Center Topeka¹

\$3,769,087

Federal

+

\$0

State & Local

+

\$204,303

Subcontracts

3

CONTRACTS AWARDED
TO SHAWNEE COUNTY
BUSINESSES TOTALING
\$20,419²

\$60

RETURN ON
INVESTMENT (ROI)
FOR EVERY \$1
JEDO INVESTS³

**SOCIOECONOMIC
STATS ON FEDERAL
CONTRACT AWARDS**

8

Small Disadvantaged
Business

11

Woman-Owned
Small Business

6

HUBZone

0

Service Disabled
Veteran-Owned
Small Business

21

NEW CLIENTS
23% of Goal

169

COUNSELING HOURS
28% of Goal

3

EVENTS HELD IN
SHAWNEE COUNTY
38% of Goal

51

CONTRACT AWARDS⁴

¹Service area covers 32 counties in NE KS

²Out of the Total Awards Amount shown above

³JEDO was requested to invest \$66,689 in the KS PTAC program for FY2021. This is the number used to calculate ROI.

⁴This Procurement Technical Assistance Center is funded in part through a cooperative agreement with the Defense Logistics Agency. It is funded additionally by Wichita State University, Pittsburg State University, GO Topeka, and Johnson County Community College.



Innovation & Entrepreneurship



First 2021 Plug and Play Topeka Cohort Selected

15 out of 60 startups selected by the Plug and Play Topeka corporate partners Hill's Pet Nutrition, Cargill and Evergy pitched to a selected audience to compete for a spot in Plug and Play Topeka's first full accelerator cohort on March 24. These startups cover a wide variety of solutions including supply chain, pet food, livestock tracking, alternative proteins, energy as well as food safety, packaging and livestock microbiome. After thorough deliberation, the following 10 companies were selected:

Ampcontrol (New York, New York)

Ampcontrol offers an AI-powered software to optimize the charging of electric vehicles for fleet operators and charging networks.

BIOPSIN (Singapore)

BIOPSIN is developing a revolutionary biosensor device which would empower industries to detect pathogens in real time.

GBatteries (Ottawa, Canada)

GBatteries is on a mission to enable electric vehicles to charge as fast as it takes to fill up a tank of gas.

Heila (Somerville, Massachusetts)

Heila is accelerating the adoption of clean and distributed energy by using the Heila EDGE — an end-to-end control and optimization platform to simplify the installation and operation of even the most complex DER systems.

NanoSpy (Ames, Iowa)

NanoSpy develops rapid detection biosensors for economical in-field, point-of-use diagnostics without the need for sample labeling/pre-enrichment, laboratories, or environmentally hazardous reagents.

Nutrivert (St. Louis, Missouri)

Nutrivert is developing non-antibiotic replacements for antibiotic growth promotants.

Obe, Inc. (San Francisco, California)

Obe's digital platform makes it easier for veterinarians and pet parents to keep pets healthier and happier, for longer. Real-time, accurate behavioral data allows better health and nutrition decisions to help with preventative care and early diagnosis of potential problems, long before the problems are acute.

esilient Biotics (Berkeley, California)

Resilient Biotics is a platform microbiome therapeutics company developing microbiome-based solutions to combat respiratory infectious diseases in animal and human health.

