

TO: John Campos
Michelle De La Isla
Denise Everhart
Richard Harmon
Karen Hiller
Chad Manspeaker
Sylvia Ortiz
Nathan Schmidt
Elaine Schwartz
Chad Sublet
Brenda Younger

FROM: Doug Kinsinger, President
Scott Smathers, Vice President Economic Development

DATE: November 13, 2013

Re: 3rd Quarter 2013 Financial Statements

RECEIVED
CITY CLERK
2013 NOV 13 A 4: 53
TOPEKA, KANSAS

Please find attached for your information, the GO Topeka Economic Partnership 3rd Quarter 2013 Financial Statements.

If you have any questions, please email Doug at dkinsinger@topekachamber.org or Scott Smathers at ssmathers@gotopeka.com.

Thank you!

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

**Financial Statements & Accountant's
Compilation Report**

July 31, 2013

Accountant's Compilation Report



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 July 31, 2013.

Statement of Income and Expense–Comparison to Budget–Public – Modified Cash Basis for the one month and seven month periods ended July 31, 2013.

Supplemental Schedule of Committed/Pending Incentive Offers and Site Expenditures as of July 31, 2013.

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.

The supplementary information referenced above is presented for purposes of additional analysis and is not a required part of the basic financial statements. The supplementary information has been compiled from information that is the representation of management. We have not audited or reviewed the supplementary information and, accordingly, do not express an opinion or provide any assurance on such supplementary information.

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

August 26, 2013
BNO:rb:sc
Enclosures

www.mizehouser.com ■ mhco@mizehouser.com

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211 E Eighth St, Suite A ■ Lawrence, KS 66044-2771 ■ 785.842.8844 p ■ 785.842.9049 f

Go Topeka, Inc.
Statement of Assets, Liabilities, &
Change In Funds-Public - Modified Cash Basis
July 31, 2013

Assets

Current Assets		
Cash-Sales Tax		3,727,179
Investments-Reserved for incentive/site improvements		<u>3,148,113</u>
Total Current Assets		6,875,292
Other Assets		
Land Held for Development	<u>8,150,918</u>	
Total Other Assets		<u>8,150,918</u>
Total Assets		<u><u>15,026,210</u></u>

Liabilities and Fund Balance

Current Liabilities		
DBE Carryover	284,912	
Other	47,666	
Incentives Liabilities	188,889	
Due To GTCC	<u>7,135</u>	
Total Current Liabilities		528,602
Fund Balances		
Opening Fund Balance	12,869,019	
Excess-Current Year	<u>1,628,589</u>	
		<u>14,497,608</u>
Total Liabilities and Fund Balance		<u><u>15,026,210</u></u>

Go Topeka, Inc.
Statement of Income and Expense - Public
Modified Cash Basis
July 31, 2013

	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	416,667	416,667	(0)	2,916,667	2,916,669	(2)
Net Investment Income (Fees)	(275)	-	(275)	(1,475)	-	(1,475)
Other Program Revenue	1,985	1,250	735	15,375	21,250	(5,875)
Total Revenues	<u>418,376</u>	<u>417,917</u>	<u>459</u>	<u>2,930,566</u>	<u>2,937,919</u>	<u>(7,353)</u>
Expenses						
Program Expenses						
Business Retention	10,177	14,925	4,748	73,198	116,874	43,675
New Business Attraction	44,262	48,083	3,822	297,596	436,561	138,965
Workforce Development	7,929	8,102	173	50,834	56,344	5,510
Government Relations Consultant	1,707	1,500	(207)	10,707	12,500	1,793
Research & Governmt'l Relations	6,467	9,775	3,308	46,230	68,956	22,726
Entrepreneurial & Minority Bus Dev	55,819	30,828	(24,992)	171,876	315,408	143,531
Small Business Innovation Center	750	2,625	1,875	5,475	19,925	14,450
Site/Prospect Support	8,229	6,312	(1,917)	30,455	43,551	13,096
* Incentives & Site Expend - Direct	(50,519)	4,242	54,761	664,327	719,088	54,761
* Less: Site Expenditures Capitalized	(4,242)	(4,242)	-	(152,963)	(152,963)	-
Total Program Expenses	<u>80,579</u>	<u>122,149</u>	<u>41,570</u>	<u>1,197,735</u>	<u>1,636,243</u>	<u>438,508</u>
General & Administrative Expenses	15,690	15,626	(64)	104,242	109,544	5,302
Total Expenses	<u>96,270</u>	<u>137,775</u>	<u>41,505</u>	<u>1,301,977</u>	<u>1,745,787</u>	<u>443,810</u>
Transfer to Visioning	0	0	0	0	0	0
Revenues over (under) Expenses	<u><u>322,107</u></u>	<u><u>280,142</u></u>	<u><u>41,965</u></u>	<u><u>1,628,589</u></u>	<u><u>1,192,132</u></u>	<u><u>436,457</u></u>

