

## **AGENDA**

**JEDO Board of Directors  
May 12, 2011  
6:00 p.m.  
Topeka City Council Chambers**

### **Consent Agenda**

1. Approval of Minutes of November 17<sup>th</sup>, 2010 meeting – Chairman (Pgs. 1-14)

### **Organization**

2. Naming of JEDO presiding officer for 2011 - Chairman
3. Quarterly Report from GO Topeka - Lucky DeFries, Doug Kinsinger, Steve Jenkins (Pgs. 15-23)

### **Action Required**

4. Consideration of proposed public comment policy – Chairman (Pg. 24)
5. 2010 Audit – CBIZ, Mayer, Hoffman and McCann – Doug Glenn, CBIZ (Pgs. 25-36)
6. Consideration of \$25,000 investment in the Governor's Military Council – John Armbrust (Pg. 37)
7. Consideration of proposed policy relating to reimbursement of utility relocation costs and administration fees for road and bridge projects paid for the 2004 ½ cent sales tax for roads, bridges, and economic development – Tom Vlach, (Pgs. 38-43)

### **Information**

8. Road and Bridge Sales Tax Completion report – Randy Speaker, Mike Tepley

### **Adjournment**

Joint Economic Development Organization Board Minutes  
November 17, 2010  
3:00 p.m.

The Joint Economic Development Organization (JEDO) Board met at 3:00 p.m. with the following Board members present: Shawnee County Commissioner Ted Ensley, Chair; County Commissioner Shelly Buhler; County Commissioner Vic Miller; City of Topeka Mayor Bill Bunten, Deputy Mayor Deborah Swank, Council Member Jeff Preisner, Council Member John Alcala (proxy for Council Member Sylvia Ortiz).

OTHERS PRESENT: City of Topeka Council Members Bob Archer, Larry Wolgast, Karen Hiller; Jim Langford, City of Topeka Finance Department; Jackie Williams, City of Topeka; Randy Speaker, Deputy City Manager; Rich Eckert, Shawnee County Counselor; Carol Borg; Greg Schwerdt, Schwerdt Design Group; Lucky DeFries, Coffman, DeFries & Nothern; James Davis, Custom Neon; Jeff Wietharn, Coffman DeFries & Nothern; Jack Hessian, Madison Government Affairs, Paul Hirsh, Madison Government Affairs; Eileen Caspers, Washburn Tech; Jeremiah Tillman, Allen Foods; Lonnie Williams, L & J Building Maintenance; Allen Towle, Fidelity Banks; Glenda Overstreet; Steve Briman, Bartlett & West; Scott Griffith, INTRUST Bank; Diana Ramirez, Express Professionals; Brad Owen, Mize Houser; Joe Ledbetter; Labone Grays, Otto Vaughn, Sylvester Weiss, Chad Manspeaker, Labor Unions; Marcus White, WIBW-TV; Chamber/GO Topeka Staff: Doug Kinsinger, Steve Jenkins, Ande Davis, Christy Caldwell, Marsha Sheahan, Cyndi Hermocillo-Legg, Nora Patton Taylor.

GO Topeka Representative Doug Kinsinger introduced Jeremiah Tillman, Plant Manager for the new Bimbo Bakery Facility under construction at Central Crossing and Commerce Park. Mr. Tillman said he looks forward to 2011 when the plant will be fully operational and will encourage community involvement from their associates.

County Commissioner Ted Ensley called roll.

**ITEM NO. 1: The JEDO meeting minutes of July 6, 2010 were approved.**

Mayor Bunten moved approval of the July 6, 2010 minutes, seconded by Commissioner Buhler. The motion carried unanimously; 7-0.

**ITEM NO. 2: Utility line extensions to Kanza Fire Commerce Park.**

Go Topeka Representative Doug Kinsinger said a year ago when the purchase of the Kanza Fire Commerce Park was finalized a little less than \$2.5 million was approved in last year's budget for engineering and utility line extension mainly for water, sewer and gas for this new park. That \$2.5 million was for this year's budget. It has taken awhile to get the

engineering done, work out the legal agreements and complete the bidding process. The City has been administering the bidding process for the water and sewer lines, and Bartlett & West in conjunction with the Kansas Gas Service has been handling the bids for the gas line. They are now in the process of finalizing those bids but wanted to give an update on the water, sewer and gas extensions which would not only support service to Kanza Fire but also open up utility availability more in the South Topeka region.

GO Topeka Representative Steve Jenkins said the water and sewer bids included alternates including coming through a proposed tank site over to a tie-in, and an alternate to go under Topeka Boulevard with sewer to Heartland Park. That alternate must be paid for by Heartland Park, not out of JEDO funds. It will be their option whether or not they take that alternative. The water and sewer will increase the capacity down to the park, and also provide a loop around this industrial area which includes Forbes Industrial Park, increase service at Forbes Field and also over to Heartland Park in addition to Kanza Fire. Bids have been opened and legal matters had to be gathered relative to the contractor to make sure the bids were correct, accurate and all the bonds were in place. The natural gas would be the same corridor as the water and sewer up to a point and then run along vacant land zoned for industrial use up to 57<sup>th</sup> Street, under 57<sup>th</sup> Street up Wenger and tying into an existing high pressure 12 inch main. This 12 inch high pressure main will serve the Kanza Fire Industrial area. The estimate for all these utilities is around 4.7 million dollars. They hope to see better bids considering construction downturn and contractors willing to bid well to get a good price. The gas pipeline will go out for bid early December and bids will be opened December 10. They want to get the gas, water and sewer particularly the area down toward Montara and across the golf course in winter season so it would be in the same corridor and disturb the ground one time. Estimated completion date is around June 2011. 7

Mr. Kinsinger said this agenda item was not for action or approval at this time. They would have discussion on the budget later.

Councilman Jeff Preisner asked what they anticipated having to pay the County for easement costs for right-of-way of the pipeline. Mr. Jenkins said they had no discussion relative to that. Their concern was getting through that fairway and re-seeded prior to golf season opening up in the spring. To their knowledge there would be no easement cost.

**ITEM NO. 3: Announcement and discussion of MEP/NIST Grant.**

Mr. Jenkins said at the last JEDO meeting they asked for approval of a \$250,000 allocation match to a grant proposal for funds from the National Institute of Standards and Technology and MEP (Manufacturers Extension

Partnership) which is a national program modeled somewhat after the agricultural extension service but focused only on the manufacturers in America. MAMTC is the MEP for Kansas.

Mr. Jenkins said they have created a very close working relationship with MAMTC over the last 12 months and have submitted an application. Fortunately they were funded on this and reviewed the project funding as follows:

Project Funding: NIST/MEP - \$500,000; JEDO/GO Topeka - \$250,000; Washburn University - \$200,000 (In-Kind); MAMTC Staffing/Support - \$150,000 with a total project cost of \$1.1 million.

Mr. Jenkins said this will be a year and a half program. Originally this was going to be a regional program but because of this communities desire to participate at this level it is only focused on Topeka, Shawnee County. They will be doing several things this coming year which are listed as follows:

Project Purposes: Stimulate Growth of Primary Employers; Create and sustain a globally competitive workforce; develop structured models to integrate innovation; create a unique, distinctive competitive advantage; market research to support primary employer's needs; develop and sustain an innovation minor at Washburn.

They had a prospect this week from Europe which was one of the things they were expecting, a globally competitive workforce.

Implementation: Innovation in the workforce delivery system; Two-Day innovation leadership institute for workforce; 70 Innovation "Jump Starts" with follow-up; Two three-day innovation leadership institutes (100 participants each); Innovation minor at Washburn University.

#### **ITEM No. 4: Discussion and approval of 2011 Federal Funding Priorities.**

Madison Government Affairs Representative Paul Hirsh gave a brief history of where they have been over the last 8 years with JEDO going back to Capitol Hill advocating for infrastructure and programs. Over the 8 year period from Fiscal Years 2003 to 2010 with the advocacy and assistance of the Congressional Delegation they have seen 33 million dollars worth of projects brought back to the community.

Mr. Kinsinger said most recently they received \$485,000 towards the utility work that will be going on towards the Kanza Fire Park which was received from an EPA grant through the assistance of Senator Brownback.

Mr. Hirsh said 7 projects had been cut for this year but none had been cut for FY 2011. One project has been authorized for appropriations; however Congress has not completed any bills for the 12 appropriation bills.

Mr. Hirsh said the \$33,698,000 received from FY 2003 through 2010 came through earmarking. The JEDO and community have been very vigilant to make sure the projects offered up to our delegation for funding have been projects that create jobs, produce infrastructure and are good community projects. The Topeka Boulevard Bridge Project was a \$40,000,000 project, 17,000,000 of that were earmarked dollars by the Congressional Delegation. Earmarking is a process that has gotten a tremendous amount of transparency in the last 6 years. Members have to put their names against a project. It is all printed in the congressional reports so citizens, lobbyists and communities know where each member stands and what they support. There is talk about reformation of the process. Forming the process to make it even more transparent to have oversight by the general accountability office that projects are being accomplished on time and within the scope projected. In that same regard they will still take projects to the Congressional Delegation.

Mr. Hirsh said Jack Hessian and himself will start to work the executive branch agencies and departments and offices where their projects in the past have been funded to try to figure out what they are going to do. During budgeting, an appropriations process, the Budget Committee sends allocations to each of the twelve appropriations committees to say how much money they have to spend. Regardless whether or not there is earmarking, those dollars will still be sent to those committees, and those committees will partition those dollars up, and send those dollars to the executive branch. So what you will have is a funding pot at different agencies within different offices. They need to find out what the rules of engagement are going to be for projects. They have been successful at Madison in going to agencies to look up dollars that are sitting unattached to projects because projects can be broken and have been successful in getting dollars sent for projects that are not specifically earmarked.

Mr. Hirsh discussed projects they would look at for FY11 and FY12 (listed on page 23 in meeting packet).

Mr. Kinsinger said the policy question to be made by JEDO is the list of projects on page 23, the projects they would want them to advocate at the Federal level this year or other changes they would like to see made to the list.

Commissioner Ensley asked if there was a cost associated with retaining the projects and doing what was before them. Mr. Kinsinger said there was in the proposed budget for this next year as close to what their annual

budget is, which was around \$66,000 this year and \$69,000 next year which was to cover the cost for Mr. Hirsh's firm in DC. The GO Topeka staff would be at no cost. Christy Caldwell and some of their Chamber staff developed the proposals on the individual requests at no cost to JEDO.

Councilman John Alcala said he had a chance to visit with Mr. Hirsh once on behalf of the Mayor and once lobbying for projects for the City and Mr. Hirsh's group does an excellent job. He was present when they were lobbying for money for the Topeka Boulevard Bridge. Councilman Alcala said it would be a tougher job because of the earmark issue but said Mr. Hirsh was worth every penny they pay him.

Councilman Preisner said during midyear there was a lot of rhetoric at the Hill about a second stimulus package and confined within that package would have been \$50 billion dollars earmarked for infrastructure and asked if they were still talking about that issue. Mr. Hirsh said the President had talked about an infrastructure package and the White House has found out what the business community and congressional community considers shovel-ready is not shovel-ready necessarily by White House definition. It has been tough to get those projects ongoing and get job creation, although you can see a lot of road construction. Mr. Hirsh said he didn't see in the lame duck session any movement to do another stimulus bill and infrastructure bill. There was a comment about spending, and thought that would be the mantra for the lame duck because everything they do is as little as possible in the spending areas and the appropriations is enough to get by. 5

Councilman Preisner said given the seven items they were looking at he would prioritize infrastructure first. Mr. Hirsh said there were several large major reauthorizations taking place next year if things go well along the lines of a new transportation authorization bill, water resources or development, a bill called MORTA and also the agriculture bill. There is going to be a debate because for example the transportation T-bill, there is an authorization and inherit procreation and historically what members have done is get a project into that bill authorized as long as, in our case KDOT, has that project on their list and that project will go into the bill for funding. There may be a new definition of what an earmark is or isn't, but that is a bill that hopefully the 112 Congress will be taking up next year. They will look for infrastructure like the I-70 to go into that T-bill and will push for that. There are going to be some mechanisms and a lot of unknowns and a lot of folks running away. There are a significant number of members who have no legislative experience at any level of government. It's going to be the speaker and the majority leader that are going to have a big job legislatively to inform people to what they feel is the right direction, which he thought would be opportunities at that time.

Mayor Bill Bunten said he had reservations about this. The City, County, State and certainly the Federal Government are all struggling with overspending. The republican party talked about doing away with earmarks which was billions of dollars every year. For us to go back and ask for earmarks again and put pressure on our elected representatives to do something that they have to recognize can be considered as part of their spending reduction efforts doesn't seem like the best policy. He said looking at the request; the I-70 Polk Quincy Viaduct is several years away. The Kanza Fire Infrastructure Improvements he would support. The low level dam is also several years away. The Kansas Avenue Streetscape would be very helpful if there was some assistance and the same for Washburn University. Mayor Bunten asked why the Preventative flood mitigation wouldn't be in the Corps of Engineers budget. Mr. Hirsh said this would be if it were in the word up which he alluded to earlier. This needs to get into the water resource and development act and that is where it would be placed. I-70 for example would go into a new transportation reauthorization bill.

Mayor Bunten said he thought they ought to be part of the solution of the financial problems that this nation has instead of being part of the problem. Mr. Hirsh said he presumed the allocations with the next Congress would be smaller than what they are today and talked about going to the FY08 levels, which is significantly less than what was being looked at for FY12. He pointed out what had been in the news, the earmarking programs today. The dollars expended, 99% of them which were well thought out projects comes to significantly less than 1% of the entire Federal budget. This is money that is going to go out to the executive branch for projects and will have to come out rather than be identified as an earmark. It would come out through a competitive process through quests for proposals, folks would have to pitch in and make a request. There are going to be some cuts, everyone is going to have to experience them but there are still pots of money that will be available for projects. He doesn't think they are going to stop doing infrastructure projects in the country. It will be on a smaller scale until they come out of the great recession.

**Deputy Mayor Swank made a motion to approve the 2011 Federal Request list.**  
**Councilman Preisner seconded the motion for discussion.**

Councilman Preisner asked if it was prudent to shorten the list. Mr. Kinsinger said if they shorten the list it would give a clear priority and easier job for the Congressional Delegation. As an alternate they could go to the executive branch and individual agencies. If they go to the Congressional Delegation they only have so many chips so to speak and have to spread their efforts amongst either the State or their Congressional District. Therefore if they wanted to be clear on what their priorities were to them, they could reduce the list. They have in the past started with 4 or 5 and the list has grown over the years.

Councilman Preisner made a substitute motion to list the I-70 Polk Quincy Viaduct - preliminary engineering; Kanza Fire Infrastructure Improvements; Low level dam/weir on the Kansas River for future riverfront development; and Preventative flood mitigation - Shunganunga Creek. Mayor Bunten seconded the motion.

Councilman Preisner - YES, Mayor Bunten - YES, Deputy Mayor Swank - YES, Commissioner Ensley - NO, Commissioner Buhler - NO, Commissioner Miller - NO, Councilman John Alcala - NO. The motion failed 3-4.

Mr. Hirsh said there was going to be an agricultural bill hopefully in the next two years and there are pieces for education, vocational training and workforce development.

Commissioner Ensley called for a vote on the original motion to approve the list.

Commissioner Buhler - YES, Commissioner Miller - YES, Commissioner Ensley - YES, Councilman Alcala - YES, Deputy Mayor Swank - YES, Councilman Preisner - NO, Mayor Bunten - NO. Commissioner Ensley indicated the original motion carried 5-2.

Mayor Bunten said he thought all of these projects were important and thought it was a good list. He said if they are going to have earmarks it would be beneficial to this community. He does believe, being a former chairman of the House Appropriations Committee, how difficult it is to cut spending and if they were going to be at the Federal level perhaps cutting social security benefits, the defense budget or Medicare/Medicaid budgets, it seemed inappropriate to fund Constitution Hall.

ITEM NO. 5: Consideration of incentive offers was pulled.

Mr. Kinsinger said they did not have a project to present to JEDO at this time.

ITEM NO. 6: Regional Marketing Opportunity with Lawrence and Manhattan.

Mr. Kinsinger said over the years there had been a lot of suggestions that they should figure out a more effective way, thinking outside the box, suggesting to our community that they rename themselves as Google, Kansas. From the benefit of that, they received hundreds of millions of hits around the world, thousands in the newspaper and other media articles about our community. One of the strategies that many communities are approaching is more of a regional approach to marketing their community. Many companies don't just pull from the media environ as one county or one city. The labor-shed area normally is multi-county. They utilize the

resources from larger regional areas and by doing that, companies begin to evaluate regions. Mr. Kinsinger said if they could think of the research triangle and many other areas around the nation those areas have grown in popularity and benefited from the synergy of all the resources available to them. From that they all have talked over the years of what they could do to better take advantage of our neighboring communities, both Lawrence and Manhattan and their higher-ed institutions and Washburn University, and how they could more effectively take advantage of that region. Mr. Kinsinger said they have worked very cooperatively with the Kansas City Area Development Council and that has been a very beneficial relationship. They have had many prospects brought to us from them, several of the buildings out in the Commerce Park are due to some of their systems, their initial marketing efforts as companies were looking at the region, and they were able to be included in those looks as they looked at our area.

Mr. Kinsinger said in the last 6 months there has been more concerted discussions whether our neighbors to our east and west, Lawrence and Manhattan. Today we have the results of a specific report that was generated on what would be an effective model to look at to market our region. The goal at the end of this was to hear their feedback as JEDO members if this was a concept they would want to pursue. Mr. Kinsinger said they do have in next year's budget proposal an amount of \$25,000 to consider participating in this for the next fiscal year. There have been a couple of meetings on this in the last six months. Mr. Jenkins said it was also important to note that in the last 12 months there has been close dialogue between the three chambers which is new. They have had new leadership through the Universities and are in dialogue with each other. Before they embarked on this they sat down with KCADC. They wholeheartedly supported this because they saw a sub-region within a larger region with a unique set of attributes that made the larger region be more successful and attractive. Kate McEnroe Consulting was contracted to do an assessment and made a report. Mr. Jenkins then showed a slide presentation on this report. (Information on this report included in packet.)