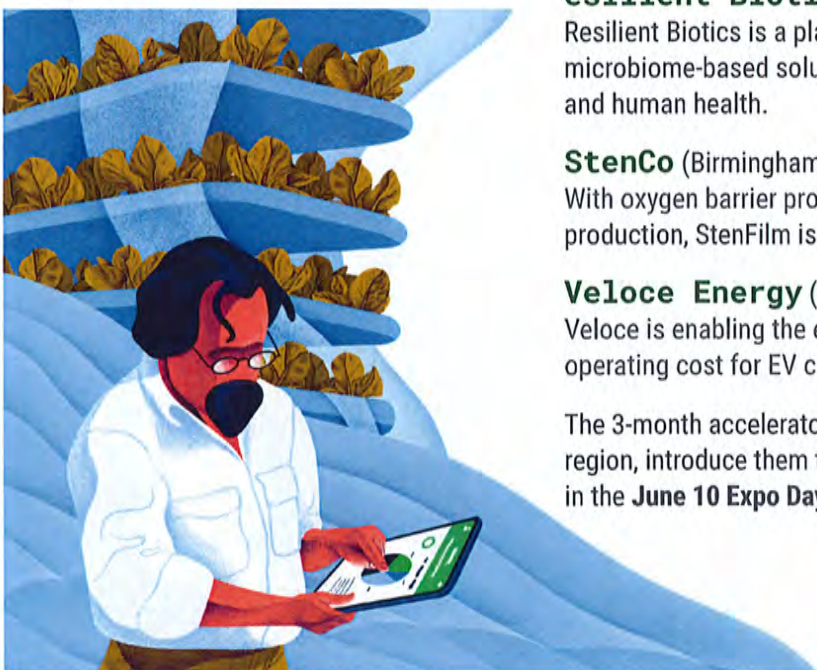
StenCo (Birmingham, Alabama)

With oxygen barrier properties better than most plastics and a low-cost of production, StenFilm is the answer to any number of problems.

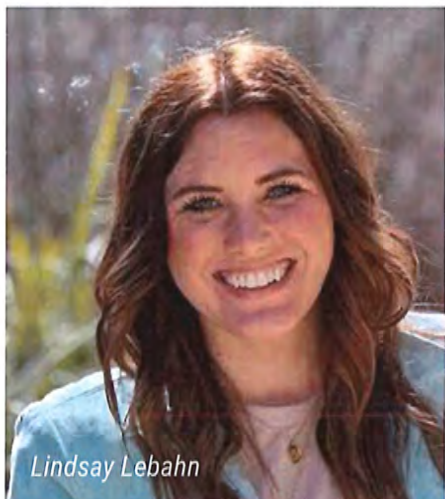
Veloce Energy (Los Angeles, California)

Veloce is enabling the electrification of transportation by reducing installation and operating cost for EV charging stations for fleets, multifamily and public use.

The 3-month accelerator program will pair these startups with mentors in the region, introduce them to resources in the animal health corridor and will culminate in the **June 10 Expo Day**. This will be a public event, so please mark your calendars!



Innovation & Entrepreneurship



Lindsay Lebahn

Local Plug and Play Topeka Team Forming

Plug and Play has hired the first two full-time employees to run the accelerator program on the ground in Topeka. Lindsay Lebahn was brought on as Program Manager and oversees programming and manages relationships with participating startups and stakeholders. Bhawna Thairani joins the team as venture analyst.

"I'm thrilled to help launch Plug and Play in Topeka and be a part of an organization that is at the forefront of innovation. It's an exciting opportunity for us as a community to really advance and shape the animal health and ag tech startups reaching for growth in Kansas."

LINDSAY LEBAHN

Innovation Campus Economic Impact Projections

As part of the viability assessment which serves as a basis for the selection of an appropriate site for the innovation campus, GO Topeka conducted an analysis of the economic impact that this project will have on Topeka and Shawnee County. The analysis projects a \$1.34 billion impact over a period of 10 years. This

number includes impact from the construction of phase 1 of the campus itself, operation of the building, and housing of the Plug and Play cohorts (two per year), but also companies that will be retained based on the environment conducive for business success that is being strategically created by the community under GO

Topeka's leadership. The projection also assumes that Topeka will gain a reputation of being a hub of innovation in animal health and technology which will attract more attention by larger players looking for expansion opportunities within the Animal Health Corridor.

\$1.34B

Impact Over a Period of
10 Years



*India Yarborough (left) and Katrin Bridges (right)
Photo by Evert Nelson, Topeka Capital Journal*

"It's Your Business" Podcast Series Launched

It is time the world hears about Topeka's exceptional entrepreneurs! Katrin Bridges has teamed up with India Yarborough of the Capital Journal to cohost one podcast every month telling the story of a Topeka startup. Bobby Sloan, founder of StayHomeKansas.com (<https://tinyurl.com/kye3kvwt>) and Leslie Fleuranges, owner of Tender Loving Care Pet Nursing Hotel (<https://tinyurl.com/3sn29yjm>) have been the first guests. Subscribe to the series wherever you get your podcasts – Spotify, Apple podcasts or anywhere else!