Go Topeka, Inc.
Committed/Pending Incentive Offers and Site Expenditures
July 31, 2013

	<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	0	90,000	90,000	90,000	90,000	90,000	450,000
Del Monte	42,000	42,000	42,000				126,000
Del Monte 2	45,500	31,500	31,500	31,500			140,000
LB Steel	71,786	71,786					143,572
PTMW	255,500						255,500
Allen Foods	110,334						110,334
Schendel Pest	19,800	21,600	21,600	6000	3600	1800	74,400
Goodyear	0	44,000					44,000
Mars Escrow - Employment Incentive	159,375	637,500	637,500	159,375			1,593,750
Total Committed - Performance Based	704,295	938,386	822,600	286,875	93,600	91,800	2,937,556
Mars Improvements/Training Incentives (A)	188,889						188,889
Total Committed	893,184	938,386	822,600	286,875	93,600	91,800	3,126,445
Expected:							
Site Improvements	1,859,201	1,024,334					2,883,535
Confidential Pending Cash Incentives							0
Dev. & Maintenance	100,000	100,000	100,000	100,000	100,000	100,000	600,000
Total Expected	1,959,201	1,124,334	100,000	100,000	100,000	100,000	3,483,535
Total Committed and Expected	2,852,385	2,062,720	922,600	386,875	193,600	191,800	6,609,980
Under Consideration:							
Land Acquisitions	4,576,538						4,576,538
Confidential Pending Cash Incentives	60,000	-	-	-	-	-	60,000
Total Under Consideration	4,636,538	0	0	0	0	0	4,636,538
Total Cash	7,488,923	2,062,720	922,600	386,875	193,600	191,800	11,246,518
							0
Expected:							
Confidential Pending Incentives	-						0
Total Land	0	0	0	0	0	0	0

Notes:

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

See Accountant's Compilation Report

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

**Financial Statements & Accountant's
Compilation Report**

August 31, 2013

Accountant's Compilation Report



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 August 31, 2013.

Statement of Income and Expense–Comparison to Budget–Public – Modified Cash Basis for the one month and eight month periods ended August 31, 2013.

Supplemental Schedule of Committed/Pending Incentive Offers and Site Expenditures as of August 31, 2013.

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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

October 7, 2013

BNO:rb:sc

Enclosures

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Go Topeka, Inc.
Statement of Assets, Liabilities, &
Change In Funds-Public - Modified Cash Basis
August 31, 2013

Assets

Current Assets		
Cash-Sales Tax		4,286,374
Investments-Reserved for incentive/site improvements		<u>3,149,182</u>
Total Current Assets		<u>7,439,856</u>
Other Assets		
Land Held for Development	<u>7,895,282</u>	
Total Other Assets		<u>7,895,282</u>
Total Assets		<u><u>15,335,138</u></u>