Mr. Kinsinger said the proposal for the Board's consideration is in next year's budget which they had allocated \$25,000. The model budget, \$167,500 plus a onetime start up cost of about \$20,000. What has been suggested by the three chambers is that each community raises \$25,000 and then ask the Universities to basically match that with some in-kind research support from their entities. That is what each community is trying to determine. If one community could not participate, they will either step back and see if the two communities that remain, if they are contiguous and if that region wants to consider something. Most likely it's probably something all three communities would need to participate in.

Commissioner Ensley asked if this was in the budget. Mr. Kinsinger said it was in the proposed budget. It is a different marketing direction for

them. If they were to be spending efforts on this on a regional basis they wanted to make sure the Board understood the concept why and supported that before they put any resource in that area. Mr. Jenkins said it was important to note this was not to supplant the local programs. It only allows them to promote at a higher level, a region. It is still their responsibility if a company says they are interested in locating in their region of Lawrence, Topeka and Manhattan to present a proposal that is attractive enough for that company to locate in their community. They are not giving that up under any circumstances.

Mr. Kinsinger said Chris Robbins came up with this term years ago when they first started their discussion if they should be working with Kansas City or be competing. The term was crafted as "coopetition" which means when it is to their advantage you cooperate, when it gets down to the final competition you compete. In this case what they are trying to do is get more looks, more interest, more awareness to our general region and when it came time for individual opportunities they will compete as best as each of their communities can. Obviously if their region was more successful they are all individually going to be more successful. Councilman Larry Wolgast said he would acknowledge the leadership of bringing this together. Mr. Kinsinger said he would like the JEDO Board's blessing or support for this.

**ITEM NO. 7: Third Quarter 2010 Progress Report.**

Mr. Jenkins reviewed the third quarter progress report in detail. He said in the last week to week and a half they had had three really good visits by companies ready to make some investments and one of those would be a significant impact on this community particularly since it has average wages of \$45,000 in about a \$400,000,000 investment. They just received word of a potential investment that will push it above the \$100,000,000 not counting the three that are very heavily looking at us currently. Mr. Jenkins said regarding the Entrepreneurial/Minority Business Development, the CDFI certification was obtained but they did not get the allocation. They came back and said we didn't have enough loans on the books so that situation is being addressed. They want to see more of a track record. The allocation will be applied for again next year. Mr. Jenkins said he believed they will have a greater chance of success. The CDE certification was obtained which allows them to go for an allocation on new market tax credits which would have a community-wide benefit.

**ITEM NO 8: Discussion and approval of 2011 Economic Development Business Plan and Budget.**

Mr. Jenkins said the JEDO Board had been provided a copy of a Strategic 2015 framework. Their original plan was done in 2002 and a lot has happened to change the landscape. They are seeing a greater increase in

the compaction of technology and because of that they see greater opportunity for success. But they have to change the way they go after those various new sectors that are evolving. Competing globally raises the bar. They are raising the bar both in terms of activity to garner new businesses here but also increase the impact.

Brad Owen with Mize Houser reviewed the proposed budget for 2011 and approved 2010 budget. He said expenditures will increase during 2011 and that combined with lowering interest rates and securities causes smaller investment revenue. Expenses, salaries, payroll taxes and benefit numbers do not include DBE salaries and benefits. The budget is pretty much flat in terms of salaries, a very minor increase. Payroll taxes and benefits had the most significant increase due to the anticipated increase in health insurance somewhere around 14% about midway through the year. Under Departmental activities, the Minority Women business category, the contract with JEDO provides for 10% of the monies going for this purpose which would be \$500,000. In any year they don't reach \$500,000 in expenditures it's recorded and the liability will be carried over to the next year.

Mr. Jenkins reviewed the Component Budget Summary and said New Business Attraction and Marketing and Promotions are basically the same. To make it easier to manage it was combined into one category called "Attraction." Last year's budget in those two categories was \$1,096,535 and has dropped to \$1,019,353. This year they are focusing on impact not activity. This year is the first time they will be marketing in Europe because that is where our international prospects come from. Most particularly they come from Great Britain and Germany. Last year 50% of our prospects were international. The company visiting this week is an international company. They have to go where their leads are being generated and for international companies right now it is in Europe. They will be putting increased focus in marketing to site consultants, marketing to targeted sectors. The consultant is coming back with a revised list of target sectors at the end of this month. They will also be putting together the marketing message for each one of those sectors. They will go after individual companies within those sectors, identify those companies growing and have capital plans. Site consultants are important in that process. They will be doing a lot of trade marketing, journal marketing as it relates to those sectors. The other thing different this year is they are going to have someone on the road a lot making a case to those companies and to those site consultants, this is the place to be. Mr. Jenkins said under Research there is a reduction because one of the staff member's is no longer with them. He will continue to say the research component is very important to their success. Over time they need to revisit that and make sure they have enough money in research to do the job that keeps them on the leading edge so they know where they are going

and what is happening in the market place. Mr. Jenkins said the net or increase over last year for the program budget is a little over \$6,000.

Commissioner Miller referred to the Business Plan, section B, Expansion and Retention on page 20 and asked Mr. Jenkins to provide the Board with the baseline data and the source of those goals. Commissioner Miller noted a 25% increase. Mr. Jenkins said they need to get the most current data which is lagging two months. They will plug that in the first of the year when the new data is in.

Citizen Glenda Overstreet said she understood that citizens have not had a forum to ask questions. She asked the JEDO Board if they would entertain questions. Commissioner Ensley said historically there has not been an agenda item for public comment. He said he would continue that unless the majority of this Body would like to change it. Commissioner Ensley said the question before the JEDO Board was whether or not they would like to have public comment. Mayor Bunten said they cannot have public comment unless all the information that someone might want was made available. He said many of the companies they deal with require confidentiality agreements. Mayor Bunten said he would like to hear from staff on this matter. He asked if someone were to come in and get information and then makes it public, how that affects their efforts to attract companies.

**Commissioner Miller made a motion to allow public comment for any individual not to exceed 3 minutes unless extended by a majority of the Body on any one agenda item. Commissioner Buhler seconded the motion.**

Councilman John Alcala opposed the motion and said he had a problem with public comment but if they were going to do that he thought there should be notice prior to the meeting to the general public so everyone would know about the public comment session and have the opportunity to participate. Commissioner Miller said they never actually said people couldn't comment. Commissioner Ensley said they had never actually addressed the issue and it had never been an agenda item.

**Councilman Preisner said he agreed with Mr. Alcala and made a substitute motion to amend the JEDO operational rules to allow the stated motion by Commissioner Miller for meetings going forward.**

Deputy Mayor Swank said she agreed with Mr. Alcala and didn't disagree with Mr. Preisner but she thought if they were going to say give notice, they were going to need a few more specifics.

Mayor Bunten said he did not have an answer to his question and asked if an action like this authorized the disclosure of all information of JEDO or not. Commissioner Miller said he didn't know what the connection was between someone making a public comment and opening up confidential

records. Commissioner Miller said his motion was to allow comments up to three minutes for any individual on any agenda item. If it's not about the agenda item it's within the purview of the Chair to rule it not germane and out of order. He assumed when the citizen raised the point at this time, it was to comment on the agenda item. Commissioner Buhler asked if there were opportunities for public comment at the GO Topeka meetings. Commissioner Miller said GO Topeka was not an open meeting; it's closed to the Board. This is a public Body as opposed to the GO Topeka Board.

**Commissioner Ensley called for a vote on the original motion to allow public comment.**

Commissioner Buhler - YES, Commissioner Miller - YES, Commissioner Ensley - YES, Councilman Preisner - YES, Mayor Bunten - YES, Deputy Mayor Swank - NO, Councilman Alcala - NO. **The motion carried 5-2.**

Ms. Overstreet said she was specifically sharing a statement with respect to the budget summary provided as it relates to minority and business development. She realized it is a very broad summary, but wanted to see the information that provides the categories and very specific breakdown as to where those funds were going. Ms. Overstreet was referred to the more detailed business plan on page 23 to 25.

Citizen Joseph Ledbetter said he was able to get an advanced copy of the budget. He had a concern the budgets were not being handed out with approximately 30 days of public comment period in the Clerk's Office so the public could look at them. He has concerns these budgets are incredibly skimpy. The explanation is many times ambiguous to the average person looking at this, the average taxpayer, the average citizen. He would like to see a hundred pages of detail to go with about \$10,000,000. 5

Mr. Ledbetter said in the budget there were site options for Kanza Fire. He prepared comments to be placed into the record. He would like to see arms length certified appraisals done on the values of those lands before they're closed on. He understands the Board has an option and they have a contract but that doesn't mean they have to close on them. Mr. Ledbetter said he would like the public to know we are getting real value for the money with real appraisals. He would like a policy of JEDO to be amended that in the future they never buy any land, real estate without arms length certified appraisals being done. If the amount is over \$500,000.00 he would like to see more than one appraisal done. And the certification brought into the meeting so other people could scrutinize to make sure they are in fact bonafide appraisers, and that the deals are arms-length.

Mr. Ledbetter said he would like the quarterly financial reports that are due from GO Topeka placed in a public place such as a Clerk's Office so the public can review those quarterly, which is called for in the

contract. The plan to redo 49<sup>th</sup> street, he has questions about. He has given some of the members documentation that will go into the court that when the 49<sup>th</sup> street land, 75 acres was bought in 2006 that there was \$750,000.00 approximately paid for it. He was told it was done without an appraisal. His concern is in the budget item of \$1.5 million is they are earmarking money and yet he has a letter from Mr. Kinsinger saying that land can't be developed. Mr. Ledbetter was wondering why they are setting aside \$1.5 million for that road and he would like an explanation of that in light of the fact that he has a letter that is in the record that says they can't develop that 75 acres.

**Councilman Preisner made a motion to approve the 2011 Economic Development Business Plan and Budget. Commissioner Buhler seconded the motion. Motion carried unanimously 7-0.**

**ITEM No. 9: Renewal of GO Topeka Contract No. C-1-2010 and Cash Carry-Forward Agreement C-2-2010.**

Mr. Kinsinger said County Counselor Rich Eckert, legal counsel for JEDO this year, worked in conjunction with Attorney Jeff Wietharn and reviewed by City Attorney Jackie Williams the agreement for services which defines GO Topeka's independent contract for this upcoming year for economic development. In addition, there is a carry-over, cash carry forward agreement. Basically these are the cash balances for the obligations that GO Topeka has made. He said there was only one minor wording change in the contract. Because of the timing of receipt of the bank statement they cannot meet the requirement to provide their financial statements in 30 days. Their request to change it to 45 days should enable them to get the statements to the Board.

Citizen Joseph Ledbetter said he did not believe it should be granted. He believes there should be competition for these public monies and he didn't believe there has ever been competition. He has a concern that a site plan was not delivered to the JEDO members before asking them to vote last year on the land. He said to him that is a breach of the agency. Mr. Ledbetter said he has a lot of concerns about the proposed development at Kanza Fire. He thought it said 150 acres of wetlands in that site. He has concern with photos he has seen of not only wetlands but also exposed hazardous pipelines, a number of easements running through the property which cannot be developed on. He has concerns about looking at the 2008 IRS 990 that this organization submitted to the IRS under oath. It says they transferred 1.2 million dollars in GO Topeka money to the Chamber of Commerce. He is concerned about the high rent. It says they are paying approximately \$80,000.00 of public monies to pay for rent to the Greater Topeka Chamber of Commerce from GO Topeka. He is concerned that item is extremely high and not competitive for the market place. He wants all conflicts of interest to be disclosed as part of any contract with GO

Topeka. That would include any board members with the Chamber of Commerce, (since by the By-laws of GO Topeka the Chamber of Commerce pretty much manages GO Topeka). You can look those up by putting them in the City Clerk's office. Mr. Ledbetter said he would like a disclosure of all incorporators. He would like a disclosure of any people from the Chamber or Go Topeka who have gotten more than \$75.00 worth of public funds from GO Topeka as part of their contract in the last five years. These disclosures are important to have transparency to know if we are having objective standards applied. He would also like a clause in the contract that says GO Topeka and the Chamber of Commerce will not participate in any local elections, either general or otherwise since they receive \$5,000,000.00 a year in public funds, since they are related, according to the 990's.

Labor Union Representative Chad Manspeaker said he concurs with Mr. Ledbetter. He has no access to information about this organization, which is very important in the work he does. Unfortunately tax dollars are being spent with very little oversight and he thought that was a terrible thing to happen.

Commissioner Miller moved approval of the GO Topeka Contract and the carryover request. Councilman Preisner seconded the motion. The motion carried unanimously 7-0.

Commissioner Miller said he believed GO Topeka continues to do an excellent job carrying out the mission they have been assigned. He added it was not a given that GO Topeka receive this money. They ask for it and it is up to the JEDO Board whether to allocate it. It may be the perception of some but it's a misperception that it is money exclusively held for them. Commissioner Miller said he talked to individuals in the past and told them if they in fact have something to offer in a competitive vein they were welcome to do so because he would give them every consideration he gave to their current contractor and would make a determination based on where he thought the money was best spent. Commissioner Miller said he didn't want the perception that GO Topeka receives this money because they are entitled to it. They get it because they earn it, and so far he has been very pleased with the results.

Commissioner Ensley asked if GO Topeka put private money into this. Mr. Kinsinger said roughly \$400,000.00.

Citizen Carol Borg said she is a small business owner. She said the budget is going to increase a little less than \$100,000.00 in 2011, and requested access to what that budget is. Mr. Kinsinger said he would see if they could help her.

The meeting adjourned.



# **Economic Development**

**1<sup>st</sup> Quarter 2011**

**Report to JEDO**



## **New Business Attraction**

**Team Leaders: Dawn Wright and Cindee Williams**

**GOAL 1: Create substantial prospect activity through suspect lead generation and servicing new qualified projects that have a high level of interest in Topeka/Shawnee County.**

**Goal 1.1: 1,100 new "suspects" during year with at least three "touch points"**

**Progress 1<sup>st</sup> Quarter:**

- **539 suspects**
- **51 site consultants contacted**

**Goal 1.2: Development of 100 new prospects (viable project generation)**

**Progress 1<sup>st</sup> Quarter:**

- **15**

**Goal 1.3: 25 new qualified projects (formal proposals submitted to company)**

**Progress 1<sup>st</sup> Quarter:**

- **4**

**Definitions:**

**Suspect Touch Points-** external inquiries from consultants, partners, or company-generated contacts; marketing outreach and other forms of company contact.

**Prospect-**viable project determined/generated through Suspect Touch Points

**Project-**active project for which a proposal has been submitted to the company by GO Topeka

**Goal 1.4: Redesign, beta test, and deploy the GO Topeka website that serves both the site selection consultants and those companies doing independent site searches including a maintenance plan and Social Media strategy associated with the site**

**Progress 1<sup>st</sup> Quarter:**

- **Beta test underway. Anticipated to go live by 6-1-11. Enhanced website with new design and navigation system. Currently we are in the testing phase and will become live second quarter 2011. In addition, new design components will increase Search Engine Optimization (SEO)**

**Additional Attraction Actions Implemented in 1<sup>st</sup> Quarter 2011**

- **Marketing promotion to generate Suspects by targeted email blasts to begin second quarter of 2011 using new email marketing tool**
- **Site Consultant In-Community Marketing Event. Twelve Top Site Location Consultants from throughout the United States are confirmed to attend May 19 & 20, 2011 during NHRA Summer Nationals at Heartland Park Topeka.**

- White Paper produced on Frito-Lay's Biomass Boiler for Site Location Consultants and Food Manufacturing Industry Executives. E-blast to be sent second quarter.
- Face to Face Relationship Building with 15 Premier Site Consultants – First Quarter. Dallas Mission Trip and Roundtable in the Rockies

**GOAL 2: Generate new community and individual wealth and prosperity through new capital investments and new/retained primary jobs that pay the average wage or higher for Shawnee County and provide health insurance for the employees.**

**Goal 2.1:** Attract new capital investment (new and expanding primary employers)

**Progress 1<sup>st</sup> Quarter:**

- No report in first Quarter

**Goal 2.2:** Attract new primary jobs (wages must be equal to or exceed County average for new jobs; equal the company average for the existing companies)

**Progress 1<sup>st</sup> Quarter:**

- No report in first Quarter

**Goal 2.3:** Increase the per capita income in Shawnee County over time by attracting employers that pay at least the Shawnee County average wage of new employers

Current average: \$39,016 (2009 most recent available)

Source: Kansas Department of Labor

2011 Average of New Employers: \$ NA

Percent of County Average: NA %

**Progress 1<sup>st</sup> Quarter:**

- No report in first Quarter

## **Existing Business**

**Team Leader: Dan Schemm**

**Goal 3: Increase the contact with existing businesses and top employers in the County and providing support for primary employers to retain and/or add jobs.**

**Goal 3.1:** At Least 220 business visits including top 50 employers (mandatory to qualify). Visit inputs will be recorded on a consistent format and reported to the SVP on a weekly basis.

**Progress 1<sup>st</sup> Quarter:**

- **43 visits with 12 being to major employers. List available upon request.**

**Goal 3.2:** At least 4 "Walk-Around" visits in 4 separate business districts in Topeka and Shawnee County. Must have contact with at least 20 businesses each time to count. Visit inputs will be recorded on a consistent format and reported to the SVP.

**Progress 1<sup>st</sup> Quarter:**

- **June & September visits planned – exact dates dependent upon schedules of elected officials**

**Goal 3.3:** At least 4 visits each quarter to an existing primary employer headquarter office located outside Topeka and Shawnee County. This should involve a GO Topeka Board member in addition to staff.

**Progress 1<sup>st</sup> Quarter:**

- **Visits anticipated in June, September, October, November**

**Goal 4: Provide education, training and recognition for existing business, with an emphasis on primary employers that will enhance their operations and sustainability in Topeka/Shawnee County.**

**GOAL 4.1:** Twelve (12) quality seminars that meet the educational needs of the existing employers with at least 25 attendees (exclusive of staff) and an average evaluation of 4.5 out of 5.