Workforce & Talent



2021 Q1 Workforce Data

Total Population

123,384
TOPEKA

174,351
SHAWNEE COUNTY

KS 2,237,518
US 260,924,000

Labor Force Participation

63,470
TOPEKA

91,679
SHAWNEE COUNTY

KS 1,514,120
US 159,880,000

Employment

60,578
TOPEKA

87,741
SHAWNEE COUNTY

KS 1,438,862
US 149,466,000

Jobs

77,936
TOPEKA
▼ 4.1% FROM 2020

91,612
SHAWNEE COUNTY
▼ 4.2% FROM 2020

KS 1,308,939
US 137,424,082

Average Wages

\$48,058
TOPEKA
▲ 2.2% FROM 2020

\$48,026
SHAWNEE COUNTY
▲ 2.2% FROM 2020

KS \$49,952
US \$61,825

Labor Force Participation Rate

51.44% TOPEKA

52.60% SHAWNEE COUNTY

KS 67.67%
US 61.27%

Employment-Population Ratio

49.10% TOPEKA

50.30% SHAWNEE COUNTY

KS 64.31%
US 57.28%

Unemployment Rate

4.6% TOPEKA

4.3% SHAWNEE COUNTY

KS 5.0%
US 6.5%

*Total Civilian Non-institutionalized Population

Diversity, Equity & Inclusion

Diversity, Equity and Inclusion Statements

Diversity, Equity & Inclusion assisted with the creation of DEI Statements for GO Topeka, Visit Topeka, Topeka Chamber, Greater Topeka Partnership and Downtown Topeka.

Greater Topeka Partnership

As members of the Greater Topeka Partnership's Chairs Council, we commit to practicing diversity, equity, and inclusion on every level and in all business strategies. We understand that these principles are essential business drivers and must be integrated in all that we do. They serve as keys to innovation and are the impetus for new product development. As we continue to move toward building a strong and viable Topeka & Shawnee County, let it be known that each of our organizations will endeavor to represent the diversity of people, places, products and services, and embrace the different perspectives and experiences of our citizens.

Downtown Topeka

Downtown Topeka is the heart of the community and serves as the mirror that reflects, demonstrates, and celebrates the diversity of its citizens.

It has a strong history rooted in commerce and inclusion and represents diversity of cultures, arts, entrepreneurs, innovative products, and services.

As representatives of Downtown Topeka, Inc., we strive to be a symbol of pride, prosperity, and diversity. We stand together against racism and discrimination and commit to being intentional in identifying factors that harm, exclude and eliminate members of our community.

As members and representatives of Downtown Topeka Inc., we pledge to foster an environment where all citizens and visitors feel welcome.

GO Topeka

DEI Statement: GO Topeka is passionate in its vision to become a strong advocate for the inclusive, equitable and diverse growth of Shawnee County.

We will execute on this vision with integrity by creating a culture of belonging, understanding and appreciation for all people.

As the Economic Development entity, we believe that this passion and commitment for DEI will create a stronger, more prosperous business environment and serve as a key economic driver for the region.

Chamber

We, the Board of Directors of the Greater Topeka Chamber of Commerce, envision a community in which every person can attain their full potential and have the opportunity to create economic success. We will actively pursue and support policies and programs that provide for all community members to achieve this potential and have these opportunities without being disadvantaged by race, gender, ethnicity, social position, group identity, or other socially determined circumstance.

We are committed to achieving that vision by advancing core values of diversity, equity, and inclusion across all aspects of our community, including business, public service, education and arts. We will work to ensure inclusion and support efforts of equality on every level of economic and community development. We stand united to speak out against systematic racism and discrimination in Topeka and Shawnee County. It has no place here.