Liabilities and Fund Balance

Current Liabilities		
DBE Carryover	284,912	
Other	57,806	
Incentives Liabilities	188,889	
Due To (From) GTCC	<u>-11,097</u>	
Total Current Liabilities		520,510
Fund Balances		
Opening Fund Balance	12,869,019	
Excess-Current Year	<u>1,945,609</u>	
		<u>14,814,628</u>
Total Liabilities and Fund Balance		<u><u>15,335,138</u></u>

See Accountant's Compilation Report

Go Topeka, Inc.
Statement of Income and Expense - Public
Modified Cash Basis
August 31, 2013

	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	416,667	416,667	(0)	3,333,333	3,333,336	(3)
Net Investment Income (Fees)	1,104	-	1,104	(371)	-	(371)
Other Program Revenue	7,166	1,600	5,566	22,541	22,850	(309)
Total Revenues	<u>424,937</u>	<u>418,267</u>	<u>6,670</u>	<u>3,355,503</u>	<u>3,356,186</u>	<u>(683)</u>
Expenses						
Program Expenses						
Business Retention	12,220	15,871	3,651	85,418	132,744	47,326
New Business Attraction	38,638	48,004	9,366	336,234	484,565	148,332
Workforce Development	8,125	8,576	451	58,958	64,919	5,961
Government Relations Consultant	1,500	1,500	-	12,207	14,000	1,793
Research & Governmt'l Relations	6,509	9,775	3,266	52,739	78,731	25,992
Entrepreneurial & Minority Bus Dev	16,600	45,050	28,449	188,477	360,457	171,980
Small Business Innovation Center	750	1,438	688	6,225	21,363	15,138
Site/Prospect Support	10,498	6,312	(4,186)	40,953	49,863	8,910
* Incentives & Site Expend - Direct	8,274	8,274	-	672,601	727,362	54,761
* Less: Site Expenditures Capitalized	(8,274)	(8,274)	-	(161,237)	(161,237)	-
Total Program Expenses	<u>94,839</u>	<u>136,524</u>	<u>41,685</u>	<u>1,292,574</u>	<u>1,772,767</u>	<u>480,193</u>
General & Administrative Expenses	13,077	15,626	2,549	117,320	125,170	7,851
Total Expenses	<u>107,916</u>	<u>152,151</u>	<u>44,234</u>	<u>1,409,894</u>	<u>1,897,938</u>	<u>488,044</u>
Transfer to Visioning	0	0	0	0	0	0
Revenues over (under) Expenses	<u><u>317,021</u></u>	<u><u>266,117</u></u>	<u><u>50,904</u></u>	<u><u>1,945,609</u></u>	<u><u>1,458,249</u></u>	<u><u>487,361</u></u>

Go Topeka, Inc.
Committed/Pending Incentive Offers and Site Expenditures
August 31, 2013

