

**Joint Economic Development Organization Board Minutes
February 12, 2014**

City of Topeka Council Chambers, 214 SE 7th Street, Topeka, Kansas, Wednesday, February 12, 2014.

The Joint Economic Development Organization (JEDO) Board members met at 6:00 p.m. with the following voting Board members present: Shawnee County Commissioners Shelly Buhler, Bob Archer and Kevin Cook, City of Topeka Mayor Larry Wolgast, Deputy City Mayor Sylvia Ortiz, City Councilmember Michelle De La Isla (via her proxy Councilmember Nathan Schmidt). Absent – City Councilmember Chad Manspeaker.

Also present were nonvoting JEDO Board members: City Councilmembers Karen Hiller and John Campos II. Absent - Councilmembers Denise Everhart, Elaine Schwartz and Richard Harmon.

Others present who presented and/or spoke before the Board: Rich Eckert, Shawnee County Counselor; Joseph Ledbetter, Attorney at Law; Lazone Grays, President & CEO, IBSA, Inc.; Rick Wienckowski, GO Topeka Board Member/Retired, Hills Pet Nutrition; Brent Boles, President, Schendel Services; Carol Marples; Mark Ruelle, GO Topeka Board Member/President & CEO, Westar Energy; Beth Ann Branden, GO Topeka Board Member/President & Owner, BA Designs, LLC; Jim Ogle, General Manager, WIBW; Lonnie Williams, President & Owner, L&J Building Maintenance; Allan Towle, GO Topeka Board Chair/President, Fidelity State Bank; Doug Kinsinger, President/CEO of GO Topeka Partnership/Greater Topeka Chamber of Commerce; Molly Howey, Director of Business Development for GO Topeka; Jo Feldmann, Vice-President of Existing Business for GO Topeka; Glenda Washington, Vice-President of Entrepreneurial and Minority Business Development for GO Topeka and Scott Smathers, Vice-President of Economic Development for GO Topeka; Betty Greiner, Shawnee County Financial Administrator.

Commissioner Archer called the meeting to order. He indicated he wanted to make an administrative announcement before they get started. Part of the JEDO Operational Rules is that if the Deputy Mayor or other voting City Councilmember cannot be present at a meeting, an alternate may be selected by the absent member with full voting rights. Unfortunately Councilmember Michelle De La Isla is ill this evening and she has indicated that she wanted Councilman Nathan Schmidt to take her place.

ITEM NO. 1: ACTION ITEM: Changes to JEDO Operational Rules.

Commissioner Archer indicated that there are two specific changes to the Operational Rules. He would call the Board's attention to Line Items 17 and 18 where we have inserted that "the Chairperson of the County Commission shall be Chairperson or at the Chair's discretion, the Vice-Chairperson of the County Commission". The other changes are Line Items 30 through 32, where they say "the JEDO Board shall meet on the second Wednesday of February, May, September and December of each calendar year." There has been some discussion that they have not specifically stated what days they are going to meet on. They did say they were going to meet quarterly so this addresses that issue.

Commissioner Buhler stated that on the second change starting on Line 30 in dealing with the meetings – there is no provision in there for the JEDO Board to meet as needed. She believes Rich Eckert, Shawnee County Counselor drafted some language to clear that up.

Mr. Eckert indicated that the only thing he would add, the concern was can the JEDO Board still call a discretionary meeting and he thinks that is pretty evident. But if the Board wanted to add a line that says the JEDO Board shall meet on the second Wednesday of February, May, September and December of each calendar year *and if needed, at the discretion of the Chair*. That way the Chair would be able to call a meeting, if they could get a quorum, then they could have a meeting.

Commissioner Archer believes that is a good idea. He thought that was implicit but now they are making it explicit.

Commissioner Buhler moved to add that language as stated by Rich Eckert. Commissioner Cook seconded. Following roll call vote, motion carried unanimously.

Mayor Wolgast stated he was going to speak in favor of both the proposed changes that are being made.

Public Comment:

Joseph Ledbetter stated he has had concerns that he has voiced on the record many times about not having enough of these meetings for oversight of these funds as long as they exist. He would ask to place in the record a letter he wrote to the Topeka Capital Journal, which talked about the Board not having a meeting in January and his comments about that. But these changes seem to address that so it is his understanding they won't have a meeting in January, they have changed them to the months of February, May, September and December and as needed at the discretion of the Chair. He likes that fact that they are going to set dates.

Further Discussion:

Councilman Campos wants to point out there is a mistake on Line 3, that there are a total of seven Council members with a total of nine, not six. It should read "Nonvoting members shall be the remaining 7 Council members." There are nine on their body.

Commissioner Archer indicated that number is correct because there are ten total members on the City governing body and four of them are voting members of JEDO so, ten minus four leaves six remaining.

Councilwoman Hiller stated she had a question about both items. She appreciates the change on the meeting dates because she thinks they certainly need the option to meet as needed. On the suggestion to change the County's discretion on the JEDO Chair she was reminded that this is their Charter and not a choice for just this year and she wonders, certainly if the County felt strongly that they wanted the option to have someone besides the current Chair of the Commission, she respects that but she wonders if they are going to change the Charter for JEDO whether they should have language that allowed both the City and the County to do that. She knows that a year or two ago, we changed language that was kind of convoluted and allowed the JEDO body to elect from its members from whatever side and it was complicated and so it was simplified here to say the Chair of the City or County. She feels like if we are going to change it at all, have it either to say that if either the Chairperson of the County Commission or the Mayor should choose not to serve, they would have an option and that option would be either that that body would designate someone else or that the leader themselves would as suggested here. She drafted some proposed language for either way and she thinks it should address both the City and County if they are going to change the Charter. She can't make a motion but she would pass around those two options for their consideration.

Mayor Wolgast stated perhaps he should be the one to speak to this since he worked on it as Chair last year. He knows in visiting with the Chair of the County Commission at the time. It really was their thinking that the change was made so that the JEDO Chair would be definite as of January 1, for the City it would be the Mayor and for the County it would be the Chair of the County Commission, which can change during the year just as the Mayor can change during the year. However, he certainly thinks that each entity could have its own authority in fine tuning that and the County has made this proposal to handle it slightly differently and he supports that.

Councilman Schmidt moved to adopt suggested language Alternate A proposed by Councilwoman Hiller, which would allow the Mayor to appoint a designee and the County Chair to appoint a designee as well. Commissioner Buhler seconded. Following roll call vote, motion carried unanimously.

Deputy Mayor Ortiz moved to adopt and approve the changes to the JEDO Operational Rules with the additional changes discussed. Commissioner Buhler seconded. Following roll call vote, motion carried unanimously.

Commissioner Archer indicated as it is at his discretion he is now going to appoint Commissioner Kevin Cook to serve as the Chair of JEDO for 2014.

ITEM NO. 2: ACTION ITEM: Approval of the Minutes of December 12, 2013 meeting.

Commissioner Buhler moved to approve the minutes of the JEDO Board meeting of December 12, 2013. Deputy Mayor Ortiz seconded. Following roll call vote, motion carried unanimously.

Public Comment:

Joseph Ledbetter stated he was looking at these minutes. They are voluminous but they are pretty good. He was reviewing statements he made and statements made by the Chair of GO Topeka, he agrees that is exactly what they are saying. He came across a point that really relates to tonight that he is going to bring up. It is on page 13 of the draft minutes and it says “Mary Feighny, City Attorney, suggested amending Resolution No. 2004-1 to delete the exception that eliminates competitive bidding for services.” And that was in reference to the RFP proposal that is going to be before us tonight and he just wanted to point that out that she did make that recommendation.

Deputy Mayor Ortiz would like to check on something. Councilman Campos said he was at the last meeting and he is in the minutes as absent, actually he is not even listed.

Commissioner Cook indicated he doesn't believe Councilman Campos was at the last meeting.

Councilman Campos stated that he was.

Commissioner Cook questioned if this would need to be reviewed by the City Clerk as the City was in charge of taking the minutes at the last meeting held on December 12, 2013. Without the City Clerk present, Commissioner Cook asked if Mr. Eckert had any recommendations as to altering the minutes.

