

AGENDA

JEDO Board of Directors

**The Greater Topeka Chamber of Commerce
Chamber Board Room – 2nd Floor
120 SE 6th
Topeka, Kansas 66603**

**October 13, 2009
3:00 p.m.**

1. Minutes of May 26, 2009 meeting
2. Discussion of development of New Business Park – Steve Jenkins
 - a. Need for additional property
 - b. Criteria for selection of site
 - c. Potential Real Estate Acquisition
3. Review of GO Topeka Performance Goals to date – Steve Jenkins
4. Current Efforts to Secure Commercial Air Service for Topeka/Shawnee County – Eric Johnson, President, MTAA
5. Future Consideration of Federal Funding Requests for FY 2011 – Doug Kinsinger
6. Adjournment

**Joint Economic Development Organization Board Minutes
October 13, 2009**

Greater Topeka Chamber of Commerce Board Room, Topeka, Kansas, Tuesday, October 13, 2009.

The Joint Economic Development Organization (JEDO) Board members met at 3:00 P.M., with the following Board members present: City of Topeka Councilmembers Larry Wolgast, Bob Archer and Sylvia Ortiz; City of Topeka Mayor Bill Bunten; and Shawnee County Commissioners Vic Miller, Shelly Buhler and Ted Ensley. Absent: City of Topeka Councilmember Harmon.

Mayor Bunten called the meeting to order.

MINUTES of the JEDO Board meeting of May 26, 2009 were presented.

Commissioner Miller requested the spelling of Councilmember Karen Hiller's last name be corrected on page 1 of the minutes.

Councilmember Wolgast moved to approve the JEDO Board Minutes of May 26, 2009 as corrected. The motion seconded by Commissioner Miller carried unanimously.

DISCUSSION of plans for a New Business Park Development was presented.

Doug Kinsinger, Greater Topeka Chamber of Commerce/GO Topeka stated that the development of the Central Crossing Commerce Park began in 2002 and is currently the site where the Home Depot Distribution Center is located. He stated that the Central Crossing Commerce Park consists of 500 acres and approximately 170 acres is still available; however, only 130 of the 170 acres is developable property. He reported that GO Topeka has received a number of requests over the past 18 months for projects requesting more acreage than is available at the Central Crossing Commerce Park; therefore, generating the potential need for a new business park. He stated that the process to review potential locations for a new business park began with the development of a task force directed by Terri Neher, U.S. Bank, consisting of members from the City and County. He continued to explain the selection of the site. He stated that GO Topeka distributed a request for proposal to 16 qualified engineering firms within Shawnee County, and Bartlett & West Engineers was selected to conduct the extensive review. He also stated that the review was based on 40 different criteria of what would be the most important qualifications for the next business park site. He noted that the following site qualifications were required: (1) at least 500 to 1000 acres (2) good transportation access including rail, highway and air service (3) topography (4) located within the City's three-mile extraterritorial jurisdiction, and (5) minimal or no environmental issues. He continued to report that GO Topeka has invested \$5.8 million in the Central Crossing Commerce Park to date, and \$4.4 million of that amount was used for acquisition of land; and the remaining \$1.4 million was invested for infrastructure; the City invested over \$1.5 million for street extensions; and additional funding was received through federal

grants. He stated that the outcome of the business park was an initial investment of \$5.8 million creating approximately 1000 jobs that generated an annual payroll of \$30 million resulting in a \$60 million economical impact for the Topeka/Shawnee County area.

Steve Jenkins, Greater Topeka Chamber of Commerce/GO Topeka reported that they reviewed what type of land assets could be used as an incentive to bring economic development to the area. He stated that they must consider per capita of acreage, and have at least 939 acre sites to be competitive with those they are consistently trying to compete against. He also stated that the site location must offer an incentive to be competitive in developing a next generation business park. He noted that the community approved a half-cent sales tax to allow them to put assets in place and make sure they are competitive for those bringing a new facility to the community.

Neil Dobler, Bartlett & West Engineers stated that they were directed to identify three site locations and rank each site based on the availability of utilities, transportation, environmental factors, site suitability and cost. He stated that the initial screening consisted of making sure the site was at least 500 to 1000 acres; located within the three-mile extraterritorial jurisdiction; good transportation access including rail and airport access; what utilities are available and what needs to be extended to the site; and reasonable terrain to work with was essential.

Steve LaCross and John Ladson, Bartlett & West Engineers gave an overview of the availability of utilities for each site. The following was reported:

Water – East site would require a storage tank to make it viable; has the characteristics of rural water lines in place and would have to purchase those lines from the rural water district at a tangible price; Northwest Site would need approximately \$2.5 million of waterline extensions; and South Site would need a storage tank and two-miles of waterline extensions totaling \$6 million

Gas - East and North sites have gas lines available; and South site currently has a 2-inch line that would be sufficient to supply gas to one building; however, a three-mile extension of an 8-inch gas line would be required to supply gas to the second building

Fiber Optics - Available to all sites

Sanitary Sewer - Service is available to all sites; however, it is not physically present on any of the sites; therefore, all sites would need to install a pump station and lines at a cost ranging from \$500,000 to \$1 million.

Electric - All sites need to construct a substation at a cost of \$5 million; Northwest site has one backup substation; East site would need to construct two substations; South site has electrical availability for 1 to 2 users but will need to be upgraded in the future

Transportation – All sites have very good access to a main highway. Northwest and East sites have access to the Union Pacific Railroad; South site has access to BNSF Railroad which is more agreeable to installing a siding than Union Pacific Railroad. North site is located approximately 10 miles from Billard Airport; East site is located within 2 miles of Billard Airport; and South site is located within a half-mile of Billard Airport.

Environmental Factors - (1) Floodplain – majority of the Northwest site is located within the 500 year floodplain; (2) Potential Wet lands – all sites have a small amount of wet lands; (3) Hazardous Waste Potential – a couple insignificant issues on each site (4) Historic Sites – North and East sites have a couple historical sites located within the area

Property Acquisition – Northwest and East sites have similar amount of homeowners; and South site has only one homeowner

Topography - East site has a gentle 2.7% slope, creek that drains to one central point and shallow rock; Northwest site is extremely flat and would require additional dirt for proper drainage and deep rock; South site has a 1-3% gentle slope, a creek that drains to one central point and the rock is buried eight feet underground.

Major Easements – East site has two overhead power easements running diagonal through the property; Northwest site has one underground power easement; and South site has one underground power easement

Zoning/Comprehensive Plan – All sites would require island annexation. East site consists of mixed use and residential zoning; Northwest consists of rural and residential zoning; South site consists of industrial and residential zoning

Decision Matrix and Recommendation – The South site was recommended as the best location for a new business park development based on the availability of utilities, transportation factors, environmental factors, site suitability and cost.

Stan Meyers, Bartlett & West Engineers reported that the following design parameters and concept considerations were used when developing the new business park:

Design Parameters

- Innovative – the park must be a sustainable design, protect the natural resources and amenities, promote energy conservation and encourage renewable energy
- Attractive – the park must be developed with the highest standards, used to brand Topeka and Shawnee County as a global center for the biosciences and alternative energy industries
- Flexible – have the ability to adjust quickly to changes in the industries and important to life sciences and renewable energy companies

Concept Considerations

- Average Lot Size and Configuration
- Shared Energy Areas
- Iconic Elements and Way finding
- Accessibility – Rail, Vehicular and Pedestrian Access

Mr. Myers presented the following concepts of the new business park and stated that it is important to make use of the natural amenities of the property and create a modern 21st century business park. He stated that they tried to create a sense of community for the employees of the business park by proposing the buildings be placed closer together and include lots of green space, trees, walking trails, water features, landscaping and iconic features. He also stated that the businesses will be encouraged to go “green” by utilizing on site water and sewer management and shared energy. He noted connectivity would be insured through walking trails and roads.

Concept A

- Heavy Industrial: 488 acres
- Industrial/Business/Technology: 510 acres
- Shared Energy Areas: 6 acres
- Green Space: 104 acres

Concept B

- Heavy Industrial: 523 acres more green space
- Industrial/Business/Technology: 432 acres
- Shared Energy Areas: 6 acres
- Green Space: 184 acres

Phase One of the project would consist of the east half of the property consisting of five lots located on the east side of Highway 75

Phase Two of the project would include the remainder of the property, construction of the railroad spur, construction of Topeka Boulevard roads, landscaping and water features

Steve LaCross reported that the average cost per acre to begin the initial implementation of the project would range between \$11,000 and \$22,000 which includes the cost for platting and zoning; construction of street entrance; railroad switch and siding; construction of pump station and force main; and offsite utilities.

Neil Dobler discussed possible funding sources for the project. He stated that funding could be provided through private, federal, state and local government mechanisms including the Kansas Partnership Fund; Kansas Economic Opportunity Initiative Fund; Transportation Development Districts; Transportation Utility Fee; Tax Increment Financing; Local Economic Development Half Cent Sales Tax; Community Improvement Districts; and federal stimulus funds.

Steve Jenkins requested approval of Phase One of the New Business Park Land Acquisition consisting of 409.48 acres located east of U.S. Highway 75 optioned through 2009. He noted that there would be four landowners involved in the process. He requested approval of the following:

- (1) Ratify \$29,625 for options through the end of 2009. Closings anticipated in December 2009.
- (2) Approve the purchase of 409.48 acres of land at the potential highest amount of \$4,095,977.50 (\$4,125,602.50 less \$29,625 option cost applied to the purchase.)
- (3) Approve the cost of engineering and follow-up environmental of \$758,000. (offsite utilities, entry, sewer pump station and force main, railroad switch and stub out, platting and zoning, soil samples) Carry over to 2010.
- (4) Approve \$40,000 for estimated legal costs.

Mr. Jenkins also requested approval of Phase Two of the New Business Park Land Acquisition consisting of 609 acres located west of U.S. Highway 75 optioned through 2012. He noted that there would be two landowners involved in the process. He requested approval to ratify \$67,675 for options through the end of 2012.

Doug Kinsinger commented on the extensive research and meetings that were conducted to compile the new business park and stated that he was confident the park would meet the long-term needs of the community.

Councilmember Archer stated that for the purpose of developing a new business park, I move that JEDO authorize the purchase of the Bartlett & West Engineers defined Phase 1 real estate property comprised of 409.48 acres of land east of U.S. Highway 75 for a total cost not to exceed \$5,000,000 to include but not limited to ratification of \$29,625 for options through the end of 2009; net acquisition costs of \$4,095,977.50; legal, closing and related costs of \$40,000 with a closing to occur prior to the end of 2009; and development expense of engineering and environmental costs of \$758,000 to be initiated in 2009 and completed in 2010. The motion seconded by Commissioner Ensley carried unanimously. (6-0-0)

Councilmember Wolgast stated that for the purpose of expansion area for a new business park, I move to ratify and continue through 2012 real estate property purchase options for Bartlett & West Engineers defined as Phase 2 acquisition of real property comprised of 609 acres of land and buildings west of U.S. Highway 75 for a future business park for an amount not to exceed \$67,675. The motion seconded by Councilmember Wolgast carried unanimously. (6-0-0)

REVIEW OF GO TOPEKA PERFORMANCE GOALS were presented by Steve Jenkins, Topeka Chamber of Commerce/GO Topeka.

Steve Jenkins reported that GO Topeka has created a total of 8,352 primary jobs with a total investment of \$823 million since 2002. He stated that as a community they have a

lot to celebrate this year compared to other areas of the country. He reported that GO Topeka has secured the following four major economic development projects with a total investment of \$348 million retaining a total of 1,575 jobs, and 325 newly created jobs:

1. Home Depot Distribution Center with an investment of \$25 million
2. Frito Lay Warehouse Facility with an investment of \$60 million
3. US Food Service Facility Expansion with an investment of \$13 million
4. Good Year Tire & Rubber Company Product Line Expansion with an investment of \$250 million

Attraction Program – The program has reached 71.3% of the target goal of 750 leads this year and 50% of the number of newly qualified projects of the annual goal has been accomplished. The program reflects the change in economy as projects have slowed down considerably. Investors are taking the “wait and see” attitude regarding the economy. Attitudes have changed radically in industries, and companies are taking a whole new approach of cutting costs and work force.

New and Retained Jobs – The annual goal for the creation of new jobs was exceeded for a total of 325 new jobs. The actual number of retained jobs to date is 1,575.

Capital Investment – The annual goal of \$40 million was exceeded. The actual capital investment to date is \$346 million. As a community, we must consider large capital investments and quality jobs to measure success. The current trend ratio is \$1 million of capital investment per job created. The demand would consist of fewer higher paying quality jobs.

Average wage – The annual goal is \$29,971 about 80% of the average. The number of jobs saved and created is slightly under \$50,000 per year per job.

Current active projects – They were notified that a project has been eliminated from negotiations that would have created 1,000 jobs. The company chose a vacated facility in Michigan that could serve their needs. The Palo Verde project (alternate energy plant) officials will be visiting the Topeka/Shawnee County area soon, and if secured the project would create 300 jobs and a capital investment of \$60 million.

Existing Business – The annual goal is 200 company visits per year. Actual company visits to date is 151.

Educational Programs – The annual goal is to offer 9 educational programs to existing businesses and industries per year. Actual education programs conducted to date is 7.

Workforce Development

Skill Assessment - In the process of receiving proposals to conduct a comprehensive workforce assessment for the labor draw area which includes the

Municipal Services Area (MSA) and additional areas in the county located outside the MSA.

Sector Roundtables – They will continue to pursue roundtables; however, it is difficult in today's environment because managers are extremely busy and being held accountable for one thing, to generate money. Do conduct Resource Roundtables on a consistent basis.

WorkKeys Pilot Project – They are in the process of conducting the WorkKeys Pilot Project and testing will be complete by the end of this year. All high schools are participating in the project and seniors are being tested on three working modules. The project will provide them with the skill set available in the community. The results will be a marketable tool to present to companies considering relocating to the area.

Workforce Website Data – Plan to update the website and include the WorkKeys Pilot Project data

Entrepreneurial/Minority Business Development

Disadvantaged Business Enterprise (DBE)

DBE Businesses Materially Assisted – The annual goal is to materially assist 100 DBE clients. Actual to date is 95.

DBE Business Jobs Created – The annual goal is to create 20 DBE Business jobs. Actual to date is 38.

Status of Certified Community Development Financial Institution (CDFI) – The annual goal was to be certified by the end of 2009. The application was submitted to the U.S. Treasury Department in October 2009. The project is ongoing and has absorbed approximately 322 staff hours. Actual certification is anticipated by the first quarter of 2010.

In closing, Steve Jenkins stated that the landscape of economic development is changing and quoted the following statement, "Companies fail not because they do the wrong thing or because they do the right thing poorly, but because they fail to understand a fundamental shift in the theory of business." He stated that there are now new marketplace demands that must be met, as well as, new things to consider such as, enhancing the community to attract the jobs of the future and attract and retain young professionals; develop the workforce with mechanical, electrical and science skills; and encourage entrepreneurial development.

UPDATE TO SECURE COMMERCIAL AIR SERVICE for Topeka/Shawnee County was presented by Eric Johnson, Metropolitan Topeka Airport Authority Chief Executive Officer.

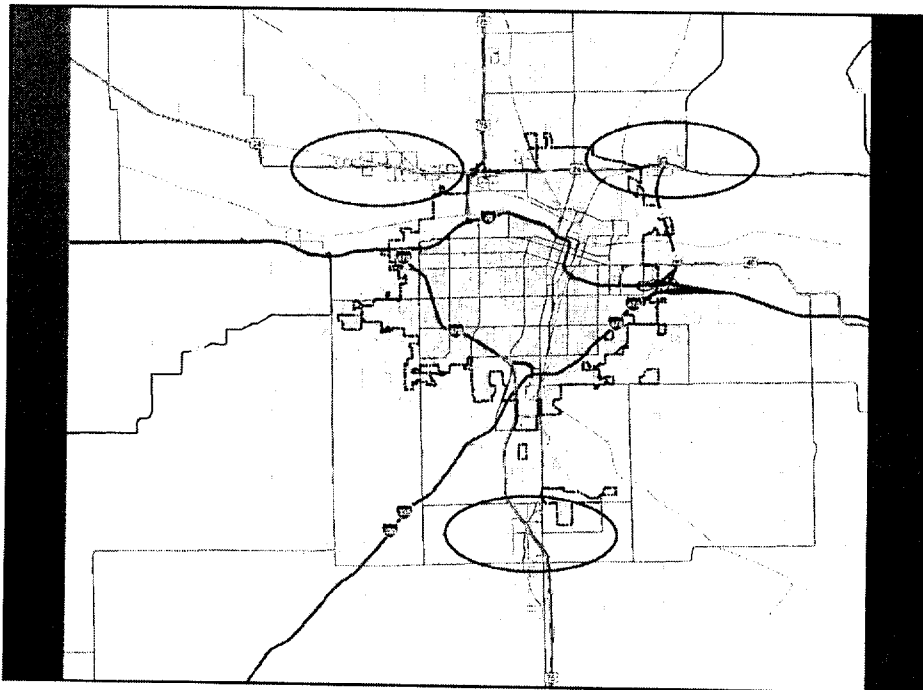
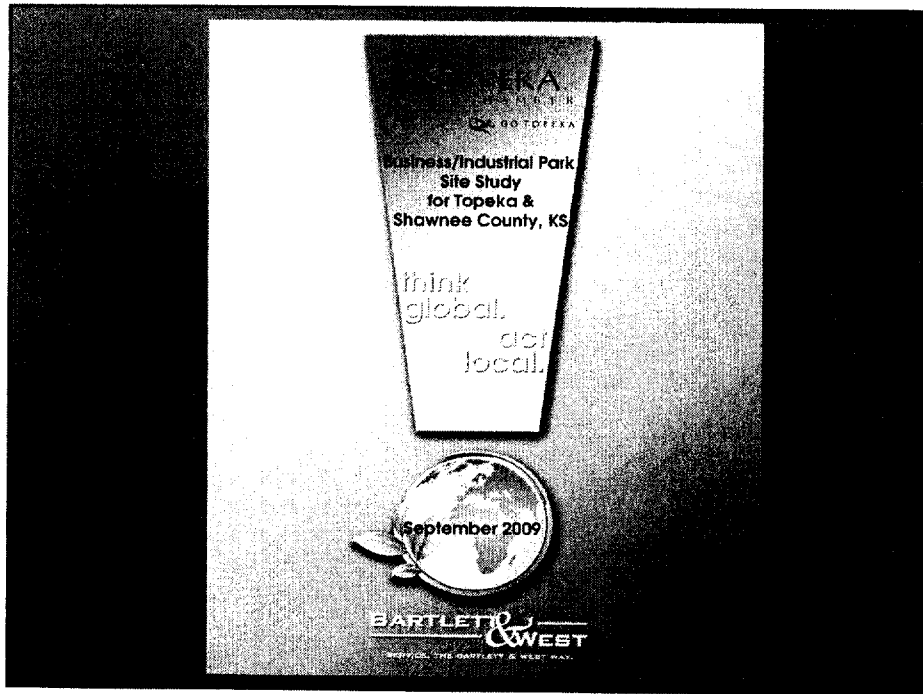
Eric Johnson stated that Sixel Consulting Group has been hired for consulting purposes, and they have applied for a small community air service development grant. He explained that the grant would be used to update the market study and determine how the new air service in Manhattan, Kansas is working. He stated that an airline is interested in utilizing Topeka; however, a custom facility would need to be installed. He reported that the airline is proposing numerous flights a week, which would generate a great deal of revenue. He reported that MTAA is changing their approach in how they operate the airport; creating a new performance schedule based on rates and charges for airlines to review; continues to work with the Topeka Chamber of Commerce to help with the custom facility expenses; and the air service development grant should be awarded within the next month.