**Progress 1<sup>st</sup> Quarter:**

- **Managing Cross Generational Workforces**
- **23 attendees with 4.75 rating**

**GOAL 4.2:** Two (2) recognition events for primary employers that include an event at the NHRA Summer Nationals and a major event to recognize primary employers and their contributions to the community and its economy that includes an Economic Outlook component

**Progress 1<sup>st</sup> Quarter:**

- **(1) NHRA event, May 22, 2011**  
**(2) Major recognition event in 4<sup>th</sup> quarter 2011**

**GOAL 4.3:** Continue the WorkKeys testing of high school seniors and development of a report from the first 2 years of testing providing insights on the skills attainment over the first 2 years.

**Progress 1<sup>st</sup> Quarter:**

- **WorkKeys testing has been completed for all school districts. Heartland Works is providing certificates to the students to sign up. We are still waiting on results from Seaman and Hayden High Schools. Once those results are turned in a report from the first two years will be completed.**

#### **Other Actions implemented during First Quarter:**

- **Value of Manufacturing Program**

The first meeting of the Value of Manufacturing group was held on March 18, 2011. This group is comprised of manufacturers, Washburn Tech, GO Topeka and the school districts. The purpose of the group is to build our manufacturing workforce by introducing the value of manufacturing careers to students and non-traditional demographics.

- **Surviving Progress**

GO Topeka is partnering with the City of Topeka to alert businesses about the ½ cent sales tax projects for 2011; give them information about surviving during construction and provide appropriate contact information for any questions the businesses might have. A public meeting was held on March 23<sup>rd</sup> with another scheduled for April 27<sup>th</sup>. These meetings allow the businesses to talk with the project managers and engineering firms about the projects that will impact business. In addition, GO Topeka sent letters to the businesses and is in the process of individually visiting each impacted business. Staff has made 80 Surviving Progress visits.

- **Six Sigma**

GO Topeka continues to partner with Washburn University on the Six Sigma program. This program is now three years old and has exceeded all expectations. In the first quarter of 2011 we have conducted a white belt, yellow belt and green belt course.

- **Innovation Leadership Institute 3-Day Workshop**

GO Topeka partnered with the Mid American Manufacturing Technology Center (MAMTC) to promote the Innovation Leadership Institute Workshop held March 16-18. Scholarships were given to three businesses.

- **MAMTC Innovation Jump Start Projects**

In partnership with MAMTC and Washburn University, GO Topeka received a grant from the National Institute of Standards and Technology to create an innovation supply chain to Topeka and Shawnee County. The Existing Business Program has been working with MAMTC to set up 70 Jump Start projects. In the first quarter of 2011, twenty Jump Start contracts were signed.

- **Business Assistance**

The Existing Business Program is currently working with three businesses to expand or grow their operation.

### **Workforce Development**

**Team Leader: Jenkins**

**Goal 5: Fully deploy the Competitiveness Center concept to include a scientific survey of employers to determine current and future needs, a regional workforce summit, and development of a workforce development strategy in partnership with workforce system providers and private employers.**

**Progress 1<sup>st</sup> Quarter:**

- Employer survey targeted for third quarter 2011
- Summit targeted for fourth quarter 2011 that will lead to the development of a comprehensive workforce development strategy

## **Entrepreneurial and Minority Business Development**

**Team Leader: Cyndi Hermocillo-Legg**

**Goal 6: Increase the knowledge and capacity of minority- and women-owned businesses as well as emerging entrepreneurs through education, training, development and support services.**

**Goal 6.1:** Provide at least 4 Breakfast Buzz Programs with at least 50 participants and an evaluation score of 4.5 out of 5.

**Small Business Breakfast Buzz (February 23, 2011) Evaluation Scoring:**

<b>Attendance</b>	<b>Use of Info</b>	<b>Easy to Understand</b>	<b>Speaker</b>
Total Attendance =59 Evaluations Turned In=56%	4.56	4.50	4.61

### **Goal 6.2: Conduct 4 traditional First Step FastTrac programs (FSFT)**

	<b>FSFT Class #28</b>	<b>FSFT Class #29</b>	<b>FSFT Class #30</b>	<b>FSFT Class #31</b>
<b>Scheduled Dates</b>	Jan. 27 – March 24	April 07- June 23	July 07-Sept. 22	Sept. 29 – Dec. 15
<b>Graduation Statistics</b>	Graduates= 9 Minority=55% Women=55% LMI= 55%  (85) in attendance at FSFT graduation ceremony, Dr. Pryor –Keynote Speaker	In Process	Has Not Occured	Has Not Occured

### **Goal 6.3: Conduct 3 Child Care First Step FastTrac programs (FSFTCC)**

	<b>FSFTCC Class #5</b>	<b>FSFTCC Class #6</b>	<b>FSFTCC Class #7 Highland Park High School</b>
<b>Scheduled Dates</b>	March 15 – June 07	Aug. 30 –Dec. 15	Sept. 01 – Dec. 15
<b>Graduation Statistics</b>	In Process	Has Not Occured	Has Not Occured

**Goal 6.4: Increase capitalization of the Topeka/Shawnee County First Opportunity Fund by \$400,000.**

**Progress 1<sup>st</sup> Quarter**

- T/SCFOF Quarterly Operating Council meeting (capacity building)
- Operating Council first quarter meeting held – February 07, 2011.
- Materializing (5) clients to apply to the T/SCFOF.
- Additional capitalization – ongoing effort

**Goal 7:**

**Create, support and promote entrepreneurial and economic development in East Topeka through the MWBD Signature Initiative that includes: 1) a partnership with the Heartland PTAC to gain exposure to Department of Defense contracting opportunities, 2) Advanced Automation Robotics Program at Highland Park High School, 3) at least a 10% increase in the MWBD Conference in September 2011, and 4) deployment of the GO Topeka business attraction tool to build economic opportunity for East Topeka.**

**Progress 1<sup>st</sup> Quarter**

- 1) Procurement Technical Assistance Center Partnership - In process
  - a. Communication via telephone and email.
  - b. Exploring the partnership needs of both agencies.
  - c. Fourth quarter deliverable – Not Complete
- 2) Advanced Automation Robotics: (36) hours toward forging a relationship with global private company, USD 501 and GO Topeka, (in process).
  - a. Global board of directors meeting
  - b. Creation of secondary education curriculum
  - c. Job description built
  - d. Communication between (4) entities: Go Topeka, MWBD Council, USD 501 (Administrative and HPHS) and global robotics company.
- 3) MWBD 2<sup>nd</sup> Annual Conference (47) Hours toward council and SI Committee Conference planning and program development. Conference set for September 21, 2011 – Ongoing).
- 4) Use of GO Topeka's Attraction Tools-Not Complete – 3<sup>rd</sup> & 4<sup>th</sup> Quarter.

**NaviGate Entrepreneurial Partnership**

**Team Leaders: Steve Jenkins and Cyndi Hermocillo-Legg**

**Goal 8: Fully deploy and implement the NaviGate Entrepreneurial Partnership to foster and nurture emerging entrepreneurs and support the creation of an entrepreneurial culture in Topeka and Shawnee County.**

**Goal 8.1: In cooperation with MAMTC, complete a second NaviGate Jump Start, use the results to develop a long-term strategy and expand the NaviGate with Appropriate new partners**

**Progress 1<sup>st</sup> Quarter**

- Entrepreneurial Jumpstart set for second quarter, end of May, (Ongoing).

**Goal 8.2: Conduct a Start-Up Weekend and a 1-day Entrepreneurial Bootcamp**

<b>Attendance</b>	<b>NaviGate Bootcamp</b>	<b>Start Up Industry</b>
Scheduled Dates	4 <sup>th</sup> Quarter	3 <sup>rd</sup> Quarter
Attendance	Has Not Occurred	Has Not Occurred

**Other Action Implemented in First Quarter:**

- **Small Business Training/Workshops** Conducted (2) = 86 Entrepreneur/Small Businesses/Professionals Serviced; received 4.0 and above evaluation ratings from small business attendees.
- **Surviving Progress (Business in Road Construction Zones Project =**
  - **March 23, 2011- 4:00 to 7:00 p.m.** Surviving Progress Open Meeting partnered with the City of Topeka, GO Topeka Economic Partnership and the Greater Topeka Chamber of Commerce.
  - Attend a monthly engineers and utilities meeting at the City of Topeka
  - **Project T-841010.07** Branner Trafficway & Adams-30-Business mailings, Ongoing - Business visits
  - **Project T-841010.13** 6<sup>th</sup> St. from Orchard to Topeka Blvd.- 115-Business mailings, Ongoing Business visits
  - **Project T-841010.09** Washburn & Huntoon & Lane= Ongoing – To Be Complete in 2<sup>nd</sup> Quarter
  - **Project T-841012.11** California from 21<sup>st</sup> to 29<sup>th</sup> - = Ongoing – To Be Complete in 2<sup>nd</sup> Quarter
  - **Project T841012.01** Golden from I-70 to 2<sup>nd</sup>= Ongoing – To Be Complete in 2<sup>nd</sup> Quarter
- **Innovation Engineering Leadership Institute Project:**
  - GO Topeka Economic Partnership with MAMTC – (8) scholarships for small businesses to attend
  - EMBD sought and was awarded seed money from Heartland Visioning to have small or microbusinesses at the IELI opportunity. This effort will continue to help small business to be part of Shawnee County's innovation NIST effort.
- Number of entrepreneurs/small businesses counseled in First Quarter= 44 – 66% (LMI, Minority-Owned or Woman-Owned)
- Number of entrepreneurs/small businesses materially assisted=21 or 48% of First Quarter Clients  
(\*\*) "Materially assisted" means substantive assistance, something beyond a phone call or one-time counsel to include but not limited to assisting with business documents, connecting with financial resources, one-on-one training, business reviews, etc.

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- Number of small business orientation conducted **(2) = 15 entrepreneurs serviced**
- Washburn Leadership Institute: Highland Park High School and Topeka High Youth Entrepreneurs to compete in 2-day event. GO Topeka's EMBD delivered **(8)** volunteers to help with effort.

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## **Proposed Joint Economic Development Organization (JEDO) Public Comment Policy:**

**Public Comment** Requests by the public to speak regarding items listed on the JEDO agenda will be placed on the agenda in the order received. The public must sign the Public Comment Agenda Sheet available at the JEDO meeting location 15 minutes prior to the beginning of all JEDO meetings. Persons planning to speak must be identified by name and organization represented (if applicable), under the items listed on the agenda. Public comment is allowed on actionable items and must relate to the actionable item as listed on the agenda (Actionable items are those agenda items which require a vote at that scheduled meeting.). There will be no public comments on items listed on the consent agenda. Persons addressing JEDO will be limited to three consecutive minutes for their presentation, unless a majority of JEDO voting members agrees to award additional time to the speaker. Matters pertaining to personnel, litigation and violations of laws, ordinances or resolutions are excluded from public comment. Those making public comment are to maintain proper decorum relating to public meetings.

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**GROWTH ORGANIZATION  
OF TOPEKA/SHAWNEE COUNTY, INC.**

**Financial Statements and  
Accountants' Report**

**December 31, 2010 and 2009**

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Mayer Hoffman McCann P.C.

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Independent Auditors' Report

Board of Directors  
Growth Organization of Topeka/Shawnee County, Inc.  
Topeka, Kansas

We have audited the statements of financial position of the Growth Organization of Topeka/Shawnee County, Inc. as of December 31, 2010 and 2009, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Growth Organization of Topeka/Shawnee County, Inc. as of December 31, 2010 and 2009, and the related statements of activities and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

*Mayer Hoffman McCann P.C.*

Mayer Hoffman McCann P.C.  
Topeka, Kansas  
May 6, 2011

# GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

## Statements of Financial Position December 31,

### Assets

	<u>2010</u>	<u>2009</u>
Current assets:		
Cash and cash equivalents	\$ 2,071,571	\$ 4,040,655
Investments	7,642,763	7,600,662
Accrued interest receivable	5,000	21,000
Prepaid expenses	<u>98,099</u>	<u>119,554</u>
Total current assets	<u>9,817,433</u>	<u>11,781,871</u>
Property and equipment:		
Equipment	156,349	149,014
Leasehold improvements	<u>6,320</u>	<u>6,320</u>
Total property and equipment	162,669	155,334
Less accumulated depreciation	<u>(105,842)</u>	<u>(86,030)</u>
Net property and equipment	<u>56,827</u>	<u>69,304</u>
Other assets:		
Land held for economic development	<u>8,444,081</u>	<u>4,818,786</u>
Total other assets	<u>8,444,081</u>	<u>4,818,786</u>
Total assets	<u>\$18,318,341</u>	<u>\$16,669,961</u>

### Liabilities and Net Assets

Current liabilities:		
Deferred revenue	\$ 5,100	\$ 26,000
Deferred JEDO grant revenue	8,727,718	10,628,566
Due to Greater Topeka Chamber of Commerce		88,071
Due to Governor's Military Council agency fund	<u>209,674</u>	<u>264,527</u>
Total current liabilities	<u>8,942,492</u>	<u>11,007,164</u>
Net assets:		
Undesignated and unrestricted	931,768	844,011
Board designated	<u>8,444,081</u>	<u>4,818,786</u>
Total net assets	<u>9,375,849</u>	<u>5,662,797</u>
Total liabilities and net assets	<u>\$18,318,341</u>	<u>\$16,669,961</u>

The accompanying notes are an integral part of these financial statements

**GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.**

Statements of Activities  
Years Ended December 31,

	<u>2010</u>	<u>2009</u>
Revenue:		
JEDO grant	\$6,900,848	\$5,559,949
Private contributions	366,203	274,622
Small business awards	8,841	8,360
Interest income	27,647	141,430
Change in market value of investments	4,872	(103,024)
Other	<u>78,030</u>	<u>22,180</u>
Total revenue	<u>7,386,441</u>	<u>5,903,517</u>
Expenses:		
Program expenses:		
Economic development	<u>3,463,729</u>	<u>4,000,090</u>
Total program expenses	<u>3,463,729</u>	<u>4,000,090</u>
Support services expenses:		
General and administrative	<u>209,660</u>	<u>255,282</u>
Total support expenses	<u>209,660</u>	<u>255,282</u>
Total program and support expenses	<u>3,673,389</u>	<u>4,255,372</u>
Change in net assets	3,713,052	1,648,145
Net assets at beginning of year	<u>5,662,797</u>	<u>4,014,652</u>
Net assets at end of year	<u>\$9,375,849</u>	<u>\$5,662,797</u>

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The accompanying notes are an integral part of these financial statements

**GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.**

Statements of Cash Flows  
Years Ended December 31,

	<u>2010</u>	<u>2009</u>
Cash flows from operating activities:		
Contributions, grants and other support	\$ 5,427,674	\$ 5,293,782
Cash paid for services and supplies	(2,998,400)	(2,751,518)
Cash incentives paid	(536,935)	(388,780)
Interest received	<u>55,650</u>	<u>168,129</u>
Net cash provided by operating activities	<u>1,947,989</u>	<u>2,321,613</u>
Cash flows from investing activities:		
Purchase of investments	(18,031,929)	(13,444,921)
Proceeds from sale of investments	17,987,197	15,797,602
Investment in land and improvements for economic development	(3,865,005)	(2,851,543)
Purchase of property and equipment	<u>(7,336)</u>	<u>(5,414)</u>
Net cash used in investing activities	<u>(3,917,073)</u>	<u>(504,276)</u>
Net (decrease) increase in cash	(1,969,084)	1,817,337
Cash and cash equivalents at beginning of year	<u>4,040,655</u>	<u>2,223,318</u>
Cash and cash equivalents at end of year	<u>\$ 2,071,571</u>	<u>\$ 4,040,655</u>
Reconciliation of change in net assets to net cash provided by operating activities:		
Change in net assets	\$ <u>3,713,052</u>	\$ <u>1,648,145</u>
Adjustments to reconcile change in net assets to net cash used by operating activities:		
Land incentive	239,710	1,277,000
Depreciation	19,813	27,953
Loss on disposal of fixed assets		5,810
Unrealized (gains) losses on investments	(4,872)	103,024
Realized losses on investments	7,503	12,699
Change in pledges receivable		2,000
Change in accrued interest receivable	16,000	14,000
Change in prepaid expenses	21,455	(91,318)
Change in due to/from Greater Topeka Chamber of Commerce	(88,071)	30,256
Change in deferred revenue	(20,900)	25,700
Change in deferred JEDO grant revenue	(1,900,848)	(633,949)
Change in due to Governor's Military Council agency fund	<u>(54,853)</u>	<u>(99,707)</u>
Total adjustments	<u>(1,765,063)</u>	<u>673,468</u>
Net cash provided by operating activities	<u>\$ 1,947,989</u>	<u>\$ 2,321,613</u>

The accompanying notes are an integral part of these financial statements

# GROWTH ORGANIZATION OF TOPEKA/SHAWNEE, INC.

## Notes to Financial Statements December 31, 2010 and 2009

### 1. History and Organization

The Growth Organization of Topeka/Shawnee County, Inc. was organized to encourage business and industry to locate and develop within the greater Topeka area and to otherwise promote the common economic interest of greater Topeka.

### 2. Summary of Significant Accounting Policies

This summary of significant accounting policies is presented to assist in understanding the accompanying financial statements.

#### Basis of Reporting

Assets, liabilities, net assets, revenues and expenses are recognized on the accrual basis of accounting.

The Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

The unrestricted operating fund represents the portion of expendable funds that is available for support of the Organization's operations.

The temporarily restricted fund and the permanently restricted fund represent funds that are subject to restrictions of the donated instruments, if any. These funds require either that the principal be invested in perpetuity and the income only be used by the Organization or are restricted by the donor's intent as to usage.