Mr. Eckert stated one thing he would do would be to take Councilman Campos' word for it and vote right now to make an amendment to the minutes.

Commissioner Archer moved to amend the minutes to reflect Councilman Campos was present at the December 12, 2013 JEDO meeting. Commissioner Buhler seconded. Following roll call vote, motion carried unanimously.

ITEM NO. 3: ACTION ITEM: Discussion and Possible Approval of Request for Proposal for Economic Development Services.

Commissioner Cook indicated that this was an item that was tabled at the last JEDO meeting and according to Robert's Rules of Order he would move to take up from the table the matter of issuing a request for proposals for an independent contractor to assist JEDO in its economic development program. Councilman Schmidt seconded. Following roll call vote, motion carried unanimously.

Commissioner Cook stated at this time there is up for approval the proposed Request for Proposal attached to the agenda, which everyone should have received to review. He would ask for any comments or discussions.

Mayor Wolgast refers to page 28 of the JEDO agenda packet where it lists the estimated timeline. He would like to have whoever is presenting this describe those processes, for instance on March 6, 2014 it says "JEDO responses provided", who are they referring to as JEDO in that sense. Is it the entire Board, the JEDO Chair, a staff member or how is this process going to be handled. And further down it says "RFPs reviewed", reviewed by whom? If someone could walk them through the process and the thinking behind it, that would be very helpful.

Commissioner Cook stated that he has worked with Rich Eckert, Shawnee County Counselor on this and it was his intent that when it provides on the March 6, 2014 "JEDO responses provided", those would be provided to the County Counselor who would then be able to distribute them to the JEDO Board. So when you go down to the March 14, 2014 – March 24, 2014, "RFPs reviewed" that they would be reviewed by the JEDO Board and be distributed by Mr. Eckert. If they need to have clarifying language, he would have no objection.

Mayor Wolgast stated similarly when it says "Contractor interviews", who is doing the interviewing. Then it says "JEDO approval", who does the approval.

Commissioner Cook would defer to Mr. Eckert to talk a little bit about the interview process, given the constraints with their Open Records and Open Meetings act. Whether this would be an interview of the whole Board or a special meeting.

Mr. Eckert stated that when his office drafted this it was for discussion purposes to bring it to JEDO. There is no ownership of this, if they want to change it, by all means do that. The way they envision it is that on the contractor interviews if JEDO wants to schedule them, they would have the ability to do that, however that would be at a public meeting. They would adhere to the Kansas Open Meetings Act when doing that. But there is a very good chance they would not want to do interviews, for whatever reason so he didn't want to put in there that they "shall have interviews", so it is discretionary. And if the Chair wanted to hold interviews, he could see if he could get a quorum at that point in time or anyone if a quorum could be obtained, they could do those interviews. With respect to the JEDO approval, this is one thing he did want input on. They are JEDO, so the way this was written it was envisioned that they would hold a meeting on April 24, 2014 to decide the contract. The other thing they could do now that the Operational Rules have changed and they are having a meeting the second Wednesday in May, they could change that April 24, 2014 date to the May date and then everything would flow seamlessly. But without having that Operational Rule approved prior to this, he didn't want to be presumptuous and draft that into the document.

Commissioner Cook moved to add language to clarify that the March 6, 2014 "JEDO Responses provided" to now say "JEDO Responses provided to the County Counselor" and that on the March 14, 2014 "RFPs reviewed" to now say "RFPs reviewed by members of JEDO Board" and then also amending the April 24, 2014 date to be the May JEDO meeting date which would be May 14, 2014. Commissioner Archer seconded.

Mr. Eckert added that operationally the RFPs are due at noon on March 13, 2014 and it is his intention to scan in everything and email it to the JEDO Board hopefully that same day so when it says reviewed by JEDO, they are getting the documents the same day or the next day and they can do their independent review.

Following roll call vote, motion carried unanimously.

Councilwoman Hiller wanted to know procedurally are they expecting to then have all thirteen JEDO Board members review this privately and then show up and have a conversation and make a decision. The interviews are optional but looking procedurally, are they going to delegate to a committee to really review and make recommendations or just go from 0 to 60 on this.

Commissioner Cook stated that procedurally it would be his intent that the RFPs would be reviewed by all the JEDO Board members and that they would hold a JEDO meeting on May 14, 2014 ready to discuss who has submitted the RFPs and it would also be an opportunity for anybody that has submitted an RFP to make a presentation to the JEDO Board and then having a discussion on that day for its approval.

Councilwoman Hiller asked so the interviews and the decision would all be done in one meeting?

Commissioner Cook responded if they needed to. And at this point it's hard to tell how many applicants they would have. There may be 1, there may be 50.

Councilwoman Hiller stated another procedural question she had was is the idea that every bidder would have to bid to do the entire package of the JEDO's mission described here or is there an option for a bidder to bid on one or more elements of the package?

Commissioner Cook responded that the way that it is written at this time it would be in the same manner as they have it presently. That has not been changed, but obviously now would be the time to change it if they want to change the focus of their economic development and breaking it up. But at this time it would be one bidder. That is the way they have done it for the last thirteen years and that is the way the RFP was prepared.

Councilwoman Hiller asked so it was Commissioner Cook's vision to issue the RFP for exactly the framework from before and just see if there is anybody else who wants to bid.

Commissioner Cook indicated that is correct.

Public Comment:

Lazone Grays, President & CEO, IBSA, Inc. said there is a lot that has been stated so it's really hard to speak within four minutes and maybe an additional three or so. He believes that this issue is of more importance that probably some type of community forum or meeting or having the public who can come in and asking questions and reviewing this document before the make a decision right now on what is really sort of a draft document especially before a final vote.

As Mr. Ledbetter had alluded to from the last meeting that it was recommended by the JEDO legal counsel at that time to amend the Resolution to delete that exception to it. From a procedural standpoint it seems that from the existing JEDO Resolution for purchasing procedures, if you exempt economic development because it is a professional service, they would have to amend that document to exempt it before they can even issue an RFP because that is what gives you the authority. If they are exempting economic development, then they would have to exempt the exemption so that they would have the authority to issue an RFP, if that makes sense.

What he has shared with them tonight are copies of the current purchasing procedures for the City and the County that is in the County Code and also the County's Home Rule Resolution. One thing that is uniform in each is that they have bidding thresholds, something that the JEDO Resolution does not have. That is pretty much standard in any type of procurement policy when you are letting public funds and he would think this is something that the JEDO would want in its purchasing procedure because it is those thresholds on all levels of government that states when a bid has to go out, what type of publicity has to go out based off of how much the contract is worth. So he would recommend that the reason that it was mentioned at the last meeting that this contract is exempt from competitive bid is because economic development was deemed a professional service. Now he doesn't have the time but a lot of what his handouts cover is professional service. As in the City's code, the County, the State, when professional services are identified, it is those things such as architects, accountants, attorneys, economists, etc. At no time at any of those levels is economic development defined as a professional service. If it was, where do we stop? Is community development a professional service? Youth development? He would like to request three more minutes to speak.

Deputy Mayor Ortiz moved to give Mr. Grays an additional three minutes to speak. Councilman Schimdt seconded. Following roll call vote, motion carried unanimously.

Mr. Grays stated that nothing he is trying to present has anything to do with their current contractor or a future contractor. This is more about the procedure and what he has tried to do is share what he has found on professional services because he thinks that economic development is treated like some type of occupation or industry when it seems that it is something we would want to do and it takes multiple programs, services, projects to get it done.

He believes that the RFP should be split out for part of the 10%. Getting back to the question of would it be in pieces. To just move the contractor from one to another is really not making any change. The problem he believes has been that there are entities with expertise in particular areas that do not have any gateway of bidding to the JEDO and providing those individual services. One group may have expertise in microloan programs, one may have it in workforce training, so there has to be some type of a process whether it is through their existing contractor or future contractor, having to go out and get the people who will learn the expertise and put together a body to go out into the community, whereas the community actually has people, organizations and businesses and always has and probably want to apply for economic development programs such as the agreement with the JEDO, it gave them the authority to provide economic development programs - "The JEDO shall have the authority to contract with an independent contractor to direct the economic development program." (Paragraph 9 of the Interlocal Agreement). It doesn't say they have to provide the service as per a service agreement. Nothing precludes the JEDO from having such contractor, contract out for programs or services to assure it obtains such that address the specialized programs and services from entities that have expertise in specific areas of economic development. That is really the best way of getting the talent and actually making some type of a change.