We will challenge the notion of neutrality while producing programming that educates and empowers individuals and organizations. We welcome the partnership of our allies to ensure inclusive practices as it relates to this community. We will work to eradicate injustice, defy discrimination, and dismantle the platform of racism as we seek to grow a better economy and business environment in Topeka and Shawnee County for all of its citizens.

Visit Topeka

Diversity, Equity, and Inclusion are core values of Visit Topeka and the Greater Topeka Partnership. It is practiced in all aspects of our organization. As the lead tourism authority for the region, it is our role to invite the world to celebrate the rich and diverse tapestry of ideas, people, and places that our community brings to life.

We are committed to building a variety of strong and diverse relationships. We will intentionally seek to attract visitors from diverse groups and markets. We will exhibit an authentic and welcoming environment to all residents and visitors alike.

Events and Activities

MAY 25

Focus Group: What are Your DEI Needs?

TBD

The DEI Spectrum Series:
Emotional Intelligence with
Dr. Jarik Conrad

JUNE 29

Corporate Culture,
Company Success & the Bottom
Line with Kuma Roberts of
Arrowhead Consulting

JULY 27

Strategies and Achievements –
Best Practices Panel Discussion:
Actionable Steps to Move the DEI
Needle CEO DEI Roundtable
(Invitation Only)

AUGUST 24

Design or Redesign Your DEI
Strategy Workshop

SEPTEMBER 21

DEI Summit

OCTOBER

Minority Students Corporate
FAM Tour

Seat at the Table

Launched in September 2020, A Seat at the Table has hosted 8 Seat at the Table Events and 72 participants (3-4 per group per meetings). More than 150 pre- and post-event surveys have been completed and speak to the need to continue the conversation about the importance of DE&I.

Choose Topeka Relocation Incentive



2,000+

CALLS IN 2020
(FROM CANDIDATES & EMPLOYERS)