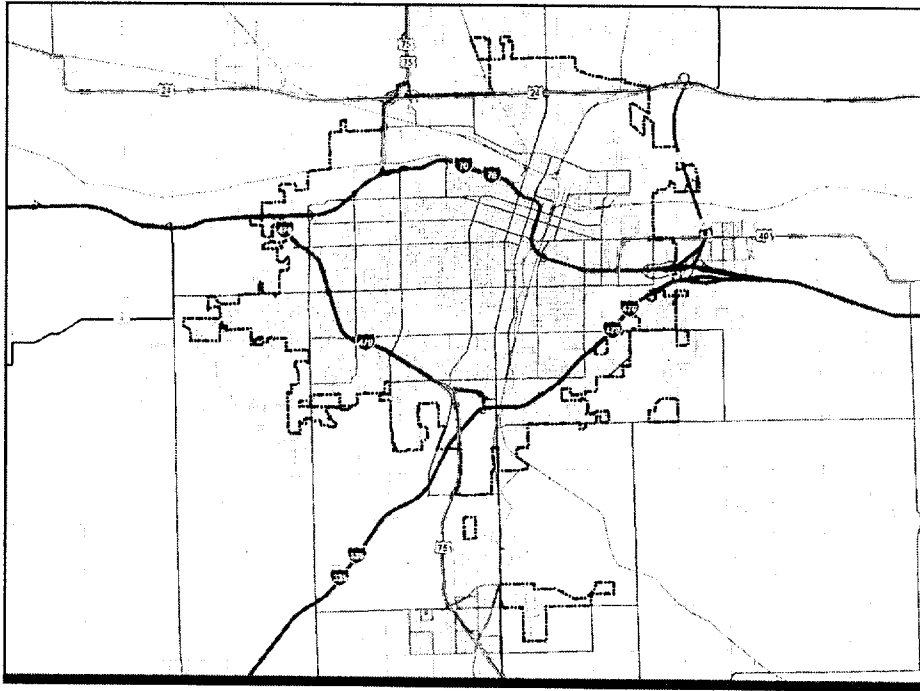
FEDERAL FUNDING REQUESTS FOR FY 2011 was presented by Doug Kinsinger, Great Topeka Chamber of Commerce.

Doug Kinsinger reported that JEDO has been working to define federal funding priorities since 2002, and as a result of their efforts they have received over \$34 million in federal funding. He asked the Board to begin considering projects they want to submit for federal funding assistance in 2010. He stated that projects must be accompanied by a project budget, analysis and/or study, and a source that would provide a local funding match for the project. He reported that they have already been awarded \$485,000 of EPA grant funding to be used for infrastructure in South Topeka. He noted that the EPA grant requires a local funding match and GO Topeka is considering providing the funding match to be used for utility improvements in the Central Crossing Commerce Park area; and to begin the extension of utilities to the new business park as defined and approved by JEDO.

Mayor Bunten commended the members of GO Topeka and the Greater Topeka Chamber of Commerce for their hard work in securing economic development for the community, now and in the future.

Upon hearing no further business, the meeting was adjourned at 4:24 p.m.





Decision Matrix & Recommendation

		EAST SITE	NW SITE	SOUTH SITE
1 Availability of Utilities	1.0			
Total		20	23	22
Total with Factor		20	23	22
2 Transportation	1.5			
Total		12	10	15
Total with Factor		18	15	23
3 Environmental	1.0			
Total		16	14	16
Total with Factor		16	14	16
4 Site Suitability	1.5			
Total		7	6	12
Total with Factor		11	9	18
5 Cost	1.0			
Total		3	7	8
Total with Factor		3	7	8
TOTAL:		68	68	87

Design Parameters

- **Innovative**
 - Sustainable Design
 - Protect Natural Resources and Amenities
 - Promote energy conservation and encourage renewable energy usage
- **Attractive**
 - Highest Standards
 - Brand Topeka and Shawnee County as a global center for the biosciences and alternative energy industries.
- **Flexible**
 - Ability to adjust quickly to changes in their industries.
 - Important to life sciences and renewable energy companies.

Concept Considerations

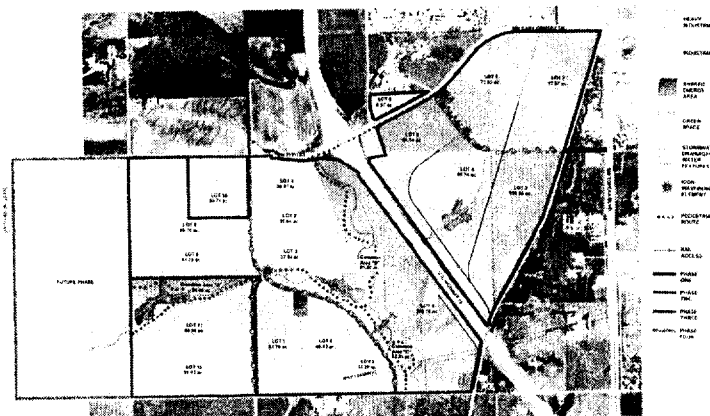
- Average Lot Size and Configuration
- Shared Energy Areas
- Iconic Elements and Wayfinding
- Accessibility
- Rail Access
- Vehicular Access
- Pedestrian Access

Concept A

- Heavy Industrial: 488 acres
- Industrial/Business/Technology: 510 acres
- Shared Energy Areas: 6 acres
- Green Space: 142 acres

Concept A

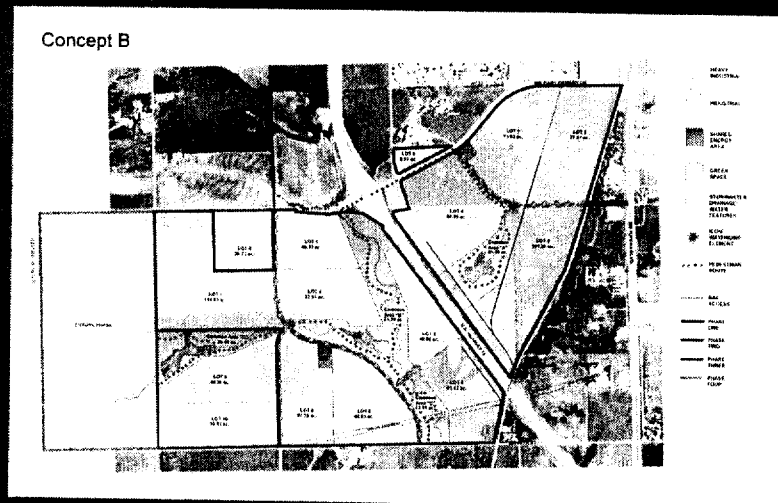
Concept A



Concept B

- Heavy Industrial: 523 acres
- Industrial/Business/Technology: 432 acres
- Shared Energy Areas: 6 acres
- Green Space: 184 acres

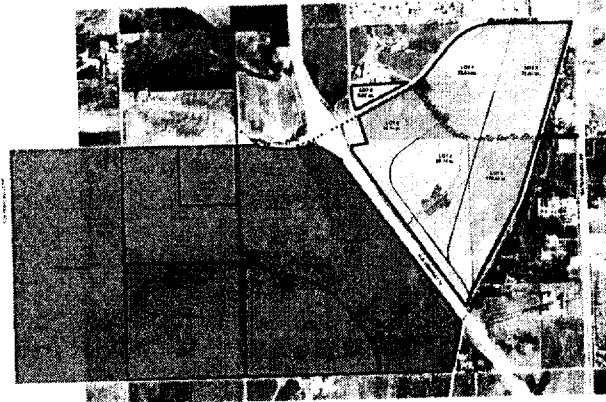
Concept B



Phasing

■ Phase One

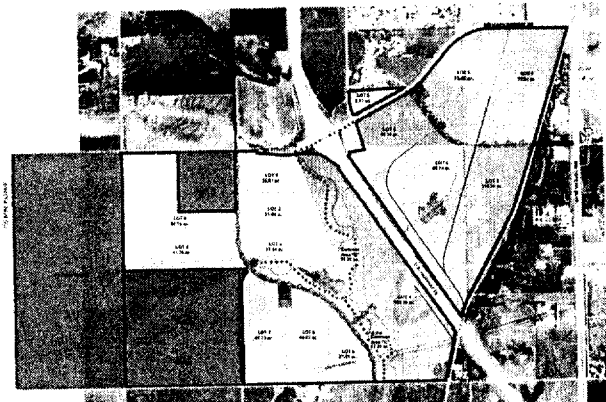
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Phasing

■ Phase Two

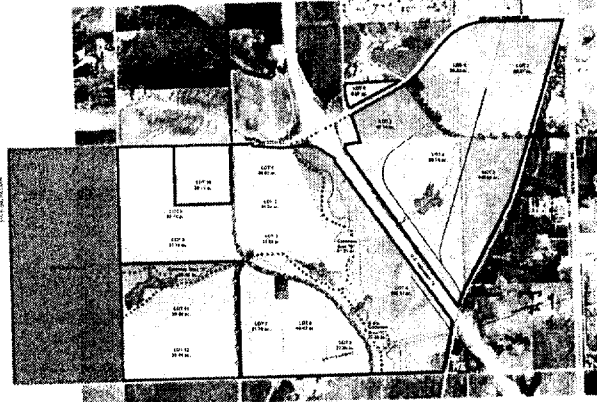
Concept A



Phasing

■ Phase Three

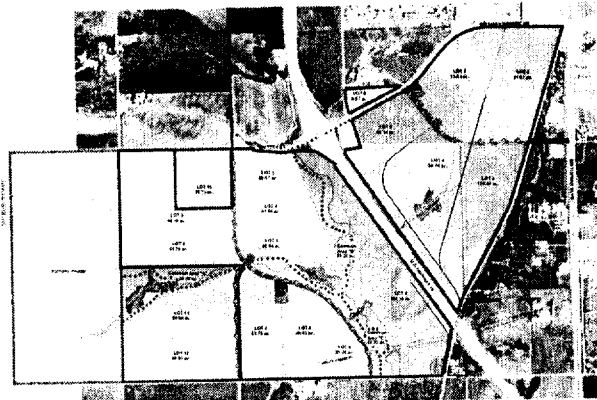
Concept A



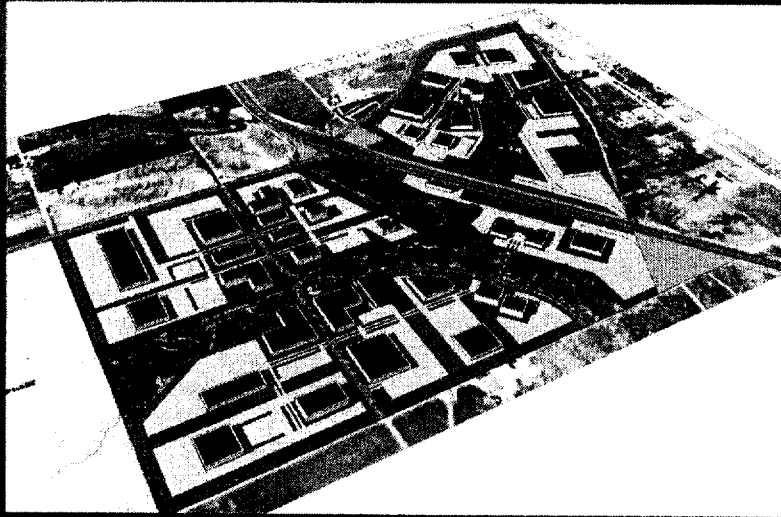
Phasing

■ Phase Four

Concept A



Conceptual Layout



PROJECT ALPHA ESTIMATED OFF-SITE UTILITY COSTS

No	Item	Unit	Quantity	Unit Price	Extension
	Force Main (Project Cost)*	LF	4,800	\$33	\$158,400
	8" Gas Line (Project Cost)	LF	16,000	\$100	\$1,600,000
	16" Water Line (Project Cost)	LF	11,100	\$150	\$1,665,000
	1 Million Gallon Storage Tank	LS	1	\$2,000,000	\$2,000,000
	Fiber Optic**	LS	1	\$30,000	\$30,000
	Total				\$5,453,400

PROJECT ALPHA
ESTIMATED SITE DEVELOPMENT COSTS
PHASE 1

Item	Unit	Quantity	Unit Price	Extension
Plating and Zoning*	LS	1	\$80,000	\$80,000
Street & Storm Sewer (Project Cost)W	LF	4,300	\$540	\$2,322,000
Pond Modifications (Project Cost)	LS	1	\$140,000	\$140,000
Gravity Sanitary Sewer (Project Cost)	LF	15,500	\$135	\$2,092,500
Pumping Station (Project Cost)	LS	1	\$250,000	\$250,000
Force Main (Project Cost)**	LF	9,500	\$33	\$313,500
Gas Line (Project Cost)	LF	6,200	\$11	\$68,200
Water Line (Project Cost)	LF	12,500	\$37	\$462,500
Railroad (Project Cost)	LF	14,350	\$200	\$2,870,000
Railroad Switch (Project Cost)	LS	2	\$300,000	\$600,000
Street Landscaping	LF	4,300	\$30	\$129,000
Pond Landscaping	LS	1	\$100,000	\$100,000
Wayfinding Monument	LS	1	\$250,000	\$250,000
Walking Trail	LF	8,284	\$85	\$704,140
Total				\$10,381,840

PROJECT ALPHA
ESTIMATED SITE DEVELOPMENT COSTS
PHASE 2

Item	Unit	Quantity	Unit Price	Extension
Street & Storm Sewer (Project Cost)	LF	8,350	\$540	\$4,509,000
Pond Modifications (Project Cost)	LS	1	\$140,000	\$140,000
Gravity Sanitary Sewer (Project Cost)	LF	8,450	\$135	\$1,140,750
Gas Line (Project Cost)	LF	10,000	\$11	\$110,000
Water Line (Project Cost)	LF	10,300	\$37	\$381,100
Street Landscaping	LF	8,350	\$30	\$250,500
Pond Landscaping	LS	1	\$150,000	\$150,000
Wayfinding Monument	LS	1	\$250,000	\$250,000
Walking Trail	LF	10,800	\$65	\$918,000
Total				\$7,849,350

PROJECT ALPHA
ESTIMATED SITE DEVELOPMENT COSTS
PHASE 3

Item	Unit	Quantity	Unit Price	Extension
Street & Storm Sewer (Project Cost)	LF	2,750	\$540	\$1,485,000
Gravity Sanitary Sewer (Project Cost)	LF	340	\$135	\$45,900
Local Pumping Station (Project Cost)	LS	1	\$175,000	\$175,000
Force Main (Project Cost)	LF	3,200	\$33	\$105,600
Gas Line (Project Cost)	LF	2,750	\$11	\$30,250
Water Line (Project Cost)	LF	2,750	\$37	\$101,750
Pond Modifications (Project Cost)	LS	1	\$140,000	\$140,000
Street Landscaping	LF	2,750	\$30	\$82,500
Pond Landscaping	LS	1	\$100,000	\$100,000
Walking Trail	LF	4,636	\$85	\$394,230
Total				\$2,660,230

Funding Sources

- Private Sources
- State of Kansas
- Local Government Mechanisms

Private Sources

- Westar
- BNSF

State of Kansas

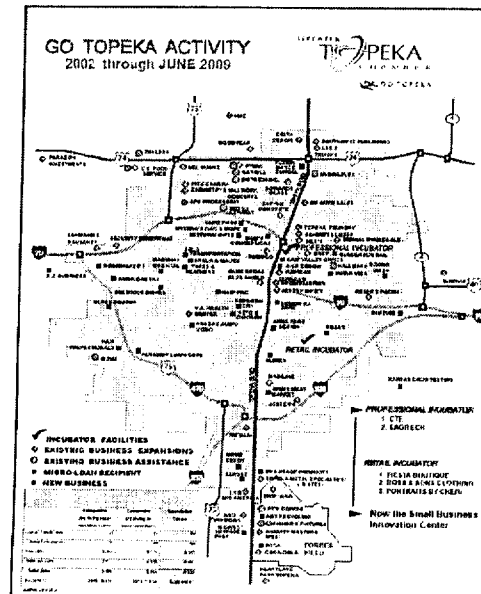
- Kansas Partnership Fund
- Kansas Economic Opportunity Initiatives Fund
- Community Development Block Grant

Local Government Mechanisms

- Transportation Development District (TDD)
- Transportation Utility Fee
- Tax Increment Financing
- Local Economic Development Half Cent Sales Tax
- Community Improvement Districts (CID)
- Build America Bonds (BAB)

GO TOPEKA RESULTS: JOBS AND CAPITAL INVESTMENT FROM JANUARY 2002 THROUGH September 2009			
	Companies receiving local incentive funds	Companies receiving no local incentives	Cumulative Totals
Companies helped	20	44	64
Total Companies	20	44	64
New Jobs	2,361	1,001	3,362
Retained Jobs	3,627	1,363	4,990
Total Jobs	5,988	2,364	8,352
Investment	\$612 million	\$211 million	\$823 million

Audited: September 2009



FEDERALLY FUNDED PROJECTS
FY 2002 - - - FY 2009

With the leadership of the
Kansas Congressional Delegation

Received
\$33,000,000!
FY 2002 - FY 2009

Go Topeka
2009 Budget - Public

	Budget 2009	Budget 2008
Revenues		
Beer tax	2,900,000	4,440,000
Investment income & other	140,000	220,000
Total Revenues	<u>3,040,000</u>	<u>4,660,000</u>
Expenses		
General	531,870	517,828
Fund rates and benefits	121,811	120,184
Total Salaries	<u>653,681</u>	<u>638,012</u>
Departmental activities		
Existing business	45,507	87,120
New business attraction	472,984	299,000
Marketing and promotion	315,350	490,000
Workforce development	125,900	124,000
Government relations	82,150	95,000
Small Business Innovation Center	10,540	20,000
Research	40,800	20,000
Disadvantaged Business Enterprises	878,791	870,000
Total Departmental	<u>1,876,922</u>	<u>1,845,120</u>
Other operating expenses	<u>329,300</u>	<u>327,846</u>
Total Operating Expenses	<u>2,859,883</u>	<u>2,811,078</u>
Total Revenues over Operating Expenses	<u>180,117</u>	<u>1,848,922</u>
Investment income	<u>140,000</u>	<u>220,000</u>
Investment income and other	<u>140,000</u>	<u>220,000</u>
Total Investment income and other	<u>140,000</u>	<u>220,000</u>
Total Revenues over Operating Expenses and Investment income	<u>320,117</u>	<u>2,068,922</u>
Transfer from (to) cash investments and held for investment	<u>4,500,000</u>	<u>1,120,000</u>
Net revenues over expenses and incentives	<u>4,820,117</u>	<u>3,188,922</u>

⁽¹⁾ Includes a beer tax and benefits package on 2.5 and 4 FTEs at \$171,010 in 2009 and \$287,185 in 2008, respectively.
⁽²⁾ Amount includes 10% of investment revenues, excess will be shared between any remaining city revenue funds.
⁽³⁾ Budget for 2009 is based on 7.5 FTEs and 2008 is based on 7 FTEs.
⁽⁴⁾ Equal contributions on behalf of the City and County.