So first he believes they would have to give themselves the authority to issue and RFP because at this stage they don't based on their own procedure. Next he would suggest they add the language within the JEDO purchasing resolution that would set a bidding threshold just like it is identified in the City's and County's and the State's.

Rick Wienckowski, GO Topeka Board Member/Retired, Hills Pet Nutrition thanks them for the opportunity to present some public comments on the important issue of how to expand economic development opportunities in our community.

I am Richard Wienckowski, a citizen of Topeka who upon retirement has chosen to live and retire in Topeka. Prior to retirement he was Vice President of Finance for Colgate-Palmolive and Chief Financial Officer of Hills Pet Nutrition. During his tenure at Hills the company grew from \$700 Million to \$2.2 Billion in sales. The company bought and sold numerous companies for multi-millions of dollars. And the company built and managed multiple manufacturing and co-manufacturing facilities in Europe, Asia, South America and in the United States

Currently he is the vice chairman of the Topeka Public Building Commission. This commission is financing and building the KBI building on the Washburn campus. He is also the chairman of the fundraising committee that is obtaining the private sector funds to build the enhancements to the infrastructure improvements of Kansas Avenue. This is a project that the citizens and the City Council have designed to enhance the development in the Downtown area. Finally he recently participated in the Campaign that raised over \$4 million of private sector contributions to fund the operating costs for the city/county economic development organization Go Topeka that maximizes the public funds for development.

They are considering how best to manage the economic development operations in our community. He has some thoughts that they should consider as they make this important decision. He believes his business background at a major multi-national corporation and his continued voluntary involvement in opportunities that are targeted at improving our community, allows him to share insight on some key issues to be considered in their process.

First, one of the most important issues to a potential investor in a community is to have a single point of contact. With a single point of contact responsiveness is maximized, confusion is avoided and accountability for actions is clearly delineated. Trying to split a complicated process of informing, soliciting, negotiating and creating awareness of a community's opportunities, wastes efforts, creates confusion and increases costs. Today our process spans from creation and education of a work force, to solicitation, execution and incentive development. A decision to split these activities will require, on their part, a clear understanding of the deliverable economic benefits and related cost savings.

Second, a company investing in a community needs to work with an organization that knows who can execute and resolve all of the operational issues that occur when a new company is building a factory or operation in the community. Issues with utilities, infrastructure, regulation, taxation and employment need to be resolved. It is not only identifying who to go to for the resolution of an issue but the knowledge of what is possible for the resolution or the creative new solution to avoid costly delays in the project.

Councilman Schmidt moved to give Mr. Wienckowski an additional minute to speak. Commissioner Archer seconded. Following roll call vote, motion carried unanimously.

Finally, the community must have space and land available virtually immediately once a company has decided on the location. Lots of issues must be decided when an operation locates in a community. But once the company is satisfied the community is the best for the company, the company wants to complete the transition quickly and wants to complete the construction ASAP. Quick completion insures that the company can start obtaining the return on the investment for its shareholders.

They are on a complicated and important journey. They have a successful history with proven results. Try to view this project from the framework of the company making the investment in the community and what is important to that organization. With that perspective he is sure they will continue to grow the community that he has chosen to live in as he enters his next stage of life.

Brent Boles, President, Schendel Services. Schendel Services operates 11 offices in 5 states, 3 of those offices are in Topeka, Kansas where they employ almost 70 people in this community. His perspective on this decision and on the RFP process JEDO is considering is really two-fold. He has both received the support, expertise and guidance from GO Topeka as well as his business has grown as a result of the work JEDO and GO Topeka have done in our community.

In 2008 during “The Great Recession” he was hesitant to invest more money in Topeka. At the time he owned vacant real-estate 60 miles away. He was encouraged by his banker to discuss his dilemma with the GO Topeka team. During that conversation, he quickly talked about some of the issues and concerns he had outside of simply investing money in 2008. He was quickly put in touch with city department heads to discuss development aspects such as tax issues and the Neighborhood Revitalization program in downtown Topeka. They also put him in front of Downtown Topeka (DTI) to discuss the work and exciting plans they had for downtown. He ultimately invested \$1 million dollars in our downtown area and building and renovating a building. Since that investment, the Schendel brand has expanded in Topeka and added almost 30 jobs.

His other perspective is from a business owner’s perspective and the growth he has seen as a result of industry that been added in Topeka. Topeka is the second smallest market that Schendel operates in. The other markets include Dallas, Phoenix, Springfield, Kansas City, Wichita, Lawrence and Oklahoma City. It is also the most mature market. Schendel was founded here 67 years ago, so to think that Topeka would be one of his fastest growing offices is hard to believe but in fact over the last 10 years Topeka has continually been one of his fastest growing offices. He credits this in large part because of facilities like Target, Home Depot, Bimbo, Resers, Del Monte, Mars. With the addition and/or expansion of these companies, he has seen his business grow.

Economic development is big business ran by professionals. It is a very competitive space. Our city and JEDO should be proud of the track record they have over the last ten years in this area. We haven't won all the battles but from a small business owners perspective we have won enough to grow his business. We must continue to stay competitive, we must continue to recruit and build relationships and we must have an organization that can bring all the parties to the table so that we can win these battles.

Carol Marples stated she has some questions. She has read the proposal and her one question is why they are doing it for three years when there are only two years remaining on the sales tax. If it's 2015 and 2016 why are they putting a third year. To her that seems like a pretty giant assumption that we will have a sales tax, that it's going to pass, that there is going to be economic development included in that sales tax. So she just wondered why the three years?

Her second question is the 30 day proposal deadline. Who are they going to send these proposals out to? Are they just going to keep it in this area, are they going to go national. To her 30 days doesn't seem like a long enough time if someone is interested in learning about our community and coming here. She just doesn't think 30 days is enough time to get a good response from various organizations that might be interested in this.

Her other question, she read this and she always finds it a learning situation, she read the contract and she believes that when we are asking them to document their costs, document their outcomes, have we received this for the contract that they are in now? If they aren't going to make these things be done, why are they bothering putting it in there? One that she really can allude to that she does know about is that of the audits and inspections. It is JEDO's job, and she will quote what they say here, that JEDO will find the person to do the certified public audit. She has attended a lot of these meetings and never once has she heard it discussed who would do the audit. And she thinks that she even made the comment that both the auditor shared by the Chamber of Commerce and GO Topeka. And you can look back, she had some interesting reading. She read through some of the old minutes of JEDO and they used to take bids for this. She thinks maybe that they need to slow down on this and go back, table this contract or looking for somebody and maybe JEDO needs a work session to revisit what their duties and responsibilities are.

Mark Ruelle, GO Topeka Board Member/President & CEO, Westar Energy thanks the Board for the opportunity to comment on this important issue. Westar is one of only a few remaining NYSE companies headquartered in Kansas. That positioning gives us a local, national and to some extent, even global perspective. He will share just two points with them that are important in regard to this community's economic development effort.

First, the electricity business has had a golden age in the post-war, baby boom years, with many of its people, like him, aging baby boomers. That means that we're in a period of remarkable demographic transition, as we see record retirements, matched with the recruiting, hiring and development of their many replacements. Just in the past three years Westar has hired 400 people. The future of any organization is only as good as the quality of its people. Quality people have many choices in life, including choices about where they live, work and play. There are many reasons why a vibrant business climate is essential to attracting and retaining them, but he will point out just one. Our business community must not only provide good jobs, but must also provide opportunities for spouses, as well. As Westar recruits broadly for talent, we need other businesses along side us doing the same thing so that we can support one another and make sure we can attract and retain families and not just single jobs.

