

TO: John Alcala
Bob Archer
Mayor Bill Bunten
Denise Everhart
Andrew Gray
Richard Harmon
Karen Hiller
Chad Manspeaker
Sylvia Ortiz
Dave Starkey
Larry Wolgast
Brenda Younger

FROM: Doug Kinsinger and Dawn Wright

DATE: February 10, 2012

Re: JEDO Year-end Financial Statements 2011

Please find attached for your information, the GO Topeka Economic Partnership 2011 Economic Development year-end financial statements for 2011.

If you have any questions, please email Dawn at dwright@GoTopeka.com.

Thank you

TOPEKA, KANSAS

2012 FEB 10 A 11:23

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

**Financial Statements & Accountants'
Compilation Report**

October 31, 2011



MIZE & HOUSER
& COMPANY P.A.

Growth Organization of Topeka / Shawnee County, Inc.
120 S.E. 6th – Suite 110
Topeka, Kansas 66603

We have compiled the accompanying financial statements and supplemental information of Growth Organization of Topeka / Shawnee County, Inc.–Public (a division of Growth Organization of Topeka/Shawnee County, Inc.), (Go Topeka), as scheduled below. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide assurance about whether the financial statements are in accordance with the modified cash basis accounting. The budgeted revenue and expense information is presented for supplementary analysis purposes only.

Statement of Assets, Liabilities and Change in Funds–Public – Modified Cash Basis as of
October 31, 2011.

Statement of Income and Expense–Comparison to Budget–Public – Modified Cash Basis
for the one month and ten month periods ended October 31, 2011.

Supplemental Schedule of Committed/Pending Incentive Offers and Site Expenditures as of
October 31, 2011.

Management is responsible for the preparation and fair presentation of the financial statements and supplemental schedule prepared in accordance with the modified cash basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared on the modified cash basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position and results of operations. Accordingly, these financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to Growth Organization of Topeka / Shawnee County, Inc.–Public.

Mize Houser & Company P.A.

Mize Houser & Company P.A.
Certified Public Accountants

December 15, 2011

BNO:rb:sc
Enclosures

Go Topeka, Inc.
Statement of Assets, Liabilities, &
Change In Funds-Public - Modified Cash Basis
October 31, 2011

Assets

Current Assets		
Cash-Sales Tax		898,884
Investments-Reserved for incentive/site improvements		<u>6,443,555</u>
Total Current Assets		7,342,439
Other Assets		
Land Held for Development	<u>6,937,909</u>	
Total Other Assets		<u>6,937,909</u>
Total Assets		<u><u>14,280,348</u></u>

Liabilities and Fund Balance

Current Liabilities		
DBE Carryover	390,861	
Incentives Liabilities	3,494,661	
Due To GTCC	<u>2,921</u>	
Total Current Liabilities		3,888,444
Fund Balances		
Opening Fund Balance	16,793,049	
Excess-Current Year	<u>-6,401,145</u>	
		<u>10,391,904</u>
Total Liabilities and Fund Balance		<u><u>14,280,348</u></u>

Go Topeka, Inc.
Statement of Income and Expense - Public
Modified Cash Basis
October 31, 2011