#### Fair Value Measurement

Assets recorded at fair value are categorized based upon the level of observability associated with the inputs used to measure their fair value. Fair value is defined as the amount that would be received to sell an asset in an orderly transaction between market participants at the measurement date. The availability of observable inputs is affected by a variety of factors, including the type of asset and the transparency of market transactions. To the extent that fair value is based on inputs that are less observable or unobservable in the market, the determination of fair value requires more judgment.

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

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

# GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

## Notes to Financial Statements December 31, 2010 and 2009

### 2. Summary of Significant Accounting Policies (Continued)

#### Investments

Investments consist of U.S. government securities money market funds, certificates of deposit, and U.S. government securities. Investments are stated at fair value. Realized and unrealized gains and losses, dividends and interest on investments are reflected in the statement of activities.

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

#### Pledges Receivable

Pledges receivable represent legally enforceable pledges and are recorded as receivable in the year made. Pledges are carried at their original amount less an allowance for uncollectible amounts.

#### Property and Equipment

The Organization capitalizes all expenditures in excess of \$2,000 for property and equipment at cost. Depreciation is determined on the straight-line basis, with estimated useful lives as follows:

Equipment	3 - 5 years
Leasehold improvements	5-10 years

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

Management annually reviews property and equipment to determine whether carrying values have been impaired.

#### Income Taxes

The Organization is exempt from federal income tax under Section 501(c)(6) of the Internal Revenue Code, is exempt from federal income taxes pursuant to Section 501(a) of the Code, and has been classified as other than a private foundation.

The Organization's present accounting policy for the evaluation of uncertain tax positions is to review those positions on an annual basis. A liability would be recorded in the financial statements during the period which, based on all available evidence, management believes it is more likely than not that the tax position would not be sustained upon examination by taxing authorities and the liability would be incurred by the Organization.

The Organization files income tax returns in the U.S. federal and Kansas jurisdictions. The Organization is generally no longer subject to federal and state income tax examinations by taxing authorities for years before 2007. There are currently no examinations of the Organization's income tax returns in progress.

# GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

## Notes to Financial Statements December 31, 2010 and 2009

### 2. Summary of Significant Accounting Policies (Continued)

#### Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and services benefited.

#### Cash Defined For Statement of Cash Flows

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

#### Management Use of Estimates

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

### 3. Cash and Investments

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

Investments consist of the following at December 31. All investments are valued using Level 1 inputs.

	<u>2010</u>	<u>2009</u>
U.S. government securities money market funds	\$ 1,437,141	\$ 2,086,800
Certificates of deposit	1,899,985	1,201,686
U.S. government securities	<u>4,305,637</u>	<u>4,312,176</u>
Total investments	<u>\$ 7,642,763</u>	<u>\$ 7,600,662</u>

### 4. Land Held for Economic Development

The Organization holds land for the development of the Kanza Fire and Central Crossing Commerce Parks in southwest Topeka, Kansas. The Organization has the right to transfer the land to companies for economic development. As of December 31, 2010 and 2009, \$8,444,081 and \$4,818,786 of land was held for transfer to third parties for development. The Organization has the option to purchase an additional 609 acres at the Kanza Fire Park location, at prices ranging from \$6,000 - \$8,000 per acre.

Land held for economic development is a board designated net asset.

# **GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.**

## Notes to Financial Statements December 31, 2010 and 2009

### **5. Agency Funds**

The Organization acts as an agent on behalf of the Governor's Military Council. Cash held on behalf of the Governor's Military Council is classified as both cash and a corresponding liability.

### **6. Related Party Transactions**

The Greater Topeka Chamber of Commerce furnishes to the Organization certain services and resources, including personnel. Amounts billed to the Organization for the years ended December 31, 2010 and 2009 were approximately \$884,000 and \$897,000, respectively.

The Organization also makes lease payments based on its proportionate share of space under a lease agreement between Security National Properties and the Greater Topeka Chamber of Commerce. Total lease expense for the years ended December 31, 2010 and 2009 was \$78,405 and \$70,385, respectively.

At December 31, 2010 and 2009, the Organization owed the Greater Topeka Chamber of Commerce \$0 and \$88,071, respectively.

### **7. JEDO Grant**

The Organization entered into an agreement with JEDO in January 2002. JEDO is a separate legal entity authorized by Kansas Statute 12-2904(a) which was created by an interlocal agreement between the Board of Commissioners of Shawnee County and the City of Topeka. The agreement provided for a grant to the Organization for the purpose of providing economic development services, including research, target marketing, existing business retention and expansion, new business recruitment, disadvantaged business enterprises, infrastructure development, site acquisition and development, incentive funds, workforce training and expansion, and other such activities deemed necessary and appropriate. The term of the agreement was for one year and could be extended for successive periods of one year each unless either party terminates the agreement.

JEDO approved the carryover of the 2010 and 2009 unexpended grant funds. This carryover is included in the deferred JEDO grant revenue at December 31, 2010 and 2009, and includes approximately \$391,000 and \$371,000 for the disadvantaged business enterprises program at December 31, 2010 and 2009.

### **8. Concentrations and Major Customers**

The Organization received 97% and 94%, respectively, of their total revenue from a grant with the Joint Economic Development Organization (JEDO) for the years ended December 31, 2010 and 2009. In the event this grant was discontinued, the activities of the Organization would be curtailed accordingly.



Mayer Hoffman McCann P.C.

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May 6, 2011

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

We have audited the financial statements of the Growth Organization of Topeka/Shawnee County, Inc. for the year ended December 31, 2010, and have issued our report thereon dated May 6, 2011. Professional standards require that we provide you with the following information related to our audit.

Our Responsibility under U.S. Generally Accepted Auditing Standards

As stated in our engagement letter dated October 8, 2010, our responsibility, as described by professional standards, is to express an opinion about whether the financial statements prepared by management with your oversight are fairly presented, in all material respects, in conformity with U.S. generally accepted accounting principles. Our audit of the financial statements does not relieve you or management of your responsibilities.

Planned Scope and Timing of the Audit

We performed the audit according to the planned scope and timing previously communicated to you in our meeting about planning matters on March 1, 2011.

Significant Audit Findings

*Qualitative Aspects of Accounting Practices*

Management is responsible for the selection and use of appropriate accounting policies. In accordance with the terms of our engagement letter, we will advise management about the appropriateness of accounting policies and their application. The significant accounting policies used by the Growth Organization of Topeka/Shawnee County, Inc. are described in Note 2 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during 2010. We noted no transactions entered into by the Organization during the year for which there is a lack of authoritative guidance or consensus. There are no significant transactions that have been recognized in the financial statements in a different period than when the transaction occurred.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events.

*Difficulties Encountered in Performing the Audit*

We encountered no significant difficulties in dealing with management in performing and completing our audit.

*Corrected and Uncorrected Misstatements*

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are trivial, and communicate them to the appropriate level of management.

No misstatements were noted by us as a result of our auditing procedures.

# **GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.**

## Notes to Financial Statements December 31, 2010 and 2009

### **9. 401(k) Retirement Plan**

The Organization established a 401(k) retirement plan through a common paymaster agreement with the Greater Topeka Chamber of Commerce in which eligibility is reached when an employee has 1,000 hours of services, is age 21, and has completed 12 months of service. The 401(k) retirement plan is sponsored by the American Chamber of Commerce Executives.

Contributions to the retirement plan are an amount equal to 7% of an employee's total annual earnings. The employees may contribute up to 15% of their annual earnings with no minimum contribution required. Employer contributions are vested at a rate of 20% for two years of service to 100% for six years of service.

The Organization's contributions to the 401(k) retirement plan were \$43,640 and \$43,885 for the years ended December 31, 2010 and 2009.

### **10. Incentives**

For the years ended December 31, 2010 and 2009, performance-based cash incentives totaling \$536,935 and \$388,780 were paid to various organizations. These incentives are paid under agreements generally covering several years and requiring maintenance of employment levels and other benchmarks. In addition, the Organization provided land incentives at Central Crossing Commerce Park, with costs of \$239,710 and \$1,277,000 in 2010 and 2009.

### **11. Commitments and Contingencies**

At December 31, 2010, the Organization has approved outstanding performance-based incentive commitments to various companies expected to be payable as follows:

2011	\$1,293,386
Thereafter	<u>2,441,591</u>
	<u>\$3,734,977</u>

In addition, at December 31, 2010, the Organization was negotiating potential new cash and land incentive commitments in the approximate amount of \$5,280,000. These commitments will be paid from deferred JEDO grant revenue if conditions are met.

### **12. Subsequent Events**

The Organization has evaluated subsequent events through May 6, 2011, the date which the financial statements were available to be issued. Subsequent to year end the Organization incurred additional infrastructure costs on land held for development of approximately \$823,000. The Organization expects to invest up to an additional \$2,000,000 during the remainder of 2011 for infrastructure improvements.



#### *Disagreements with Management*

For purposes of this letter, professional standards define a disagreement with management as a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

#### *Management Representations*

We have requested certain representations from management that are included in the management representation letter dated May 6, 2011.

#### *Management Consultations with Other Independent Accountants*

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Organization's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

#### *Other Audit Findings or Issues*

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Organization's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

This information is intended solely for the use of the board of directors and management of the Growth Organization of Topeka/Shawnee County, Inc. and is not intended to be and should not be used by anyone other than these specified parties.

Very truly yours,

*Mayer Hoffman McCann P.C.*

Mayer Hoffman McCann, P.C.

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### **JEDO Approval of Funding for the Governor's Military Council**

Governor Brownback has indicated his full support for his Military Council as evidenced by naming himself chair of the Council and naming Lt. Governor Colyer as the vice chair. John Armbrust, who has served as the Executive Director of the Council since its inception has been asked by the Governor to continue in that position.

Due to the state's budget challenges, the Governor reduced the state contribution to the Council to \$100,000, from an annual funding level of ~\$350,000. He also requested the Council terminate its contract with their D.C. consultant, and asked the communities near the state's military installations to provide annually, as a minimum, funds matching the state's contribution.

The Governor's Military Council also has been restructured to focus on two primary missions:

- Grow and protect the state's current military installations – which is directly related to the Council's previous focus
- Maintain and recruit defense related industries to the State – a new focus area for the Council

All Council members have been assigned to one of these two focus areas, with several members such as Doug Kinsinger being assigned to both.

The Council's efforts to maintain and recruit defense related industries will be in conjunction with, and fully coordinated with, the Kansas Department of Commerce (KDOC). The Kansas Secretary of Commerce, Pat George, has committed to the Council the availability of the entire KDOC team, and has named Chuck Alderson to be the Council's point of contact in the Department. Chuck resides in and works out of the Wichita area, and prior to working for KDOC was then-Senator Brownback's State Director. Additionally, Council membership has been expanded and now includes representatives from KU/WSU/KSU to grow "Centers of Excellence" around military installations, and to expand defense related research and defense related jobs.

Currently the Manhattan Area Chamber of Commerce Economic Development arm, in conjunction with the City has committed \$25,000 per year to the Council. The Salina Airport Authority/City of Salina/Saline County and the Salina Chamber of Commerce have committed at least \$15,000 per year. Discussions are currently underway with Leavenworth Lansing, Wichita and other communities near Fort Riley.

We are asking JEDO to approve at least \$25,000 per year to the Governor's Military Council to continue its work in growing and protecting our installations such as Forbes Field, and to further focus the state on maintaining and recruiting defense industries to communities near our installations. GO TOPEKA approved a commitment of at least \$25,000 per year to the Governor's Military Council at its April 1 meeting with the understanding that the JEDO Board must approve the commitment before it is official.

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## MEMORANDUM

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Date: April 15, 2011

To: Presiding Officer, JEDO Policy Board

From: Thomas C. Vlach, P.E., Chair  
JEDO Finance Committee

Re: Administration Fee/Utility Relocation Reimbursement Policy Resolution  
2004 Countywide Retailers' Sales Tax Referendum

The Joint Economic Development Organization's (JEDO) Finance Committee respectfully submits the attached resolution for consideration by the JEDO Policy Board.

This resolution is being submitted in an effort to seek clarification and direction from the JEDO Policy Board regarding the intent of the December 9, 2004 Countywide Retailers' Sales Tax Interlocal Agreement as it relates to the reimbursement of administration fees and utility relocation costs that are realized by Shawnee County and/or the City of Topeka as a result of implementing the sales tax referendum roadway infrastructure projects.

The JEDO Finance Committee voted 4-0 in favor of recommending this resolution be forwarded to, and adopted by, the JEDO Policy Board.

Your consideration of this resolution is appreciated.

xc: Stacey Woolington, JEDO Finance Committee  
Randy Speaker, JEDO Finance Committee  
Jim Langford, JEDO Finance Committee

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**RESOLUTION NO. 2011-\_\_\_\_\_**

**A RESOLUTION TO CLARIFY THE INTENT OF THE INTERLOCAL AGREEMENT  
RELATING TO FINANCING COUNTYWIDE INFRASTRUCTURE DEVELOPMENT AND  
ECONOMIC DEVELOPMENT TO BE FUNDED BY A ONE-HALF OF ONE CENT  
COUNTYWIDE RETAILERS' SALES TAX**

**WHEREAS**, Shawnee County (County) and the City of Topeka (City) entered into an Interlocal Agreement on December 9, 2004 to continue the Joint Economic Development Organization (JEDO), a separate legal entity, and authorize the JEDO to provide the economic development program for the County and City and complete the countywide infrastructure improvements listed on the August 3, 2004 ballot question; and

**WHEREAS**, the JEDO shall establish its own operational policies and procedures; and

**WHEREAS**, the JEDO shall consist of a seven (7) member Policy Board consisting of the three (3) County Commissioners, the Mayor, Deputy Mayor, and two (2) City Council Members; and

**WHEREAS**, a JEDO Finance Committee was created to act as a ministerial agent for the JEDO financial account; and

**WHEREAS**, the JEDO financial account shall be drawn upon by the signatures of two members of the JEDO Finance Committee when money is needed for the economic development program or to further the infrastructure improvement projects; and

**WHEREAS**, the JEDO Finance Committee has identified inconsistent policy guidelines regarding the implementation and reimbursement of funds for countywide infrastructure improvements; and

**WHEREAS**, the JEDO Finance Committee desires clarification and direction from the JEDO Policy Board regarding the reimbursement of funds for countywide infrastructure improvements; and

**WHEREAS**, the JEDO Finance Committee recommends the JEDO Policy Board adopt the following policy guidelines regarding reimbursement of administrative fees and utility relocation costs associated with the countywide infrastructure improvements being funded by the one-half cent countywide sales tax:

1. The total costs for design and construction of the relocation of the City-owned water and sewer lines which need to be relocated for the SE 45<sup>th</sup> Street (Topeka Boulevard to California) improvement projects be paid with one-half cent sales tax proceeds
2. The total costs of the future relocation of utilities owned by the City or County be included in the project costs and be reimbursed with the one-half cent sales tax proceeds when the relocation is necessitated by the one-half cent sales tax projects

3. The County be reimbursed two percent (2%) of total project costs for administrative expenses it has incurred for the countywide infrastructure improvements it has administered to date as follows:

<u>PROJECT</u>	<u>2% ADMIN FEE</u>
○ Wanamaker Road and 41 <sup>st</sup> Street Intersection	\$7,434
○ Wanamaker Road (39 <sup>th</sup> – 41 <sup>st</sup> )	\$6,371
○ Wanamaker Road and 53 <sup>rd</sup> Street Intersection	\$19,066
○ Wanamaker Road (41 <sup>st</sup> – 53 <sup>rd</sup> )	\$115,409
○ Wanamaker Road and 61 <sup>st</sup> Street Intersection	\$27,861
○ Croco Road (21 <sup>st</sup> – 29 <sup>th</sup> )	\$65,178
○ Croco Road (6 <sup>th</sup> – Sycamore)	\$27,402
○ Croco Road and 29 <sup>th</sup> Street Intersection	\$67,076

4. The County and City be reimbursed two percent (2%) of total project costs for administrative expenses for current and future countywide infrastructure improvements being funded by the one-half cent countywide sales tax that each entity administers
5. The City be reimbursed for actual expenses incurred for staking and inspection plus one and four-tenths percent (1.4%) for administration of those expenses for current and future countywide infrastructure improvements being funded by the one-half cent countywide sales tax that it administers

**NOW THEREFORE**, the JEDO Policy Board, meeting on this \_\_\_\_ day of \_\_\_\_\_, 2011, does hereby resolve as follows:

The County and City shall be reimbursed for administrative fees and utility relocation costs associated with the countywide infrastructure improvements being funded by the one-half cent countywide sales tax as described herein in paragraphs 1-5 above. All other components of the December 9, 2004 Interlocal Agreement shall remain in full force and effect.

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This resolution shall take effect as of the date first above written.