Second, the nature of our business is that it's highly immobile. We have \$10 billion dollars invested in Kansas, and a great deal of it, maybe the majority of it within earshot of Topeka. It means we're very much a part of this community as anyone. Our business prospers only when our community has a vibrant economy.

We aren't naive about the challenges of competing for economic development. Our community can do everything right, and we'll still have some businesses fail, move on, or choose somewhere else. There are no silver bullets in this business. But we have to do our very best because, as Mr. Boles said, the competition is so brutal. It's about putting shots on goal, a lot of shots on goal and some of them go in the net.

Our very best requires things like:

- Experienced, professional marketing,
- A strong network of useful contacts—both here and outside of Topeka,
- Credible performance history,
- Involvement from strong community leaders—public and private,
- Utmost discretion at critical junctures and negotiation with these employers,
- Maintaining our momentum without interruption, and
- One point of contact...to name just a few.

The partnership of JEDO and Go Topeka reflects these attributes. Whatever direction the JEDO board takes in the future with regard to its development partner, please make sure they have these important things in mind.

Joseph Ledbetter stated he is for competition. He said that at the last meeting but they have a problem with this proposal. They have JEDO Resolution No. 2004-1 which even talks about in Section B that they will at least advertise for two consecutive weeks on bids with a local newspaper. They have put in an exception for this type of activity in their own resolution and they have to deal with that. As the City Attorney said, they will probably just have to do away with that exception.

In 2001 Target was brought to this city. It was not a GO Topeka project. It was brought here by John Meyers who was an economic development specialist who worked with the Mayor in City Hall. He brought that to Topeka. His salary was \$60,000, he checked all this out, he thought it was a little higher, he was actually amazed. We have had successes and by the way we didn't have an industrial park to move them into at the time so that was worked out rapidly, but it was worked out after the fact.

He is for the language that was put into this proposal that these funds will be subject to the Kansas Open Records Act. He certainly has pushed for that for three years and he is going to put his email into the record where he asked for that language.

March 13, 2014 is the deadline. We are talking about a \$5 million dollar contract that at the most should only be for two years because that is when this tax runs out in thirty months. So we are talking about 2015 and 2016, we should not even be talking about 2017. They should have a national search just like we did for the city manager; \$170,000 salary is what he was paid when he came here. If it's worth a national search for \$170,000 and he thinks it was, then they should do it for \$5 million. Thirty days is not a quick enough turnaround time. It doesn't show seriousness about this proposal, they need 90 days. He has talked to people on economic development and they are saying 90 days would be a minimum and it needs to be put on their websites for the County and the City and it needs to be nationally advertised. There are journals and all types of magazines that market to these types of individuals and organizations. If they are serious about bringing quality management in then they need to have a national search.

He is against extending this for three years because we have not even done the basic work on even having an election on that point. He has no problem with splitting out disadvantaged funds because he thinks there are local people here that have a lot of experience working with disadvantaged people that could probably bid on that very successfully and show they've got experience in that area. That still leaves 90% for whoever else gets it. He would ask for three more minutes to speak.

Deputy Mayor Ortiz moved to give Mr. Ledbetter an additional minute to speak. Commissioner Buhler seconded. Following roll call vote, motion carried unanimously.

The next document he is going to put into the record, which he will read a part of, is an article from the Capital Journal which was written last year which shows that we have one of the highest parent unemployment rates in Kansas. We have an extremely high high school dropout rate in this City. We have a lot of kids on free and reduced lunches, which means poverty has grown not shrunk over the last ten years. He would just like them to look at them and ask are we getting the best bang for our buck. He has a document from the Bureau of Labor Statistics. These are objective sources which is what he has been asking for in how to measure our performances. This

shows that in 2001 when this tax first was implemented, in Shawnee County we had an employment base of 116,900 and by 2004 it had trumped 4,000 jobs. Another document he has from the U.S. Department of Labor, Bureau of Labor Statistics which shows employment dropping from 2000 in Shawnee County from 122,897 to 115,773 in 2010 so dropped 7,000 and there is a graph there that is easy to follow.

His problem with what they have had so far for 13 years is very minimal transparency, very minimal accountability, very minimal benchmarks so he does believe in competition. But he does not believe in rushing through this. He thinks they should put it into committee, they should get public input, and at a minimum they should put this out for 90 days of bid nationally, use their websites as well to solicit those bids, both the City and the County and say we are serious about this and we want solicitations from top notch organizations to come forward and say what they will do. And also at a maximum have the contract be for two years. He really likes one year at a time because they have to review but not extending it past the tax.

Beth Ann Branden, GO Topeka Board Member/President & Owner, BA Designs, LLC. To give them a little history, BA Designs, LLC is a woman owned small business that does interior design work and commercial furnishings. So as she tells people, they design the dreaded cubicle is what they do day in and day out so she is sorry for all of them that have to work in the dreaded cubicle. They have been in Topeka doing business for 19 years and they have 26 team members. She wants to quickly share three opportunities how economic development and the partnership between JEDO and GO Topeka have helped BA Designs, LLC grow their small business.

In 2011 they competed for the Bimbo Bakery furniture RFQ. BA Designs, LLC was awarded that furniture package. The relationship that developed with Bimbo Bakery as part of the furniture opportunity led to BA Designs, LLC creating furniture standards for Bimbo Bakeries throughout the United States. They currently work with Bimbo Bakeries weekly and they are the first national account that BA Designs has earned and they appreciate that and thank you.

In 2013 they competed for the Mars RFQ. BA Designs was also awarded that bid. They have enjoyed working with Mars. It has been a wonderful learning experience for their team and she can assure you that the snack of choice is M&Ms. They value their relationship formed with Mars and they are happy to say they are completing the finishing touches on that particular project.

Last but not least is the military work that BA Designs has had the opportunity to be a part of. They do work at Ft. Riley, Ft. Leavenworth and recently completed the squad ops project for the Kansas Air National Guard. BA Designs has been doing military work for over eight years. That has taken them on a journey to be awarded a GSA packaged office contract with the federal government and has added to their business opportunities. She thanks JEDO and GO Topeka for supporting small businesses in this community and bringing wonderful companies into our community so that BA Designs and their 26 team members can work every day doing everything they enjoy. All she can say is kudos and please keep up the good work.

Jim Ogle, General Manager, WIBW. He would like to start off by saying thank you to all of them at JEDO for the excellence process and results they have gained from their existence. He moved to this community also eight years ago and in those eight years they have suffered through a debilitating recession and in that time this community has continued to attract quality businesses here because of the work JEDO has done. Before he ever came to this community he had been involved in volunteer work in economic development in other communities that he has lived in. He had known then before even moving here how important what JEDO is doing and its partnership with GO Topeka was and how

envious other communities were of the process that we are undergoing here. They have gotten excellent results because of what they have done and now they have an opportunity to even do better going forward or making progress in this community thanks to the decisions they have made. And as a taxpayer and someone responsible for writing that out for them he wants to say thank you, that is so important what they do.

The other thing he wants them to know is that in his professional job as the General Manager at WIBW, he has gotten the opportunity to talk with many of the people who have come into this community who want to be part of this process and want to be here. The people like Mars and the like who have come here. All of them have talked about how easy this process was. That one of the reasons they came here was because of the process of working with GO Topeka was so easy. They added to that “We Can Do That” which is part of GO Topeka’s marketing line – they live it and they acknowledged that in the positive things they have said about GO Topeka.

He is also a stakeholder in GO Topeka so not just that his firm has contributed to the funds for GO Topeka but he has personally written a check, he believes so strongly in what we are accomplishing with this. And he does that because he, like them, believes we are getting excellent results and this is a community that is moving forward because of it. He so appreciates it and he will say again thank you for the good decisions that they have made.

Lonnie Williams, President & Owner, L&J Building Maintenance. He would like to present his perspective. He is the owner of L&J Building Maintenance. They operate in five different states at the present time. Most of those business that they operate are government contracts. Has never had a contract or RFP that lasted over 30 days. Also he bid on a building one time in the past. The building was about 750,000 square feet and he was told he couldn’t bid on that building because he didn’t have that experience. And I said well I live in Topeka, Kansas how am I supposed to get that experience and they said move. He went to grade school here, junior high here, high school here and he built his business here and he is not moving. Due to some of the businesses that have moved here, has given him a better perspective and some of the contracting officers and better perspective also of his ability. So they continue to grow and he is still here.