Go Topeka, Inc.
Statement of Assets, Liabilities, &
Change in Funds-Public - Modified Cash Basis
August 31, 2009

Assets

Current Assets		
Cash-Notes Tax		2,960,916
Investments-Reserved for incentivesite improvements		12,109,143
Total Current Assets		15,069,468
Other Assets		
Land Held for Development	2,277,637	
Total Other Assets		2,277,637
Total Assets		15,187,095

Liabilities and Fund Balance

Current Liabilities		
DRE Carryover	208,851	
Due To GTCC	71,776	
Total Current Liabilities		280,626
Fund Balances		
Opening Fund Balance	16,174,123	
Excess-Current Year	732,346	
Total Liabilities and Fund Balance		15,187,095



Go Topeka, Inc.
Committed/Pending Incentive Offers and Site Expenditures
August 31, 2009

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Total
Cash	80,000	93,300	90,000	93,000	90,000	93,000	90,000	93,000	90,000	93,000	90,000	1,080,000
Accounts Payable	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	540,000
Prepaid	0	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	450,000
Deferred Rent	30,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	216,000
U.S. Treasury	315,000	315,000	315,000	315,000	315,000	315,000	315,000	315,000	315,000	315,000	315,000	3,780,000
U.S. Bonds	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	300,000
Comcast	0	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	510,000
Marquette Printing	0	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	360,000
Waters	0	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	96,000
Hunts Capital	0	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	2,700,000
430th Street Improvement Oblig	0	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	18,000,000
Future Land Acquisition	1,166,665	1,166,667	1,166,667	1,166,667	1,166,667	1,166,667	1,166,667	1,166,667	1,166,667	1,166,667	1,166,667	13,999,999
Committed/Pending Incentives	210,000	1,166,667	3,766,667	3,766,667	3,766,667	3,766,667	3,766,667	3,766,667	3,766,667	3,766,667	3,766,667	45,199,999
Inv. & Administration	50,000	88,000	88,000	88,000	88,000	88,000	88,000	88,000	88,000	88,000	88,000	1,056,000
Total Cash	2,310,114	4,181,187	5,831,187	4,897,351	1,863,186	1,723,187	315,400	315,400	315,400	315,400	315,400	26,763,214
Land												
Committed/Pending Incentives	400,000	2,250,000	0	0	0	0	0	0	0	0	0	2,650,000
Total Land	400,000	2,250,000	0	0	0	0	0	0	0	0	0	2,650,000
Total	2,710,114	7,011,187	5,831,186	4,897,351	1,863,186	1,723,187	315,400	315,400	315,400	315,400	315,400	29,413,214



Site Selection Environment

- Site selection is a process of elimination
- Competition for new business is fierce
- Companies are seeking “risk minimization”
- Long-term operating costs are extremely important
- Incentives will remain a major location factor



Location Drivers

- Cost of doing business
- Availability of a globally competitive workforce
- Incentives
- Transportation
- Quality of life
- Real estate options
- Favorable tax climate

Source: Atlas Advertising, 2009



Program Goals

**1,000 Leads and
100 Qualified Projects
Annually**



Program Areas

- Attraction
- Retention and Expansion
- Entrepreneurial and Disadvantaged
Business Development
- Workforce Development



Targets

- Alternate energy
- Warehousing and distribution
- Medical device manufacturing
- Value-added food processing
- Biosciences (animal and human)



Marketing Approach

- WE CAN DO THAT (customer service at the highest level)
- Selected, focused advertising
- Enhanced website
- Building relationships
- Evolving constantly (trends, new opportunities)



New Initiatives in 2009

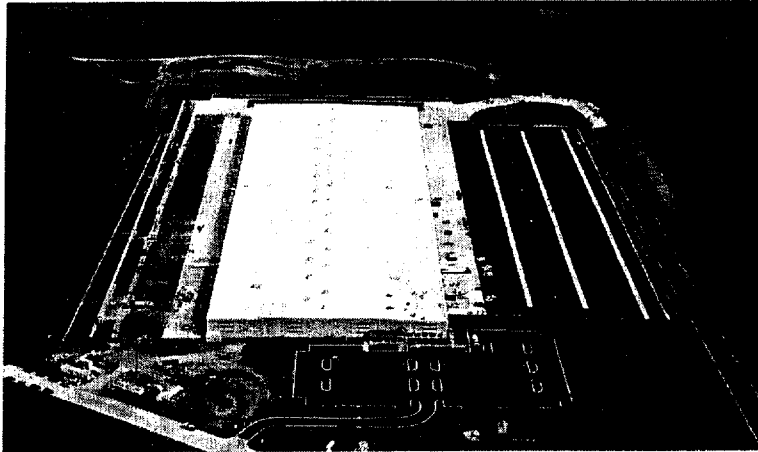
- NaviGate
- Expanded DBE Program
- CDFI
- Bioscience assessment
- Workforce assessment
- New assets



The Home Depot

Jobs: 300 (10 years)

Investment: \$25,000,000



Frito-Lay

Investment: \$60,000,000

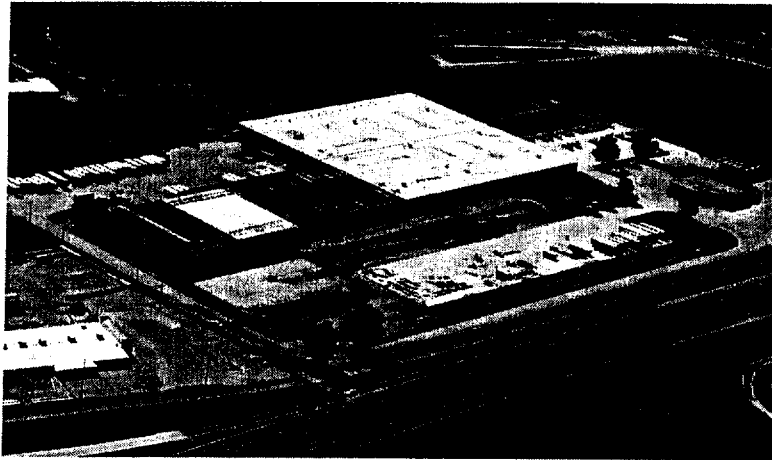


U.S. Foodservice

Retained Jobs: 175 (10 years)

New Jobs: 25

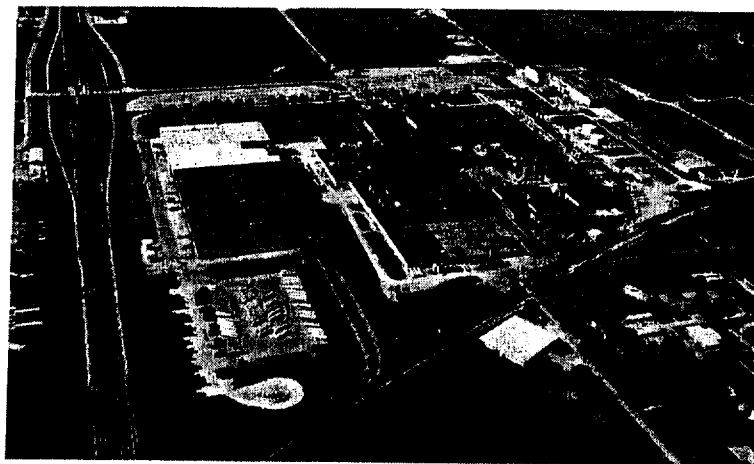
Investment: \$13,000,000



The Goodyear Tire & Rubber Company

Retained Jobs: 1,400 (10 years)

Investment: \$250,000,000



Recent Wins January-September 2009

The Home Depot

Jobs: 300 (10 years)
Investment: \$25,000,000

Frito-Lay

Investment: \$60,000,000

U.S. Foodservice

Retained Jobs: 175 (10 years)
New Jobs: 25
Investment: \$13,000,000

The Goodyear Tire & Rubber Company

Retained Jobs: 1,400 (10 years)
Investment: \$250,000,000

Totals:

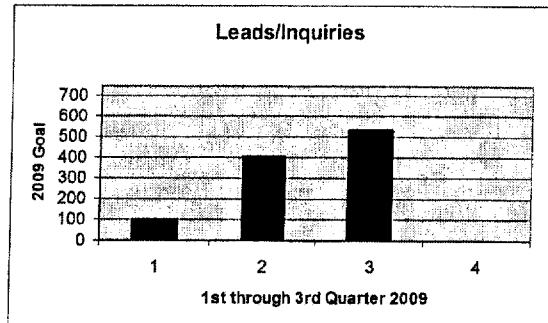
Retained Jobs: 1,575
New Jobs: 325
Investment: \$348,000,000



ATTRACTION

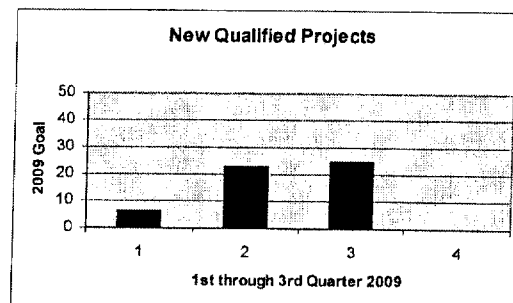
Team Leaders:
Moellenberndt/Feldmann





Annual Goal: 750

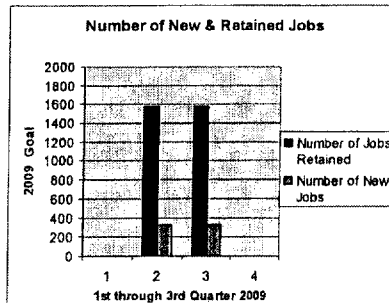
Actual to Date: 535 (71.3%)



Annual Goal: 50

Actual to Date: 25 (50%)



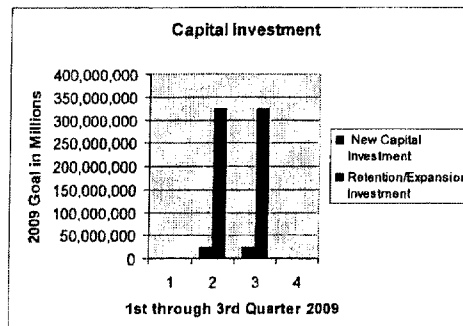


Annual Goal: 300

Actual to Date: 325 (+108%)

Retention:

Jobs Retained: 1,575



Annual Goal: \$40,000,000

Actual to Date: \$346,000,000 (+865%)

Retention/Expansion: \$323,000,000

Attraction: 0



Average Wage:

**Annual Goal: At least \$29,971 or
\$14.41/hr Annual Goal**

Actual to Date: \$49,949/year (+167%)



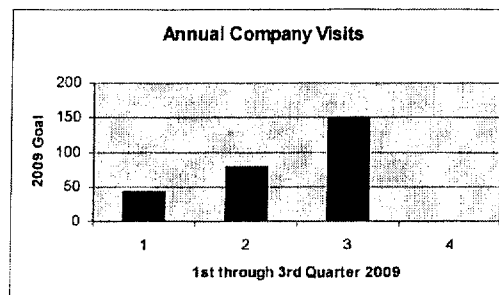
Current Active Projects

<u>Projects</u>	<u>Jobs</u>	<u>Investment</u>
Care	0	N.A.
Horizon	316	\$25,000,000
Craftsmanship	250	N.A.
Coke	33	\$500,000
Envelope	170	\$5,000,000+
Palo Verde	300	\$58,140,000 (3 years)
Green	38	\$140,000



EXISTING BUSINESS

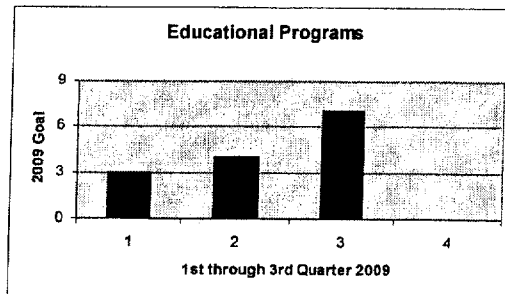
Team Leader: Schemm



Annual Goal: 200

Actual to Date: 151 (75.5%)





Annual Goal: 9

Actual to Date: 7 (77.8%)



WORKFORCE DEVELOPMENT
Team Leader: Feldmann

Workforce skills assessment
Workforce sector roundtables
WorkKeys pilot project
Workforce data for the website



- **Workforce skills assessment:**

- Annual Goal: Completion by end of 2009
- **Status 3rd Quarter:** GO Topeka will conduct a study of our current workforce skills and an assessment of what is needed in order to remain competitive in the area of providing a skilled workforce for the future. During the second quarter, development of the request for proposal (RFP) began. The RFP is scheduled to go out early in the third quarter. The study is estimated to be under contract by the end of October and completed in 2009.
- No updates for the third quarter.



- **Workforce sector roundtables:**

- Annual Goal: Roundtables established and functioning by end of 2009
- Status 3rd Quarter: July – The Resource Roundtable met and discussed businesses that each participant is assisting. The group also discussed how we can drive up the attendance for the Sector Roundtables. At the August meeting the participants will come back with ideas on how we can improve the attendance at the sector roundtables.
- August – Meetings continue monthly at Washburn Institute of Technology. The group is still evaluating ideas to improve the sector roundtable participation. One suggestion was not to hold events but rather make them smaller and more direct. Staff will continue working with the group in order to add additional ideas on how we can develop this roundtable.
- September – Meeting continue monthly with the exception of August. Due to conflict of member's schedules, the meeting was cancelled. The group is scheduled to meet again in early October. Work will begin on planning events for the business sectors for 2010. We will look for ways to garner information from the businesses on how we can better serve and prepare our emerging workforce for their future jobs.



- **WorkKeys pilot project:**

- **Annual Goal:** Established by end of 2009
- **Status 3rd Quarter:** July – Work began toward implementation of the WorkKeys testing in each of Shawnee County public schools. Work is quickly wrapping up around the ACT contracts with GO Topeka. Heartland Works will begin meeting with area high schools in order to begin training staff on entering students into the workforce system. It will be important to hold a follow-up meeting with each administrator in order to understand things we should change in order to make this project feasible for both the community as well as the administrators at the high schools.
- **August** – Meetings occurred with Topeka Public Schools in order to flesh out some of the issues surrounding their normal testing of their students. Staff, representative from ACT, and Heartland Works attended this meeting. Work has begun in developing a video through Seaman School District. Expected to be completed in early October.
- **September** – Work continues with the public school districts in aligning the implementation of WorkKeys testing to be completed between Labor Day and Thanksgiving. Staff is assisting by answering questions and providing assistance in completing the administrative components of the test. Seaman High is producing a video for all school districts to use that will help prepare the student for the test. Steve Jenkins, Sr. V.P. was interviewed for the project and will be one of the individuals on the video that will be speaking directly to the students about the importance of the test and how it can benefit them whether or not they will be seeking jobs after high school.
- Staff will coordinate a follow up meeting in early December with school personnel in order to answer any questions or issues that arose from the first testing series, allowing for the schools to work out the bugs.



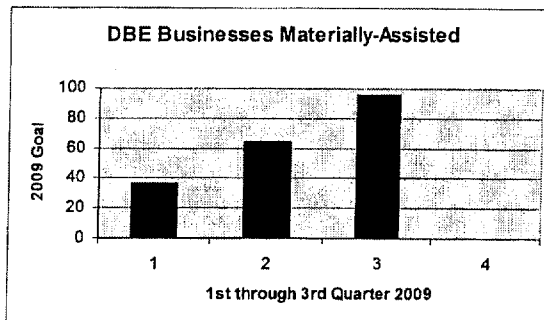
- **Workforce data for the website:**

- **Annual Goal:** Update website with recent community data.
- **Status 3rd Quarter:** As we complete the testing with school districts, staff will post on the website that the community requires WorkKeys testing as part of high school graduation requirements.



ENTREPRENEURIAL/MINORITY BUSINESS DEVELOPMENT

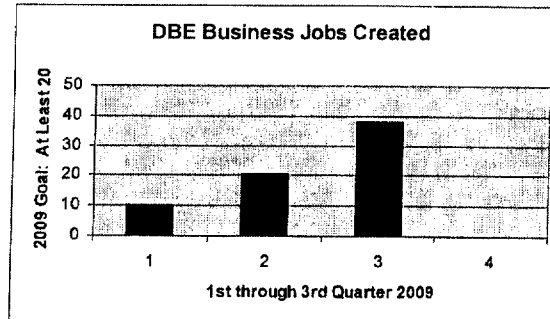
Team Leader: Hermocillo-Legg



Annual Goal: 100

Actual to Date: 95 (95%)





Annual Goal: At Least 20

Actual to Date: 38 (+190%)



Status of CDFI:

Annual Goal: Certification by the end of 2009

**Application: To be submitted to U. S.
Department of Treasury – October 2009**

**Status: ongoing. Staff hours on the project –
322**

**Decision on certification anticipated by 1st
Quarter 2010**



Changing Landscape of Economic Development

A New Normal!

"Companies fail not because they do the wrong thing or because they do the right thing poorly, but because they fail to understand a fundamental shift in the theory of business".

Peter Drucker



New Marketplace Demands

- Cost and risk minimization
- Capital investments vs. jobs
- High skills workplace demands
- Workforce, workforce, workforce
- Rapidly evolving new sectors
- Communities that understand business, the global environment and approach economic development as a partner, not just a place
- Quality communities will attract quality businesses, jobs and investments
- Evolve or die!



Things to Consider in the Coming Months and Years

- Enhancing our community to attract the jobs of the future and attract and retain young professionals
- Develop the workforce with mechanical, electrical and science skills
- Entrepreneurial development



Questions?



Contact: Steve Jenkins, CEcD
Tel.: 785.234.2644
Cell: 785.231.4707
Email: sjenkins@TopekaChamber.org

FOR IMMEDIATE RELEASE
October 13, 2009

GO TOPEKA ANNOUNCES PLANS FOR NEW BUSINESS PARK

As GO Topeka continues its efforts to attract quality businesses that will provide primary jobs to Topeka and Shawnee County, it searches for areas in which it can grow those opportunities. With space quickly being filled at the Central Crossing Commerce Park facility west of Topeka Boulevard on SW 57th Street, GO Topeka is in the process of acquiring new land for a business park that will help bring new businesses to the capital city. In order to be competitive with other communities, Shawnee County needs to have at least 939 acres of land ready for development, according to a recent internal competitive analysis.

The area, comprised of 1,018 acres, is located south of Gary Ormsby Drive/SW 77th Street and is bisected by US-75 highway. The land consists of about 409 acres east of US-75, just south of the Montara subdivision, and another 609 acres west of US-75. The land provides an impressive 6000 feet of rail exposure, primarily on the east side, and easy access to highways and airports, which will help in attracting businesses for whom these amenities are attractive. The new site will target businesses specializing in warehousing and manufacturing, alternative energy, biosciences and medical device manufacturing, as well as other target markets currently being analyzed.

In selecting the site, GO Topeka sent out a request for proposals to 16 qualified engineering and professional firms within Shawnee County. The business park task force appointed by GO Topeka reviewed the two proposals they received and chose Bartlett & West to conduct the site identification study. Bartlett & West was chosen for their long-term relationship with the Burlington Northern Santa Fe railroad company and the availability of their geographic information system that they administer for the City, County and BNSF.

Bartlett & West conducted an extensive and detailed study evaluating dozens of criteria to determine the best site for the business park. They identified three possible development sites: one east of town, one north of town and one south of town. These three sites met criteria set forth by Bartlett & West as necessary for development:

- Access to utilities
- Access to highway, rail, and air transportation
- Within three miles of Topeka city limits
- Enough acreage to accommodate large developments

Upon choosing these three sites to study, Bartlett & West ranked each site based on the availability of utilities, transportation, environmental factors, site suitability and cost. They enlisted the help of the environmental firm Terracon to help them conduct initial environmental scans for conditions that would impact development of a park. All data went through an extensive analytical process, with the south site ranking highest in four of five categories, and an overall score 28 percent higher than both the east and north sites.

At its September 11, 2009, meeting, the GO Topeka board heard a presentation of the Bartlett & West site recommendation and approved moving forward with the study of the south site. Bartlett & West has conducted in-depth environmental testing of the property to determine detailed subsurface conditions and develop three layouts—one each for roads, utility and rail—for a master plan to present to the Joint Economic Development Organization in order to receive approval for funds to move forward with the land development. They will also draft development and design covenants that will define the types of buildings to be constructed, landscaping and signage requirements, and other elements that would go into the design and success of the new business park.