	Current Period			Year to Date		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue						
Sales Tax	-	416,666	(416,666)	4,583,333	4,166,668	416,665
Investment Income	(147)	2,500	(2,647)	2,501	25,000	(22,499)
Investment MV Change	(199)	-	(199)	1,721	-	1,721
Other Program Revenue	2,047	1,125	922	35,983	19,250	16,733
Total Revenues	1,702	420,291	(418,589)	4,623,538	4,210,918	412,620
Expenses						
Program Expenses						
Business Retention	17,020	31,964	14,945	134,147	214,650	80,503
New Business Attraction	78,376	112,517	34,140	963,484	1,102,291	138,806
Workforce Development	7,809	12,070	4,261	65,956	113,734	47,778
Government Relations Consultant	3,571	6,830	3,259	37,965	67,283	29,318
Research & Governmt'l Relations	5,610	7,121	1,510	67,869	69,228	1,359
Entrepreneurial & Minority Bus Dev	34,980	93,614	58,634	386,400	720,646	334,247
Small Business Innovation Center	725	2,735	2,010	7,220	27,330	20,110
Site/Prospect Support	6,141	5,184	(957)	58,630	51,837	(6,793)
* Incentives & Site Expend - Direct	55,885	55,885	(0)	10,511,320	10,511,320	-
* Less: Site Expenditures Capitalized	(55,885)	(55,885)	-	(1,452,917)	(1,452,917)	-
Total Program Expenses	154,232	272,035	117,802	10,780,074	11,425,402	645,328
General & Administrative Expenses	14,682	20,769	6,087	184,609	207,686	23,077
Total Expenses	168,915	292,804	123,889	10,964,683	11,633,088	668,405
Transfer to Visioning	0	0	0	60,000	60,000	0
Revenues over (under) Expenses	(167,213)	127,487	(294,700)	(6,401,145)	(7,482,170)	1,081,025

Go Topeka, Inc.
Committed/Pending Incentive Offers and Site Expenditures
October 31, 2011

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>Totals</u>
Cash:									
Committed - Performance Based:									
Alorica		180,000	90,000	90,000	90,000	90,000	90,000	90,000	720,000
Del Monte		42,000	42,000	42,000	42,000				168,000
Frito-Lay		37,500							37,500
U.S. Foodservice		70,000							70,000
LB Steel		143,572	71,786	71,786					287,144
PTMW		161,000	94,500						255,500
Allen Foods	110,333	110,333	110,334						331,000
Schendel Pest		18,000	19,800		21,600	6,000	3,600	1,800	92,400
Coca Cola	42,500								42,500
Reser's	8,000								8,000
Home Depot		153,000							153,000
Goodyear		194,000							194,000
Mars Escrow - Employment Incentive		478,125	637,500	637,500	637,500	159,375			2,550,000
Total Committed - Performance Based	160,833	1,587,530	1,065,920	862,886	791,100	255,375	93,600	91,800	4,909,044
Mars Improvements/Training Incentives (A)	0	2,739,105	755,556						3,494,661
Total Committed	160,833	4,326,635	1,821,476	862,886	791,100	255,375	93,600	91,800	8,403,705
Expected:									
Site Improvements									0
Confidential Pending Cash Incentives	75,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	775,000
Dev. & Maintenance	75,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	775,000
Total Expected	235,833	4,426,635	1,921,476	962,886	891,100	355,375	193,600	191,800	9,178,705
Total Committed and Expected									
Under Consideration:									
Land Acquisitions	14,225	4,954,500							4,968,725
Confidential Pending Cash Incentives	0	0	0	0	0	0	0	0	0
Total Under Consideration	14,225	4,954,500	0	0	0	0	0	0	4,968,725
Total Cash	250,058	9,381,135	1,921,476	962,886	891,100	355,375	193,600	191,800	14,147,430
Expected:									
Confidential Pending Incentives	62,500								62,500
Total Land	62,500	0	0	0	0	0	0	0	62,500

Notes:
(A) Portion of Mars Incentive recorded as a liability on the Statement of Assets, Liabilities & Change in Funds

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

**Financial Statements & Accountants'
Compilation Report**

November 30, 2011



MIZE HOUSER
& COMPANY P.A.

Growth Organization of Topeka / Shawnee County, Inc.
120 S.E. 6th – Suite 110
Topeka, Kansas 66603

We have compiled the accompanying financial statements and supplemental information of Growth Organization of Topeka / Shawnee County, Inc.–Public (a division of Growth Organization of Topeka/Shawnee County, Inc.), (Go Topeka), as scheduled below. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide assurance about whether the financial statements are in accordance with the modified cash basis accounting. The budgeted revenue and expense information is presented for supplementary analysis purposes only.