He would also like to talk about the time he was with the Minority Business Development Council. He spent three years on that Council. During that time they partnered with USD 501 and were able to bring the robotics program here that is in existence at Highland Park right now. Also during that time they gave classes called First Step Fast Track that were for daycare and also for small businesses. Since that time, he is no longer on the Council anymore, but it has changed from one aspect to the Ice House for small business. That Council has built a directory now which was not in existence before for all small businesses here in Topeka that have gone through those programs. He would also like to talk about how they convinced the GO Topeka Board to look not only on the west side of town but across the tracks also. They even put together a bus and toured the east side to see what was going on over there. During his three years there not only did they build relationships but they built businesses. Those businesses are here in Topeka and he is also glad that GO Topeka has reached out and brought Mars into Topeka. He has had the opportunity to work with them and continue to work with them. So just a perspective from a small businessman.

Allan Towle, GO Topeka Board Chair/President, Fidelity State Bank. He is a Topekan by birth and Topekan by choice. He serves in several volunteer positions in the community including current Chairman of GO Topeka. He would like to thank them for the hard work they do as elected officials in our community. Their commitment to improving opportunities in Topeka and Shawnee County is evident. He thinks it is safe to assume that everyone in the room is here because we care about our community.

Personally he wants to live in a vibrant and economically strong community with good infrastructure, strong workforce development opportunities, a good quality of life for his family and many career opportunities. He chose the word career opportunities because it implies good wages as well as opportunities to be rewarded for hard work, through advancement and promotions. He wants his children and grandchildren to love Topeka as he does, and have great opportunities here.

Tonight they are considering place an RFP for economic development services for a three year contract. He commends them for their approach and the opportunity to make economic development a long term contract.

One of the things he has observed over the past few years serving on the GO Topeka Board is that some companies make decisions to expand quickly and then act quickly, while others are more methodical or hesitant. Something may change and they postpone their process, possibly for more than a year. In either case when a company is discussing growth and expansion they develop a relationship with the economic development contacts, and expect those people to be there to assist and guide as they implement the plan to expand or relocate. This is true with existing businesses in Topeka as well as businesses that may look at Topeka as a location where they can expand. Moving from a year to year contract to a longer commitment will be seen very positively by growing companies.

GO Topeka has always approached the services they provide to JEDO as a long term commitment to Topeka and Shawnee County. GO Topeka was founded before there was a sales tax that provided funds for economic development. Business leaders in Topeka came together with the desire to make Topeka a strong community. We know that a strong community is good for the citizens. A strong community attracts career minded people to work for our businesses. A strong community creates opportunity for all. A strong community creates a strong tax base.

Since GO Topeka was founded they have gone to the business community and asked them to commit to the betterment of our community with cash. In the last capital campaign, they originally set a goal of \$2.5 million. After reaching that goal quickly they increased the goal a few times and were able to raise \$4.2 million over a five year period to support economic development in our community. These funds were pledged by 126 companies and individuals; some very small businesses as well as some of our largest employers.

As part of the campaign committee, he was able to hear why the business community and individuals were willing to invest in Topeka and Shawnee County economic development. Primarily they want a strong economic community. They see the work GO Topeka and JEDO have done over the past several years helping existing businesses, bringing new business to our community and working with small businesses, specifically minority and women owned businesses. They see the improved value GO Topeka and JEDO have brought to the community. They know that even though some businesses have left our community for reasons beyond our control, others have expanded in our community or come to our community because of our efforts, bringing the right team to the table to work with businesses.

There is more work to be done. JEDO's commitment to the complete the RFP process in a timely manner and committing to a longer contract will increase confidence and provide added stability to the economic development process in our community.

Commissioner Cook stated that he knows the matter has been brought up a couple of times regarding statements made by the City Attorney regarding the bidding process. Having reviewed that with the County Counselor, if Mr. Eckert could give a legal opinion as to whether or not they need an exemption for the bidding process.

Mr. Eckert indicated the JEDO Resolution 2004-1 exempted professional services which meant that they did not have to bid out for economic development services. Here they are bidding them out, so he is not for sure where that argument came from, but because they are bidding it out and they are going to follow the bidding out process as laid out in JEDO Resolution 2004-1, he does not see why there is an issue.

Commissioner Cook indicated he just wanted to make sure that all the members were aware since that had come up during the last JEDO meeting and also in his discussions with the County Counselor.

Mr. Eckert wanted to add that there were a couple of points made about this being a three year contract but the RFP does state that the third year will contain an opt out term depending on the results of the next sales tax ballot question so that is contained in the RFP.

Commissioner Archer moved to approve the RFP as amended. Councilman Schmidt seconded.

Mayor Wolgast would note that on the timeline they revised earlier this evening they would release the RFP February 13, 2014 and the RFPs are due March 13, 2014, which is one month. We then moved the date for approval to May 14, 2014 so that would be two months and he almost questions, it's almost derelict in their duties if it takes them two months to make a decision. He doesn't think it should take them two months and perhaps rather than setting that at a specific date they could say "within a reasonable time" or May 14, 2014 or earlier if possible or if it would be applicable. For instance if there is only two, certainly he doesn't think it should take them 60 days to make a decision. He doesn't think that is being fair to those who are applying. He would suggest rather than have their JEDO approval of Contractor selection on May 14, 2014, which is one of their quarterly meetings, he would ask for maybe some legal advice on how this could be stated, but May 14, 2014 at the latest. He thinks the JEDO Board members would be willing to have a special meeting or called at the discretion of the Chair to handle this earlier than that.

Commissioner Cook stated that they now have the discretion under the JEDO Operational Rules to call a special meeting at the discretion of the Chair as needed.

Mr. Eckert stated the only thing he would add is that if they do get an out of town bid, they would have to make arrangements to be here for the meeting so he would prefer that they have that meeting date known now just so that everybody can plan for that as opposed to them deciding to hold a meeting within one week.

Commissioner Cook indicated that if looking at everyone's calendars, if the RFP release date is February 13, 2014 and the response due date is March 13, 2014 would they all want to, maybe looking at April 13, 2014 to hold the meeting?

Councilman Schmidt stated that he likes this idea however; there is something else that they need to consider though. And given his relative short time on the Topeka City Council, he is not positive about this but he thinks there is a very strong likelihood that the Topeka City Council will elect four new members to the JEDO Board at the time they are discussing setting this meeting. He believes that happens sometime in April is when new Boards are appointed by the Topeka City Council so if they choose to have this meeting on April 13, 2014, they would have the very first action of those people would be to decide to award this contract.

Commissioner Archer responded that they will have two new members theoretically because the Mayor and the Deputy Mayor will still be voting members of the JEDO Board.

Councilman Schmidt stated they have a Deputy Mayor election also in April.

Deputy Mayor Ortiz questioned when is the vote? She believes the vote would be the second Tuesday in April when they vote so it would be April 8, 2014.

Councilman Schmidt stated that there might be some consideration that should be given to the idea of either having this as a first or last act. A full three voting members of this body, that important of a decision, maybe they should wait another couple of weeks.

Commissioner Cook asked that if they had the special JEDO meeting on April 9, 2014 would they still have this current makeup of the JEDO Board?

Deputy Mayor Ortiz responded yes they would.

Councilwoman Hiller stated that they ballot it and vote it that night on the elected ones, which is JEDO and the Deputy Mayor. The other committee appointments come later.

Commissioner Cook stated he thinks they can boil this discussion down to making this the last act of the current JEDO Board or the first act of the new JEDO Board. Is there a preference to set the date?

Mayor Wolgast responded that if the RFPs are due March 13, 2014 and they had their last meeting of the current JEDO Board could be Wednesday, April 2, 2014 which would give them three weeks to review, have interviews and make a decision.

