

MINUTES

MEETING: GO Topeka Board of Directors

PLACE: Chamber Board Room

TIME: 7:30 a.m.

DATE: September 8, 2006

Present: Carl Koupal, Andy Jetter, Rick Jackson, Linda Rameriz Gonzalez, Mark Wittenburg, John Moenius, Lucky DeFries, Mike Wilson, Connie Goodnow, Kris Kitchen, Matt Sabatini, Ben Blair, Neil Fisher, Kathleen Urbom, Dr. Jerry Farley, Commissioner Vic Miller, Norton Bonaparte, Mayor Bill Bunten, David Kerr

Guests: Ray Irwin & Bill Griffin, Heartland Park Topeka; Mike McGee, City of Topeka Public Works Department

Carl Koupal called the meeting to order. David Kerr moved, Connie Goodnow seconding, that the minutes of the August 4, 2006 meeting be approved. The motion carried.

Rick Jackson presented financials for the period indicating expenses are in line with budget. He explained outstanding incentives. Doug Kinsinger indicated that \$736,000 was for the purchase of 77 acres adjacent to the Commerce Park. Kinsinger also indicated that a vacant staff position has been filled and that Dan Schemm will be starting on September 18, 2006 as Manager, Business Retention & Expansion. Andy Jetter moved, Matt Sabatini seconding, that the financial statements be approved. The motion carried.

Carl Koupal introduced Ray Irwin and Bill Griffin of Heartland Park Topeka. Ray Irwin advised that HPT will soon be hosting the SCCA ProSolo Finale in September and the SCCA National Championship Runoffs in October. A large number of improvements have been made to HPT in the past year and they have achieved a majority of their construction projects. Irwin hopes that many in the community will come to HPT to see these races and appreciate the time, money and effort that goes into putting them on. Approximately 3,000 people will be attending these events. Bill Irwin discussed the marketing pieces to get people out to see the races and ongoing conversations to attract major sponsors for the races. Bill and Ray further advised that the facility is available for any type company picnic, party, etc.

Carl Koupal discussed the five-year private sector capital campaign and indicated we are now in the fourth year. Discussions have been initiated regarding starting a new campaign. The board discussed the use of a professional fund raising company for the capital campaign.

It was also suggested that the board take a look at the targeted industry and strategic plan as many factors have changed since the initial survey and strategic plan were formulated. Doug Kinsinger stated that business trends and conditions have changed since the inception of the marketing plan. The board was provided an example of a market study provided by Market Street. Wadley Donovan performed the original study. We are probably looking a 4-5 month process and an estimated cost of between \$125,000 and \$136,000. Staff will be soliciting three proposals. The three primary targets are mission critical, light manufacturing and warehouse/distribution. Dr. Farley moved, Andy Jetter seconding, that board authorize staff to solicit proposals and that a committee be established to review the proposals and report their findings to the board on October 6, 2006; and a presentation by the successful company be made to the joint Chamber/GO Topeka board meeting on October 20, 2006. This decision is to be made with the appropriate involvement of the JEDO board. The motion carried.

Doug Kinsinger directed board members' attention to a letter from Bob Marcusse, KCADC, requesting GO Topeka's involvement in their regional marketing. Kinsinger indicated that 30% to 40% of leads come from KCADC. Kinsinger indicated that GO Topeka has provided KCADC with \$30,000 per year in the past for their various programs, including membership, marketing and to SmartPort for the attraction of distribution companies. KCADC is now requesting a contribution of \$35,000. After much discussion by the board, Ben Blair moved, Lucky DeFries seconding, that the board approve a contribution of \$35,000 through 2011, based upon the availability of

funding and that emphasis be placed on the fact that this contribution is from the Topeka/Shawnee County community. The motion carried.

Kathy Moellenberndt advised that approximately \$750,000 in federal funds were provided for infrastructure at the commerce park in 2003. The entrance has been expanded; Wenger Drive has been extended approximately 2,000 ft. Approximately \$600,000 was provided in 2005. Staff and Public Works are looking at the best use of these funds. Doug Kinsinger advised that GO Topeka has been very fortunate to receive federal funds over the years.

Mike McGee, Deputy Director, Topeka Public Works, discussed the federal monies available that could be used to make improvements to 49th Street near the Central Crossing Commerce Park. This could include replacing the box culvert on the south branch of the Shunga, bringing the road up to grade at the railroad tracks, and upgrading the road to a three-lane industrial standard. The cost of the project is approximately \$1.4 million. McGee recommended that the design process be implemented which would be approximately \$50,000 to \$60,000. Mark Wittenburg moved, Andy Jetter seconding, that the board recommend to the City Council that a project budget be approved to apply to 49th Street improvements to bring the road up to grade and that \$840,000, including design work, be applied to this project. The motion carried.

Doug Kinsinger reported the Topeka Technical Council is a new group that Suresh Ram has suggested we form. The event on September 21st is co-sponsored by Washburn University. The group will be seeing an MIT live broadcast. This is an opportunity for the chamber and Washburn to network with these technology firms.

Doug Kinsinger advised of the County Commission Candidate Forum on October 3rd at 7:30 a.m. at the Ramada. He encouraged everyone to participate in order to get to know the candidates.

Doug Kinsinger advised that Dick Blouse, President of the Detroit Chamber of Commerce, will be the facilitator at the Joint Chamber/GO Topeka board meeting on October 20, 2006 at the Harrah's Conference Center.

Brian Turner reported that over \$800,000 in loans have been made this year. Staff has utilized the existing allotment of funds through GO Connect/SBA and are awaiting additional funds which are anticipated in September 2006. The most recent First Step FastTrac Class graduated a class of 16 on August 31, 2006. The first Hispanic First Step FastTrac Class will graduate a class of 8 on October 12, 2006. We have been having media events on Saturdays at the Retail Incubator facilities to promote traffic. These have been well received.

Kathy Moellenberndt reported on various projects that staff has been involved with, including [REDACTED]

Connie Goodnow provided handouts on the upcoming Huff 'n' Puff Balloon Rally and encouraged everyone to attend this family event.

Doug Kinsinger presented a plaque awarded to GO Topeka by the Kansas Black Expo.

The meeting adjourned.