The Greater Topeka Chamber of Commerce, GO Topeka and their respective boards are excited to begin development on what will be the next generation of business park in Topeka, one that will provide opportunities for growth and change throughout the city and county.

###



120 SE Sixth Avenue, Suite 110
Topeka, KS 66603-3515
785.234.2644
TopekaChamber.org

Draft Motions for JEDO's consideration

First Motion:

For the purpose of developing a new business park, I move that JEDO authorize the purchase of the Bartlett and West defined Phase 1 real estate property comprised of 409.48 acres of land east of Hwy. 75, for a total cost not to exceed \$5,000,000; to include, but not limited to, ratification of \$29,625 for options through the end of 2009, net acquisition costs of \$4,095,977.50, legal, closing and related costs of \$40,000 with a closing to occur prior to the end of 2009, and development expense of engineering and environmental costs of \$758,000 to be initiated in 2009 and completed in 2010.

Second Motion:

For the purpose of expansion area for a new business park, I move to ratify and continue through 2012 real estate property purchase options for Bartlett and West defined Phase 2 acquisition of real property comprised of 609 acres of land and buildings west of Hwy. 75 for a future business park for an amount not to exceed \$67,675.

cc

OPTION AGREEMENT

25 This Option Agreement (this "Agreement") is effective the day of September, 2009, by and between William G. Haynes and Lois G. Haynes, husband and wife, B. Kent Garlinghouse and Susan Garlinghouse, husband and wife, Eldon Danenhauer and Linda Lee Danenhauer, husband and wife, and William R. Hale, a single person, (collectively "Seller"), and GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC., a not-for-profit Kansas corporation ("Buyer").

1. Grant and Purchase of Option. Seller hereby grants to Buyer the exclusive option to purchase that real estate which is the parcel identified for tax purposes as number 1911200001008000 and located South of and adjacent to SW Gary Ormsby Drive, North of and adjacent to SW 77th Street, West of and adjacent Topeka Boulevard, and divided by the Atchison, Topeka & Santa Fe Railroad Tracks, all in Shawnee County, Kansas, and consisting of approximately One Hundred Thirty-Eight (138) acres. Such property is hereinafter referred to as the "Property" and the legal description is attached as Exhibit "A" and incorporated herein by this reference. This exclusive option is referred to herein as the "Option." The Option shall commence as of the effective date hereof and continue until 5:00 p.m., Central Standard Time (or Daylight Savings Time, if applicable) December 15, 2009. The cost of the Option shall be Six Thousand Nine Hundred Dollars (\$6,900) (the "Option Payment") payable by Buyer to William Haynes within five (5) business days after the date that this Agreement is fully executed.

2. Exercise of Option. Buyer may exercise this option at any time during the Option Term by giving Seller written notice that Buyer is exercising the Option. If Buyer exercises the Option, the parties shall be bound by the terms and conditions of sale included below; provided, however, that Seller may choose to retain all of the 20 acres East of the railroad tracks by refunding to Buyer One Thousand Dollars (\$1000) from the Option Payment. The purchase price (as discussed below) shall be adjusted accordingly. Seller must notify Buyer that it chooses to so retain the 20 acres no later than 30 days prior to the date of closing.

3. Expiration of Option. If Buyer fails to exercise the Option before the end of the Option Term, the Option shall expire and Seller shall retain the Option Payment (and Additional Option Payment, if applicable). Upon expiration of the Option, this Agreement shall terminate and neither party shall have any further rights or obligations hereunder, except those rights and obligations that expressly survive termination.

4. Information and Inspections. As soon as reasonably possible after the execution hereof, Seller shall provide Buyer with any studies, surveys, engineering reports, appraisals, or other information in its possession relating to the size, use, condition, value and description of the Property. Notwithstanding anything to the contrary herein, Buyer shall pay for the costs of any survey procured by Buyer.

Seller hereby grants to Buyer and its representatives, agents and contractors the non-exclusive right and license to enter the Property during the Option Term for testing, inspection and planning activities, including, but not limited to, site review, engineering work, surveying, environmental audits, photography, rock boring, soil and geological tests, utility locating, and other work or examinations reasonably necessary to determine the suitability of the Property for use by Buyer or its assigns. Such activities shall be at Buyer's sole cost and shall be conducted in compliance with all applicable laws, regulations and ordinances, and in a good, safe and workmanlike manner. Buyer shall endeavor to not unreasonably disturb or disrupt the Property or the use of the Property by Seller or any of Seller's tenants, guests or invitees. If Buyer does not exercise the Option, Buyer shall repair any damage to the Property arising from the tests, inspections and planning activities contemplated herein by returning the Property to its original condition to the extent reasonably possible. Buyer agrees to indemnify, defend and hold Seller harmless from and against all claims, costs, loss, demands and expenses that may arise or result from such tests, inspections or planning activities. Buyer's obligations under this paragraph shall survive the termination of this Agreement for a period of one (1) year, and any claim thereon shall be made by Seller prior to the expiration of such one (1) year period.

5. Governmental Approvals and Zoning; Cooperation and Facilitation. During the Option Period, Buyer shall have the right, at its sole cost, to pursue and obtain any permits, approvals, certificates, licenses, management contracts, other authorizations, and any zoning or preliminary plan approval of or related to the Property to permit Buyer to develop the Property for business development purposes (the "Approvals"). Seller shall cooperate and facilitate the pursuit or procurement of such Approvals; provided, however, that Buyer shall reimburse Seller for any costs or expenses Seller may reasonably incur in providing such cooperation or facilitation. Such cooperation and facilitation shall include, but not be limited to, providing information to or appearing before governmental agencies or authorities, or authorizing representatives of Buyer to appear before such agencies or authorities on Seller's behalf. Upon request of Buyer, Seller shall sign or cause to be signed, all applications for Approvals.

Seller shall not take any action that could preclude or inhibit Buyer's efforts to obtain any Approvals or to plan for the development of the Property.

6. Confidentiality. Except as may be required by law, contemplated herein, or directed or permitted by Buyer, Seller shall not directly or indirectly disclose to any other person, entity or organization the terms of this Agreement; provided, however, that Seller may disclose the terms hereof to Seller's accountants, attorneys and other advisors, but only if they also agree to maintain the confidentiality hereof. Nothing herein shall preclude Seller from disclosing the fact that the Property is subject to an option agreement. Seller shall promptly notify Buyer if Seller becomes aware of any legal action that may compel the disclosure of this Agreement or the terms thereof.

7. Covenants of Seller. During the Option Period, and continuing until a closing if the Option is exercised by Buyer, Seller shall not improve or alter the physical condition of the Property, or sell, convey, encumber, or lease the Property, or grant any easements or record any restrictions affecting the Property or grant a third party any interest in or rights to the Property without the prior written consent of Buyer, which consent may be granted or withheld in Buyer's discretion. During such period, Seller shall promptly inform Buyer of the threat or commencement of any condemnation or eminent domain proceeding affecting the Property.

8. Terms of Sale. If Buyer exercises the Option, then Seller shall sell and Buyer shall purchase the Property on the following terms and conditions:

a. Purchase Price. The purchase price for the Property shall be a total of One Million Four Hundred Seventy-Six Thousand Dollars (\$1,476,000), which includes Twelve Thousand Dollars (\$12,000) per acre for the approximately One Hundred Eighteen (118) acres West of the Atchison, Topeka & Santa Fe Railroad tracks, and Three Thousand Dollars (\$3,000) per acre for the approximately Twenty (20) acres East of such railroad tracks. If Seller chooses to retain the Twenty (20) acres East of the railroad tracks, the purchase price shall be One Million Four Hundred Sixteen Thousand Dollars (\$1,416,000). Such purchase price shall be reduced by adjustments for Seller's expenses and obligations, the title insurance report and policy, taxes, and the Option Payment. The purchase price shall be made payable to William Haynes in cash, guaranteed funds or cashiers' check at closing.

b. Title. Seller shall convey marketable fee simple title to Buyer (or Buyer's assignee), including all mineral rights, at closing by general warranty or trustee's deed, free and clear of any monetary liens and subject only to encumbrances created or approved by Buyer. Seller shall execute such bills of sale or other documents necessary to convey title to any personal property included with the Property to Buyer. Buyer may obtain, at Buyer's expense, a standard owner's preliminary title insurance report for the Property; provided, that if the Option is exercised Seller shall reimburse Buyer for the cost of such report and also provide and pay for a standard owner's title insurance policy which will insure Buyer against loss or damage to the extent of the total purchase price hereof by reason of defects in the title of Seller to the Property.

c. Taxes. All taxes and special assessments for prior calendar years shall be paid at or before closing by Seller. Seller and Buyer shall pay all taxes and assessments for the current year (based on the prior year's taxes, if the current year information is not available) prorated as of the date of closing.

d. Liens. Seller shall pay all contractors, laborers, materialmen or suppliers for all work done or material furnished to the Property that might form the basis of a mechanic's lien. Seller shall indemnify and hold Buyer harmless from any obligation for payment of any amounts by reason of any mechanic's lien which may be filed for labor performed or material furnished, and shall provide such indemnities or affidavits as may be necessary for Buyer to obtain title insurance against any mechanics' liens. Seller shall not authorize, allow or permit any liens to attach to the Property relating to the removal of buildings, structures or improvements after closing (as such removal is discussed and authorized below). Seller's obligations in this subparagraph shall survive closing.

e. Condemnation or Change of Condition. If, before closing (including during the Option Term), any part of the Property is taken by eminent domain or is threatened by or the subject of a condemnation action, or if the Property is materially altered by casualty or otherwise (and without authorizing any such alteration), Seller shall promptly notify Buyer. Within ten (10) business days after receipt of such notice, Buyer may revoke its exercise of the Option and have no further obligation under this Agreement. If Buyer does not revoke its exercise of the Option, Seller shall assign and transfer to Buyer at closing all right, title and interest in

and to any award or proceeds arising from or relating to such taking or alteration.

f. Closing. The closing of the sale and purchase of the Property shall take place, ~~if reasonably possible~~, by December 15, 2009, at such time and location as the parties may agree. At closing, Buyer shall be granted exclusive possession of the Property; provided, however that Buyer shall either afford Seller the opportunity to remove any currently planted crops or compensate Seller for the loss thereof. Compensation shall be limited to a the fair market value of the estimated current crop yield. WCH

g. Allocation of Expenses. At closing, Seller shall pay the entire cost to cure or remedy any title deficiencies, and the parties shall share equally the customary closing fees, if any.

h. No Assumption of Seller's Liabilities. Buyer is acquiring only the Property from Seller and is not the successor of Seller. Buyer does not assume or agree to pay any liability, obligation or expense of Seller relating to the Property except to the extent, if any, provided in this Agreement.

i. Foreign Investment. Seller represents that Seller is not a foreign person as described in the Foreign Investment in Real Property Tax Act ("FIRPTA") and agrees to deliver Seller's tax identification number at closing and an affidavit in compliance with FIRPTA.

j. Further Assurances. Seller and Buyer shall execute and deliver any other instruments and documents as may be reasonably necessary in order to complete the transaction herein provided for and to carry out the intent and purposes of this Agreement, and Seller shall provide such documentary and other evidence as may be reasonably required evidencing the status and capacity of Seller and the authority of the person or persons who are executing the various documents on behalf of Seller in connection with this Agreement.

k. Specific Performance. The sale and purchase contemplated herein, as well as the obligations and responsibilities relating thereto, may be compelled by Buyer through an action for specific performance. Such an action shall not preclude the pursuit of other damages or remedies that may be available at law or in equity.

1. Risk of Loss. The risk of loss for damage to any portion of the Property and all liability to third persons until closing shall, except as otherwise expressly provided herein, be borne by Seller.

9. Environmental and other Representations. Seller represents and warrants that it has received no notice of any alleged violation of any environmental laws or regulations and has no knowledge of any such violations. To Seller's knowledge, the Property has never been utilized for the treatment, storage, or disposal of Hazardous Materials (as defined below), and no Hazardous Materials have ever been located on the Property. Seller has not used Hazardous Materials on, from, or affecting the Property, or any portion thereof, in any manner which violates federal, state, or local laws, ordinances, rules, regulations, or policies governing the use, storage, treatment, transportation, manufacture, refinement, handling, production, or disposal of Hazardous Material. For purposes of this Agreement, "Hazardous Materials" includes any flammable materials, explosive, hazardous or toxic substance, or related materials as defined in the Comprehensive Environmental Response, Compensation and Liability Act of 1980, as now or hereafter amended (42 U.S.C. Sections 9601, et seq.), the Hazardous Materials Transportation Act, as now or hereafter amended (49 U.S.C. Sections 1801, et seq.), the Resource Conservation and Recovery Act, as now or hereafter amended (42 U.S.C. Sections 9601, et seq.), and in the regulations promulgated pursuant thereto, or any other federal, state, or local governmental law, ordinance, rule or regulation. There are no underground storage tanks located on or under the Property.

10. Leases and Encumbrances, Adverse Claims. Seller represents and warrants that the Property is not subject to a lease or contract and that no other person or entity has the right or option to acquire the Property or any interest therein. There are not any adverse claims of adjoining property owners against the Property, there are no adverse parties in possession of the Property or any part thereof, and there are no encroachments by Seller on the property of others or by others on the Property.

11. Assignment. The parties hereby acknowledge and agree that Buyer may assign this option, and all rights, obligations and benefits related thereto, without obtaining Seller's prior consent; provided, however, that any such assignment will not release Seller from its obligations hereunder.

12. Recording Option. Buyer may record a memorandum of the existence of this option in the form substantially similar to that set forth in Exhibit "B" attached hereto.

13. Notices. Any notice or demand related to or required under this Agreement shall be served by hand delivery, by prepaid United States certified mail, return receipt requested, or by nationally recognized overnight delivery service guaranteeing next-day, confirmed delivery, or by facsimile transmission. All notices shall be addressed to the parties at the respective addresses as set forth below, except that any party may, by notice in the manner provided above, change this address or facsimile number for all subsequent notices. Notices shall be effective when delivered (or, if delivered by facsimile transmission, upon confirmation of such transmission during regular business hours.) A party's failure or refusal to accept service of a notice shall constitute delivery of the notice.

To Seller: William G. Haynes
1512 SW 30th Street
Topeka, KS 66611
Facsimile: () _____

To Buyer: Growth Organization of
Topeka/Shawnee County, Inc.
120 SE 6th Avenue, Suite 110
Topeka, KS 66603-3515
Facsimile: (785) 234-8656

With copy to: Jeffrey A. Wietharn, Attorney
Coffman, DeFries & Nothorn, P.A.
534 S. Kansas Ave., Ste. 925
Topeka, KS 66603
Phone: (785) 234-3461
Facsimile: (785) 234-3363

14. Authority. Seller warrants that it has fee simple title to the Property and that Seller has full and exclusive authority to grant this option to Buyer and to sell the Property in the manner set forth herein. Seller further warrants that there are no agreements, covenants or restrictions of any kind that would prohibit the granting of the Option to Buyer.

15. Binding Effect. This Agreement shall run with the land and is binding upon and inure to the benefit of the parties and their respective heirs, administrators, executors, trustees, representatives, successors and assigns.

16. Entire Agreement. This Agreement, and any attachments or addenda hereto, constitutes the complete agreement of the parties concerning the Property, and supercedes all other agreements between Seller and Buyer.

17. Governing Law, Survival. This Agreement shall be interpreted and construed in accordance with the laws of the State of Kansas. Except as otherwise provided herein, all covenants, agreements, indemnifications, representations, and warranties set forth in this Agreement or in any certificate or instrument executed or delivered pursuant to this Agreement shall survive the closing and shall not merge into any deed, assignment or other instrument executed or delivered pursuant hereto.

18. Counterparts; Facsimile Signatures. This Agreement may be executed in one or more counterparts each of which shall be deemed an original but all of which together shall constitute one and the same agreement. Facsimile signatures shall be deemed original signatures for purposes hereof.

19. Time. TIME IS OF THE ESSENCE IN THE PERFORMANCE OF THE TERMS AND CONDITIONS OF THIS AGREEMENT. If the date for performance of any obligation hereunder or the last day of any time period provided for herein shall fall on a Saturday, Sunday, or legal holiday, then the date for performance or time period shall expire on the first day thereafter which is not a Saturday, Sunday, or legal holiday. Except as may otherwise be set forth herein, any performance provided for herein shall be timely made and completed if made and completed no later than 5:00 p.m. Central Standard Time (or Daylight Savings Time, if applicable) on the day of performance.

20. Construction, Legal Representation. As used in this Agreement, the masculine, feminine, or neuter gender and the singular or plural numbers shall each be deemed to include the other whenever the context so requires. This Agreement shall be construed as a whole and in accordance with its fair meaning and without regard to any presumption or other rule requiring construction against the party causing this Agreement or any part of this Agreement to be drafted. The parties acknowledge that each party has reviewed this Agreement and has had the benefit of legal counsel or the opportunity to consult with legal counsel prior to entering into this Agreement.

21. Brokers and Agents. Buyer and Seller each agree to indemnify, protect, defend, and hold the other harmless for, from, and against any expense, including brokers, attorney and accountant fees, claims, actions, suits, or demands for payment of any commission, finder's fee, or other sum initiated by any broker, agent, or other person, which such Buyer or Seller (or any representative) has engaged or retained or with which Buyer or Seller has had discussions concerning the transactions contemplated by this Agreement. These requirements and obligations shall survive Closing.

22. No Partnership; No Third Party Beneficiaries. It is not intended by this Agreement to, and nothing contained in this Agreement shall, create any partnership, joint venture or other arrangement between Seller and Buyer. No term or provision of this Agreement is intended to benefit any person, partnership, corporation, or other entity not a party hereto (including, without limitation, any broker), and no such other person, partnership, corporation or entity shall have any right or cause of action hereunder.

IN WITNESS WHEREOF, the parties have signed their names as of the date indicated below.

SELLER:

William G. Haynes
WILLIAM G. HAYNES

Lois G. Haynes
LOIS G. HAYNES

B. KENT GARLINGHOUSE

SUSAN GARLINGHOUSE

ELDON DANENHAUER

LINDA LEE DANENHAUER

WILLIAM R. HALE

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IN WITNESS WHEREOF, the parties have signed their names as of the date indicated below.

SELLER:

WILLIAM G. HAYNES

LOIS G. HAYNES



E. KENT GARLINGHOUSE



SUSAN GARLINGHOUSE

ELDON DANENHAUER

LINDA LEE DANENHAUER

WILLIAM R. HALE

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IN WITNESS WHEREOF, the parties have signed their names as of the date indicated below.

SELLER:

WILLIAM G. HAYNES

LOIS G. HAYNES

B. KENT GARLINGHOUSE

SUSAN GARLINGHOUSE

Eldon Danenhauer
ELDON DANENHAUER

Linda Lee Danenhauer
LINDA LEE DANENHAUER

WILLIAM R. HALE

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IN WITNESS WHEREOF, the parties have signed their names as of the date indicated below.

SELLER:

WILLIAM G. HAYNES

LOIS G. HAYNES

B. KENT GARLINGHOUSE

SUSAN GARLINGHOUSE

ELDON DANENHAUER

LINDA LEE DANENHAUER

William R Hale Esq
WILLIAM R. HALE

Cynthia K Hale
attorney in fact

BUYER:

GROWTH ORGANIZATION OF
TOPEKA/SHAWNEE COUNTY, INC.