Councilman Campos stated he would agree with the Mayor if they did it on April 2nd so the current governing body could make the decision before the switch happens at the Topeka City Council the next week.

Mayor Wolgast moved to amend the RFP date of April 24, 2014 be changed to April 2, 2014. Commissioner Archer seconded.

Councilman Schmidt indicated he would like to ask a question before the vote, as he is voting in proxy for someone. He wanted to know the voting requirement and if he were to abstain from this vote since he is voting for someone who would be on the Board and he also is a potential candidate who could then be taking that seat.

Mr. Eckert indicated that the proxy vote that he has today is a vote in full. He can vote without limitation.

Councilman Schmidt responded he just wondered that if he abstained from voting what is the voting requirement for this to pass?

Mr. Eckert stated just a simple majority of the Board.

Following roll call vote, motion to amend the RFP date of April 24, 2014 to April 2, 2014 carried 5-0-1 with Councilman Schmidt abstaining.

Following roll call vote, motion to approve the RFP as amended previously carried unanimously.

ITEM NO. 4: Overview of 4th Quarter and 2013 Year End Results: GO Topeka Staff.

Doug Kinsinger, President/CEO of GO Topeka Partnership/Greater Topeka Chamber of Commerce thanks them for the opportunity to give them a brief update. They know the evening has been long and they appreciate the speakers' intentions so they will keep this brief.

- **2013 Was an Active Year**

- Air Service Recruitment – Air service started into Topeka Regional on January 7, 2014. There was some good coverage in the media just in the last few weeks that January is not the most ideal time to start air service but they are glad they had it. There were some weather challenges that basically plagued the system of air service around the nation. They saw a report in the newspaper, they had about 25% boardings in that first month. Those have been picking up in February, it's about 10%-15% higher than that and so far in March they are seeing boardings that are already almost equaling what United's boarding levels are at this point in March out of Kansas City. So they are making progress but they need to remind people to consider that airport. They have already been seeing some people that say "when I'm booking travel it's too expensive of a ticket". In some ways that is a good thing because that means that flight is full as the price goes up. If you change one flight, either the morning or afternoon, the afternoon before, the next morning, the prices go right back down. So if you are adjustable at all in your scheduled, the fares are still identical that they are out of Kansas City.
- CNG Alternative Fuel Station - Late last year they got JEDO's approval to sell property that was really unable to be utilized, some of their trash property in Central Crossing Commerce Park that was roadway adjacent, right on the west side of Wenger Drive close to Target Distribution Center. They opened late in the year with a new Compressed Natural Gas Station and they are already beginning to see companies utilize that and receive some cost savings that will make them more competitive as a region for distributional logistics.
- Staff - Last year they had a couple of staff changes, one moved to Chicago after getting married and another took another position in another community so they were recruiting and getting some new staff leaders. He thinks they are all very pleased, as he is, with the talent that they have attracted to the community.
- Companies - They will give them a quick update about some of the new companies they are still working on and their existing business retention activities.
- Infrastructure for Kanza Fire - He also wanted to give them a quick update on the infrastructure for Kanza Fire that they approved last year, that instead of breaking up that project to extend for water, sewer and gas to all of their sites in Phase I of Kanza Fire, they allowed them to do that in one chunk. That enabled them to save about \$400,000

and being able to price that out more competitively in one contract. They are already done with the gas for that, water and sewer should be done by June or July and that actually helped to set a project that's been in the community the past few weeks, as they left another community that could not get utilities there that quickly. Their vision was correct in that.

Molly Howey, Director of New Business Development

2013 New Business Attraction Review:

General Summary	<u>Qtr</u>	<u>Annual</u>
• Consultant Interactions	42	237
• New Prospects Worked	15	47
• New Proposals Submitted	4	12
• Site Visits	3	6

New Business

- Crosswind Pet Foods
 - 62 FT Jobs
 - \$4 Million in Capital Investment

2013 Marketing Efforts

- Advertisements
- Trade Shows/Marketing Events
 - 4th Quarter: 4 National, 4 Regional
 - 2013: 16 National, 9 Regional
- Developing Relationships
 - Site Consultants
 - Businesses
 - Support Organizations
 -

New Business 1st Quarter Activity:

- 30 Prospects Outstanding/ 4 Progressed
- Continue Marketing Topeka/Shawnee County
 - New Ads
 - Web Site Evaluation
 - Events
 - Aviation Materials
- Continue Efforts on Kanza Fire Commerce Park
 - Infrastructure
 - Covenants and Restrictions
- Additional Research Databases Available
 - Retailer Database
 - Demographics

Jo Feldmann, Vice-President of Existing Business

2013 Existing Business Review:

	4th Quarter	Total 2013
Business Visits	49	150
New Active Projects	7	17

- Types of Companies Assisted: Manufacturing, Distribution, Customer Assistance Center, Financial, Service, Construction
- Assistance Provided: General Questions, State & Local Incentives, Contacts, etc.
- Business Expansions
 - HF Rubber Mixing
 - Southwest Publishing
 - Reser's Fine Foods
 - Alorica
 - se2
 - Advisors Excel
 - CEC Entertainment

2013 Workforce Review:

- WorkKeys testing completed and results shared
- Workforce Advisory and Food Manufacturing Groups
- Home Depot Rapid Deployment Celebration
- Soldier for Life Meeting with Area Employers

2014 Existing Business 1st Quarter Activity:

- Continue Business Visitation Program
- Encourage Involvement of Leadership in Business Visits/Meetings
- Celebration/Recognition Events
- South Corridor; Frito Lay, Mars, Home Depot, Target, Bimbo Bakeries
- Food Manufacturers' Training Course
- Support High Demand Training Opportunities
- Workforce Advisory Group (high schools)
- HR Meetings
- Pursue Development of Scholarship Program at Washburn Tech

Glenda Washington, Vice-President of Entrepreneurial and Minority Business Development

2013 MWBD Review:

	Fourth Qtr.	2014 Total
Entrepreneurial Classes	2	13
Ice House	1	1
First Step	1	1
Small Business Annual Awards	1	1
Quarterly Breakfast Buzz	1	3
MWBD Annual Conference	1	1

- Met with individuals from several organizations including, the Department of Commerce, Kansas Department of Transportation, City of Topeka Purchasing Department, NAACP, PTAC (by phone), SBA (by phone), IBSA, Inc., and El Centro.

2014 EMBD 1st Quarter Activity:

2014 Minority & Women Business Development Council Members

- Amber Gentry Bullock – ISG Technology, (3 year term, ending 1/31/17)
- Linda Canady – Owner, Mary Kay Cosmetics (3 year term, ending 1/31/16)
- Dale Cushinberry- Retired School Administrator, (2 year term, ending 1/31/16)
- Sheyvette Dinkens –Owner, Aya Services, (1 year term, ending 1/31/15)
- Sylvia Hopper-Owner, Cleaning Etc., LLC (1 year term, ending 1/31/15)
- Dr. Norma Juma – Professor, Washburn University (3 year term, ending 1/31/17)
- Cacy Klumpp- (Chair) Feel Good Nutrition (2 year term ending 1/31/16)
- Marlene McCord – Owner Urban Appetite Co.(1 year term, ending, 1/31/15)
- Elissa Moore – Housing and Credit Counseling (3 year term, ending 1/31/17)
- Murray Moore – USD 501 (3 year term, ending 1/31/15)
- Lalo Munoz – Director of El Centro (3 year term, ending 2/31/17)
- Yolanda Taylor – Topeka Workforce Center (2 year term, ending 1/31/16)
- Eugene Williams – General Manager KTWU (3 year term, ending 1/31/16)
- Angel Zimmerman – Managing Partner/Zimmerman & Zimmerman, PA (3 year term, ending 1/31/17)
- Tina De La Rosa – Kansas Department of Labor (1 year term, ending 1/31/15)
- Jessica Sarinana – Kelley-Topeka Lulac Center (1 year term, ending 1/31/15)
- Michael Munoz – JAC-K Specialist (1 year term, ending 1/31/15)