**BOARD OF COUNTY COMMISSIONERS  
SHAWNEE COUNTY, KANSAS**

\_\_\_\_\_  
Vic Miller, Chair

**CITY OF TOPEKA, KANSAS**

\_\_\_\_\_  
William W. Bunten, Mayor

**ATTEST:**

\_\_\_\_\_

APPROVED AS TO FORM AND LEGALITY	
DATE _____	BY _____

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Sales Tax Projects Cashflow (as of 5/1/2011) (DRAFT: For DISCUSSION ONLY)

Sales Tax Projects Cashflow (as of 5/1/2011) (DRAFT: For DISCUSSION ONLY)									
	2003	2006	2007	2008	2009	2011	2013	2014	TOTAL
REVENUES	\$11,820,787	\$14,345,122	\$14,886,594	\$15,632,150	\$14,506,465	\$14,569,032	\$14,803,069	\$14,921,493	\$174,825,758
EXPENDITURES									
Go Topeka	\$3,750,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$58,750,000
County Bridges	\$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
Service Charges, Audit	\$50	\$3,410	\$3,571	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$38,531
Topeka Blvd Bridge		\$1,037,642	\$4,389,517	\$3,265,379	\$3,569,506	\$1,363,495	\$3,404,450	\$3,402,450	\$34,195,683
Wanamaker Road & 41st Intersection (70001-01) - B&W									
County Share	\$122,395	\$249,300							\$371,695
Wanamaker Road: County - 39th to 41st (70001-03)									
City Share	\$85,360	\$233,200							\$318,560
Wanamaker Road & 53rd Intersection (70001-02) - B&W									
Design	\$148,710	\$24,000							\$172,710
ROW	\$86,890	\$70,800							\$157,690
Utility Adj	\$212,144								\$212,144
Construction	\$406,000								\$406,000
Const Engr									\$0
Contingencies	\$723	\$4,012							\$4,735
Wanamaker Road: ROW - 41st (70001-04) - B&W									\$953,279
Design	\$113,400	\$92,640		\$54,960					\$387,000
ROW	\$303,645	\$48,266							\$351,911
Utility Adj				\$166,370	\$408,250				\$0
Pl A: 53rd to 47th									\$166,370
Pl B: 47th to 41st									\$408,250
Construction									\$0
Pl A: 53rd to 47th				\$1,460,713					\$1,460,713
Pl B: 47th to 41st				\$2,328,354					\$2,328,354
Const Engr									\$0
Pl A: 53rd to 47th				\$275,000					\$275,000
Pl B: 47th to 41st				\$392,000					\$392,000
Contingencies			\$681	\$180					\$861
Wanamaker Road: ROW - 41st (70001-05) - B&W									\$5,770,459
Design	\$31,500	\$12,050		\$10,350	\$1,800	\$2,250			\$80,000
ROW				\$19,120					\$44,345
Utility Adj					\$183,697	\$11,871			\$195,568
Construction					\$876,615				\$876,615
Const Engr					\$196,303				\$196,303
Contingencies					\$60	\$162			\$222
Wanamaker Road: 61st - 53rd (70001-07) - B&W									\$1,393,053
Design	\$53,600	\$29,460		\$30,600	\$15,300	\$12,240			\$182,000
ROW			\$130,310	\$5,775					\$136,085
Utility Adj					\$146,839				\$146,839
Construction						\$1,694,958			\$1,694,958
Const Engr				\$60	\$60	\$278,000			\$278,000
Contingencies						\$150,000			\$150,120
Wanamaker Road: 61st - 53rd (70001-07) - B&W									\$2,588,002
Design									
ROW									
Utility Adj									
Construction/Financing									
Const Engr									
Contingencies									
Wanamaker Road: 61st - 53rd (70001-07) - B&W									
Design									
ROW									
Utility Adj									
Construction/Financing									
Const Engr									
Contingencies									
Wanamaker Road: 61st - 53rd (70001-07) - B&W									
Design									
ROW									
Utility Adj									
Construction									
Const Engr									
Contingencies									
SE 45th: Adams to California (70004-02) - PEC									
Design									
ROW									
Utility Adj									
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Contingencies									
SE 45th: Adams to California (70004-02) - PEC									
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**Proposed Joint Economic Development Organization (JEDO)**  
**Public Comment Policy: *AS Amended.***

*Strike by Miller* - **Public Comment** Requests by the public to speak regarding items listed on the JEDO agenda will be placed on the agenda in the order received. The public must sign the ~~Public Comment Agenda Sheet available at the JEDO meeting location 15 minutes prior to the beginning of all JEDO meetings.~~ Persons planning to speak must be identified by name and organization represented (if applicable), under the items listed on the agenda. Public comment is allowed on actionable items and must relate to the actionable item as listed on the agenda (Actionable items are those agenda items which require a vote at that scheduled meeting.). ~~There will be no public comments on items listed on the consent agenda. Persons addressing JEDO will be limited to three consecutive minutes for their presentation, unless a majority of JEDO voting members agrees to award additional time to the speaker. Matters pertaining to personnel, litigation and violations of laws, ordinances or resolutions are excluded from public comment.~~ Those making public comment are to maintain proper decorum relating to public meetings. *Miller Strike Miller Strike*



## **JEDO First Quarter 2011 Report May 12, 2011**




## **GO Topeka Vision and Mission**

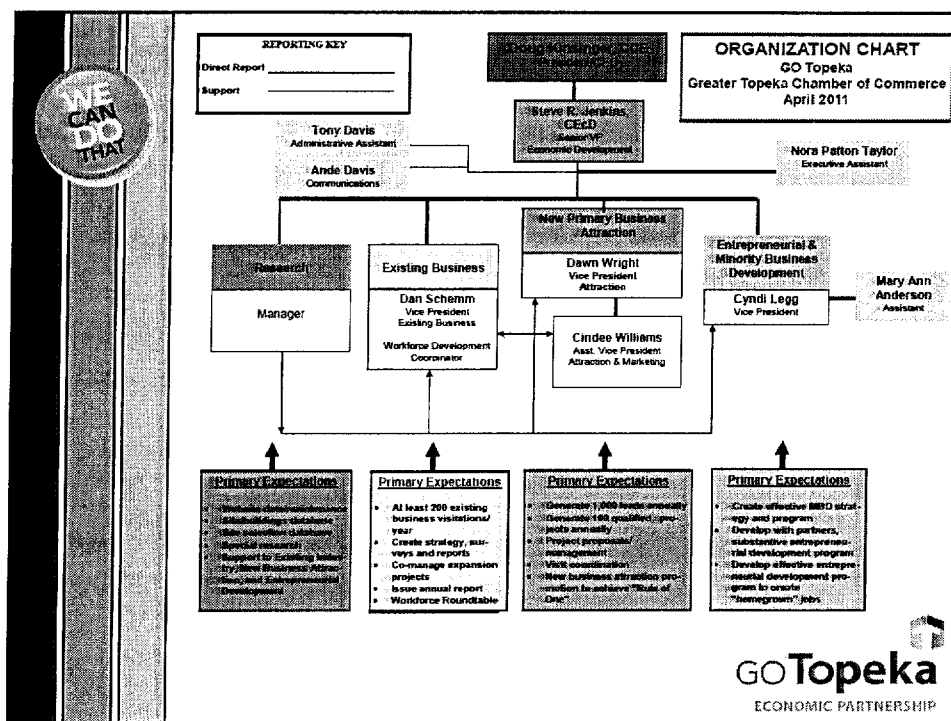
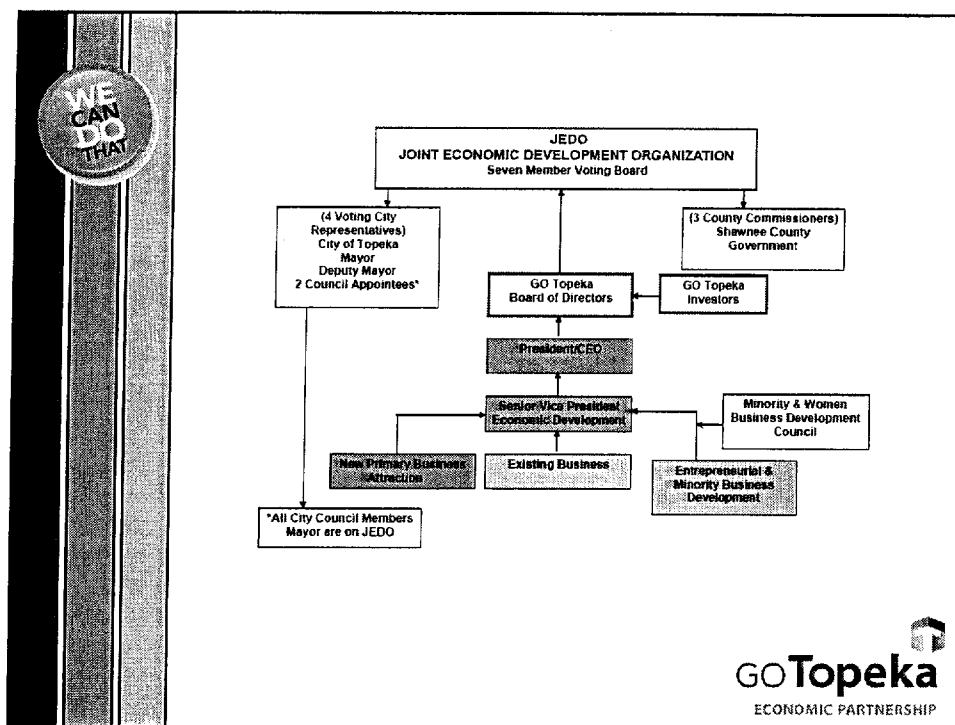
Vision

*GO Topeka is the leader in creating opportunities for economic growth that provide a thriving business climate and fulfilling lifestyle for all residents of Topeka and Shawnee County.*

Mission

*GO Topeka's Mission is to create exceptional opportunities for growth, prosperity, innovation, and economic diversity and vibrancy that positively impact current and future citizens of Topeka and Shawnee County by attracting world-class companies, providing existing companies with the knowledge and resources to reach their highest potential, and cultivating entrepreneurial development and growth.*







## Focus: Primary Jobs and Investments

### Why?

**Primary Employers = Products and services exported**  
(manufacturers, distribution and logistics, back office, human and animal science R&D and product production)

**Results = Wealth production** that provides higher paying jobs and tax base that fund community development activities and small business success (secondary and indirect jobs and businesses)...substantially increase the base economy (new dollars) rather than dividing existing community wealth dollars.

**Thresholds = Higher wages, benefits and levels of investment**



## What are Secondary Indirect Jobs

*Secondary and indirect jobs and investments, such as retail and local service sectors, circulate existing local dollars and typically do not inject new or outside dollars into the local economy and generally have lower wages and consume local community wealth.*

### Shawnee County wage examples:

County Average	\$38,272
Manufacturing	\$47,424
Distribution	\$39,260
Medical Services	\$40,768
Retail	\$22,412

Source: Kansas Department of Labor, 3<sup>rd</sup> Quarter 2010 (latest available)





## Employment Multipliers

Manufacturing	1.7905
Distribution	1.4365
Retail	1.1348

*Source: Impact DataSource, Austin, Texas*

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## Economic Impact of Primary Employers in Shawnee County, 2010

Number of Direct Primary Jobs	17,113
Number of Indirect Jobs as a Result	13,528
Number of Direct and Associated Indirect Jobs	30,641
Annual Direct and Indirect Salaries	\$ 1.6 billion
Annual Increase in Gross Area Product (GAP)	\$ 4.6 billion
Taxable Sales Generated	\$718.7 million

*Source: Impact DataSource, Austin, Texas*

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## Economic Impact of 200 Jobs by Sector

	<u>Manufacturing</u>	<u>Retail</u>
Number of Direct & Indirect Jobs	358	227
Annual Direct & Indirect Salaries Generated	\$15.7 million	\$ 5.9 million
Annual Increase in Gross Area Product	\$47.8 million	\$14.9 million

Source: Impact DataSource, Austin, Texas

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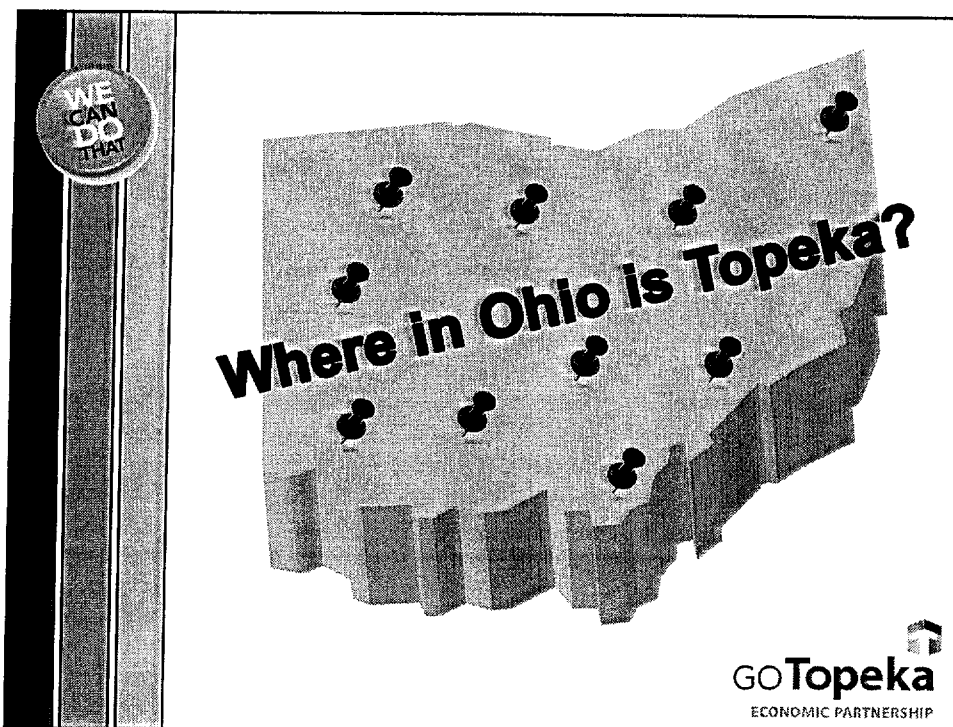


## Contributions of Primary Employers to Shawnee County's Annual Economy 2010

Number of Jobs	35%
Annual Salaries	55%
Gross Area Product	37%
Taxable Sales	30%
Property on Tax Rolls	39%

Source: Impact DataSource, Austin, Texas

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**Focus Last 3 Years**

- Increased national awareness of Topeka and its business assets to corporations and site consultants
- Strengthening and expanding the existing business program, with particular attention to the community's primary employers
- Strengthening and focusing minority and women business development program necessary to create substantive results under the guidance of the Minority and Women Business Development Council
- Development and deployment of a meaningful entrepreneurial development program targeting emerging potential primary businesses
- Identify and address the needs in workforce development that increases the community's competitiveness for job and investment attraction and retention

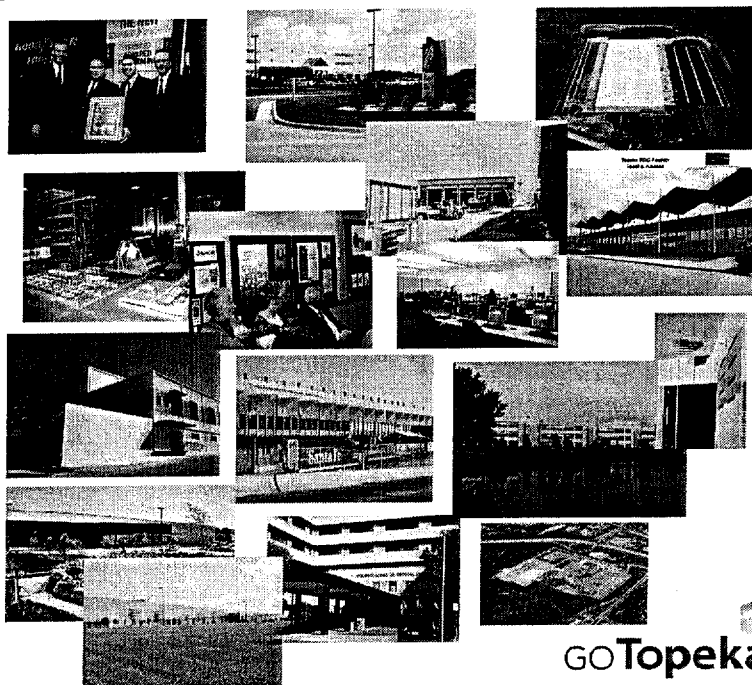
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## Results 2002-2010

### Direct Assistance from GO Topeka

New Jobs Created	3,882
Jobs Retained	<u>5,040</u>
Total Jobs	8,922
Capital Investment	\$987.3 million





## 2002-2010 Impact

**Total Direct Primary Jobs:**

New	3,882
Retained	<u>5,040</u>
<b>Total</b>	<b>8,922</b>

**Total Direct and Indirect Jobs: 16,659**


**Salaries to be paid to Direct and Indirect Workers: \$ 7.05 billion**

**Taxable Sales: \$2.6 billion over 10 years**

**Property Taxes Collected from Projects in 2010: \$123.9 million**

Source: Impact DataSource, Austin, Texas

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## JEDO/GO Topeka Federal Projects Secured since 2002

- Total Federal Funding Received: \$33.7 million
- Infrastructure for Central Crossing and
- Kanza Fire Commerce Parks (3 projects)
- Topeka Blvd. Bridge
- Forbes Field Taxiway Improvements
- 190<sup>th</sup> Headquarters & Support Facility
- I-70 Viaduct Planning and Design
- Kansas Discovery Center

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# Impact of the 190<sup>th</sup> Air Refueling Wing 2010

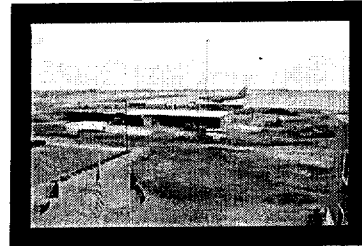
## GO Topeka Project through Government Relations


Direct Employment (military and civilian)	899
Indirect Employment	344
Direct Payroll Impact	\$37.5 million
Indirect Payroll Impact	\$13.4 million
Estimated Economic Impact in Community	\$163.9 million

Source: 190<sup>th</sup> Air Refueling Wing, Kansas Air National Guard



# 190<sup>th</sup> Air Refueling Wing






## Results 2009-2010

### Direct Assistance from GO Topeka

New Jobs Created	825
Jobs Retained	<u>1,691</u>
Total Jobs	2,516
Capital Investment	\$444.45 million

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## 2009-2010 Impact

Total Direct Primary Jobs:

New	825
Retained	<u>1,691</u>
Total	2,516

Total Direct and Indirect Jobs: 4,654

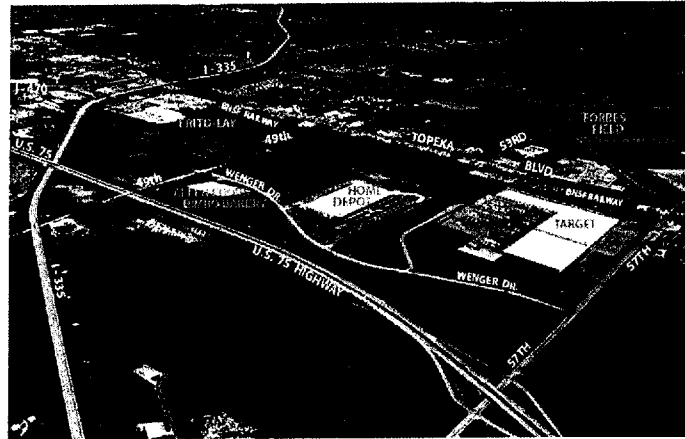
Salaries to be paid to Direct and Indirect Workers: \$24.8 million/yr.