By: Doug Kinsinger
Doug Kinsinger, President
Name/Title

STATE OF KANSAS

SS:

COUNTY OF SHAWNEE

BE IT REMEMBERED, that on this 17th day of September, 2009, before me, the undersigned, a Notary Public in and for the County and State aforesaid, came WILLIAM G. HAYNES and LOIS G. HAYNES, husband and wife, who are personally known to me to be the same persons who executed the within instrument entitled OPTION AGREEMENT, and such persons duly acknowledged the execution of same.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed by official seal on the day and year last above written.



[Signature]
Notary Public

STATE OF KANSAS

SS:

COUNTY OF SHAWNEE

BE IT REMEMBERED, that on this _____ day of _____, 2009, before me, the undersigned, a Notary Public in and for the County and State aforesaid, came B. KENT GARLINGHOUSE and SUSAN GARLINGHOUSE, husband and wife, who are personally known to me to be the same persons who executed the within instrument entitled OPTION AGREEMENT, and such persons duly acknowledged the execution of same.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed by official seal on the day and year last above written.

Notary Public

BUYER:

GROWTH ORGANIZATION OF
TOPEKA/SHAWNEE COUNTY, INC.

By: Doug Kinsinger
Doug Kinsinger, President
Name/Title

STATE OF KANSAS

SS:

COUNTY OF SHAWNEE

BE IT REMEMBERED, that on this _____ day of _____, 2009, before me, the undersigned, a Notary Public in and for the County and State aforesaid, came WILLIAM G. HAYNES and LOIS G. HAYNES, husband and wife, who are personally known to me to be the same persons who executed the within instrument entitled OPTION AGREEMENT, and such persons duly acknowledged the execution of same.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed by official seal on the day and year last above written.

Notary Public

STATE OF KANSAS

SS:

COUNTY OF SHAWNEE

BE IT REMEMBERED, that on this 15 day of September, 2009, before me, the undersigned, a Notary Public in and for the County and State aforesaid, came B. KENT GARLINGHOUSE and SUSAN GARLINGHOUSE, husband and wife, who are personally known to me to be the same persons who executed the within instrument entitled OPTION AGREEMENT, and such persons duly acknowledged the execution of same.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed by official seal on the day and year last above written.

Ila J. Baker
Notary Public

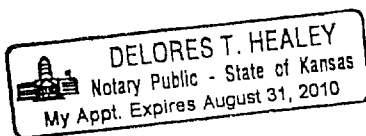
STATE OF KANSAS

SS:

COUNTY OF SHAWNEE

BE IT REMEMBERED, that on this 25 day of September, 2009, before me, the undersigned, a Notary Public in and for the County and State aforesaid, came ELDON DANENHAUER and LINDA LEE DANENHAUER, husband and wife, who are personally known to me to be the same persons who executed the within instrument entitled OPTION AGREEMENT, and such persons duly acknowledged the execution of same.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed by official seal on the day and year last above written.



DeLores T. Healey
Notary Public

STATE OF KANSAS

SS:

COUNTY OF SHAWNEE

BE IT REMEMBERED, that on this _____ day of _____, 2009, before me, the undersigned, a Notary Public in and for the County and State aforesaid, came WILLIAM R. HALE, a single person, who is personally known to me to be the same person who executed the within instrument entitled OPTION AGREEMENT, and such person duly acknowledged the execution of same.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed by official seal on the day and year last above written.

Notary Public

STATE OF KANSAS

SS:

COUNTY OF SHAWNEE

BE IT REMEMBERED, that on this _____ day of _____, 2009, before me, the undersigned, a Notary Public in and for the County and State aforesaid, came ELDON DANENHAUER and LINDA LEE DANENHAUER, husband and wife, who are personally known to me to be the same persons who executed the within instrument entitled OPTION AGREEMENT, and such persons duly acknowledged the execution of same.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed by official seal on the day and year last above written.

Notary Public

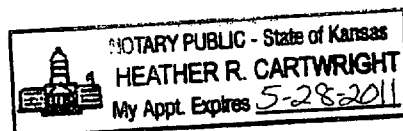
STATE OF KANSAS

SS:

COUNTY OF ~~SHAWNEE~~ Johnson

BE IT REMEMBERED, that on this 17th day of September, 2009, before me, the undersigned, a Notary Public in and for the County and State aforesaid, came WILLIAM R. HALE, a single person, who is personally known to me to be the same person who executed the within instrument entitled OPTION AGREEMENT, and such person duly acknowledged the execution of same.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed by official seal on the day and year last above written.



Cynthia K Hale, attorney in fact for
Heather R Cartwright

Notary Public

STATE OF KANSAS

SS:

COUNTY OF SHAWNEE

BE IT REMEMBERED, that on this 22nd day of September, 2009, before me, the undersigned, a Notary Public in and for the County and State aforesaid, came Deug Kinsinger, President of GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC., who is personally known to me to be the same person who executed the within instrument entitled OPTION AGREEMENT, and such person duly acknowledged the execution of same.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed by official seal on the day and year last above written.

Nora J. Patton Taylor
Notary Public

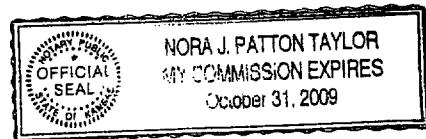


EXHIBIT A

The Southeast Quarter of Section 12, Township 13 South, Range 15 East of the 6th P.M. in Shawnee County, Kansas. Except the right of way of the Atchison, Topeka and Santa Fe Railroad, and Except a tract deeded to Kerr-McGee Oil Industries, Inc. and Recorded in Book 1342 at Page 579 in the Office of the Shawnee County Register of Deeds, and Except highway right of way for South Topeka Avenue (U.S. 75 Highway) as condemned in Case Number 101253 as Recorded in the Office of the Shawnee County Clerk of the District Court.

Cynthia A. Beck
01 2009 207914

Mail Tax Statement to:

Same.

Property Address:
SW 77th Street
Wakarusa, KS 66546

Kansas Secured Title
785-232-9349

SN024638

GENERAL WARRANTY DEED
(Statutory)

William G. Haynes and Lois G. Haynes, husband and wife

convey and warrant to

Growth Organization of Topeka/Shawnee County, Inc.,

all the following REAL ESTATE in the County of SHAWNEE, and the State of Kansas, to-wit:

See Exhibit "A" attached hereto and by this reference made a part hereof

for the sum of one dollar and other good and valuable consideration.

EXCEPT AND SUBJECT TO: Easements, restrictions and assessments of record, and all the taxes and assessments that may be levied, imposed or become payable hereafter.

Dated this 18 day of November, 2009.

William G. Haynes
William G. Haynes

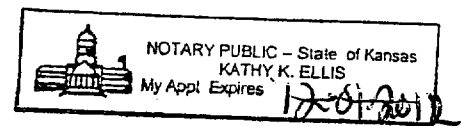
Lois G. Haynes
Lois G. Haynes

STATE OF KANSAS, SHAWNEE COUNTY:

The foregoing instrument executed was acknowledged before me this 18 day of Nov, 2009, by William G. Haynes and Lois G. Haynes, husband and wife.

Kathy K. Ellis
Notary Public

My appointment expires: 12-01-2012



Cynthia A. Beck
C 01 2009 207913

Mail Tax Statement to:

Same

Property Address:
SW 77th Street
Wakarusa, KS 66546

SN024638

Kansas Secured Title
785-232-9349

GENERAL WARRANTY DEED
(Statutory)

Eldon Danenhauer and Linda Lee Danenhauer, husband and wife

convey and warrant to

Growth Organization of Topeka/Shawnee County, Inc.,

all the following REAL ESTATE in the County of SHAWNEE, and the State of Kansas, to-wit:

See Exhibit "A" attached hereto and by this reference made a part hereof

for the sum of one dollar and other good and valuable consideration.

EXCEPT AND SUBJECT TO: Easements, restrictions and assessments of record, and all the taxes and assessments that may be levied, imposed or become payable hereafter.

Dated this 17th day of November, 2009.

Eldon Danenhauer
Eldon Danenhauer

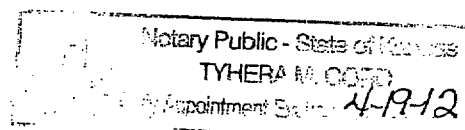
Linda Lee Danenhauer
Linda Lee Danenhauer

STATE OF KANSAS, SHAWNEE COUNTY:

The foregoing instrument executed was acknowledged before me this 17th day of November, 2009, by Eldon Danenhauer and Linda Lee Danenhauer, husband and wife.

Tyhera M. Cord
Notary Public

My appointment expires: 4-19-12



Cynthia A. Beck
DEC 01 2009 207914

Mail Tax Statement to:

Same.

Property Address:
SW 77th Street
Wakarusa, KS 66546

Kansas Secured Title
785-232-9349

SN024638

GENERAL WARRANTY DEED
(Statutory)

William G. Haynes and Lois G. Haynes, husband and wife

convey and warrant to

Growth Organization of Topeka/Shawnee County, Inc.,

all the following REAL ESTATE in the County of SHAWNEE, and the State of Kansas, to-wit:

See Exhibit "A" attached hereto and by this reference made a part hereof

for the sum of one dollar and other good and valuable consideration.

EXCEPT AND SUBJECT TO: Easements, restrictions and assessments of record, and all the taxes and assessments that may be levied, imposed or become payable hereafter.

Dated this 18 day of November, 2009.

William G. Haynes
William G. Haynes

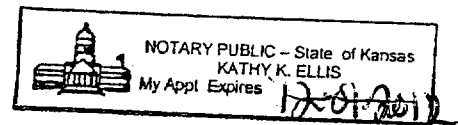
Lois G. Haynes
Lois G. Haynes

STATE OF KANSAS, SHAWNEE COUNTY:

The foregoing instrument executed was acknowledged before me this 18 day of Nov, 2009, by William G. Haynes and Lois G. Haynes, husband and wife.

Kathy K. Ellis
Notary Public

My appointment expires: 12-01-2012



Tyhera M. Cord

01 2009 207913

Mail Tax Statement to:

Same

Property Address:
SW 77th Street
Wakarusa, KS 66546

SN024638

Kansas Secured Title
785-232-9349

GENERAL WARRANTY DEED
(Statutory)

Eldon Danenhauer and Linda Lee Danenhauer, husband and wife

convey and warrant to

Growth Organization of Topeka/Shawnee County, Inc.,

all the following REAL ESTATE in the County of SHAWNEE, and the State of Kansas, to-wit:

See Exhibit "A" attached hereto and by this reference made a part hereof

for the sum of one dollar and other good and valuable consideration.

EXCEPT AND SUBJECT TO: Easements, restrictions and assessments of record, and all the taxes and assessments that may be levied, imposed or become payable hereafter.

Dated this 17th day of November, 2009.

Eldon Danenhauer
Eldon Danenhauer

Linda Lee Danenhauer
Linda Lee Danenhauer

STATE OF KANSAS, SHAWNEE COUNTY:

The foregoing instrument executed was acknowledged before me this 17th day of November, 2009, by Eldon Danenhauer and Linda Lee Danenhauer, husband and wife.

Tyhera M. Cord
Notary Public

My appointment expires: 4-19-12

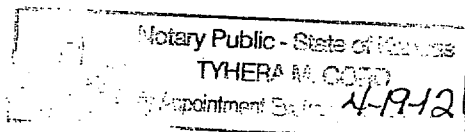


EXHIBIT "A"

The land referred to in this Deed is described as follows:

The Southeast Quarter of Section 12, Township 13 South, Range 15 East of the 6th P.M., Shawnee County, Kansas, EXCEPT Right of way of the Atchison, Topeka, and Santa Fe Railway Company;

ALSO EXCEPT that part taken for roads and highway;

ALSO EXCEPT Beginning on the West right of way of US 75 Highway and the North line of the Southeast Quarter; thence South along said Highway right of way 350 feet; thence West at right angles 154.54 feet to the Easterly right of way of the ATchison, Topeka and Santa Fe Railroad; thence Northeasterly 358.48 feet to the North line of said Quarter; thence East 40.82 feet, more or less, to the point of beginning.

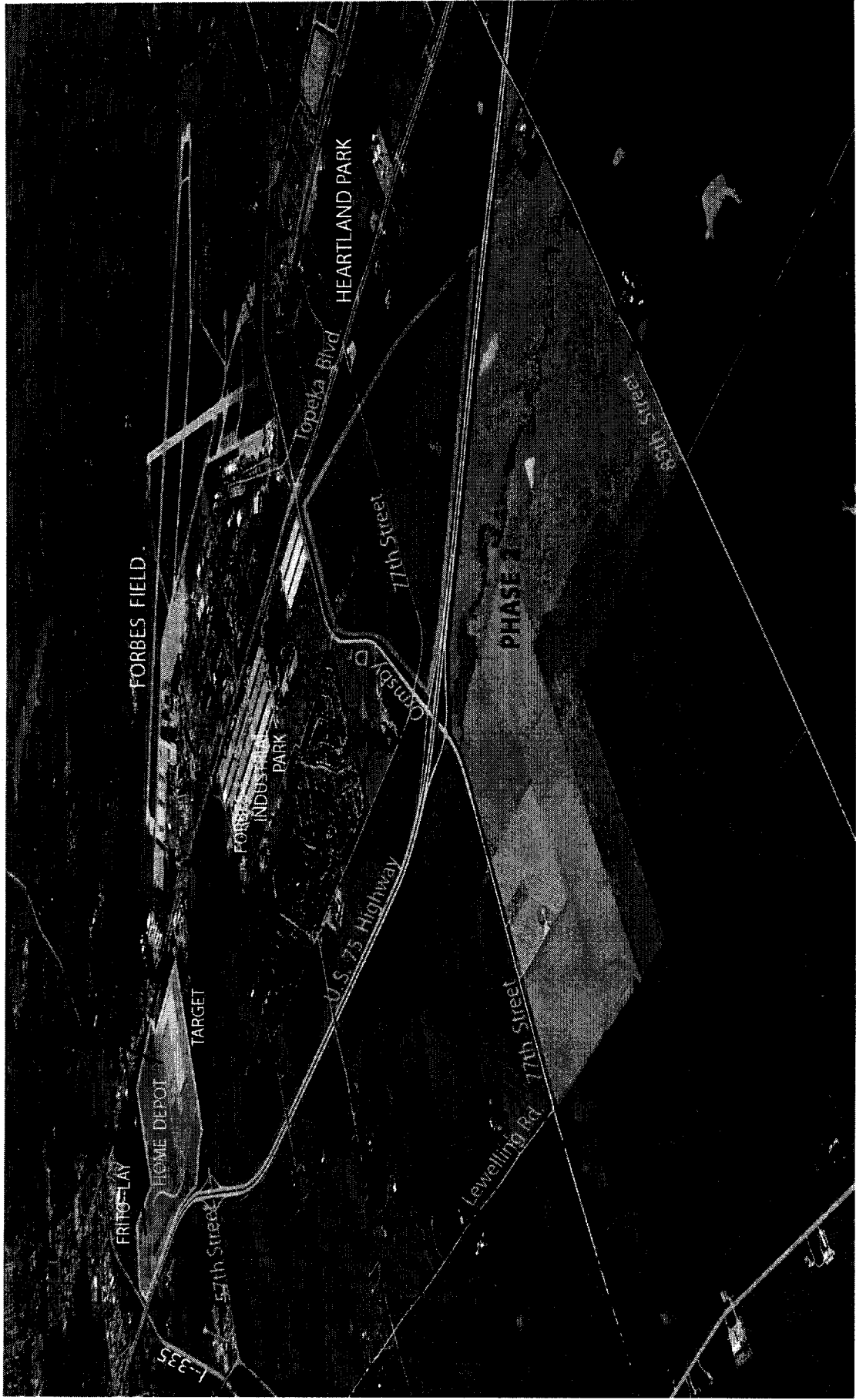
Competing Communities Industrial Availability

City	State	County	Population	# of Industrial Acres	Acres Per Person
Wichita	Kansas	Sedgwick	476,026	1500	0.003151088
Columbia	Missouri	Boone	152,435	957	0.006278086
Springfield	Missouri	Greene	263,980	498	0.001886507
Jonesboro	Arkansas	Craighead	91,552	1280	0.013981125
Little Rock	Arkansas	Pulaski	373,911	2599	0.006950852
Oklahoma City	Oklahoma	Oklahoma	701,807	315	0.000448841
		Average			0.005449417

Based on the per capita acreage, Topeka/Shawnee County should have approximately **939 acres** of industrial land available to match competing communities.



NEW BUSINESS PARK



New Business Park Land Acquisition

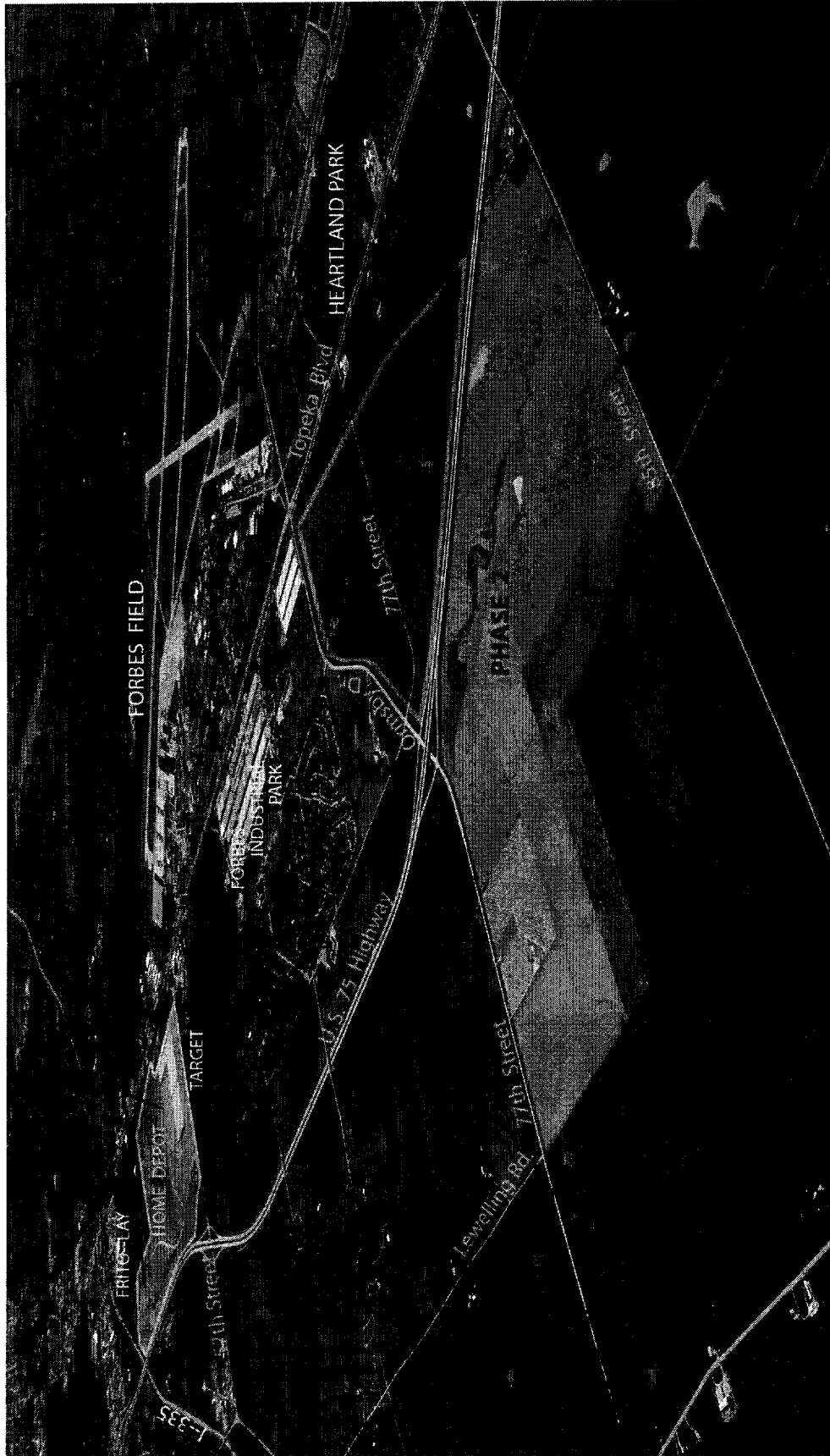
**Phase 1: 409.48 Acres (East of U.S. Highway 75)
Optioned through December 2009**

<u>Seller</u>	<u>Acres</u>	<u>Option \$</u>	<u>Purchase \$/Acre</u>	<u>Total Purchase \$</u>
• Allan L. & Vickie A Holthaus	15.5	\$775	\$9,250	\$143,375
• Lighthouse Investments LLC (Allan L. & Vickie A Holthaus)	69.27	\$3,450	\$9,250	\$640,747.50
• William G. and Lois G. Hayes, B. Kent and Susan Garlinghouse, Eldon and Linda Lee Danenhauer, and William R. Hale	139.71	\$6,900	\$10,675.54	\$1,491,480
• Cantrill & Co	185	\$9,250 x 2	\$8,000 - \$10,000	\$1,480,000 - \$1,850,000
Total Phase 1	409.48	\$29,625	\$9,134 - \$10,037	\$3,755,602.50 - \$4,125,602.50

Request to JEDO:

- Ratify \$29,625 for options through the end of 2009. Closings anticipated in December, 2009.
- Approve the purchase of 409.48 acres of land at the potential highest amount of \$4,095,977.50 (\$4,125,602.50 less \$29,625 option cost applied to purchase). *initials*
- Approve the cost of engineering and follow-up environmental of \$758,000 (Offsite utilities, entry, sewer pump station and force main, railroad switch and stub out, platting and zoning, soil samples). Carry over to 2010.
- Approve \$40,000 for estimated legal costs.