	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>Totals</u>
Cash:								
Committed - Performance Based:								
Alorica	0	90,000	90,000	90,000	90,000	90,000		450,000
Del Monte	42,000	42,000	42,000					126,000
Del Monte 2	0	77,000	31,500	31,500				140,000
LB Steel	71,786	71,786						143,572
PTMW	255,500							255,500
Allen Foods	110,334							110,334
Schendel Pest	19,800	21,600	21,600	6000	3600	1800		74,400
Goodyear	0	44,000						44,000
Mars Escrow - Employment Incentive	159,375	637,500	637,500	159,375				1,593,750
Total Committed - Performance Based	<u>658,795</u>	<u>983,886</u>	<u>822,600</u>	<u>286,875</u>	<u>93,600</u>	<u>91,800</u>	<u>0</u>	<u>2,937,556</u>
Mars Improvements/Training Incentives (A)	188,889							188,889
Total Committed	<u>847,684</u>	<u>983,886</u>	<u>822,600</u>	<u>286,875</u>	<u>93,600</u>	<u>91,800</u>	<u>0</u>	<u>3,126,445</u>
Expected:								
Site Improvements	1,859,201	1,024,334						2,883,535
Confidential Pending Cash Incentives								0
Dev. & Maintenance	100,000	100,000	100,000	100,000	100,000	100,000		600,000
Total Expected	<u>1,959,201</u>	<u>1,124,334</u>	<u>100,000</u>	<u>100,000</u>	<u>100,000</u>	<u>100,000</u>	<u>0</u>	<u>3,483,535</u>
Total Committed and Expected	<u>2,806,885</u>	<u>2,108,220</u>	<u>922,600</u>	<u>386,875</u>	<u>193,600</u>	<u>191,800</u>	<u>0</u>	<u>6,609,980</u>
Under Consideration:								
Land Acquisitions	4,576,538							4,576,538
Confidential Pending Cash Incentives	60,000	93,333	293,333	293,334	260,000	260,000	200,000	1,460,000
Total Under Consideration	<u>4,636,538</u>	<u>93,333</u>	<u>293,333</u>	<u>293,334</u>	<u>260,000</u>	<u>260,000</u>	<u>200,000</u>	<u>6,036,538</u>
Total Cash	<u>7,443,423</u>	<u>2,201,553</u>	<u>1,215,933</u>	<u>680,209</u>	<u>453,600</u>	<u>451,800</u>	<u>200,000</u>	<u>12,646,518</u>
								0
Expected:								
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

See Accountant's Compilation Report

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

**Financial Statements & Accountant's
Compilation Report**

September 30, 2013

Accountant's Compilation Report



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., consisting primarily of activities related to the City of Topeka and Shawnee County Joint Economic Development Organization grant), (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.

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Statement of Income and Expense–Comparison to Budget–Public – Modified Cash Basis for the one month and nine month periods ended September 30, 2013.

Supplemental Schedule of Committed/Pending Incentive Offers and Site Expenditures as of September 30, 2013.

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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

November 7, 2013

BNO:rb:sc

Enclosures

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Go Topeka, Inc.
Statement of Assets, Liabilities, &
Change In Funds-Public - Modified Cash Basis
September 30, 2013

Assets

Current Assets		
Cash-Sales Tax		4,270,109
Investments-Reserved for incentive/site improvements		<u>3,150,010</u>
Total Current Assets		<u>7,420,119</u>
Other Assets		
Land Held for Development	<u>8,184,421</u>	
Total Other Assets		<u>8,184,421</u>
Total Assets		<u><u>15,604,540</u></u>

Liabilities and Fund Balance

Current Liabilities		
DBE Carryover	284,912	
Other	21,694	
Incentives Liabilities	188,889	
Due To GTCC	<u>388</u>	
Total Current Liabilities		495,883
Fund Balances		
Opening Fund Balance	12,869,019	
Excess-Current Year	<u>2,239,638</u>	
		<u>15,108,657</u>
Total Liabilities and Fund Balance		<u><u>15,604,540</u></u>

See Accountant's Compilation Report

Go Topeka, Inc.
Statement of Income and Expense - Public
Modified Cash Basis
September 30, 2013