- Workshops/Seminars

- Childcare Ownership Series – hosting at Avondale East every Thursday night from 6-9 pm and Saturdays from 9:30 am - 12 pm
- Ice House Series
- Small Business Taxes Workshop
- Breakfast Buzz – New Year, New Growth Workshop
- Bonding Workshop

- Other Efforts
 - Site Visits to Kansas and MO markets to tour successful Maker and Co-Work Spaces
 - Kauffman Institute Certification to facilitate the New Venture classes that will be delivered this spring
 - 32 Contacts interested in starting a business, requesting counseling or seeking to start or expand a business
 - Purchasing Initiative
 - Client Calls
 - Home Based Business Expansions
 - Continued Community Outreach

Scott Smathers, Vice-President of Economic Development

Athene USA History:

- Athene USA (Previously Aviva USA) is closing its Topeka facility
 - Loss of 220 Jobs
 - Complete by the end of 2014
- Apollo Global Management completed their purchase of Athene in October of 2013
- Consolidating facilities to their West Des Moines headquarters where they have 900 current employees
- Athene was provided information regarding potential incentives available via the state and locally

GO Topeka's efforts have now changed to working on handling the employees. Out of the 220 employees that were impacted, they have been told there are about 160 that will be involved. The other 60 will be looking at transferring or retiring or other options. They have been reaching out to Heartland Works, talking with Athene who has been reaching out to a lot of our financial institutions in the market. In addition, they are looking at putting together a job fair that will be held at the facility and because of the diversity of the workforce, not only will the financial institutions be involved but they will also be inviting other companies as well. As you know they have information experts and things like that that other companies might have an interest in pursuing.

Mayor Wolgast thanks him for the update on Athene. He thinks it is very helpful for the community to know that they do have that type of response and reaching out and working with those who probably will be staying here in the community.

Mr. Smathers stated that when the time comes they will also be looking at marketing the building but at this stage in the game the company is not ready to move forward with that just yet.

2013 Summary:

- 4th Quarter was busy
 - Projects
 - Submissions
 - Prospect Visits
 - Business Expansions
 - New EMBD Initiatives
 - Community Outreach
 - Workforce Development Expansion

1st Quarter Efforts:

- Small and large business expansion and attraction will remain our primary focus
- Launching some of the new initiatives driven in part by JEDO:
 - Food Manufacturer's Course – roughly a 5 week course, which is paid for by a State grant, and individual is trained and then are guaranteed an interview with a manufacturing organization. There is no guarantee of a job but they will get an interview and get information about the field and what they have to do in the manufacturer's industry. Part of the program also involves shadowing so people are actually on the floor. And it is really a win/win for the employers because not only do they get to see the employees but the employees get a feel for what it is to actually be on the floor and that is a big difference when you are actually out there and doing it.
 - Workforce Development
 - Infill Analysis
 - Co-worker/Maker Space
 - Robotics Program Expansion

Councilman Campos would like to thank GO Topeka and all those who presented tonight. As we move forward in 2014, the last meeting that we had we spoke about workforce development for the younger generations, those in high school. And in moving forward in 2014 he would like to see GO Topeka be very aggressive in that process. The work is commendable, the collaborations with Washburn Tech is also commendable. We have a lot of great things that are happening in USD 501. He would also like them to reach out to other USD's that are here within Shawnee County. USD 501 is of course one of the biggest but we also have those on the periphery that can benefit with some collaboration with GO Topeka. Let's have 2014 be the year of the youth making sure we have equipped our youth with the opportunities that they need, making sure that they have the access to resources. And the most important thing is Highland Park right now is taking the initiative by themselves. They took out a \$6 million grant and are putting a technical school inside of Highland Park and so when you graduate as a senior, that next Monday you can start at job at \$14-\$15/hour whether it be in robotics, a CNA or an RNA, biosciences – they will have 6 programs by the end of 2014 and that is awesome. He can't say where life would have taken him if he would have graduated in 2004 and if those programs were there, more than likely he wouldn't be sitting here but nonetheless those opportunities are now there for the youth and he appreciates that. As much as we can do to collaborate with them and be as aggressive as we can be he would appreciate that.

Commissioner Cook asked that before they move on from this item and prior to public comment he would ask for Betty Greiner, Shawnee County Financial Administrator to come forward to speak. He has distributed to the JEDO members a "Cash Statement as of December 31, 2013". This is completed the first year that he has been a member of JEDO and he knows that last year there is a whole other component to economic development. They spend a lot of their time as JEDO members talking about GO Topeka and workforce development and businesses but we have a whole other half which is the work projects and the public utilities part which there is a separate finance committee that does work on that and they have a cash statement as of December 31, 2013. He has had that distributed. Ms. Greiner is the Shawnee County Finance Director and he didn't know if there is any discussion or questions on this. Again this is something that he has not seen them take time to really look at and it is of vital importance as a body to examine our duties not just in economic development but on our public work development.

Councilman Campos asked that the very first line under Shawnee County payments it says "Shawnee County Bridge Payment" and he wondered is that for the Topeka Boulevard Bridge.

Betty Greiner, Shawnee County Financial Administrator stated that the Topeka Boulevard Bridge payment are listed under the City of Topeka payments. As to what the Shawnee County Bridge payments are for, that would be a question for the Shawnee County Public Works director.

Rich Eckert, Shawnee County Counselor stated that by contract, \$1.5 million of the sales tax collected goes to County bridges. This is a breakdown of projects but this statement is showing that \$1.5 million per that year went to the County Bridge Fund.

Mayor Wolgast states that he appreciates this very much. They haven't had a statement like this given to them on a regular basis and he thinks whoever is responsible, this year the County, next year the City, that they should do this. Several years ago they had a spreadsheet on all of these projects and the status, he thinks maybe the County presented it and if there is something like that he thinks that would be very helpful, particularly for the newer members and for those of us who forget the status of the projects, what ones are completed and what ones are still being worked on. Perhaps for the next quarterly meeting that is something that they can have.

Commissioner Buhler would ask Ms. Greiner to briefly talk about the JEDO Finance Committee. They do notice the media on those meetings. All of the reports are prepared can be obtained via open records requests, they have always been there.

Ms. Greiner stated that the JEDO Finance Committee is made up of the Financial Administrator for the County, a financial representative for the City and the Public Works Directors for the County and the City. They meet generally on a quarterly basis. They always meet on a County Commission scheduled meeting day. They meet at 8:30 am before the Commission meeting and they make sure they do notice the media so they can attend if they would like since they are already there in the building. They do go over the financial requests from the City and the County for the projects being funded for that quarter and they do vote on those. They make sure they are within the approved projects that were approved by the JEDO and they basically handle the money transactions for JEDO, the monies that come in for the sales tax for the City and County and then make payments to the City and the County and also the GO Topeka payments as well as the audit payment and any bank charges.

They will notice on this, although there has been a lot of emphasis on GO Topeka and the \$5 million that goes to them, that is \$5 million out of almost \$17 million total that was paid out. So the \$5 million that GO Topeka receives is about 30% of the total monies that come in. The rest of the monies go towards bridges, roads and those types of projects.

Mayor Wolgast would point out for the public and for their newer members that this is all spelled out clearly in their Interlocal Agreement. Because he has had questions about the process. But just so everyone understands, the Interlocal Agreement between the City and the County sets out who is on it, and how it functions so it is totally out front. He likes how Ms. Greiner presented and explained it and he appreciates that.

Commissioner Archer would agree with what Mayor Wolgast has said. And he remembers those spreadsheets that they used to look at. They were real long and they had a lot of detail, which was informative to some degree but he likes this "Cash Statement" because it is simple. This is how much we took in, this is how we spent that money and this is what we have got left afterwards. He thanks Ms. Greiner for providing this and he thinks it is very informative.

Ms. Greiner responded that this is something that she prepares quarterly and it has been in the past also but she doesn't believe that it has been shared at the meeting.

Commissioner Cook stated he has not seen it before at the meeting and he would ask that they continue to present a statement like this on a yearly basis, he thinks this helps them keep perspective on what this sales tax is used for and what it is being spent on.

Ms. Greiner wanted to clarify would they like it provided to them just on a yearly basis or on a quarterly basis?