NEW BUSINESS PARK



New Business Park Land Acquisition

Phase 2: 609 Acres (West of U.S. Highway 75) Optioned through 2012

<u>Seller</u>	<u>Acres</u>	<u>Option \$</u>	<u>Purchase \$/Acre</u>	<u>Total Purchase \$</u>
• Cantrill & Co	569	\$42,675*	\$6,000-\$8,000	\$3,414,000 - \$4,552,000
• Chester W. Platt & Chester W.Platt & Dawn M. Platt **	<u>40</u>	<u>\$25,000</u>	<u>\$10,062.50**</u>	<u>\$402,500</u>
Total Phase 2	609	\$67,675	\$6,267 - \$8,135	\$3,816,500 - \$4,954,500
TOTALS - PHASES 1 & 2	1,018.48	\$97,300	\$7,435-\$8,915	\$7,572,102.50 - \$9,080,102.50

*First year option of \$14,225 paid. Two remaining years would be \$28,450 (\$14,225 x 2). Total \$42,675

**Includes house and truck barn

Request to JEDO:

- Ratify \$67,675 for options through the end of 2012.

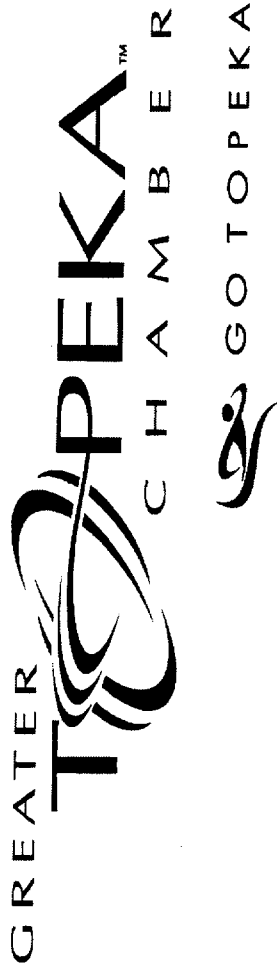
Request to JEDO

Phase 1

- Ratify \$29,625 for options through the end of 2009. Closings anticipated in December, 2009.
- Approve the purchase of 409.48 acres of land at the potential highest amount of \$4,095,977.50 (\$4,125,602.50 less \$29,625 option cost applied to purchase).
- Approve the cost of engineering and follow-up environmental of \$758,000 (Offsite utilities, entry, sewer pump station and force main, railroad switch and stub out, platting and zoning, soil samples). Carry over to 2010.
- Approve \$40,000 for estimated legal costs.

Phase 2

- Ratify \$67,675 for options through the end of 2012.



ECONOMIC DEVELOPMENT

2009

3rd Quarter Report to JEDO

GO TOPEKA PROGRAM OVERVIEW

General

GO Topeka has developed and is implementing a rolling (updated annually) 3-year strategy to greatly enhance and move the program to a higher level. The goal is to use the limited tax funds effectively and produce higher economic returns for the citizens of Topeka and Shawnee County.

The guiding principle of the new strategy is:

**One Team
One Thousand Leads Annually
One Hundred Qualified Leads Annually**

The components of the strategy will be:

- Attraction of quality companies through an aggressive marketing program focused on the sector targets identified in the Competitive Strategies Group report of February 2007.
- Retention and expansion of existing companies through an enhanced BRE program called G.A.I.N. – **Grow. Assist. Innovate. Nurture.**
- Small business development including a strong, expanded Disadvantaged Business Enterprise (DBE) program under the direction of the DBE Advisory Council and, in cooperation with the Washburn University Small Business Development Center, and SCORE, (NaviGate) an entrepreneurial development delivery system focused on entrepreneurs that have potential to become “primary” employers in the community.

Several other improvements have been made in the program including a new project management system including an expanded project tracking/information system and a division of targets between staff to allow for a better understanding and specialized knowledge of sector targets.

In the future, prior to developing incentive packages, an economic impact analysis will be performed to determine what the appropriate level of incentives would be to obtain a 6% return on investment (incentives) or 7 year payback. This will assure that the incentive package is a productive business arrangement for the community. Associated with the impact analysis, revisions to the existing incentive policy will be proposed to increase a competitive system in relation to other competing communities.

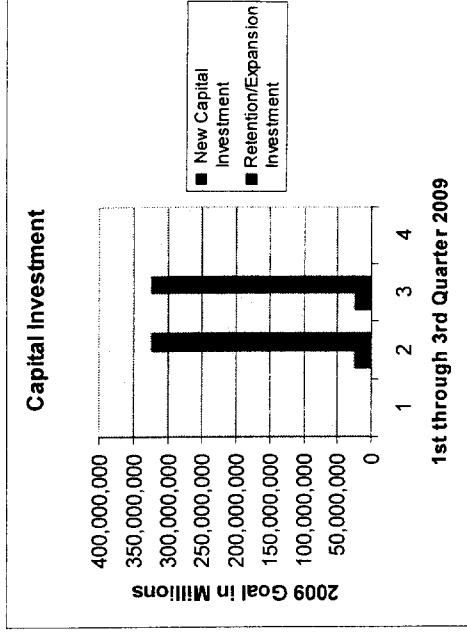


GO Topeka Performance Summary

By Goals

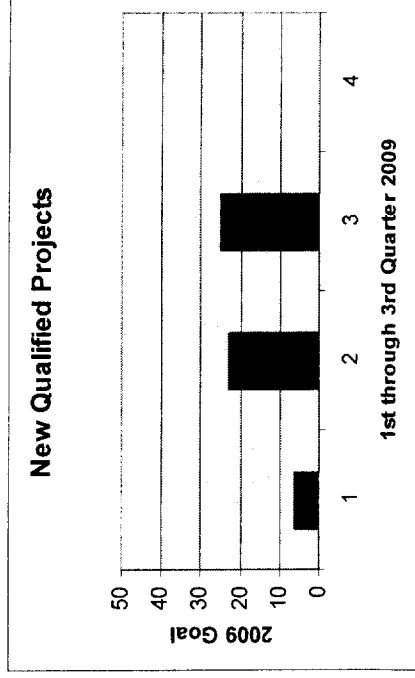
January-September, 2009

- **Capital investment:**
 Annual Goal: \$40,000,000
 Actual To Date: 0
 Retention/Expansion:
 \$324,500,000



- **Average wage:**
 Annual Goal: At Least \$29,971 or \$14.41/hr Annual Goal
 Actual to Date: \$49,959/year

- **Total new qualified projects(2):**
 Annual Goal: 50
 Actual To Date: 25



- Current active projects (3): 10
- Potential total new jobs for active projects: 1290
- Potential new investment from active projects: \$86,640,000
- GO Topeka-hosted project visits: 4
- Companies making multiple community visits: 3
- Community visits to project companies/HQs in 2009: 0

- Surveys completed with reports: 1
 - Number of recognition events: 3
 - Number of companies materially-assisted (4): 57
 - Number retention project files open: 2
 - Estimated number of jobs retained: 208
 - Estimated annual payroll: \$7,450,560
 - Current tax base: 0
 - Potential investment: \$5,000,000
 - Number of expansion project files open: 0
 - Potential new jobs:
 - Potential new investment:
 - Retention/Expansions: 3
 - Number of retained jobs: 25
 - Number of new jobs: 1575
 - Capital investment: \$324,500,000
 - Average wage: \$49,000/year
 - Average Wage Retained Jobs: \$50,000/year
- (4)"Materially-assisted" means substantive assistance, something beyond a phone call to include but not limited to helping arrange assistance, setting up meetings to address issues, supporting, through activities of GO Topeka and the Chamber, expansions, responding with solutions to identified issues and problems, etc.

WORKFORCE DEVELOPMENT

Team Leader: Feldmann

- **Workforce skills assessment:**
 Annual Goal: Completion by end of 2009
Status 3rd Quarter: GO Topeka will conduct a study of our current workforce skills and an assessment of what is needed in order to remain competitive in the area of providing a skilled workforce for the future. During the second quarter, development of the request for proposal (RFP) began. The RFP is scheduled to go out early in the third quarter. The study is estimated to be under contract by the end of October and completed in 2009.

project and will be one of the individuals on the video that will be speaking directly to the students about the importance of the test and how it can benefit them whether or not they will be seeking jobs after high school. Staff will coordinate a follow up meeting in early December with school personnel in order to answer any questions or issues that arose from the first testing series, allowing for the schools to work out the bugs.

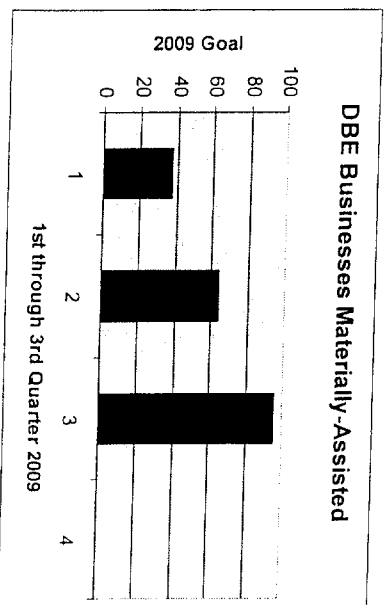
- **Workforce data for the website**

Annual Goal: Update website with recent community data.
 Status 3rd Quarter: As we complete the testing with school districts, staff will post on the website that the community requires WorkKeys testing as part of high school graduation requirements.

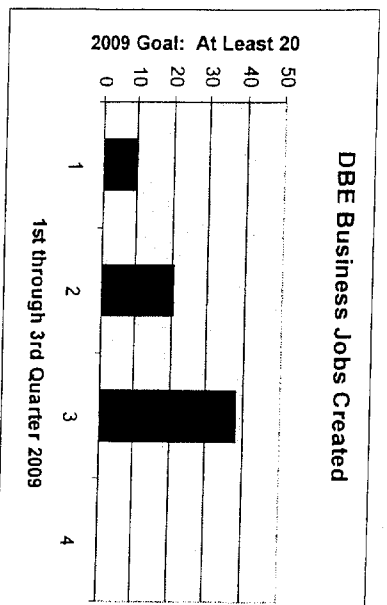
ENTREPRENEURIAL/MINORITY BUSINESS DEVELOPMENT

Team Leader: Hermocillo-Legg

- **Number of DBE businesses materially-assisted:**
 Annual Goal: 100
 Actual To Date: 95



- **Number of DBE business jobs created:**
 Annual Goal: At Least 20
 Actual To Date: 38



GO Topeka Performance Reporting

New Business Attraction

	1 st Qtr.	2 nd Qtr.	3 rd Qtr.	4 th Qtr.	Totals
Total leads/inquiries in 2009 (1)	102	305	128		535
Total new qualified project files in 2009 (2)	9	14	2		25
Current active projects (3)	6	13*	10*		-
Potential total new jobs for active projects	3191	5335*	1290		-
Potential new investment from active projects	\$979,500,000	\$569,500,000*	\$86,640,000		-
GO Topeka-hosted project visits in 2009	0	2	2		4
Companies making multiple community visits in 2009	0	1	2		3
Community visits to project companies/HQs in 2009	0	0	0		0
Announcements in 2009	0	0	0		0
➤ Number of new jobs	0	0	0		0
➤ Capital investment	0	0	0		0
➤ Average wage	0	0	0		0

(1) "Leads/inquiries" are initial contacts by a company or consultant through website, phone, email, correspondence, walk-ins, marketing missions, outreach marketing, or referrals including KDOC, KCADC and locally generated referrals.

(2) "Qualified projects" are any projects that have requested additional information after an original contact by the company or consultant, submission of a first response packet, or response to a questionnaire.

(3) "Active projects" are those that a formal proposal has been submitted; at least three (3) contacts by the company or consultant have been made with the office; we have been notified that Topeka/Shawnee County is on the short-list; or active contract negotiations are underway. Current active projects include any carryover actives from the previous year in addition to new current active projects.

Entrepreneurial/Minority Business Development

	1 st Qtr.	2 nd Qtr.	3 rd Qtr.	4 th Qtr.	Totals
Number of entrepreneurs/small businesses counseled in 2009	116	84	97		297 82% DBE Defined
Number of entrepreneurs/small businesses referred to other resources in 2009	117	56	78		251
Number of entrepreneurs/small businesses materially assisted in 2009 (5)	37	27	31		95
Number of loan packages initiated in 2009	0	0	2		2
Number of loan packages closed in 2009	0				N.A.
Number of jobs (FT/FTE) created by clients in 2009	10	10.5	17.5		38
Number of educational programs sponsored/hosted in 2009	13	13	8		34*
Number of entrepreneurial/small and minority business recognition functions in 2009	84	58	50		192

(5)) "Materially assisted" means substantive assistance, something beyond a phone call or one-time counsel to include but not limited assisting with business documents, connecting with financial resources, one-on-one training, business reviews, etc. Such assistance must be over a period of time and lead to the creation of jobs and/or increased sales/profits of the business.

*Serviced 945 entrepreneurs/professionals



GO TOPEKA

2009 MARKETING BLUEPRINT

- **SITE CONSULTANT/INDUSTRIAL CONTRACTOR CAMPAIGN.** Since approximately 75% of the site analysis work is now done by site consultants, an intense emphasis will be directed toward this profession. The purpose will be to advise and educate the consultants and contractors on the value of Topeka and Shawnee County as a business location.
- **RESEARCH.** There will be a increased emphasis on research in 2009 to support the targeted marketing efforts, trends assessments, and proposal development.
- **PUBLIC RELATIONS.** GO Topeka will support the development of a consensus brand for Topeka and Shawnee County and will increase the effort to get the "good news" about Topeka and Shawnee County to site consultants and targeted companies. Additionally, there will be an increased effort to issue media releases to key national business publications.

Introduction to Targeted Sectors

During 2008 the GO Topeka staff was focused on identifying targeted industries for which Topeka/Shawnee County has a competitive advantage. The targeted industry list will provide Topeka with a framework to focus its resources on those areas that hold the most return on time and marketing dollars invested in expansion and attraction efforts. (Due to the economic conditions that have arisen in 2008, attention will be given to ongoing review of the identified targeted areas and marketing plans as adjustments may be necessary throughout the year to meet the changing dynamics underway in the national economy.)

The targeted industries were identified because they meet the following goals:

- They build upon the area's blend of assets and challenges.
- They offer the county greater economic diversity and the chance to expand existing industry activities into more advance operations.
- They offer diversified employment opportunities for the area's residents and labor market.
- They offer an opportunity to look at emerging industries.

The targeted areas below are diverse but all either build on existing skills available, or have shown growth, and will diversify the area's economy.

- Animal Bioscience Research
- Warehousing/Distribution

Economic Development Strategic Plan 2002-2009 Strategic Plan 2009 Business Plan – New Business Recruitment (A)

Strategy(s)	Action Plan	Performance Measurements	Third Quarter 2009
A.1. Goal: Increase employment base and provide increased business opportunities			
<p>1. Attract and Target Diverse Sectors. Develop and maintain an aggressive economic development program with emphasis on primary jobs identifying emerging business sectors as well as those business sectors for which we have a competitive advantage.</p> <p>(Corresponds to: Heartland Visioning Economic Development #1)</p>	<p>Develop a core prospecting list centered around the targeted market sectors (biosciences, wind and alternative forms of energy, various manufacturing, warehousing/distribution, medical, etc.) based upon NAICS code classifications, companies meeting a minimum size or activity thresholds followed by development of a marketing campaign via the website, one on one visits with national site consultants, direct mail and other methods building upon the strengths of our community. The targeted sectors may be adjusted throughout the year to respond to changes in the economy in order to focus on those sectors that have the greatest potential for continued growth and positive impact on the area.</p>	<p>Create 1,000 leads and 100 qualified prospects by 2010. Based upon the core prospecting list of companies contact will be made with key company representatives to determine if the company has expansion plans in the near future.</p>	<p>Staff continues to identify potential leads as well as key contacts within the targeted industry sectors. Letters are forwarded to the identified companies highlighting our community, as well as available programs and services which would be instrumental in their decision process for potential expansion plans. To date 535 contacts have been made with key individuals within the targeted industries. Staff is currently working on 25 qualified projects with companies looking to possibly expand or relocate.</p> <p>Staff participated at a wind conference held in Manhattan which was conducted by the American Wind Energy Association and the Coalition of</p>

**Economic Development Strategic Plan
2002-2009 Strategic Plan
2009 Business Plan – New Business Recruitment (A)**

Strategy(s)	Action Plan	Performance Measurements	Third Quarter 2009
2. Focus efforts on potential growth of the bioscience industry in the area. (Corresponds to: Heartland Visioning Economic Development #1)	Undertake a two part study-the first of which will be to determine and validate the viability of Topeka and Shawnee County, Kansas and the immediate area as a center for biosciences, animal sciences and life science development. The study should identify all potential sectors suitable for development prioritizing the top three that could position Topeka and Shawnee County as a leading center in these sectors. In addition, it will assess and identify the assets and liabilities for the biosciences, animal sciences and life sciences in comparison to other communities and regions nationally. The study should further identify key assets that must be developed and liabilities that must be eliminated or addressed in order for Topeka Shawnee County to be competitive. If the first portion of the study shows validity to move ahead with this industry sector, a follow up study will be initiated that will identify and clearly outline strategies and a detailed marketing plan.	Study Components: ..assessment of current and projected state of the biosciences including growth sectors and emerging sectors. ..competitive assessment of Topeka	Work continues on the bioscience study that has been underway for much of 2009. Participants involved with the last portion of the study have now broken into evaluation teams and will be reporting back to the consultant and staff in mid October. These groups have been given the charge to determine whether or not there is a true opportunity for Topeka/Shawnee County to participate in the biosciences.