	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	416,667	416,666	1	3,750,000	3,750,002	(2)
Net Investment Income (Fees)	866	-	866	495	-	495
Other Program Revenue	780	2,050	(1,270)	23,321	24,900	(1,579)
Total Revenues	<u>418,313</u>	<u>418,716</u>	<u>(403)</u>	<u>3,773,816</u>	<u>3,774,902</u>	<u>(1,086)</u>
Expenses						
Program Expenses						
Business Retention	13,185	19,121	5,936	98,602	151,865	53,262
New Business Attraction	38,800	53,208	14,408	375,033	537,774	162,740
Workforce Development	9,562	7,651	(1,911)	68,520	72,570	4,049
Government Relations Consultant	1,500	2,000	500	13,707	16,000	2,293
Research & Governmt'l Relations	8,795	9,775	980	61,534	88,507	26,972
Entrepreneurial & Minority Bus Dev	26,033	64,450	38,416	214,510	424,907	210,397
Small Business Innovation Center	1,500	1,525	25	7,725	22,888	15,163
Site/Prospect Support	8,762	6,312	(2,450)	49,715	56,175	6,460
* Incentives & Site Expend - Direct	14,386	14,386	-	686,987	741,747	54,761
* Less: Site Expenditures Capitalized	(14,386)	(14,386)	-	(175,622)	(175,622)	-
Total Program Expenses	<u>108,137</u>	<u>164,041</u>	<u>55,904</u>	<u>1,400,711</u>	<u>1,936,808</u>	<u>536,097</u>
General & Administrative Expenses	16,147	15,626	(521)	133,467	140,796	7,330
Total Expenses	<u>124,284</u>	<u>179,667</u>	<u>55,383</u>	<u>1,534,178</u>	<u>2,077,605</u>	<u>543,426</u>
Transfer to Visioning	0	0	0	0	0	0
Revenues over (under) Expenses	<u>294,029</u>	<u>239,049</u>	<u>54,980</u>	<u>2,239,638</u>	<u>1,697,298</u>	<u>542,341</u>

Go Topeka, Inc.
Committed/Pending Incentive Offers and Site Expenditures
September 30, 2013

	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>Totals</u>
Cash:								
Committed - Performance Based:								
Alorica	0	90,000	90,000	90,000	90,000	90,000		450,000
Del Monte	42,000	42,000	42,000					126,000
Del Monte 2	0	77,000	31,500	31,500				140,000
LB Steel	0	71,786						71,786
PTMW	255,500							255,500
Allen Foods	110,334							110,334
Schendel Pest	19,800	21,600	21,600	6,000	3,600	1,800		74,400
Goodyear	0	44,000						44,000
Mars Escrow - Employment Incentive	159,375	637,500	637,500	159,375				1,593,750
Total Committed - Performance Based	<u>587,009</u>	<u>983,886</u>	<u>822,600</u>	<u>286,875</u>	<u>93,600</u>	<u>91,800</u>	<u>0</u>	<u>2,865,770</u>
Mars Improvements/Training Incentives (A)	188,889							188,889
Total Committed	<u>775,898</u>	<u>983,886</u>	<u>822,600</u>	<u>286,875</u>	<u>93,600</u>	<u>91,800</u>	<u>0</u>	<u>3,054,659</u>
Expected:								
Site Improvements	1,859,201	1,024,334						2,883,535
Confidential Pending Cash Incentives								0
Dev. & Maintenance	100,000	100,000	100,000	100,000	100,000	100,000		600,000
Total Expected	<u>1,959,201</u>	<u>1,124,334</u>	<u>100,000</u>	<u>100,000</u>	<u>100,000</u>	<u>100,000</u>	<u>0</u>	<u>3,483,535</u>
Total Committed and Expected	<u>2,735,099</u>	<u>2,108,220</u>	<u>922,600</u>	<u>386,875</u>	<u>193,600</u>	<u>191,800</u>	<u>0</u>	<u>6,538,194</u>
Under Consideration:								
Land Acquisitions	4,576,538							4,576,538
Confidential Pending Cash Incentives	60,000	143,333	343,333	343,334	310,000	260,000	200,000	1,660,000
Total Under Consideration	<u>4,636,538</u>	<u>143,333</u>	<u>343,333</u>	<u>343,334</u>	<u>310,000</u>	<u>260,000</u>	<u>200,000</u>	<u>6,236,538</u>
Total Cash	<u>7,371,637</u>	<u>2,251,553</u>	<u>1,265,933</u>	<u>730,209</u>	<u>503,600</u>	<u>451,800</u>	<u>200,000</u>	<u>12,774,732</u>
								0
Expected:								
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

See Accountant's Compilation Report