Taxable Sales: \$1.01 billion over 10 years

Net Benefits to City and County: \$21.9 million over 10 years

Source: Impact DataSource, Austin, Texas

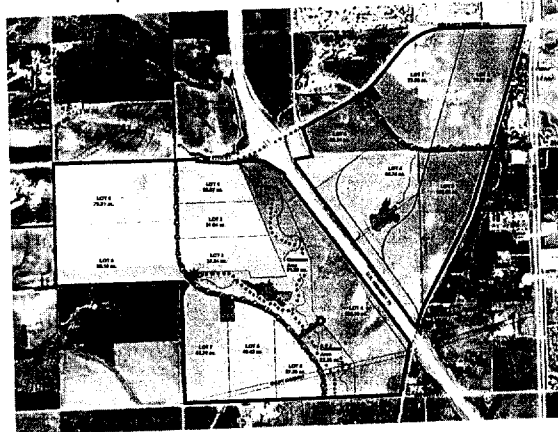
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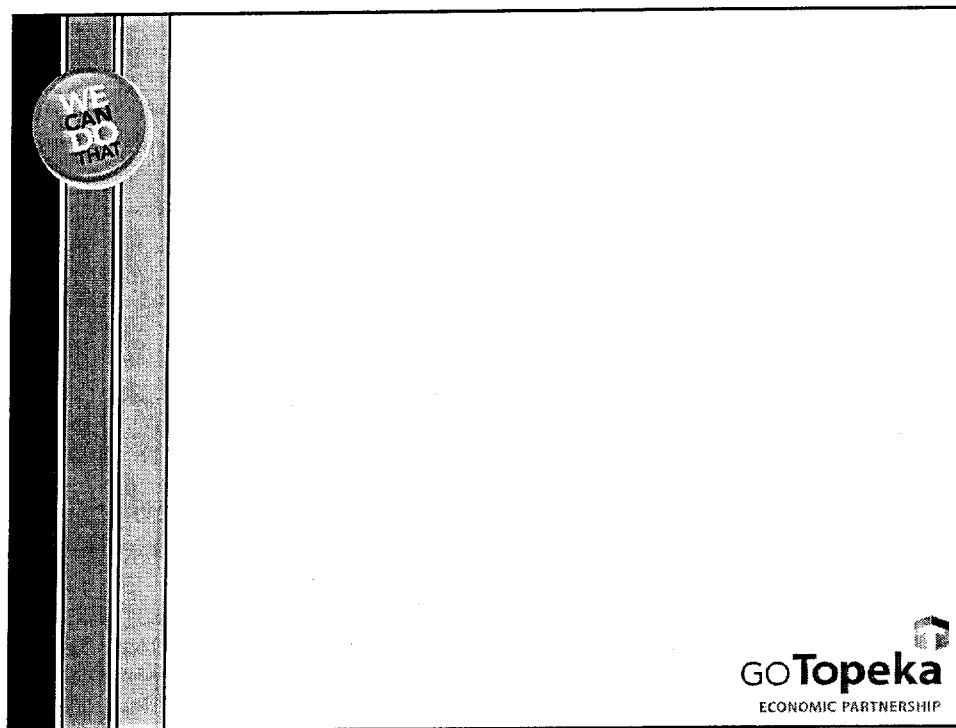
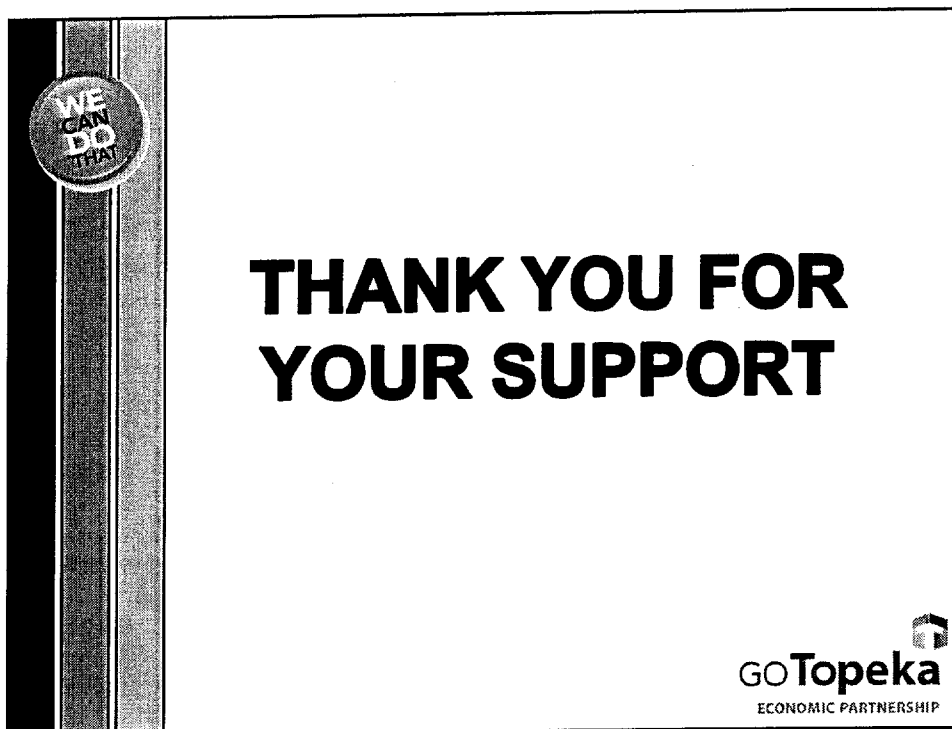



#### Industrial Park Concept



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# NAVIGATE


Second "Jump Start" with partners in late May (part of Innovation Initiative)



# WORKFORCE DEVELOPMENT

- Second year of WorkKeys testing complete. Third year will commence 4<sup>th</sup> Quarter
- Competitiveness Center Alliance is using data from the Primary Employer "Jump Start", the results of the regional workforce assessment, and the Target Industry Study recommendations to initiate the following:
  - Scientific workforce needs survey of primary employers 3<sup>rd</sup>Q
  - Workforce Development Summit 4<sup>th</sup>Q






## EXSISTING BUSINESS


	<u>Annual Goal</u>	<u>1<sup>st</sup>Q 2011</u>
Business Visits	220	43
Primary Employer Visits	50	12
Walk-Around Visits	4	June & September
Primary Employer Events	2	May & 4 <sup>th</sup> Quarter

Other Actions

- Value in Manufacturing
- Surviving Progress
- Working with 3 existing primary employers on potential expansion



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## ENTREPRENEURIAL & MINORITY BUSINESS DEVELOPMENT

	<u>Annual Goal</u>	<u>1<sup>st</sup>Q 2011</u>
Breakfast Buzz Programs	4	1
Traditional FSFT Programs	4	1
Child Care FSFT	3	1 in Progress


Other Actions

Signature Initiative:

- PTAC Partnership
- Advanced Automation Robotics Program (Joint Venture with USD 501)
- MWBD 2<sup>nd</sup> Annual Conference (9/21/11)
- Surviving Progress Outreach
- Innovation Engineering Leadership Institute scholarships




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## JEDO First Quarter 2011 Progress Report Highlights

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## ATTRACTION

	<u>Annual Goal</u>	<u>1<sup>st</sup>Q</u>
<u>2011</u>		
Suspect Generation	1,100	539
New Prospects	100	15
Qualified Projects	25	4

Other Actions

- NHRA event with 12 national site consultants to acquaint them with Topeka/Shawnee County, May 19-20
- Visits with 15 national site consultants
- New GO Topeka website anticipated to be active by June 1; beta testing underway
- New 3-Year Marketing Blueprint being completed

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## **Entrepreneurial and Minority Business Development**

- Continued expansion of the Minority and Women Business Development Program with an emphasis on business capacity-building for the targeted population and areas
- Expansion and enhancement of the Navigate Entrepreneurial Development Partnership
- Signature Initiative focused on East Topeka including a partnership with USD 501 on a first-of-its-kind robotics training program



## **Workforce Development**

- Full Deployment of the Competitiveness Center Alliance
- Long-term strategy for creating and sustaining a globally competitive workforce
- On-going skills assessments through WorkKeys testing





## Attraction Goals


<u>Year</u>	<u>Suspects</u>	<u>Qualified Prospects</u>	<u>Qualified Projects</u>
2011	1,100	75	25
2012	1,200	100	30
2013	1,300	125	35



## Existing Business Support

- Continued focus on business support that strengthens the existing businesses and their potential in Topeka/Shawnee County (Innovation Initiative, Six Sigma, Value in Manufacturing)
- Assist existing employers to grow and prosper
- Constant personal contact with existing businesses and key employers to understand their needs and developing strategies and partnerships to address those needs






# GO Topeka Marketing Blueprint 2011-2013

**GO Topeka's Marketing Mix**

Internet	Relationships	Public Relations
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## Attraction Targeted Sectors

**Food Manufacturing**, including snack foods and pet foods, is an immediate marketing opportunities. Frozen food manufacturers are a longer-term target whose growth will depend on additional community investments for all necessary assets to be in place.

**Biomedical**, including clinical testing and research, health services, and animal research is an immediate marketing opportunity. BioAg vaccine production and medical supplies manufacturing and distribution are future targets.

**Back Office**, including financial services back office, is an immediate marketing opportunity. Data centers are a future target.

**Logistics and Distribution**, including warehousing and rail logistics, is an immediate marketing opportunity. E-commerce fulfillment centers and Forbes Field development are future targets.

**Clean Technology** businesses in the fields of biomaterials/biofuels, energy storage, and wind energy are a future marketing opportunity.

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*"The Go Topeka Team has been wonderful. The level of assistance, support and welcome they provided has validated our decision to build our new bakery in Topeka. They continue to reach out to us regularly to ensure all of our needs are fully met. We are excited about the future opportunities we have in Topeka working with the Chamber, business professionals, and community".*

**Bob Connors**  
**Director of Operations**  
**Bimbo Bakeries USA**



## **GO Topeka Forward**

- Utilizing aggressive marketing and relationships attract quality primary jobs and investments to Topeka/Shawnee County
- Continue support and assistance to existing primary employers to prosper and grow in Topeka/Shawnee County
- Through NaviGate support, foster and nurture entrepreneurial and minority/women business development
- Focus on the development of a globally competitive workforce for existing and future primary employers



**RESOLUTION NO. 2011- 1**

**A RESOLUTION TO CLARIFY THE INTENT OF THE INTERLOCAL AGREEMENT  
RELATING TO FINANCING COUNTYWIDE INFRASTRUCTURE DEVELOPMENT AND  
ECONOMIC DEVELOPMENT TO BE FUNDED BY A ONE-HALF OF ONE CENT  
COUNTYWIDE RETAILERS' SALES TAX**

**WHEREAS**, Shawnee County (County) and the City of Topeka (City) entered into an Interlocal Agreement on December 9, 2004 to continue the Joint Economic Development Organization (JEDO), a separate legal entity, and authorize the JEDO to provide the economic development program for the County and City and complete the countywide infrastructure improvements listed on the August 3, 2004 ballot question; and

**WHEREAS**, the JEDO shall establish its own operational policies and procedures; and

**WHEREAS**, the JEDO shall consist of a seven (7) member Policy Board consisting of the three (3) County Commissioners, the Mayor, Deputy Mayor, and two (2) City Council Members; and

**WHEREAS**, a JEDO Finance Committee was created to act as a ministerial agent for the JEDO financial account; and

**WHEREAS**, the JEDO financial account shall be drawn upon by the signatures of two members of the JEDO Finance Committee when money is needed for the economic development program or to further the infrastructure improvement projects; and

**WHEREAS**, the JEDO Finance Committee has identified inconsistent policy guidelines regarding the implementation and reimbursement of funds for countywide infrastructure improvements; and

**WHEREAS**, the JEDO Finance Committee desires clarification and direction from the JEDO Policy Board regarding the reimbursement of funds for countywide infrastructure improvements; and

**WHEREAS**, the JEDO Finance Committee recommends the JEDO Policy Board adopt the following policy guidelines regarding reimbursement of administrative fees and utility relocation costs associated with the countywide infrastructure improvements being funded by the one-half cent countywide sales tax:

1. The total costs for design and construction of the relocation of the City-owned water and sewer lines which need to be relocated for the SE 45<sup>th</sup> Street (Topeka Boulevard to California) improvement projects be paid with one-half cent sales tax proceeds

2. The total costs of the future relocation of utilities owned by the City or County be included in the project costs and be reimbursed with the one-half cent sales tax proceeds when the relocation is necessitated by the one-half cent sales tax projects
3. The County be reimbursed two percent (2%) of total project costs for administrative expenses it has incurred for the countywide infrastructure improvements it has administered to date as follows:

<u>PROJECT</u>	<u>2% ADMIN FEE</u>
○ Wanamaker Road and 41 <sup>st</sup> Street Intersection	\$7,434
○ Wanamaker Road (39 <sup>th</sup> – 41 <sup>st</sup> )	\$6,371
○ Wanamaker Road and 53 <sup>rd</sup> Street Intersection	\$19,066
○ Wanamaker Road (41 <sup>st</sup> – 53 <sup>rd</sup> )	\$115,409
○ Wanamaker Road and 61 <sup>st</sup> Street Intersection	\$27,861
○ Croco Road (21 <sup>st</sup> – 29 <sup>th</sup> )	\$65,178
○ Croco Road (6 <sup>th</sup> – Sycamore)	\$27,402
○ Croco Road and 29 <sup>th</sup> Street Intersection	\$67,076

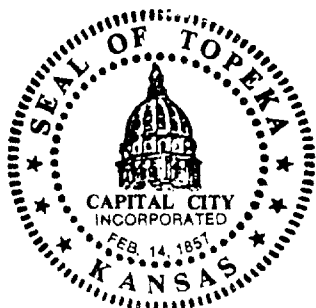
4. The County and City be reimbursed two percent (2%) of total project costs for administrative expenses for current and future countywide infrastructure improvements being funded by the one-half cent countywide sales tax that each entity administers
5. The City be reimbursed for actual expenses incurred for staking and inspection plus one and four-tenths percent (1.4%) for administration of those expenses for current and future countywide infrastructure improvements being funded by the one-half cent countywide sales tax that it administers


**NOW THEREFORE**, the JEDO Policy Board, meeting on this 12 day of MAY, 2011, does hereby resolve as follows:

The County and City shall be reimbursed for administrative fees and utility relocation costs associated with the countywide infrastructure improvements being funded by the one-half cent countywide sales tax as described herein in paragraphs 1-5 above. All other components of the December 9, 2004 Interlocal Agreement shall remain in full force and effect.

This resolution shall take effect as of the date first above written.

**JOINT ECONOMIC DEVELOPMENT  
ORGANIZATION**



  
\_\_\_\_\_  
Bob Archer, Chair and Presiding Officer

**ATTEST:**

  
\_\_\_\_\_

APPROVED AS TO FORM AND LEGALITY	
DATE <u>5/18/11</u>	BY <u>M Feighny</u>

Randy Handout 5/12/11

Sales Projects Cashflow (as of 5/1/2011) (DRAFT: For DISCUSSION ONLY)

	2005	2006	2007	2011	2013	2014	TOTAL	TOTAL
REVENUES	\$11,820,787	\$14,345,122	\$14,886,594	\$14,569,032	\$14,885,584	\$14,921,493	\$15,040,865	\$15,161,192
EXPENDITURES								
Go Topeka	\$3,750,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000
County Bridges	\$1,500,000	\$1,500,000	\$1,500,000	\$1,500,000	\$1,500,000	\$1,500,000	\$1,500,000	\$1,500,000
Service Charges, Audit	\$50	\$3,410	\$3,571	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500
Topeka Blvd Bridge	(Complete)	\$1,037,642	\$4,389,517	\$3,265,379	\$3,403,550	\$3,402,450	\$3,402,450	\$3,419,683
Wanamaker Road & 41st Intersection (70001-01) - B&W				(Complete)			Final "As Const" Amount	\$371,695
County Share	\$122,395	\$249,300						\$371,695
County Share	\$85,360	\$233,200					Final "As Const" Amount	\$318,560
Wanamaker Road & 53rd Intersection (70001-02) - B&W				(Complete)				
Design	\$148,710	\$24,000						\$172,710
ROW	\$86,890	\$70,800						\$157,690
Utility Adj		\$212,144						\$212,144
Construction		\$406,000						\$406,000
Const Engr								\$0
Contingencies		\$723	\$4,012					\$4,735
Design	\$113,400	\$92,640	\$126,000				Final "As Const" Amount	\$953,279
ROW		\$303,645	\$48,266					\$387,000
Utility Adj								\$351,911
PTA: 53rd to 47th								\$0
PTB: 47th to 41st								\$166,370
Construction								\$408,250
PTA: 53rd to 47th								\$0
PTB: 47th to 41st								\$1,460,713
Const Engr								\$2,328,354
PTA: 53rd to 47th								\$0
PTB: 47th to 41st								\$275,000
Contingencies			\$681					\$392,000
Design	\$31,500	\$12,050	\$22,050				Final "As Const" Amount	\$5,770,459
ROW		\$25,225	\$19,120					\$80,000
Utility Adj								\$44,345
Construction								\$195,568
Const Engr								\$876,615
Contingencies								\$196,303
Wanamaker Road: 61st - 53rd (70001-07) - B&W				(In Progress)				\$222
Design	\$53,600	\$29,460	\$40,800	\$30,600				\$182,000
ROW			\$130,310	\$5,775				\$136,085
Utility Adj								\$146,839
Construction								\$1,694,958
Const Engr								\$278,000
Contingencies								\$150,120
N. Topeka & 46th Intersection (70005-01) - B&W				(Moved - 2013)				\$2,588,002
Design								
ROW								\$170,000
Utility Adj								\$92,650
Construction/Financing								\$125,000
Const Engr								\$345,520
Contingencies								\$290,000
Design								\$198,000
ROW								\$3,201,170
Utility Adj								\$442,489
Construction								\$235,134
Const Engr								\$725,000
Contingencies								\$3,572,780
Design								\$535,917
ROW								\$358,608
Utility Adj								\$5,869,928
Construction								
Const Engr								
Contingencies								



# GET INVOLVED EARLY

The City of Topeka typically includes road construction projects within its City Improvement Plan (CIP) several years in advance of when construction is to occur. Information about upcoming projects can also be found on the City's website at [www.topeka.org/StreetClosings/](http://www.topeka.org/StreetClosings/).