**Economic Development Strategic Plan
2002-2009 Strategic Plan
2009 Business Plan – New Business Recruitment (A)**

Strategy(s)	Action Plan	Performance Measurements	Third Quarter 2009
<p>3. Regional Competitiveness Center</p> <p>(Corresponds to: Heartland Visioning Economic Development #2)</p>	<p>Create a unique, compelling asset that differentiates Topoka and Shawnee County as a global economic competitor for the attraction of quality jobs and investments.</p>	<p>Develop a regional competitiveness center that provides a globally competitive workforce, entrepreneurial incubators and technology parks so that research from KU, KSU and beyond can be commercialized in Shawnee County.</p>	<p>Through Heartland Visioning's Economic Development Foundation Team, a task force to examine the development of a competitiveness center was formed, chaired by Neil Fisher. Additional discussions are underway with Washburn University and the Washburn Institute of Technology concerning this need.</p>
<p>4. Develop an aggressive marketing program both internal and external. Market our community globally with a unified marketing plan.</p> <p>(Corresponds to: Heartland Visioning Quality of Life C3) (Economic Development #1, 4 and 5)</p>	<p>A multi-channel campaign (media, print, direct mail, website development, collateral marketing material, etc) is needed to publicize the area's strengths and position ourselves as a place to do business.</p>	<p>Develop a timeline focusing on the primary message with corresponding sub-messages that support the values conveyed in the timeline. A timeline to be used in all marketing pieces. Development and design of various marketing materials such as demographic brochure, 2 minute videos as testimonials, etc.</p>	<p>The Chamber and GO Topoka have developed a branding, "We Can Do That." The central theme has been well received and will continue to be promoted on all marketing pieces.</p> <p>An electronic newsletter the "Edge" is forwarded to national site consultants highlighting major economic development activities within our community.</p>

**Economic Development Strategic Plan
2002-2009 Strategic Plan
2009 Business Plan – New Business Recruitment (A)**

Strategy(s)	Action Plan	Performance Measurements	Third Quarter 2009
			"primary jobs" and results of GO Topeka.
	Maintain data on available buildings and sites via website.	Enhance site mapping to provide resources desired by site selectors.	Staff is continuing to work with Bartlett and West on developing a strong GIS system to market existing sites and properties.
	Continue to reinforce the positive impact the passage of the tax has had on the community to the general public.	Whenever sales tax dollars are used to assist business and industry in new construction/expansion, place a sign at the location stating your local sales tax dollars at work.	
5. Community Pride Campaign (Corresponds to: Heartland Visioning Quality of Life # C1 and C3)	Develop a community pride campaign to tout the positive attributes of the Topeka area and to help create a large pool of local ambassadors of local citizens as advocates of the area.		
6. Increase the availability of industrial and commercial sites to market to new and expanding businesses. (Corresponds to: Heartland Visioning Economic Development #16)	Work with MTTAA to develop Forbes to its highest and best use.	Market Forbes Field as one of Topeka's land sites emphasizing foreign trade zone and access to a 12,000 ft. runway.	After working with representatives from the Foreign Trade Zone, Eric Johnson made a presentation at the GO Topeka board meeting regarding changes in the foreign trade zone.

**Economic Development Strategic Plan
2002-2009 Strategic Plan
2009 Business Plan – New Business Recruitment (A)**

Strategy(s)	Action Plan	Performance Measurements	Third Quarter 2009
(Corresponds to: Heartland Visioning Economic Development #5 and Education D2)			social, educational, and philanthropic programming while working to retain young professionals in the area.
		Develop a community branding campaign.	
(Corresponds to Heartland Visioning Education # D2)	Market the area as the Kansas "Knowledge Corridor."		
3. Support efforts to seek additional military mission growth at the 190 th ARW.	Support the 190 th ARW along with the Governor's Military Council.	Support strategies to secure additional missions that strategically benefit the local unit and nation..	Dialogue continues regarding the 190 th Air Refueling Wing with the goal of assuring the unit remains in Topeka with an appropriate mission. The Department of Defense (DOD) can make changes and move facilities even without BRAC so it remains important to be vigilant in assuring military operations are relevant. Forbes is cost effective and can handle large plans including C-17's.
4. Maintain high level of public/private support for economic development. Build consensus support and organizational strength.	Set up speaking engagements at civic organizations, NIA's, professional groups, etc.	Set up speaking engagements with various civic organization and professional groups, etc., informing them of activities undertaken and seek input.	GO Topeka staff continues to speak at local civic clubs to communicate activities and results.

**Economic Development Strategic Plan
2002-2009 Strategic Plan
2009 Business Plan – New Business Recruitment (A)**

Strategy(s)	Action Plan	Performance Measurements	Third Quarter 2009
	KEDA, IAMC etc. to further strategic plan.	in four or more web seminars.	Smart Port meetings which focus on logistics and transportation issues and the KCADC monthly meetings which highlight various regional and national economic development topics that have an impact on business development. Staff also participates in the quarterly KC Corridor Conversations for Animal Health. In addition, staff has participated in two webinars one entitled, "The Role of Social Media in Economic Development."
A.4. Goal: Develop opportunities to enhance the image and identity of Topeka/Shawnee County.			
1. Support efforts to enhance the gateways to the community.	Support efforts to assemble necessary resources to improve the visual aesthetics at Topeka major gateways.		
	Support efforts of the City and others for successful submission of KDOT traffic-way enhancement grant.		

<p style="text-align: center;">Economic Development Strategic Plan 2002-2009 Strategic Plan 2009 Business Plan – Business Retention and Expansion (B)</p>			
Strategy(s)	Action Plan	Performance Measurements	3rd Quarter 2009
B.1. Goal: Create a strategic system for the retention and expansion of existing business and industry. (B)			
1. Develop an in-depth visitation plan that will assist in the identification of companies at risk and companies that have the potential to grow. (Corresponds to: Heartland Visioning Economic Development #1.a and 3)	Conduct 200 visits per year including the top 50 major employers. Continue developing/maintaining a solid database which will greatly enhance the efforts of the business retention program. Request feedback on concerns, and general issues they have about doing business in Topeka. As a result of the visitation program, complete an annual report highlighting major reoccurring issues, identified workforce training needs, etc.		151 visits have been conducted in 2009 with 39 of these visits being to major employers. This is done on each business visit. This will be completed in December. Mid-year condensed report will be completed by the end of July.
	Identify company problems and take immediate action to resolve.		This is done on each visit. Currently working on four issues that arose from the business visits.
	Travel to the home offices of local companies to help local industries improve their position for future growth.		Staff did not travel to any home offices of local companies in the first three quarters of 2009.
	Provide training for staff to conduct an effective business retention and expansion program.	Staff will be involved with the Kansas Economic Development Association, the North Topeka Business Alliance, the International Economic Development	Staff is involved with the Kansas Economic Development Association, the North Topeka Business

Economic Development Strategic Plan

2002-2009 Strategic Plan

2009 Business Plan – Business Retention and Expansion (B)

Strategy(s)	Action Plan	Performance Measurements	3 rd Quarter 2009
B.1. Goal: Create a strategic system for the retention and expansion of existing business and industry. (B)			
			Staff will also participate in other educational opportunities as the Senior V.P. of Economic Development recommends.
	Continue working with expansion/assistance team that involves representatives from the state and others from the community in order to offer possible incentives and business advice. Create increased awareness of local, federal and state incentives.	Staff will continually be working with the expansion/assistance team as the need arises, specifically on expansion and retention projects.	Staff is currently working with the Department of Commerce on Project Envelope and Project Coil.
		Offer quarterly educational workshops on available local, state and federal incentives/resources as well as assistance available through the SBDC and DBE programs.	The Resources for Growth Incentive Workshop was held on February 19. Future workshops will be hosted by the DBE since a majority of the information is geared to small businesses.
		Track answers on problems from questionnaires and feedback from other sources. Notify proper authorities as soon as possible. Take a pro-active approach to solving any problems. Report back to the company periodically on the progress that is being made.	Data is entered into E-Synchronist on a weekly basis and follow-up is provided.
		Nominate several of Topeka's businesses for the state's Business Appreciation Awards.	G.A.I.N nominated several Topeka businesses for the State's Business Appreciation Awards.

**Economic Development Strategic Plan
2002-2009 Strategic Plan
2009 Business Plan – Business Retention and Expansion (B)**

Strategy(s)	Action Plan	Performance Measurements	3 rd Quarter 2009
B.1. Goal: Create a strategic system for the retention and expansion of existing business and industry. (B)			
		Create a Topeka Business of Distinction Calendar.	Calendar to be completed and in place for 2010.
		Host a business appreciation event at the NHRA Summer Nationals.	G.A.I.N. hosted a business appreciation event at the NHRA Summer Nationals on May 31, 2009.
	Provide summits, seminars and workshops that will interest and educate Topeka and Shawnee County businesses.	Host quarterly educational summits, seminars and workshops.	G.A.I.N. hosted a marketing workshop on August 18, and in collaboration with Washburn, hosted a <i>Lean Six Sigma White Belt</i> course with over 30 participants. G.A.I.N. also collaborated with Washburn on a leadership workshop entitled <i>Directions in Organizational Leadership</i> on September 16. This workshop served as an introduction to a leadership course that is being offered at Washburn.

March Visits

2-Mar	Topeka Metal Specialties	Jim Peek	Dan Schemm, Doug
2-Mar	USD 450	Marty Stessman	Kinsinger, Steve Jenkins,
3-Jan	Kansas Expo Center	HR Cook	Kathy Moellenberndt
4-Mar	Old Dominion Freight Line	Roy Smith	Dan Schemm
5-Mar	T&T Management	Steve Tyler	Dan Schemm
Mar-09	Goodell & Stratton	Miranda Owens	Dan Schemm
11-Mar	Core First	John Fager, Gary Cushinberry	Dan Schemm, Cyndi Legg
13-Mar	Stormont Vail	Carol Wheeler	Dan Schemm
16-Mar	St. Francis	Mike Schrader	Dan Schemm
17-Mar	VA Health Revenue Center	Dick Rhoades	Dan Schemm
24-Mar	MTAA	Eric Johnson	Dan Schemm
24-Mar	Blind Tiger	Jay Ives	Dan Schemm
25-Mar	Custom Neon	James Davis	Dan Schemm
25-Mar	Bettis Asphalt	Eric Bettis	Dan Schemm
25-Mar	M-C Industries, Inc.	Karla Clem	Dan Schemm
26-Mar	Sunflower Prompt Care	Shammie Felps	Dan Schemm
30-Mar	Schmidt Engineering	Tiffany Logue	Dan Schemm

April Visits

6-Apr	BRB Contractors	Mike Welch	Dan Schemm
6-Apr	Express Employment	Diana Ramirez	Dan Schemm
8-Apr	Extreme Recycling	Joseph Lambert	Dan Schemm
8-Apr	Lee's Truck	Lee Sachs	Dan Schemm, Rick
10-Apr	FHL Bank	Andy Jetter	LeJuerrne
13-Apr	Fidelity Bank	Allen Toweles	Dan Schemm
14-Apr	Premier Executive Recruiting	Larry Robbins	Dan Schemm
16-Apr	Civics Plus	Ward Phillips	Dan Schemm
27-Apr	AAA	Jim Hanni	Dan Schemm
29-Apr	Aldersgate Village	Jerry Ney	Dan Schemm
30-Apr	T3 Tomorrow's Technology		
	Today	Dominick Carreno	Dan Schemm

6-Jul	Airgas Mid South, Inc	Larry Romine	Dan Schemm
7-Jul	Cla-Mar, Inc.	Dick Moore	Dan Schemm
8-Jul	Smith Audio Visual	Larry Heilman	Dan Schemm
8-Jul	Heartland Park	Ray Irwin	Dan Schemm
9-Jul	Level 4 Engineering	Mark Boyd, Max Dametz, Rick Schmidt	Dan Schemm
9-Jul	House 2 Home	Leanne & Mike Dolsky	Dan Schemm, Cyndi Legg, Scott Taddiken
10-Jul	WIBW	Jim Ogel	Dan Schemm, Amber Gentry
13-Jul	JE Dunn	Jim Rinner	Dan Schemm
14-Jul	Dultmier Concrete	Chuck Dultmier	Dan Schemm
15-Jul	Waste Management	Jason Chan	Dan Schemm
16-Jul	Lohmann & Rauscher	Mike Hall	Dan Schemm
16-Jul	Whitey's Auto Repair		Dan Schemm, Rick LeJuerne
16-Jul	Vision Bank	Tim Krueger	Dan Schemm
20-Jul	Mize Howser	Brad Owen	Dan Schemm
23-Jul	Shorey Metal Works	John Conklin	Dan Schemm
23-Jul	CAS Construction	Travis Stryker	Dan Schemm
24-Jul	Oppenheimer & Co., Inc	Kathleen Williams	Dan Schemm
28-Jul	Salisbury Supply Co.	Tighe LaRue	Dan Schemm
28-Jul	Sunflower Prompt Care	Shammie Phillips	Dan Schemm
29-Jul	Marion Lane Candles	Connie Cook	Dan Schemm
29-Jul	Thyssenkrupp Elevator	Christy Ford	Dan Schemm
30-Jul	Patton Law Office	Fred Patton	Dan Schemm
30-Jul	Cranston Recycling	Bryan Cranston	Dan Schemm
August Visits			
3-Aug	Schmidtlein Excavating	Dave Schmidtlein	Dan Schemm
3-Aug	Greenwave Electric	Travis Gooden	Dan Schemm
4-Aug	Midwest Custom Cycle	Charles Coe	Dan Schemm
5-Aug	Senior Care Rx	Matt Hayden	Dan Schemm
5-Aug	Copeland Pipe & Restoration		Dan Schemm, Cyndi Legg, Rick LeJuerne
10-Aug	ITC Great Plains	Carl Huslig	Dan Schemm
10-Aug	Hall Commercial Printing	Dave Brubaker	Dan Schemm

17-Sep	Saviam LLC	Paul Duncan	Dan Schemm
18-Sep	Cope Plastics	Terry Flemming	Dan Schemm
21-Sep	Capital Graphics	Carol Riddle	Dan Schemm
	Heumann & Associates		
21-Sep	Dental	James Schroeder	Dan Schemm
22-Sep	Foodcraft	Rich Hamlin	Dan Schemm
23-Sep	C-Team Studios	Jeff Coen	Dan Schemm, Ande Davis
25-Aug	A+ Safety	Torry Heatherly	Dan Schemm
25-Aug	Energy Innovators	Jim Gartner	Dan Schemm
29-Sep	Epic Supply Company	Kim Shafer	Dan Schemm
30-Sep	Dynamic Dental Innovations	Stephen Chronister	

**Economic Development Strategic Plan
2007-2012 Strategic Plan
2009 Business Plan – Workforce Development (C)**

Strategy(s)	Action Plan	Performance Measurements	Third Quarter 2009
#5 and 15; Education A.1 and D.1)		board/community. This study will allow staff and the community to better prepare our available workforce and employers for future workforce needs.	skills assessment study.
C.2. Goal: Create a system that provides the needed skilled workforce to meet the needs of our targeted industries and existing industry.			
1. Provide opportunities to educate area employers on available resources/training to meet their growing workforce needs. (Corresponds to: Heartland Visioning Economic Development #5, 15, and 20	Coordinate with Heartland Works/Workforce Centers, Washburn Technical Institute, and KDOC to provide forums and workshops to educate area businesses on retaining and hiring a skilled workforce.	Staff created a Resource Roundtable in 2008. Work will continue meeting monthly with Heartland Works, KDOC, and Washburn Tech in order to discuss area companies that have requested assistance. This will also allow the group to better serve the employers in need with all the resources possible from the community.	Staff continues meeting with the Resource Roundtable monthly in the third quarter. Good discussions about business needs occur during the meetings. This shared communication allows the community to better respond to businesses needs. Due to travel, staff cancelled the September roundtable. Meetings will resume in October.
(Corresponds to: Heartland Visioning Education #D.1, D.2, D.4, D.5, D.8 and C.4)		Staff will hold several "Sector Roundtables" yearly in order to discuss needs, and how the community can address issues around hiring/training a skilled workforce. This will provide staff the opportunity to create programs/training to meet each sectors needs.	Unfortunately the Sector Roundtables have not been a success. It was discussed among the Resource group that maybe individual meetings with companies is the better way to achieve company intelligence

**Economic Development Strategic Plan
2007-2012 Strategic Plan
2009 Business Plan – Workforce Development (C)**

Strategy(s)	Action Plan	Performance Measurements	Third Quarter 2009
	implement and encourage area employers to require new hires to have the certificate available.	allows for a regional approach to the State's initiative with WorkKeys.	basis. Recently they created a power point presentation that could be used as we market WorkKeys to local employers.
	Develop marketing brochures that can be distributed to high school students as well as parents in the school district in order to educate this population about technical careers available in the Topeka/Shawnee County workforce.	In 2009, staff will complete new brochures for technical careers available in the Shawnee County area. Work will be developed in distributing them at the high school level as well as mailing the newly developed brochure to parents in each school district.	Staff determined that the most effective communication with students and parents was to co-develop a video that students could view in preparation of the WorkKeys test. The filming is complete and the video will be distributed throughout all public school systems.
Roll out the WorkKeys initiative in Shawnee County	Meet with Superintendents at each of the public schools located in Topeka/Shawnee County.	Staff will meet with area public school districts to determine if mandatory testing of students can be achieved with financial assistance.	Implementation is scheduled to begin between September – November of 2009.
(Corresponds to: Heartland Visioning Education #A.1)	Testing for the three components in WorkKeys in the public schools system.	Staff will meet with school district Superintendents and Counselors in order to initiate discussions about WorkKeys testing in the Sophomore or Junior year of high school.	Meetings are completed with all public school districts testing between Labor day (Sept) and Thanksgiving (Nov). Once the testing is complete we will tabulate the combined data to use for marketing purposes.