5,000+

SUBMISSIONS WITH
RESUMES OR QUESTIONS

30+

REMOTE WORKER
SUBMISSIONS

26

EMPLOYER CANDIDATES
ACCEPTED, EQUALING

30+

REMOTE WORKERS
ACCEPTED, EQUALING

\$158,750

IN MATCHING JEDO
FUNDS COMMITTED

\$100,000

IN RELOCATION
INCENTIVES

\$258,750

IN TOTAL COMMITTED FUNDS FROM THE EMPLOYER
MATCHING FUNDS AND REMOTE WORKER OPTIONS

ECONOMIC IMPACT ANALYSIS

41

CANDIDATES

\$80k

AVERAGE SALARY

11.8x

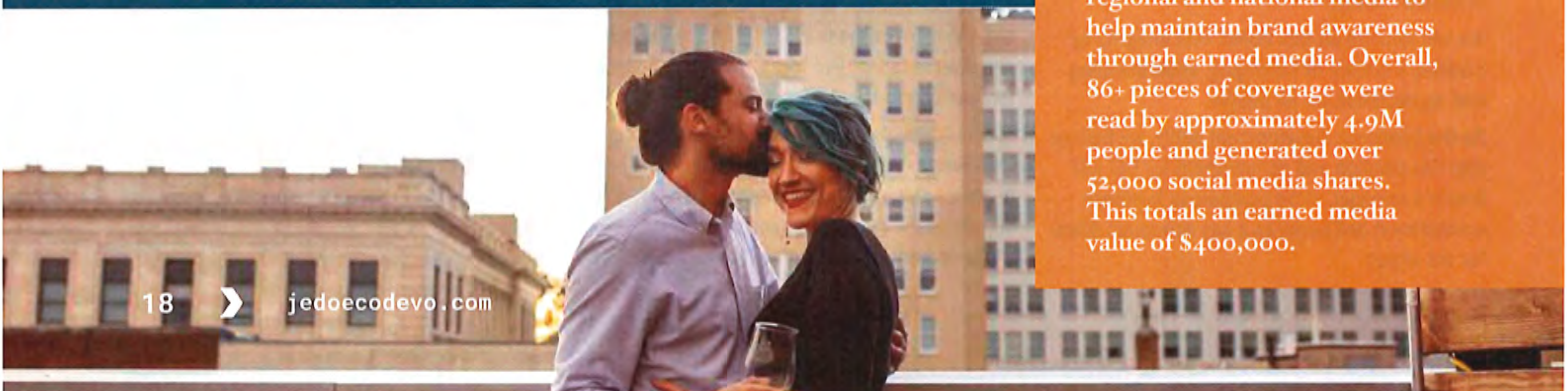
RETURN ON INVESTMENT

\$3.2M

IN ECONOMIC IMPACT,
YEAR ONE

CHOOSE IN THE NEWS

GO Topeka uses several public relation tools and have cultivated relationships with regional and national media to help maintain brand awareness through earned media. Overall, 86+ pieces of coverage were read by approximately 4.9M people and generated over 52,000 social media shares. This totals an earned media value of \$400,000.



Forge



Chair and Chair-Elect

Forge is pleased to announce that Del-Metrius Herron, realtor with Genesis Real Estate Group/Keller Williams has assumed the role of Forge Chair, and Justin Moore, a principal in the USD 337 district has been named 2021 Chair-Elect. The Topeka community is extremely lucky to have both Del-Metrius and Justin in their respective volunteer leadership roles for the organization!



Del-Metrius Herron



Justin Moore

Events

To remain cautious, Forge has continued to offer all events virtually, although we are inching closer to being able to have in-person programming! Committees (Herds) got creative in their virtual platforms and were able to extend their reach and engagement online! Amidst the throes of the pandemic, the herds were diligent in outlining their strategic objectives, while also planning online events, educational workshops, social networking opportunities, and much more! We hope to be back in-person very soon!

Forge was thrilled to partner with Minority & Women Business Development for a Spring Women's Forum: Young Professional - Forging Your Path. Attendees got to hear from a panel of local women leaders about what it's like to be a female in a leadership position, challenges in the workplace, and their journey to their careers. This virtual event was free for Forge members and was also streamed live on Facebook.

The Business Development & Entrepreneurship Herd hosted Episode 1 of their "Ask the Expert" Series on March 30 via zoom. Attendees connected with local marketing expert Martha Bartlett Piland. The Herd plans to continue doing these episodes quarterly.

The Leadership Herd also held their first quarterly event: "Getting Hired 101 - Tips & Tricks from the Experts." Attendees got the opportunity to hear from four local leaders and ask questions regarding interview tips, resume building, social media presence and much more! The Herd is already planning future episodes for the remainder of 2021!

Podcast

Forge Chair, Del-Metrius Herron and Executive Director Kelli Maydew recently sat down for a podcast chat about what the organization is planning for the remainder of 2021 and beyond. Forge will be releasing new podcast episodes quarterly!

Forge 101

Earlier this quarter, Forge hosted a "Forge 101" quarterly orientation for both new members, as well as those curious about the organization. This was held virtually over the noon hour, and attendees got to learn about the Forge mission, herds, and got to do a Q/A session with Executive Director Kelli Maydew and Forge Chair Del-Metrius Herron. Save the date - the next Forge 101 will be May 14 at noon!

FORGE Fest 2021

Forge is excited to announce a summer concert and food truck festival to be held on August 28 at Every Plaza: FORGE Fest 2021! The in-person event will feature several musical acts, food trucks, a beer garden, giveaways and more! Anyone interested in sponsoring or volunteering for the event can contact Executive Director Kelli Maydew at (785) 250-6026.

TopCity Interns

The TopCity Interns Committee has been actively planning over the last handful of months. This year there will be a total of 6 events including a Kick Off at the Zoo, Pennant Social, Brew Tour, Influential Leaders Panel Lunch, Financial Literacy Lunch, and an End of the Year Bash. As far as attendance expectancy this year – based on our survey, we’re expecting up to 60-70 in-person interns at our events. In previous years, we have about 150 interns involved in the program. About half of employers who took our survey are providing virtual options for internships. Our survey also revealed 33% of internships will be 100% virtual. Two of our events will have a virtual option.