Statement of Assets, Liabilities and Change in Funds–Public – Modified Cash Basis as of
November 30, 2011.

Statement of Income and Expense–Comparison to Budget–Public – Modified Cash Basis
for the one month and eleven month periods ended November 30, 2011.

Supplemental Schedule of Committed/Pending Incentive Offers and Site Expenditures as of
November 30, 2011.

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We are not independent with respect to Growth Organization of Topeka / Shawnee County, Inc.–Public.

Mize Houser & Company P.A.

Mize Houser & Company P.A.
Certified Public Accountants

February 7, 2012

BNO:rb:sc
Enclosures

Go Topeka, Inc.
Statement of Assets, Liabilities, &
Change In Funds-Public - Modified Cash Basis
November 30, 2011

Assets

Current Assets		
Cash-Sales Tax		494,451
Investments-Reserved for incentive/site improvements		<u>6,443,162</u>
Total Current Assets		6,937,613
Other Assets		
Land Held for Development	<u>7,230,184</u>	
Total Other Assets		<u>7,230,184</u>
Total Assets		<u><u>14,167,797</u></u>

Liabilities and Fund Balance

Current Liabilities		
DBE Carryover	390,861	
Incentives Liabilities	3,494,661	
Due To GTCC	<u>70,476</u>	
Total Current Liabilities		3,955,998
Fund Balances		
Opening Fund Balance	16,793,049	
Excess-Current Year	<u>-6,581,250</u>	
		<u>10,211,799</u>
Total Liabilities and Fund Balance		<u><u>14,167,797</u></u>

Go Topeka, Inc.
Statement of Income and Expense - Public
Modified Cash Basis
November 30, 2011

	Current Period			Year to Date		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue						
Sales Tax	-	416,666	(416,666)	4,583,333	4,583,334	(1)
Investment Income	(174)	2,500	(2,674)	2,327	27,500	(25,173)
Investment MV Change	(154)	-	(154)	1,567	-	1,567
Other Program Revenue	329	1,125	(796)	36,312	20,375	15,937
Total Revenues	1	420,291	(420,290)	4,623,539	4,631,209	(7,670)
Expenses						
Program Expenses						
Business Retention	19,010	17,246	(1,763)	153,157	231,897	78,739
New Business Attraction	54,906	156,732	101,826	1,018,390	1,259,022	240,632
Workforce Development	28,368	27,130	(1,237)	94,324	140,865	46,541
Government Relations Consultant	3,925	6,430	2,505	41,890	73,713	31,823
Research & Governmt'l Relations	6,830	7,121	291	74,698	76,348	1,650
Entrepreneurial & Minority Bus Dev	38,600	31,421	(7,179)	425,000	752,067	327,068
Small Business Innovation Center	725	2,735	2,010	7,945	30,065	22,120
Site/Prospect Support	5,401	21,266	15,865	64,031	73,103	9,072
* Incentives & Site Expend - Direct	15,374	15,374	-	10,526,694	10,526,694	-
* Less: Site Expenditures Capitalized	(15,374)	(15,374)	-	(1,468,291)	(1,468,291)	-
Total Program Expenses	157,764	270,081	112,317	10,937,838	11,695,483	757,644
General & Administrative Expenses	22,342	20,769	(1,573)	206,951	228,456	21,504
Total Expenses	180,106	290,850	110,744	11,144,789	11,923,938	779,149
Transfer to Visioning	0	0	0	60,000	60,000	0
Revenues over (under) Expenses	(180,105)	129,441	(309,546)	(6,581,250)	(7,352,729)	771,479

Go Topeka, Inc.
Committed/Pending Incentive Offers and Site Expenditures
November 30, 2011