Economic Development Strategic Plan 2002-2012 Strategic Plan 2009 Business Plan – Disadvantaged Business Enterprise (D)			
Strategy(s)	Action Plan	Performance Measurements	3rd Quarter 2009
D.1 Goal: Application & Development of Funding Initiative			
1. Creation of CDFI Topeka/Shawnee County First Opportunity Fund, L.L.C. (Corresponds to: Heartland Visioning Economic Development #6 and 9)	<p>Project task will require the completion of the following :</p> <ul style="list-style-type: none"> ➤ Complete application process ➤ Administer contractual agreement with CDFI consultant ➤ Submit to the US Treasury 2009 for approval 	<ul style="list-style-type: none"> ➤ Submit and complete CDFI application on or before September 2009 ➤ 3 Contractual Tasks: <ul style="list-style-type: none"> ▪ I-Establish a certified CDFI Program within an eligible corporate entity. (3/08-11/08) ▪ II-Apply for certification as a CDFI by US Treasury Department CDFI Fund. (7/09-9/09) ▪ III- Develop a business plan and apply for financial support from CDFI Fund. (7/09-9/09) 	<p>Phase I. CDFI activity for Q1, Q2, Q3 to establish a certified CDFI Program within an eligible corporate entity = 322 Hours Total DBE Staff Hours spent on CDFI Shawnee/County First Opportunity Fund (FOF)</p> <p>Phase II. Starting Certification efforts, compilation of materials, 3-4 Loans, and webinar attendance w. Dept of US Treasury.</p> <p>**Includes US Treasury Correspondence, Greater Topeka Chamber Foundation, Legal Consultants, Accounting Consultants, Steering Committee, Greater Topeka Chamber Foundation, Operating Council, Loan Committee, Client Meetings, TA, CDFI Staff Prep/Q&A, Research, certification needs and Ongoing efforts with CDFI Consultant.</p>

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3. Loan document system policies & procedures	Creation of an operating policy and procedure; initiate a loan document system. Formation of a loan committee to govern, advise, and/or make recommendations for the First Opportunity Fund.	<ul style="list-style-type: none"> ➤ Have policies and procedures completed and approved by Chamber Foundation on or before March 2009. ➤ Loan committee to be devised per consultant's direction and application guideline measures of % needed to be from low to moderate income; approved by GTCC/GO Topeka and Chamber Foundation on or before March 2009. 	<ul style="list-style-type: none"> • Cash Operating Budget Aligned with GTCC/GO Topeka & Accountants • Bank Accounts Set up • Check cut from GTCF <p>Ongoing quest for public/private dollars to increase T/SCFOF Capital Structure.</p>
			<p>Q1, Q2, Q3</p> <ul style="list-style-type: none"> • Creation of Loan Policies and Procedures (revisions ongoing). • Creation of Authority Grid (revisions to adopt an LLC ongoing). • By Law Needs for FOF • Exploration of LLC to CDFI • First Opportunity Fund Entity. • By law actions needs to adopt by Foundation for FOF CDFI certification. <p>Exploration of Loan Documentation Systems</p> <ul style="list-style-type: none"> • Loan Policies and Procedures (revisions ongoing). • Loan Documentation Systems – TEA Introduced at 2/17/09 Meeting. <p>2/23/09CDFI P & P doc review (Go Connection Comparison)</p>

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organizational structure	for approval of necessary bylaws and operating amendments.	practices for CDFI – First Opportunity Fund.	<p>Elwood, Jeff Wietharn, Brad Owen, DBE Staff. – Action Plan of work disseminated, use of legal authority given to explore legal forms for loan documentation and Loan P&P. and LLC (Elwood/Wietharn) creation exploration.</p> <ul style="list-style-type: none"> 1/14/09 & 1/29/09 Mtg with Jeff Wietharn , Legal counsel for contractual forms development and Loan P &P <p>2/17/09 Meeting – Doug Kinsinger, Steve Jenkins, Brad Owen, Phil Elwood, Jeff Wietharn, DBE Staff. –</p> <ul style="list-style-type: none"> LLC Formation Introduced (Phil Elwood- Articles of Organization) <p>2/11/09 Steering Committee Mtg.</p> <ul style="list-style-type: none"> Introduction Formation/P&P Gaining capitalization efforts and understand the financial institution dynamics of Topeka. <p>3/4 Meeting – Doug Kinsinger, Steve Jenkins, Phil Elwood, Jeff Wietharn, DBE Staff. –</p> <ul style="list-style-type: none"> LLC Formation Introduced (Phil Elwood- Articles of Organization)

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			<ul style="list-style-type: none"> Operating Council: 6/24, 7/6, 7/21, 7/23, 8/28, 9/30 Loan Committee – 7/14, 7/27, 7/30, 8/25, 9/23, 9/25
D.2 Goal: Creating Visibility for DBE Program Initiatives in and on Behalf of the Community			
1. Focus Groups (Corresponds to: Heartland Visioning Economic Development #9)	Incorporate the 1998 Topeka Community Development Corporation Plan for a current 2009 approach to development North/East Topeka. Ongoing approach to identify resources and businesses in North/East Topeka.	<ul style="list-style-type: none"> ➤ Conduct 2-4 focus groups in 2009. ➤ Complete 2-4 Working papers in completion of the focus groups conducted. 	<p>Ongoing Effort- No Action Taken in Q1, Q2</p> <p>6.09 Hallmark meeting conducted:</p> <ul style="list-style-type: none"> - Formulate Questions - To be held in 4th quarter - Local facilitator - Held at community center in East/North Topeka - Ongoing <p>7.09- Ongoing</p> <p>8.09-9.09 Demographic Information DBE Committee Planning and Prepping for Focus Group.</p>

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Strategy(s)	Action Plan	Performance Measurements	3 rd Quarter 2009																																																										
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Strategy(s)	Action Plan	Performance Measurements	3 rd Quarter 2009			
			September	CJ- AWE	September	September
				FSFT Childcare CJ Online	WIBW Community Board	CJ -Orientation
3. Active sponsorship participation	Continue to support and promote the DBE Clientele and/or population at all designated or strategically created forums, programs, and tradeshows.	<ul style="list-style-type: none"> ➤ Increased trade show grant dollars utilized from DBE/FSFT clientele. ➤ GTCC/GO Topeka/DBE staff to be a visible contributor, participant, and outreach arm at each function. 	Q1, Q2, Q3	DBE attended – 192 community outreach functions that aligned with strategic plan and or supported DBE related efforts.		
4. Strategic efforts to build community relationships (Corresponds to: Heartland Visioning Economic Development #9)	Spearhead DBE Advisory Council activities to interface with DBE qualified communities. This will be an ongoing effort to make DBE Advisory Council a recognized community commodity.	<ul style="list-style-type: none"> ➤ Identify one location to service North and East Topeka to produce DBE small business activities that will derive maximum participation. <ul style="list-style-type: none"> ➤ Hold DBE outreach for identified DBE Communities ➤ Increase in number of active participants ➤ Continue an ongoing database of small business participants' names and contact information. 	Q1, Q2, Q3	<ul style="list-style-type: none"> • Exploration of N/E Location <ul style="list-style-type: none"> - Not applicable to date will explore when appropriately aligned with strategic plan. • Identification of 7 Zip Codes from DBE Staff as to focus outreach efforts. • DBE Advisory Council Chair delivered standing agenda item of DBE Update to GO Topeka Board. • Exploration of N/E Location <ul style="list-style-type: none"> - Not applicable to date will explore when appropriately aligned with strategic plan. 		

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Strategy(s)	Action Plan	Performance Measurements	3 rd Quarter 2009
		<ul style="list-style-type: none"> ➤ Make available to GTCC/GO Topeka/DBE websites. (If able to count the # of downloads utilizing a web counter will put in place) ➤ Document how many disseminated within the Topeka Community 	<p>Harris and Linda Vargas.</p> <ul style="list-style-type: none"> • Efforts to build a listing with KDOT occurred in 1/09. FSFT Directory was completed in January and will be mailed in February. • FSFT Directory was mass disseminated via mail in February. • DBE Contractor Listing Built with KDOT Partnership • FSFT Directory continued disseminations 4/09-5/09-6/09 7.09 <p>DBE Advisory Council approved a DBE Virtual Hub Site: -There will be a page embedded for an opt. in action to encourage all DBE Defined Businesses to Apply. 8.09</p> <p>Ongoing 9.09 RFP Development -Building Component</p>
<p>6. Open a field office East of Kansas Avenue to increase DBE efforts for North/East DBE clientele. (Corresponds to: Heartland Visioning</p>	<p>Develop a plan to review and consider a field office. Direct and virtual services would be rendered to DBE clientele at this satellite office.</p>	<ul style="list-style-type: none"> ➤ Canvas East/North Topeka for office space via in-kind versus direct funds. ➤ Strategic community location to maximize DBE presence and participation. ➤ Form a DBE Council Committee 	<p>No Action Taken Q1 , Q2, Q3</p> <p>Ongoing effort.</p>

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2. First Step Fast Trac Series (FSFT, FSFT Childcare, FSFT Spanish)	<p>Education and Training Manager will complete FSFT certification training.</p> <p>First Step FastTrac Programs (FSFT) ongoing recruitment, oversight, marketing and engage in client services.</p>	<p>➤ Conduct four (4) FSFT classes – (Contract with Entrepreneurial Synergy (ES) until 2010.)</p> <ul style="list-style-type: none"> ▪ Pre-survey of skills administered by ES and given to DBE Staff. <p>➤ Conduct Spanish FSFT – (1) FSFT</p> <p>➤ Conduct (1) FSFT Child Care Classes</p> <p>Temperature check will be administered to survey contracted staff performance.</p> <p>➤ DBE Staff oversight of FSFT classes will be ongoing to promote growth throughout services offered. Maintain contact with FastTrac graduates via alumni association and other methods to determine their current status and assess additional needs or referral to consortium members.</p>	<p>- Held at community center in East/North Topeka</p> <p>- Ongoing Effort</p> <p>FSFT/FSFT Childcare Graduating in Q1, Q2, Q3= 57 FSFT Graduates (Total FSFT To Date= 326)</p> <p>FSFT Course Start Date 2/09- Completed 2nd Quarter</p> <ul style="list-style-type: none"> • 14 FSFT Graduates(4/8) • ES Planning Wrap Up Session • DBE Staff Address • FSFT Clients 2 Mtgs. <p>FSFT Childcare Course Start Date 2/09-Completed 2nd Quarter</p> <ul style="list-style-type: none"> • Class # 1= 19 Graduates/5 Facilitator Certifications. • 4 Service Provider Planning Mtgs. <p>FSFT Alumni Round Tables Created:</p> <ul style="list-style-type: none"> • Small Business Tax Basics (HR Block speaker and networking opportunities occurred) 1/29/09= 6 FSFT Clients in attendance with a

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			<p>5.09</p> <ul style="list-style-type: none"> • DBE Received \$50,045.00 for the 2009 FY from Housing and Neighborhood Development to encouraged small business and entrepreneurial creation in underserved populations. <p>FSFT Course In Session</p> <ul style="list-style-type: none"> • 14 FSFT Graduates(4/8) • Ongoing Correspondence with ES Team and Clients • Graduation – 6/24 <p>FSFT Childcare Course : Aug Start Date for Class #2</p> <ul style="list-style-type: none"> • Currently a 6 month follow up in place for FSFT child care graduates • Coaching still ongoing <p>6.09</p> <ul style="list-style-type: none"> • Contract Finalized for HND • 10 FSFT Graduates(6/24) • Ongoing Correspondence with

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<p>3. Small business education/ training to promote growth in business endeavors.</p> <p>(Corresponds to: Heartland Visioning Economic Development #9)</p>	<p>Turnkey Small Business Solution Series Utilize appropriate communication tools and methods to equip small business owners with education and training in Shawnee County.</p> <p>Small Business Training Seminars These are traditional training seminars for small business owners. The goal is to keep from duplicating KSBDC educational efforts, but hone in on existing business needs. These seminars can be easily duplicated to target North and South Topeka small business owners.</p> <ol style="list-style-type: none"> 1. Promote small business growth for existing and start up owners. 2. Give small business owners quality and informative education. 3. Create a stronger presence and partnerships between small business owner and community resources. 4. Target north and south small business owners 5. Provide a Q & A Forum on relative small business needs. 6. Provide small business owners new ways to receive SB education and research. 	<p>➤ Utilize questionnaire to obtain baseline data on each small business serviced.</p> <p>➤ Administer pre/post survey to quantify participant's knowledge on each session to measure growth.</p> <p>➤ Create ongoing participant database for all future training opportunities.</p> <p>➤ Devise a follow up plan of action to see if training was implemented.</p> <p>➤ Maintain contact with participants to evaluate other small business educational needs to help or refer to The Entrepreneurial Consortium.</p>	<p>1/14/09 Lunch Box Series Event:</p> <ul style="list-style-type: none"> • 38 in attendance • 79% of total attendees that are currently small business owners • 84% of attendees participating questionnaire are small business owners <p>Overall SBLB Series Evaluation:</p> <ul style="list-style-type: none"> o Very good = 76% o Good = 24% o (Fair and Poor were not marked) <p>Pre/Post Knowledge Assessment:</p> <ul style="list-style-type: none"> o 21/33=64% Participated in Pre Knowledge Measurement o Average baseline knowledge % of participants entering seminar = 33.34% o 20/33=61% Participated in Post Knowledge Measurement o Average knowledge % of participants exiting seminar=75% o % of Overall Knowledge Growth = 42% <p>Questionnaire administered:</p> <ul style="list-style-type: none"> • 64% of questionnaire participants will be seeking designation • 20% of questionnaire participants are new to the DBE Program • 24% of questionnaire participants have more 4 to 6 employees. <p>2/26/09 Lunch Box Series Event: Brass Tacks: Virtual Marketing for Small Business: Social Media/E Commerce/ Virtual On-Line Presence</p> <ul style="list-style-type: none"> • 41 in attendance • 29% of total attendees are currently small business owners • 61% of attendees participating questionnaire ; 40% Small Business

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			<p>34%</p> <ul style="list-style-type: none"> o 77% Participated in Post Knowledge Measurement o Average knowledge % of participants exiting seminar=74% o % of Overall Knowledge Growth = 40% <p>3/26/09 Small Business Booster</p> <ul style="list-style-type: none"> • 19 in attendance • 68% of total attendees are currently small business owners • 68 % of attendees participating questionnaire ; • 74% in attendance are DBE defined Clients; 58% in attendance were FSFT Graduates. <p>Overall SMBB Series Evaluation:</p> <ul style="list-style-type: none"> o Very good = 77% o Good = 23% o (Fair and Poor were not marked) <p>Q 11. 85% of questionnaire participants plan to implement knowledge gained from SMBB Series immediately.</p> <p>Pre/Post Knowledge Assessment:</p> <ul style="list-style-type: none"> o 53% Participated in Pre Knowledge Booster Measurement o Average baseline knowledge % of participants entering seminar = 36% o 53% Participated in Post Knowledge Measurement o Average knowledge % of participants exiting seminar=70% o % of Overall Knowledge Growth = 34% <p>4.09 04/09 Small Business Booster Series: Insure</p>

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			<p>Chamber Membership</p> <ul style="list-style-type: none"> Potential Chamber Member Recruitment=16% are not chamber members that participated in the evaluation. <p>Overall Evaluation- #1 on Evaluation (46% responded to evaluation):</p> <ul style="list-style-type: none"> Please rate today's buzz overall seminar, "Small Business Lending & the Economic Stimulus"? (derived from Q1). <ul style="list-style-type: none"> Very good = 72% Good = 28% (Fair and Poor were not marked) Please rate today's speaker, "Small Business Lending & the Economic Stimulus"? (derived from Q1). <ul style="list-style-type: none"> Very good = 76% Good = 23% Fair = 1% (Poor was not marked) <p>Small Business HR Express Series:</p> <p>Retaliation in the Workplace and How to Avoid It: According to the Equal Employment Opportunity Commission (EEOC), retaliation claims have doubled in the last ten years. Find out how you can stay protected. With the current economic situation and companies downsizing due to budget cuts, retaliation is a concern for employers. If an employee complains of being harassed or discriminated against and an employer lets them go shortly after, the employer could be held responsible.</p> <p>Total Attendance</p> <ul style="list-style-type: none"> 32 Attendees 78% of attendees participated in the HR Express Webinar Series evaluation. <p>Chamber Membership (Q6)</p> <ul style="list-style-type: none"> Potential Chamber Member

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			<p>Small Business Guide on How to do Business with Area Government:</p> <ul style="list-style-type: none"> •How To Become Eligible To Sell With Area Government •Understand Procurement Processes •Important Considerations For Bidders •Introduce small business owners to area purchasing directors •To create an informal atmosphere where small businesses felt able to render any Q & A. <p>Total Attendance</p> <ul style="list-style-type: none"> • 12 RSVP /6 Arrived (5 Presenters and Staff) = 6 Attendees does not include DBE staff and/or GTCC Staff <p>Chamber Membership (Q6)</p> <ul style="list-style-type: none"> • Potential Chamber Member Recruitment=50% participating in evaluation are not chamber members that were in attendance. <p>Small Business Owners in attendance:</p> <ul style="list-style-type: none"> • 66% of attendees participating questionnaire are small business owners (derived from Q3). • 83% of attendees are employed by or are owners of a small business. (derived from Q3) <p>Overall Evaluation- #1 on Evaluation (100% responded to questionnaire):</p> <ul style="list-style-type: none"> •How would you rate today's seminar, "How to Do Business w/Area Government"? (derived from Q1).

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Strategy(s)	Action Plan	Performance Measurements	3 rd Quarter 2009
			<p>Total Attendance</p> <ul style="list-style-type: none"> • 22 Attendees • 59% of attendees participated in the HR Express Webinar Series evaluation. <p>Chamber Membership (Q6)</p> <ul style="list-style-type: none"> • Potential Chamber Member Recruitment=77 % participating in evaluation are not chamber members that were in attendance. <p>Small Business Owners in attendance:</p> <ul style="list-style-type: none"> • 18 % of attendees participating questionnaire are small business owners/employees (derived from Q3). <p>Overall Evaluation- #1 on Evaluation (59% responded to questionnaire): How would you rate today's overall webinar, "Retaliation in the Workplace and How to Avoid It"? (derived from Q1).</p> <ul style="list-style-type: none"> o Very good = 69% o Good = 31% o (Fair and Poor were not marked) <p>Overall Evaluation of Speaker- #1 on Evaluation (59% responded to questionnaire):</p> <p>How would you rate today's webinar speaker, (derived from Q1).</p> <ul style="list-style-type: none"> o Very good = 79% o Good = 15% o Fair = 1% o Blank = 5% o (Poor was not marked) <p>Evaluation Highlights:</p> <ul style="list-style-type: none"> • Q5. How did you learn about this training

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Economic Development #9)	educational venues initiated by questionnaire, DBE population, DBE Advisory Council, SBDC/WU, Score, GTCC/GO Topeka to deliver small business educational needs.	<ul style="list-style-type: none"> members agree upon. ➤ Marketing aspects are to be an ongoing event. 	<ul style="list-style-type: none"> Introduction of Handling Procedures SCORE intake processes O Drive switch to Share Point (Ongoing) Partner Meetings 3/24 NaviGate Signing NaviTrac Creation Training for NaviTrac Monthly Mtg. 2 Training Sessions Creation of NaviTrac Ongoing Efforts Training Session 2 Mtg w/Dynamic on NaviTrac DBE Presented to Chamber Board NaviTrac June Mtg -2 new partners joined (Public Library and WSU School of Business) Meeting with AD of SBDC to revamp Small Business Orientation Last Tuesday's Development Planning Addition of WU and TSCPL as Navigate partners Market and recruit for Last Tuesday's participation Ongoing Meetings
5. Jobs For Youth	DBE staff serves as a conduit in developing initial Jobs For Youth programs model. Encourage and support opportunities to develop jobs for ages 14-18 utilizing all	<ul style="list-style-type: none"> ➤ Devise a proposal to hand off to key stakeholders for validation and completion. ➤ Ongoing effort by DBE Staff 	No Meeting was conducted for the Q1, Q2, Q3

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3. DBE Council and DBE Staff participation and outreach.	Create venues to promote, engage, and strengthen the voice of North/East Topeka DBE clientele to be captured within the Heartland Visioning Plan.	<p>➤ Staff will continue to enhance efforts to DBE Council and constituency to be documented within the priorities of the vision plan.</p>	<p>Q1-Q3 This is in process with the creation of the Visioning Committee and developing support for the DBE Strategic Plan inclusive of this activity.</p> <p>Visioning Committee formation finalized-Ongoing Efforts-DBE Committee Members Participate in Visioning Processes</p> <p>-Alonzo Harris DBE Advisory Council Member is appointed as a steering committee member and as part of the infrastructure committee.</p> <p>-Lonnie Williams has been appointed to be part of the economic foundation committee.</p>
			<p>Ongoing Participation by DBE Advisory Council Members :</p> <ul style="list-style-type: none"> - infrastructure committee. - economic foundation committee. <p>Ongoing Participation by DBE Advisory Council Members :</p> <ul style="list-style-type: none"> -Heartland Visioning Executive Director conducted a 2 Hour Work session with DBE

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Strategy(s)	Action Plan	Performance Measurements	3 rd Quarter 2009
			Hallmark Project Committee -Discussion held at DBE Council Mtg. -Ongoing Efforts- Hallmark /Visioning Business discussed during DBE Advisory Council Meeting Ongoing Hallmark Committee Meeting held 6/17/09 and also discussed during DBE Advisory Council Meeting 7.09-9/.09 -Intercity Attendance -Planning for Focus Group for 4 th Quarter. -DBE Advisory Council Mtg. Discussing 8.09 & 9.09 -Incentives Forum Attendance -Demographic Devise ment -Ongoing Efforts-