Prior to construction, the City will start the process of reaching out to businesses within the impacted corridor. This will likely include mailings to business owners inviting them to planning meeting(s) for the project. Your concerns, questions, and suggestions are very important at this early stage in the planning process as the City still has the greatest flexibility to incorporate changes into the project at this time. Please watch for mailings and attend these meetings to learn more about the project and to provide any input that you may have.



The City adopts a Capital Budget between September and December, which includes the final list of road construction projects for the following year. At this time, the City will begin preparing bid documents for the projects.

For most projects, the City will release bids and hire a contractor during the spring prior to the start of the summer construction season. Once a contractor is hired to complete the work, the City will host meetings with the contractor and business owners. The goal of these meetings will not be to gather input, but rather to ensure everyone is aware of the upcoming construction schedule and pertinent construction contacts.

Disruption from construction can be mitigated if there is proper coordination between property owners, city officials, contractors and businesses. Remember, the earlier your concerns are voiced, the better prepared the project team will be to respond to them.

To this end, it is in your best interest as a business owner to keep abreast of current and upcoming construction projects. Read the city's website for updates, join local business organizations and attend as many meetings as you can.

## Business owners can contribute ideas and make concerns known by:

- Attending public hearings and meetings.
- Calling or writing project manager. This can as well be determined on the city's website [www.topeka.org/StreetClosings/](http://www.topeka.org/StreetClosings/) or by calling the city's Engineering Department at 368-3842.
- Securing individual meetings with the project manager.

## BUSINESS PLANNING: WHAT YOU CAN DO BEFORE CONSTRUCTION BEGINS

As a business owner, you are always planning and improving on your business model. When you're informed ahead of time, road construction is something you can prepare for. Here are some suggestions from business owners who've been through the construction process already.

- **Keep your staff lean.** It's an unfortunate reality, but if you expect a significant decrease in customers once construction begins, you may need to consider keeping a lean staff. If someone quits in the spring, you may decide to keep the position vacant if there is a construction project coming up that summer. Other options might include job sharing or reducing hours.
  - Some business owners shared that when they became aware of an upcoming construction project, they would leave positions vacant when there was a natural attrition of employees, rather than rehiring.
- **Reduce inventory.** When possible, reducing inventory can be a useful strategy to respond to slower periods due to construction.
- **Secure a line of credit,** while times are good. It's important to get a line of credit during a good time when sales are up. That way you'll have it when and if there's an emergency.
- **Gather customer contact information.** Gather customers' contact information before construction begins so you can keep them apprised

of road conditions, best routes and promotional specials during the construction period. You might consider sending weekly e-mails to customers with the idea that if you keep them informed and in the loop, they won't be as likely to change their buying habits during construction. Express to customers that their loyalty during construction is important.

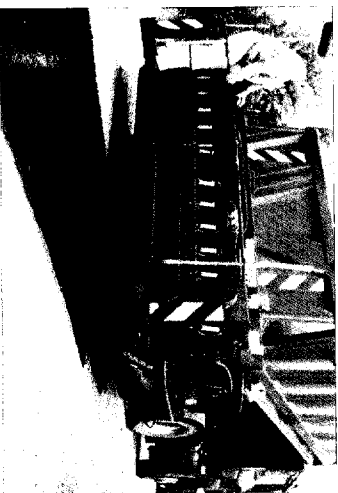
- **Inform customers months in advance.** Keeping your customers informed gives them the ability to maneuver construction and access your business. Examples can include putting up signs or passing out copies of alternative routes to the customers before the project.
- **Work with your employees to develop a game plan.** Talk to your employees about the process and strategies to stay prosperous during construction. Discuss marketing efforts and allow employees to share any concerns they may have. Your employees will appreciate the opportunity, and the dialogue may produce new ideas that will benefit your business.

## WHAT TO EXPECT ONCE CONSTRUCTION BEGINS AND HOW TO MITIGATE PROBLEMS

Dust and noise are both inevitable during a construction project and not areas where you will have a great deal of control. Traffic delays and blocked access routes are also difficulties that may arise during construction. Here are some ideas to deal with these issues.

- **Allocate more time or money to cleaning.** While there's little you can do to reduce the dust and noise of a construction site, you can focus on keeping your own business as dust-free as possible. If you only clean your windows once a week right now, you might consider increasing that during the construction period. You may also decide to allocate more time or money for general cleaning and upkeep, in order to keep construction dust to a minimum.

- **Create a friendly rapport with construction workers.** While the on-site construction workers aren't the appropriate people to contact about concerns, it can only improve the situation if you create a friendly rapport with them. They may even be a source of business during construction.



## TAKE ACTION TO ENHANCE YOUR BUSINESS

Attention Topeka business owners—if your business is located in a road construction project area, your business will likely be financially impacted.

To help businesses survive the progress of road construction, the Greater Topeka Chamber of Commerce, GO Topeka, the City of Topeka and the Washburn Small Business Development Center created this survival guide containing appropriate municipal and business contacts and tips for surviving the construction process.

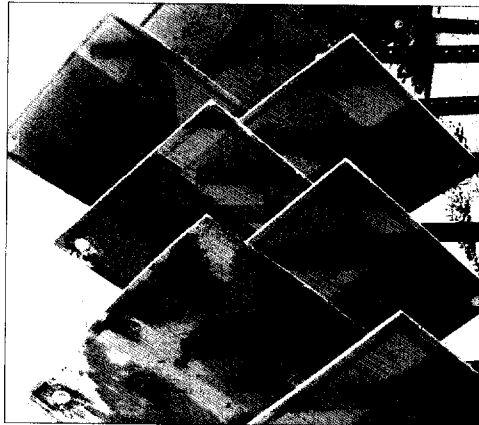
### In this guide you'll find:

- The best time to get involved in a project—early!
- Early business planning strategies to ready your company for the road construction project ahead.
- Everything from inventory to customer and employee communication.
- What to expect once construction begins.
- How to retain your customer base during difficult times.
- Survival tips for making it through the construction process.
- Communication, staying on message, staying positive and using creative promotion and business strategies.
- Post construction ideas to get your business back on track.
- Additional business resources.

While road construction can be hard on businesses, the inconveniences and repairs will be good for your company and the community in the end. Providers will improve road conditions, help with traffic issues and allow customers better access to frequent your business.

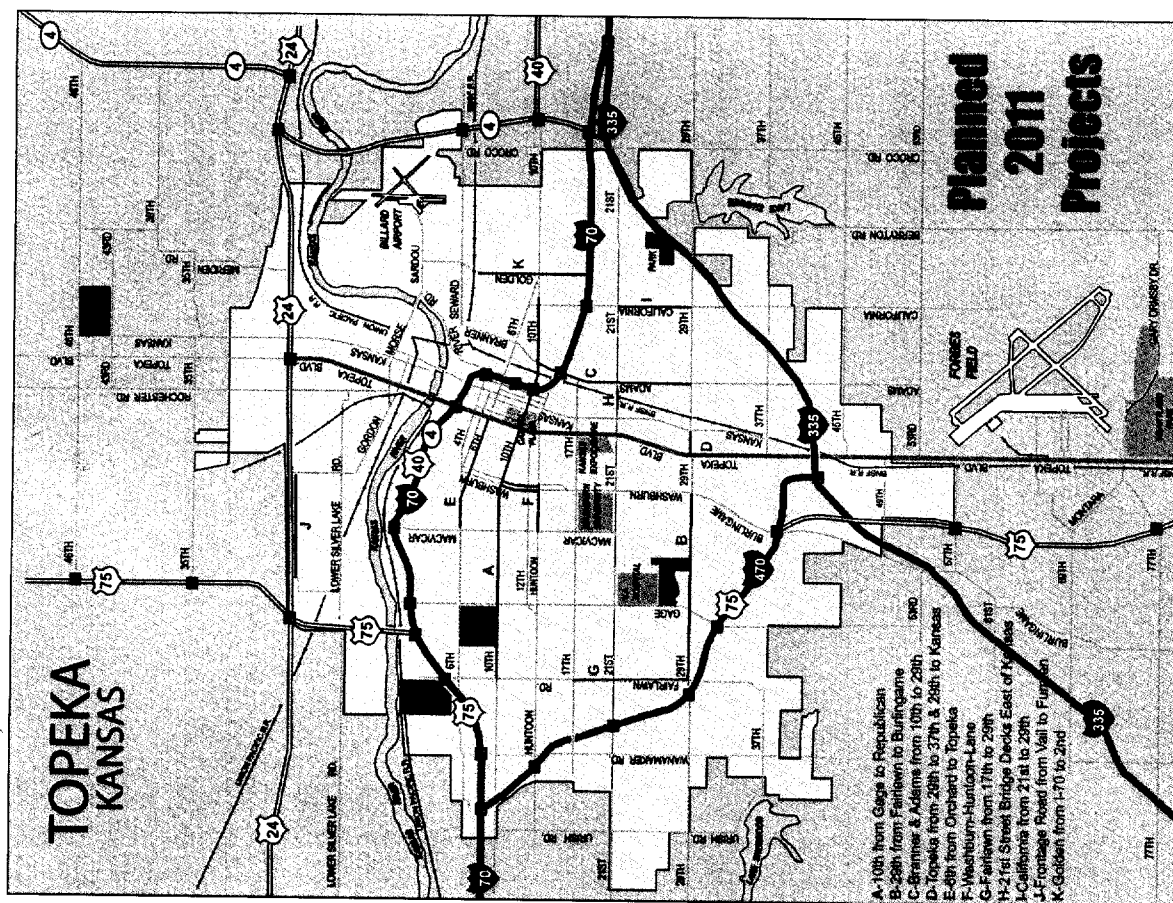
With this positive outcome in mind, be prepared ahead of time. Plan carefully so that once the project is completed, your business can continue to thrive.

- This said, it's important to emphasize that construction workers are following instructions from their supervisors, and **communicating concerns to supervisors and project leaders is the best way to get results.** To this end, know who those supervisors are and **keep their contact information close at hand.**
- **Make sure signage is clear.** Traffic delays will also be inevitable during a construction project, but signage can help a great deal. **See what sort of signs are going up to direct traffic and make sure they make sense to your customers.** Construction crews aren't aware of your needs and often it's just a matter of asking. Also, make sure there's signage properly directing your customers to parking spaces.
  - Access to your business is often a problem during a construction project. **Consider using a back entrance for better customer access.** Make sure there are signs directing your customers to the right entrance, and if you have a back door, consider using it.



## TIPS FOR SURVIVAL ONCE CONSTRUCTION BEGINS

- **Communication will be critical during the entire construction project.** As a business owner, you must communicate with the construction project managers, your employees, other businesses and, most importantly, your customers.
  1. Keep project manager's contact information close at hand.
  2. Provide directions and access information for your employees. Don't let them make the area more congested. Depending on the number of people you employ, you might consider offering a carpool from an agreed upon location.
  3. Join local business organizations or consider forming one. Strength is found in numbers. Make sure to communicate with other local leaders so you can band together and make concerns heard.



### Public Meetings

Wednesday, March 23

Wednesday, April 27

620 SE Madison Street

1st Floor Conference Room

4:00 p.m.-7:00 p.m.

### Contact

Dan Schemm

Vice President, Existing Business

Greater Topeka Chamber of Commerce/GO Topeka

120 SE Sixth Avenue, Suite 110

Topeka, KS 66603-3515

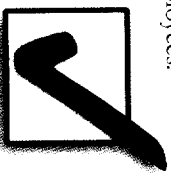
P: 785.234.2644

C: 785.554.2726

dschemm@GoTopeka.com

- **Deliver products to your customers.** To reach customers unable or unwilling to navigate the construction area, Susan Bulgryn, owner of two Culver's restaurants, initiated a catering business. She brought Culver's to her customers and she credits this as one method that helped her business endure construction.
- **Keep on message.** Consider keeping a script next to your phone, so that you and your employees have quick and easy directions to provide to customers. Make sure all your employees know what to say and how to say it.
- **Stay informed!** Attend all public meetings relating to the construction project. Be sure to open all city correspondences.
- **Extend business hours.** Consider being open later in the evening after construction crews are finished for the day. Be flexible to accommodate customer demands and other perceived needs.
- **Make the construction work for you.** If you were considering a remodel for your business, why not do it during the construction period? Use this slower period to get things done that you haven't had time to address.
- **Consider pooling advertising resources with other businesses** in the construction zone to let the public know you are still open for business.
- **Be positive.** Encourage and generate a positive, healthy environment to support your staff and ensure retention of valued employees.

## YOU MADE IT! POST-CONSTRUCTION—NOW WHAT?



Once construction is over, it's time to focus on recapturing market share and winning back customers. **Consider promotion and advertising** to let customers know the roadways are free. Promote the new image and convenience of the completed roadway.

**Celebrate the project's completion.** Take advantage of your Chamber membership by holding a ribbon cutting ceremony and invite the news media to the ceremony. OR consider pooling resources with local businesses for a grand celebration and/or shared advertisement.

Finally, **support other businesses that undergo a similar process.** Give them your patronage and provide helpful feedback based on your experiences.

# SURVIVING PROGRESS

## A GUIDE TO HELP YOUR BUSINESS THROUGH TOPEKA'S STREET PROJECTS

Presented by

Greater  
**Topeka**

CHAMBER & GO TOPEKA

WASHBURN  
SMALL BUSINESS  
DEVELOPMENT FUND



## INSIDE:

Planned 2011 Road Projects

Early planning strategies

What to expect when  
construction begins

Post-construction business ideas

# WE WANT YOU

We take the responsibility of holding Topeka's future in our hands seriously. That is why we are embarking on major projects that will make our award-winning community better than ever. You can be a part of charting our course to the future. We are a city on the move, and we are excited about where we are going!

**JOIN US.**

**BE A DOER.**

**TOGETHER WE CAN DO THAT.**

**GO Topeka**  
ECONOMIC PARTNERSHIP

FOR MORE INFORMATION, CONTACT:  
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**GoTopeka.com**

# WE ARE DOERS

Topeka's CAN-DO CULTURE is making BIG things happen. Now's the time to be a part of something you can't get anywhere else. Come with us. You can be a doer too.

**NOW**

**5-10  
YEARS**

**20  
YEARS  
AND BEYOND**

**Topeka, KANSAS  
USA**

# WE ARE TOPEKA

TOPEKA, KANSAS, USA

In the heart of the heartland, Topeka, Kansas, is THE place to locate, start and grow a business because we are committed to the mission to make the Greater Topeka region a growing, dynamic and trusting community with superior quality of life.

We have not only the successes of the recent past and the exciting things currently underway, but we have a LONG-TERM VISION TO MAKE TOPEKA/SHAWNEE COUNTY THE BEST PLACE IN THE WORLD TO LIVE, WORK AND PLAY.

Kiplinger's magazine calls Topeka a Top Ten City for the Next Decade. We call Topeka a TOP TEN CITY FOR THE NEXT CENTURY.

Come along!

# WE ARE PARTNERS

PUBLIC AND PRIVATE PARTNERSHIPS

Public and private partnerships have been INTEGRAL to our most outstanding successes. Over the past 10 years, our business community, generous individual donors and voting citizens have said "YES!" to major community initiatives to invest in ourselves. These projects resulted in more than \$1 BILLION IN CAPITAL INVESTMENT.

When we make plans, we follow through. Exciting things are happening here, where citizens, business and government work together to make an impact. You're invited to join us and take part in what will have a FAR-REACHING IMPACT.

# WE ARE INNOVATORS



## KANZA FIRE COMMERCE PARK

This 1,018-acre business and industrial park is designed to offer global companies a fertile place for new growth and prosperity. Well situated for distribution, THE MEGAPARK'S LAND IS READY TO DEVELOP AND DESIGNED TO INCORPORATE 130 ACRES OF GREEN SPACE, including water features and walking trails. It will also include sustainable and energy efficient structural and landscaping design.

## Kanza Fire COMMERCE PARK

Topeka, Kansas USA

## COMPETITIVENESS CENTER

Topeka has formed the Regional Competitiveness Center with workforce development and productivity as the foundational goals for existing companies and for future employers. The Center builds on the strengths of many assets already functioning in the Capital City region.

In October 2010, major grants totaling \$1.1 million were announced for a two-year project. The project will increase innovation and growth in the Topeka area by increasing collaboration between Original Equipment Manufacturers (OEMs), suppliers, inventors, community leaders and universities to optimize technology and stimulate economic growth. Additionally, the project will develop structured models to integrate innovation into the supply chain, educational programs and business models.

This is just the beginning of a comprehensive, dynamic and evolving program that will make Topeka's workforce even stronger in the new economy for decades to come.

## FORBES FIELD DEVELOPMENT

Forbes Field is ONE OF ONLY 12 LANDING STRIPS (12,800 FEET IN LENGTH) IN NORTH AMERICA WITH A 300,000 LB.+ LOAD-BEARING CAPACITY. Topeka/Shawnee County is master planning a new vision for Forbes Field and the Kanza Fire Commerce Park properties so that they are linked, with Forbes Field serving as a world-class commercial logistics hub, and Kanza Fire fueling research and manufacturing activity for the region. This location will feature Class A office and industrial sites.