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>Totals</u>
Cash:									
Committed - Performance Based:									
Alorica		180,000	90,000	90,000	90,000	90,000	90,000	90,000	720,000
Del Monte		42,000	42,000	42,000	42,000				168,000
Frito-Lay		37,500							37,500
U.S. Foodservice		70,000							70,000
LB Steel		143,572	71,786	71,786					287,144
PTMW		161,000	94,500						255,500
Allen Foods	110,333	110,333	110,334						331,000
Schendel Pest		18,000	19,800	21,600	21,600	6,000	3,600	1,800	92,400
Coca Cola									37,643
Reser's									16,000
Home Depot		153,000							153,000
Goodyear		194,000							194,000
Mars Escrow - Employment Incentive		478,125	637,500	637,500	637,500	159,375			2,550,000
Total Committed - Performance Based	163,976	1,587,530	1,065,920	862,886	791,100	255,375	93,600	91,800	4,912,187
Mars Improvements/Training Incentives (A)	0	2,739,105	755,556						3,494,661
Total Committed	163,976	4,326,635	1,821,476	862,886	791,100	255,375	93,600	91,800	8,406,848
Expected:									
Site Improvements									0
Confidential Pending Cash Incentives	75,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	775,000
Dev. & Maintenance	75,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	775,000
Total Expected	150,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	1,550,000
Total Committed and Expected	238,976	4,426,635	1,921,476	962,886	891,100	355,375	193,600	191,800	9,181,848
Under Consideration:									
Land Acquisitions	0	4,954,500							4,954,500
Confidential Pending Cash Incentives	0	0	0	0	0	0	0	0	0
Total Under Consideration	0	4,954,500	0	0	0	0	0	0	4,954,500
Total Cash	238,976	9,381,135	1,921,476	962,886	891,100	355,375	193,600	191,800	14,136,348
Expected:									
Confidential Pending Incentives	62,500								62,500
Total Land	62,500	0	0	0	0	0	0	0	62,500

Notes:

(A) Portion of Mars Incentive recorded as a liability on the Statement of Assets, Liabilities & Change in Funds

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

**Financial Statements & Accountants'
Compilation Report**

December 31, 2011



MIZE & HOUSER
& COMPANY P.A.

Growth Organization of Topeka / Shawnee County, Inc.
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for the one month and twelve month periods ended December 31, 2011.

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Mize Houser & Company P.A.

Mize Houser & Company P.A.
Certified Public Accountants

February 7, 2012

BNO:rb:sc
Enclosures

Go Topeka, Inc.
Statement of Assets, Liabilities, &
Change In Funds-Public - Modified Cash Basis
December 31, 2011

Assets

Current Assets		
Cash-Sales Tax		35,620
Investments-Reserved for incentive/site improvements		6,443,158
Prepaid Expenses		<u>5,217</u>
Total Current Assets		6,483,995
Other Assets		
Land Held for Development	<u>7,241,833</u>	
Total Other Assets		<u>7,241,833</u>
Total Assets		<u><u>13,725,828</u></u>

Liabilities and Fund Balance

Current Liabilities		
DBE Carryover	201,579	
Incentives Liabilities	3,494,661	
Due To GTCC	<u>85,745</u>	
Total Current Liabilities		3,781,985
Fund Balances		
Opening Fund Balance	16,793,049	
Excess-Current Year	<u>-6,849,206</u>	
Total Liabilities and Fund Balance		<u><u>9,943,843</u></u>
		<u><u>13,725,828</u></u>

Go Topeka, Inc.
Statement of Income and Expense - Public
Modified Cash Basis
December 31, 2011