Commissioner Archer responded it would be good for them to have it on a quarterly basis.

Councilwoman Hiller would ask for clarification on what was just agreed – this report would come to them quarterly but once a year they would get the full spreadsheet and review where we are with the projects? They talked about both reports and she wasn't clear.

Commission Cook responded that we will have these reports on a quarterly basis when they have their meetings but that this procedure not end when the responsibility transfers to the City next. That this practice continues regardless of which entity is chairing the JEDO body.

Councilwoman Hiller stated that she certainly agrees to that and she has heard Mayor Wolgast ask that we have the full spreadsheet at the next quarterly meeting. And she doesn't think they need it all the time but if it's once a year and if it happens to be at the second quarterly meeting then that is fine with her.

Commission Cook stated that he would always invite all members of JEDO to attend the JEDO Finance Committee meetings. When he was considering running for office he had the opportunity to attend and it is very informative and it is the big spreadsheet.

Councilwoman Hiller stated that in order to do that, and she is not sure how they do it over on the County side, but on the City side, they have an internal posting of committee meetings and when one is scheduled it pops a prompt up for those of them that have asked for that prompt. Whether they use the calendar agenda or just a notice procedure so that they are all aware of when that committee is meeting. That would be good if just a notice to them on those meetings could be added.

Commissioner Buhler stated that she and Ms. Greiner have had that discussion this week and she has asked that all the JEDO members from both the City and the County be included on that notice.

ITEM NO. 5: Overview of status of 1st Quarter initiatives: GO Topeka Staff.

Commissioner Cook stated that he believes this has already been covered under the presentations just given.

ITEM NO. 6: Public Comment

Lazone Grays thanks them for their time tonight and their consideration on the decision that they have made. He would like to reiterate that later they take a look at the bidding thresholds for the JEDO in their own procurement document. If it is in the City and the County and the State thresholds, he thinks that not only would it be good for the JEDO but also provide some direction to whatever contractor. If something were to go over \$15,000 but under \$5,000 or over \$5,000 but under \$20,000, if they don't have any policy to go by then no contractor will. If there is some type of a threshold, he thinks it would be easier to find smaller businesses to start seeing what is it that they can do. And what is the process for minority, women, disadvantaged businesses to know more about the road and bridge projects, the other part of the sales tax. There really isn't much of a clear pathway on getting on that list, knowing where the information is, so he thinks that is a few things it would help.

He would also like to mention the appreciation he has for the new staff at GO Topeka. They have reached out and he thinks it has been some unprecedented coordination, communication, cooperation. He actually sees them working on some things that he has been commenting on up here over and over again for years and they are just working to knock them out. The same goes for the City Manager and the City side of the staff procurement. Some of those other issues that he keeps coming forward before them about. So he would like them to know that these things are being addressed.

Now he knows that many of the people who came to speak favorably tonight, talked about the big businesses and things but if he didn't speak about the little issues then he would be remiss in what he believes he is supposed to do. Great companies that are out there but bus service to be able to get there for those tax payers who paid for them to be there. Regardless of how many they bring and positions that they have, the numbers that he shared as far as unemployment disparity, those are not numbers that he made up. So he wouldn't want a person to just get googly-eyed over the gloss there and not realize that there are some harder things under the chassis. Which again, speaking with Mr. Smathers on training for job skills for those low income persons with barriers to employment this is what we are working on, addressing the disparity in the public City-side procurement, working with Ms. Washington, this is what we are working on with the City Manager and the contracts procurement office.

The reason that he is speaking is not to propose anything that would make the City or the County worse. He never has done that. There are just things that he thinks might make it better and try to get other people to the table and better the ways for businesses who want to grow into larger businesses, to get their foot into the door. Unless there is nothing else that JEDO contracts out for, maybe that is the reason why they do not have thresholds within their bidding procedures. But he thinks they would be curious as to why don't they have them. And what type of recommendations can they make for whoever their contractor is so that they will also reach out to small businesses, not because they are members of the Chamber or anything of that nature but because they are businesses in the community and especially those that graduate from their Fast Track programs. Moving them from one stage to the other. He has always envisioned that is the way the process would work.

That is all he has to say and he really did want to take time to mention the cooperation and work with members of GO Topeka. He is very positive about the future because of it.

Carol Marples stated that she feels the need to mention, she watched the slides and everything, and the alternative fuel station she will use as an example because she knows that as a fact, they came to GO Topeka it wasn't the other way around and she thinks they have to remember that. We are talking about spending \$5 million last year and she is going to give some numbers, she got this from Shawnee County Quick Facts. This is the year 2012; we have 107,394 people in this County between the ages of 18 to 64. She thinks we have to talk hard numbers and what we have heard here are vague facts. They are not even facts, it's just we talked to so many people, we did this, we did that. All these people here and then we got 62 new jobs. And then she has been reading in the paper that each of the City Councilmembers has approximately 14,000 people in each of their districts. One percent of that is 140 people. Take a look at the entrepreneurial courses, we have 14 enrolled and 9 graduated, we have 9 enrolled and 4 graduated. We have to do more. Are we getting enough bang for our buck? We spent \$5 million and that is a lot of money she thinks. We have got to look to get more employment out for people and she doesn't think necessarily this is working.

Her other comment is that she does not believe that it is very public friendly on the notices for the meetings. She mistakenly assumed because she was on the list for the City to be notified when a JEDO meeting was that it would carry over to the County. She had two people call her to ask if she knew that JEDO was going to be having a meeting. She didn't realize that she had to call again and get back on the list and then you have to figure out who you have to call and she thinks there should be some carry over in that respect.

Joseph Ledbetter stated that he noticed Doug (Kinsinger) left the room when public comments began and he finds that disheartening because he would think that the public's comments would be very important. He is sure this body takes them importantly and he would think that an executive making that kind of money would take it importantly. But he would mention that the GO Topeka Chair is still in the room.

He would like to put his letter to the Editor into the record. This says JEDO is not transparent but it's really GO Topeka that his complaint is with. These construction funds, he has never found that they are not transparent. They seem to be very transparent and he has asked questions over the years about them and there has never been any problem. You can file a KORA with Shawnee County and you can get information usually pretty readily and the same with the City but you cannot with GO Topeka. In fact, he was recently told basically that they are not concerned about the public's right to know, that they are going to answer to JEDO. He said well that is \$5 million a year, that's quite an attitude. He does believe that money is public and they have a right to see where all that money is going. He has certainly looked at some case law and statutes and they favor what he is saying and if he needs to present those at another meeting he will do it.

Tonight he is going to put into the record Publication 557 of the IRS and he has noted a couple pages he would like the members to pay attention to, this is about excess benefits being paid to presidents, officers, members that are on boards and how the IRS looks at that. In 2003 they tightened up the laws about these things, they were getting a lot of complaints, they thought there was abuse in the system. And since these organizations are under the IRS rules for tax exempt organizations they have to answer for these. For the sake of time he will gloss over this but certainly feel free to look at this. He is providing this to GO Topeka and their attorney and some other people.

One of the things that he has found highly interesting is on page 63, these transactions i.e. benefits that are paid to key members, one of the things that they look for is comparitability. Comparitability studies the area, comparitability studies the work being done. So if somebody is in fact working 40 hours a week under oath that is fine but maybe they are just working part-time and maybe they should get paid for part-time work because they are maybe only working 20 hours a week for that entity or 20 hours a week for the other. But you have comparitability studies that have to be disclosed. The votes have to be disclosed. Who had conflicts of interest on a board that voted on these various land parcels that may be bought, people that have just gotten off the board, like he knows of one instant where someone had just gotten off the board five months before and had a land interest that was bought by GO Topeka. These kinds of things trouble him and trouble other people he is bringing them up to. It is relevant what people are paid with taxpayer money especially those comparitability studies that he has never seen as to how these numbers were arrived at as a payment of a president of GO Topeka. And especially troubling is the putting of \$900,000 into the Chamber of Commerce by GO Topeka.

NO FURTHER BUSINESS appearing the meeting was adjourned at 8:28 p.m.