6

Events

70+

In-Person Interns



2

Virtual Events





Helping Others Support Topeka

Created to provide emergency recovery and relief to Shawnee County small businesses, the HOST Relief Program has provided more than \$1M in funding toward local economic recovery in the last year.

The Greater Topeka Partnership and GO Topeka shared how its HOST Relief Program has taken the lead to support local economic recovery by providing relief funds to Shawnee County small businesses. Since the program's kickoff in late March 2020, a total of \$1,247,410 has been distributed to 350 small businesses through HOST private donation or public grants in the last year. HOST, or Helping Others Support Topeka, was created to provide emergency and recovery funding for local businesses affected by the COVID-19 pandemic.

"It was always the intention of this program to not only provide relief to Shawnee County businesses but to also build toward our economic recovery. The fight might not be over, but this effort has made our economy all the more resilient because of the needed relief it provided."

MOLLY HOWEY



\$1,247,410

Distributed to 350
Shawnee County Businesses



Supported Over

2,622

Furloughed Workers,
Totaling Over

\$710,445

in Impact Relief

Introducing Ashley Lehman



Ashley Lehman

Ashley Lehman started as GO Topeka's Business Development Manager on March 15. She previously worked in the Resource Development Department of the Greater Topeka Partnership under Rosa Cavazos as the Resource Development Manager. In her new position, Ashley will focus on substantive results by creating innovative programs that assist in making Topeka and Shawnee County a prime location for businesses to grow and thrive. Additionally, she will develop quality relationships with local employers and site consultants and work to help establish GO Topeka as a leading economic development organization in the nation.

2021 Go Topeka Board of Directors

Elected Directors

Don Beatty	Hill's Pet Nutrition
Linda Briden	Sunflower Realtors
Kevin Hahn	Tri-Source Pharma
Wade Jueneman	McElroy's Inc.
Jim Klausman	Midwest Health
Treena Mason	Blue Cross Blue Shield of Kansas
Shane Sommars	Briggs Auto
Jacob Wamego	Prairie Band Pottawatomie Nation
Scott Anderson	HAMM Co.
Steve Anderson	University of Kansas St. Francis
Abbey Frye	Kansas Gas Service
Renita Harris	My Company, Inc.
Dr. Bob Kenagy	Stormont Vail Health
Martha Piland	MB Piland
Marsha Pope	Topeka Community Foundation
Marvin Spees	Capital City Oil
Tammy Dishman	Capitol Federal
Dan Foltz	KBS Constructors
Calla Haggard	Community Bank
Shane Hillmer	Southwest Publishing
Kurt Kuta	CoreFirst Bank & Trust
Jeff Russell	Resers Food
Daina Williams	L&J Building Maintenance

Directors Appointed at Large

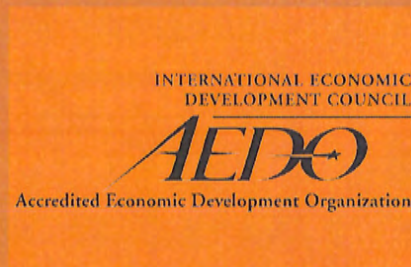
Diana Ramirez	Express Pros
Cassandra Taylor	HTK Architects
Doug Wolff	Security Benefit
Sarah Girard	Central National Bank
Brittany Crabtree	Topeka Collegiate
Scott Hunsicker	Kansas Financial Resources
Manny Herron	Haus Property Partners

Directors By Virtue of Position Held

Michelle De La Isla	City of Topeka, Mayor
Kevin Cook	Shawnee County Commissioner
Mike Padilla	City of Topeka, Council Member
Eric Johnson	Metropolitan Topeka Airport Authority
Brent Trout	City of Topeka, City Manager
Dr. Jerry Farley	Washburn University
Roger Wilson	Chair of MWBD
Del-Metrius Herron	Forge Chair



A Greater Topeka Partnership Organization



Prepared for JEDO
Joint Economic Development Organization