	Current Period			Year to Date		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue						
Sales Tax	-	416,666	(416,666)	4,583,333	5,000,000	(416,667)
Investment Income	159	2,500	(2,341)	2,486	30,000	(27,514)
Investment MV Change	(132)	-	(132)	1,435	-	1,435
Other Program Revenue	(340)	1,125	(1,465)	35,972	21,500	14,472
Total Revenues	(313)	420,291	(420,604)	4,623,226	5,051,500	(428,274)
Expenses						
Program Expenses						
Business Retention	18,622	26,819	8,197	171,779	258,716	86,937
New Business Attraction	70,206	70,831	625	1,088,596	1,329,853	241,257
Workforce Development	11,897	10,375	(1,522)	106,221	151,240	45,019
Government Relations Consultant	4,398	12,075	7,677	46,289	85,788	39,499
Research & Governmt'l Relations	8,981	8,793	(188)	83,679	85,141	1,462
Entrepreneurial & Minority Bus Dev	108,337	44,114	(64,223)	533,336	796,181	262,845
Small Business Innovation Center	1,275	1,535	260	9,220	31,600	22,380
Site/Prospect Support	9,454	7,597	(1,857)	73,485	80,700	7,215
* Incentives & Site Expend - Direct	27,649	27,649	-	10,554,343	10,554,343	-
* Less: Site Expenditures Capitalized	(11,649)	(11,649)	-	(1,479,940)	(1,479,940)	-
Total Program Expenses	249,171	198,140	(51,032)	11,187,009	11,893,622	706,613
General & Administrative Expenses	18,471	33,738	15,267	225,422	262,194	36,772
Total Expenses	267,642	231,878	(35,764)	11,412,432	12,155,816	743,384
Transfer to Visioning	0	0	0	60,000	60,000	0
Revenues over (under) Expenses	(267,956)	188,413	(456,369)	(6,849,206)	(7,164,316)	315,110

Go Topeka, Inc.
Committed/Pending Incentive Offers and Site Expenditures
December 31, 2011

Cash:	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>Totals</u>
Committed - Performance Based:								
Alorica	180,000	90,000	90,000	90,000	90,000	90,000	90,000	720,000
Del Monte	42,000	42,000	42,000	42,000				168,000
Frito-Lay	37,500							37,500
U.S. Foodservice	70,000							70,000
LB Steel	143,572	71,786	71,786					287,144
PTMW	161,000	94,500						255,500
Allen Foods	220,667	110,334						331,001
Schendel Pest	18,000	19,800	21,600	21,600	6,000	3,600	1,800	92,400
Home Depot	153,000							153,000
Goodyear	194,000							194,000
Mars Escrow - Employment Incentive	478,125	637,500	637,500	637,500	159,375			2,550,000
Total Committed - Performance Based	<u>1,697,864</u>	<u>1,065,920</u>	<u>862,886</u>	<u>791,100</u>	<u>255,375</u>	<u>93,600</u>	<u>91,800</u>	<u>4,858,545</u>
Mars Improvements/Training Incentives (A)								
Total Committed	2,739,105	755,556						3,494,661
Total Committed	<u>4,436,969</u>	<u>1,821,476</u>	<u>862,886</u>	<u>791,100</u>	<u>255,375</u>	<u>93,600</u>	<u>91,800</u>	<u>8,353,206</u>
Expected:								
Site Improvements								0
Confidential Pending Cash Incentives	100,000	100,000	100,000	100,000	100,000	100,000	100,000	700,000
Dev. & Maintenance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	700,000
Total Expected	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>1,400,000</u>
Total Committed and Expected	<u>4,636,969</u>	<u>2,021,476</u>	<u>1,062,886</u>	<u>991,100</u>	<u>455,375</u>	<u>393,600</u>	<u>291,800</u>	<u>9,753,206</u>
Under Consideration:								
Land Acquisitions	4,954,500							4,954,500
Confidential Pending Cash Incentives	0	0	0	0	0	0	0	0
Total Under Consideration	<u>4,954,500</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>4,954,500</u>
Total Cash	<u>9,491,469</u>	<u>1,921,476</u>	<u>962,886</u>	<u>891,100</u>	<u>355,375</u>	<u>193,600</u>	<u>191,800</u>	<u>14,007,706</u>
Expected:								0
Confidential Pending Incentives								0
Total Land	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

Notes:

(A) Portion of Mars Incentive recorded as a liability on the Statement of Assets, Liabilities & Change in Funds