# WE ARE RENEWERS

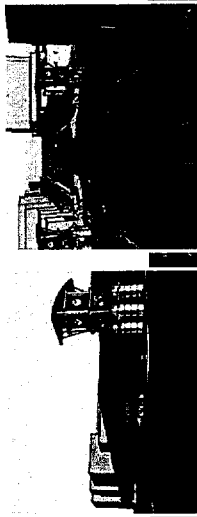
Downtown is the heartbeat of our community. We are investing to make it bigger, better and even more vibrant. We're most excited about celebrating our history through the renovation and repurposing of beautiful historic downtown buildings and our impressive Statehouse.

## CAPITAL DISTRICT PROJECT

A new streetscape for Kansas Avenue will soon break ground. Plans for the new look were developed through community input in a series of charrettes attended by more than 200 citizens. With overwhelming support of the greater community, the city council voted in favor of ADDING PUBLIC FUNDS TO THE PRIVATE FUNDS ALREADY COMMITTED to this exciting project.

## BASEBALL PARK

A minor league baseball park built as a multi-purpose facility will soon become a reality in Topeka's downtown; our city is currently in negotiations with a developer to build the facility and secure a minor league team that will call Topeka home, yet another example of PUBLIC-PRIVATE PARTNERSHIP. This park will also host outdoor concerts and community events, providing affordable, family-friendly entertainment for all ages to enjoy. It's just around the corner. We can't wait!



## IN PROCESS OR RECENTLY COMPLETED DOWNTOWN

\$400 million in public and private investment are already at work, including:

- Statehouse restoration
- US Bank
- GTRUST
- Thatcher Building (Gizmo Pictures)
- Capitol Federal Bank

# WE ARE INVESTORS

## LONG-RANGE MUNICIPAL PLAN

The City of Topeka, including the three mile municipal service area, has a long range comprehensive plan, the vision of which is to develop into a vibrant and growing metropolitan area comprised of urban, suburban and rural areas each with their own unique fabric of attractive features that serves as an important and valued role in the economy and social life of the area. The goals of this plan are accomplished through infrastructure efficiency, economic diversification, regional connections, preservation of historic, environmental, and social assets and community pride.

## I-70 REBUILD

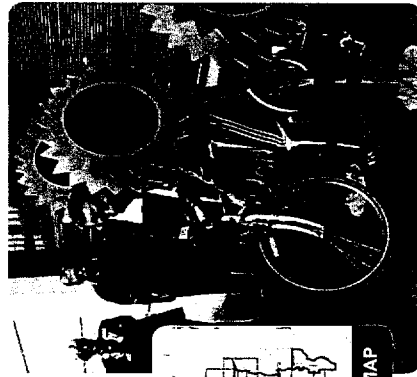
This \$200 million project will re-align the way I-70 is positioned to make transportation more efficient through the heart of Topeka. Additionally, it will facilitate the best use of our main interstate vein and be integral to the riverfront and further downtown development. This is a cooperative effort with funding from the federal, state and local levels. Estimated completion of this project is within the next 5-7 years.



## 10-YEAR STREET PROGRAM & COMPLETE STREETS

The citizens approved a sales tax initiative to fund investment in street infrastructure. The plan will be executed over a 10-year period (began in 2010). This investment will deliver ongoing dividends for businesses and residents by adhering to a long-term maintenance plan for our roadways.

Complete Streets is a policy adopted by the city council to ensure that transportation planners and engineers consistently design and operate the entire roadway to enable safe access for all users. Pedestrians, bicyclists, motorists and public transportation users of all ages and abilities are able to safely move along and across a complete street. The process of adopting this policy was 100% volunteer-driven.



TOPEKA BIKEWAY MAP

# KANSAS EXPOCENTRE



The Human Google Project  
25 March 2010



www.humangoogle.com

## WE THINK BIGGER

### GOOGLE FIBER EXPERIMENT

When Google announced that it was searching for a community to test its new super-high-speed fiber optic technology, individuals here decided to make Topeka the community of choice. Their rallying cry? "Think Big Topeka."

Their grassroots efforts garnered over 17,000 friends on Facebook, earned Topeka international recognition for its efforts and turned heads at Google. When Topeka changed its name to Google for the month of March 2010, GOOGLE FAMOUSLY RENAMED ITSELF "TOPEKA" on April 1, 2010. Google hasn't yet chosen a site for its experiment, but Topeka expects to be the one.

Think Big Topeka continues to pursue the Google Fiber Experiment and has challenged Topeka to continue to Think Big in other ways.

## WE ARE GIVERS

### WE STAND OUT AND STEP UP: WE ARE:

- charitable with money
- committed to service through volunteerism

We are compassionate and patient. We embrace ideas that we know will benefit the greater good. We understand the meaning of the word COMMUNITY.

Topeka is the perfect community for companies that value stewardship and volunteerism for their employees.

### WE ARE GIVERS:

United Way of Greater Topeka reports that per capita:

- Topekans give 50% more than the average Kansan
- Topekans give 250% more than the average American

### WE ARE VOLUNTEERS:

- Topeka ranks 7th among 75 mid-size cities for volunteers
- Topeka ranks 4th among 75 mid-size cities for hours per resident
- \$268.5 million = the value of service contributed from 2006-2009

Source: Volunteering in America website by Corporations for National & Community Service

## WE ARE INITIATORS



### HEARTLAND VISIONING

In 2008, our community developed a shared vision for the next five, 10 and 20 years. The results are already visible, with many more initiatives being conceptualized, negotiated and slated for development.

#### SIX FOUNDATIONS OF HEARTLAND VISIONING:

- Education
- Infrastructure
- Government
- Quality of Life
- Economic Development
- Private Sector Leadership



### NOTABLE NUMBERS:

- Nearly \$15 million have been raised for strategy implementation / 55% of which are private dollars
- Over 7,000 citizens have participated in action teams and community decision-making
- More than 100 grass-roots organizations are working to implement the vision
- 2nd 3-year phase of Visioning is underway

# WE ARE TEACHERS

The 160+ acres adjacent to the Hummer Sports Park and Capitol Federal Natatorium includes both native prairie and the former home of the Kansas State Hospital. The land will be used by the Topeka Public Schools for:

- Kansas Learning Center for Renewable Energy
- Technology Incubator and Business Park
- Topeka Public Schools Education Campus

Here is just a partial list of what will be included:

## ENVIRONMENTAL FOCUS

- Preserve 60 acres of virgin, never-tilled prairie, 120 species of trees
- Promote renewable energy through the planned use of geothermal, solar and wind power
- Exemplify green renovation

## INSTRUCTIONAL OPPORTUNITY

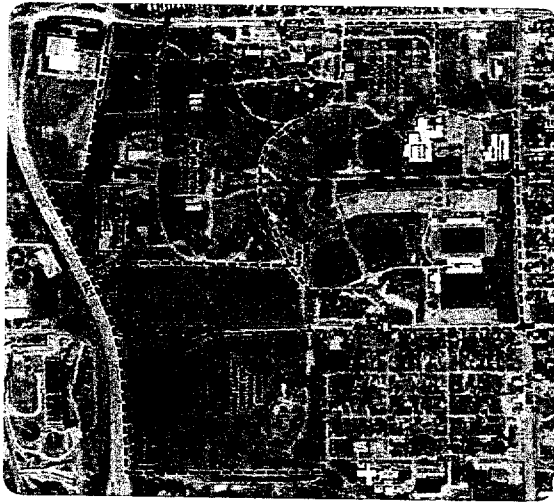
- Promote renewable energy education for students and the greater community
- Partner with Washburn University and Washburn Technical Institute to create a construction trades program emphasizing "green collar" renovation
- Partner with state universities to conduct renewable energies research

## SITE INFRASTRUCTURE

- Consolidate school administrative building
- Create a day care and a preschool
- Solicit partnerships with Washburn Technical Institute, Washburn University, Kansas Department of Education, Kansas Department of Energy, Kansas National Education Association and Greenbush Service Center
- Create the Kansas Training Center with state and local entities

## COMMUNITY INVESTMENT

- Enhance the Hummer Sports Park (\$21 million in tourism revenue to Topeka)
- Create walking trails
- Create a cancer survivor park
- Provide space for the Topeka Memorial Genealogical Society



# WE ARE NURTURERS

We believe in nurturing our citizens to help them achieve the most they can. This includes stimulating creativity in our youngest citizens and giving our artists a place to call home.

## KANSAS CHILDREN'S DISCOVERY CENTER

The new 15,000 square foot state-of-the-art Kansas Children's Discovery Center will open JUNE 1, 2011, delighting children of all ages. Interactive exhibit areas include Science, Build, Art, Theatre, Careers, Farm and more.

## \$6.9 MILLION IN PRIVATE FUNDS RAISED

Due to overwhelming community interest, Phase II of the project has already begun, which includes 4.5 wooded acres of outdoor exploration and fun.

- a fantastic 13' high x 30' long indoor/outdoor climber
- a dinosaur dig
- gardens
- outdoor water feature
- a treehouse
- hiking paths
- and more is on the way!

## NOTO: THE NORTH TOPEKA ARTS DISTRICT

Topeka's bustling First Friday Art Walks are evidence that TOPEKANS LOVE ART and want to encourage local artists. Join us on First Fridays for a festival atmosphere of art, live music, food and more at events all over the city, in galleries, restaurants, outdoor spaces and retail locations.



The North Topeka Arts District (NOTO) is the next step in nurturing the opportunities for established artists and emerging artists to work, collaborate and exhibit. NOTO WILL BE A GEOGRAPHIC ENCLAVE FOR ESTABLISHED AND EMERGING ARTISTS. The public will come to view and purchase, and a lively district will develop, encouraging other economic development in the area.

## THE NOTO PROJECT WILL INCLUDE:

- A core of professional, entrepreneurial artists, who are pacesetters will set up studio space
- Professional artists will rent studio spaces at economical prices
- An incubation studio for budding artists to work and establish themselves
- Work will be on public exhibit and available for purchase leading to the burgeoning First Friday Art Walk

## RESULTS

- Some studio spaces have already been renovated and currently three artists are leasing space there



# WE ARE LEADERS

## LEADERSHIP TOPEKA

Leadership Topeka is a prestigious program of the Topeka Chamber of Commerce designed to nurture and develop community leaders for today and future generations. It is centered on three core concepts:

- 21st century leadership skills
- Community trusteeship
- Servant leadership

With more than 800 alumni, Leadership Topeka develops leaders of all ages, usually including high school and college students among the group of 36 chosen each year to participate. This allows an exchange of ideas and approaches that blends multiple generations and produces greater collaboration and learning. PLANTING THE SEEDS OF LEADERSHIP CONTINUES TO SECURE OUR FUTURE.

## YOUNG PROFESSIONALS

We see our young professionals as a valuable community asset. Their new ideas, fresh perspective and energy are contagious. That's why in Topeka, young professionals not only have a seat at "the table," THEY HAVE A VOICE. They often take their own initiative in creating programs of interest for themselves and the whole community. They are invited and engaged in all the major initiatives this community is undertaking, and they will be here to keep the community moving forward in coming decades.

We have numerous organizations and programs devoted to developing young professionals, including the Chamber of Commerce's Fast Forward and United Way's Young Leaders Society. Today's young professionals are tomorrow's business leaders. Including them now helps secure future leadership.



# WE ARE BUILDERS



## RIVERFRONT DEVELOPMENT

ANOTHER PUBLIC AND PRIVATE PARTNERSHIP, our riverfront is perhaps the most exciting development that will take place IN THE NEXT 10 YEARS. The beautiful Topeka Boulevard Bridge, improvements on North Kansas Avenue and the restoration of the historic Great Overland Station, including a veteran's memorial that features all 50 state flags, have already staked strong ground for further development. Also, NOTO, the North Topeka Arts District, already home to several Kansas artists, will be adjacent to the new park.

On the north side, the Oregon Trail Park will be the centerpiece of the development. We envision a riverfront where citizens can stroll, bring a picnic and enjoy live performances in the outdoor amphitheater. This amphitheater will become home to the first statewide Kansas outdoor Shakespeare festival and a theatre festival that features works by Kansas playwrights.

On the south side, we will encourage a mix of retail, residential and business development. It will also be home to a permanent year-round farmers market, with locally-grown produce, flowers and other goods. A river ferry and footbridge will encourage pedestrian traffic on both sides of the river. The river will provide other recreational activity such as canoeing and boating.

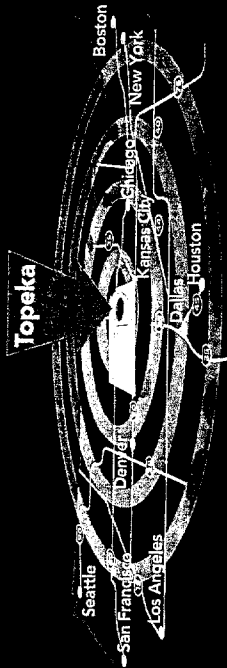
## WHAT TOPEKA CAN DO FOR YOU.

GO Topeka exceeds our clients' expectations, offering a full menu of services that includes:

- Site location
- Research and economic data generation
- Incentives to qualifying projects
- Facilitation of grants and bonds
- Customized workforce analysis
- Partnering employers with educational institutions for workforce training
- Navigate program pairing businesses with the right resources for growth
- New business attraction
- Legislative advocacy
- Business retention

## WE DON'T JUST LOOK GOOD ON PAPER. TOPEKA ALSO LOOKS REALLY GOOD ON MAPS.

- Central geographic location with prime north-south, east-west highways and rail transportation.
- Within one day, goods shipped by truck can reach 25% of the U.S. population - reaching 90% by day two.
- Home to Forbes Field Industrial Complex with access to 12,800-foot runway and a Foreign Trade Zone.
- Close proximity to Kansas City International Airport.
- Virtual transportation including access to intermodal facilities, available telecommunications services, and high-speed Internet.



**GOTopeka**  
ECONOMIC PARTNERSHIP

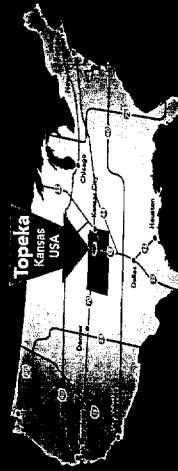
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**GoTopeka.com**

# WARNING. YOUR EXPECTATIONS WILL BE EXCEEDED.



**GOTopeka**  
ECONOMIC PARTNERSHIP  
Topeka, Kansas, USA

# WHEN OTHERS ZIGGED, TOPEKA ZAGGED.

**WHILE OTHER COMMUNITIES STUMBLED, TOPEKA AND SHAWNEE COUNTY ANNOUNCED NEW PROJECTS INVOLVING 2,500 NEW JOBS AND \$444 MILLION IN CAPITAL INVESTMENTS IN 2009 AND 2010.**

A CULTURE OF INNOVATION. We're not only bold in business, it's in our culture to grow and change. In fact, Topeka and Shawnee County are currently immersed in an ambitious visioning program to foster and sustain outstanding quality of life. Major projects of our Heartland Visioning initiative include:

- Downtown revitalization with the restored *Kansas State Capitol* as the centerpiece
- Developing the *Topeka Regional Competitiveness Center* to support new and existing businesses
- Establishing the *North Topeka Arts District (NOTA)*

It's in the air, it's already started and we're ready for you. Are you ready to grow?



## WHEN WE SAY, "WE CAN DO THAT," THIS IS WHAT WE MEAN.

Not only do we have land available and ready to develop, we work with local officials to make sure companies can transition quickly and smoothly in their new homes. But we don't stop once you're settled in. We have programs in place to help businesses continue to grow, with incentives for expansion and dedicated people working to ensure Topeka remains one of the most business-friendly environments in the nation.

### TO GET YOU STARTED, WE HAVE:

- Over 1,300 available acres fully equipped for your business, including three commerce parks with prime locations near rail and highway transportation, a Foreign Trade Zone and direct access to two runways.
- Aggressive local and state incentives, including free land and cash, based on the quality of jobs and state income tax credits.
- All machinery and equipment exempt from personal property taxes.
- Community Improvement District program to reinvigorate old commercial/residential areas and retain business investment and job growth tax incentives for Kansas businesses.



## MORE BANG FOR YOUR BUCK:

- Our cost of doing business is 15% lower than national average
- Our cost of living is 10% lower
- Our energy costs are 24% lower
- State and local taxes are 11% lower
- Highly educated workforce with 36% of adults over 25 holding a Bachelor's degree compared to 27.5% nationally
- Unemployment in Topeka is less than 7%, much lower than the national average



## DIVERSIFY. DIVERSIFY. DIVERSIFY.

Topeka is home to a diverse mix of industries from manufacturing and financial services to healthcare and government. Our broad range of experience allows us to grow and prosper in different areas without being vulnerable to specific industry downturns.

- **ANIMAL HEALTH INDUSTRY.** Located in the *Kansas City Regional Animal Health Corridor*, the world's largest concentration of the animal health industry.
- **BACK OFFICE, FINANCIAL SERVICES FOCUS.** Strong core of established financial services, plus unique combination of financial and MBA graduates in workforce as well as large student populations within a 60-mile radius.
- **BIOMEDICAL.** Boasting \$580 million in incentives to biosciences development, and currently employing 16,000 in healthcare. Positioned between two major research universities within 60 miles.
- **DISTRIBUTION/LOGISTICS.** Central location attracts distribution and logistics industries.
- **FOOD PROCESSING.** Already home to 11 food manufacturers, workforce ready for innovative new product development, testing, production and efficient distribution.
- **CLEAN ENERGY.** Aggressively targeting clean and renewable energy industries—solar and wind power equipment manufacturing, biomass production, and advanced energy storage.

## Kiplinger's Top 10 Cities for the Next Decade

**TOPEKA WAS NAMED A TOP TEN CITY  
OF THE NEXT DECADE BY KIPLINGER'S.**

## SO WHERE DO YOU SEE YOURSELF IN 10 YEARS?

Envision your company thriving in one of the nation's most forward-thinking, business-friendly cities. Topeka was selected as one of Kiplinger's Top Ten Cities for the Next Decade because of our smart, capable workforce, innovative ideas, and our collaborative community. If these attributes mirror your company's ambitions, we should talk.