

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

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

**October 31, 2015**

Accountant's Compilation Report



**MIZE HOUSER  
& COMPANY P.A.**

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

Management is responsible for the accompanying financial statements 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), which comprise the statements of assets, liabilities and change in funds-modified cash basis as of October 31, 2015, and the related statement of income and expense-modified cash basis for the one month and ten month periods then ended, and for determining that the modified cash basis of accounting is an acceptable financial reporting framework. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The financial statements are prepared in accordance with the modified cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America.

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 assets, liabilities, equity, revenues, and expenses. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The supplementary information listed below is presented for purposes of additional analysis and is not a required part of the basic financial statements. The supplementary information is the representation of management. This supplementary information was not subject to our compilation engagement. We do not express an opinion, a conclusion, nor provide any form of assurance on such supplementary information.

Supplemental information (presented only for supplementary analysis purposes):

Schedule of committed/pending incentive offers and site expenditures as of October 31, 2015.

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

*Mize Houser & Company P.A.*

**Mize Houser & Company P.A.**  
Certified Public Accountants

February 12, 2016  
Topeka, Kansas

BNO:rb:sc  
Enclosures

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534 S Kansas Ave, Suite 400 ■ Topeka, KS 66603-3454 ■ 785.234.5573 p ■ 785.234.1037 f  
7101 College Blvd, Suite 900 ■ Overland Park, KS 66210-1984 ■ 913.451.1882 p ■ 913.451.2211 f  
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  
October 31, 2015

Assets

|  |                  |                          |
|--|------------------|--------------------------|
| Current Assets                                       |                  |                          |
| Cash-Sales Tax                                       |                  | 7,092,523                |
| Investments-Reserved for incentive/site improvements |                  | 3,533,923                |
| Prepaid Assets/Deposits                              |                  | <u>891</u>               |
| Total Current Assets                                 |                  | <u>10,627,337</u>        |
| Other Assets   |                  |                          |
| Land Held for Development                            | <u>7,645,194</u> |                          |
| Total Other Assets                                   |                  | <u>7,645,194</u>         |
| Total Assets   |                  | <u><u>18,272,531</u></u> |

Liabilities and Fund Balance

|                                    |                  |                          |
|------------------------------------|------------------|--------------------------|
| Current Liabilities                |                  |                          |
| EMBD Carryover                     | 700,020          |                          |
| Due to/(from) Chamber              | -402             |                          |
| Other                              | <u>5,092</u>     |                          |
| Total Current Liabilities          |                  | 704,710                  |
| Fund Balances                      |                  |                          |
| Opening Fund Balance               | 15,300,053       |                          |
| Excess-Current Year                | <u>2,267,768</u> |                          |
|                                    |                  | <u>17,567,821</u>        |
| Total Liabilities and Fund Balance |                  | <u><u>18,272,531</u></u> |

Go Topeka, Inc.  
Statement of Income and Expense - Public  
Modified Cash Basis  
October 31, 2015

|                                       | Current Period        |                       |                   | Year to Date            |                         |                       |
|---------------------------------------|-----------------------|-----------------------|-------------------|-------------------------|-------------------------|-----------------------|
|                                       | <u>Actual</u>         | <u>Budget</u>         | <u>Variance</u>   | <u>Actual</u>           | <u>Budget</u>           | <u>Variance</u>       |
| <b>Revenue</b>                        |                       |                       |                   |                         |                         |                       |
| Sales Tax                             | 416,667               | 416,666               | 1                 | 4,166,667               | 4,166,660               | 7                     |
| Net Investment Income (Fees)          | 633                   | 100                   | 533               | 6,245                   | 1,000                   | 5,245                 |
| Other Program Revenue                 | 405                   | 1,100                 | (695)             | 24,564                  | 18,500                  | 6,064                 |
| Total Revenues                        | <u>417,705</u>        | <u>417,866</u>        | <u>(161)</u>      | <u>4,197,476</u>        | <u>4,186,160</u>        | <u>11,316</u>         |
| <b>Expenses</b>                       |                       |                       |                   |                         |                         |                       |
| Program Expenses                      |                       |                       |                   |                         |                         |                       |
| Business Retention                    | 10,586                | 6,800                 | (3,786)           | 43,410                  | 84,995                  | 41,585                |
| New Business Attraction               | 16,602                | 36,965                | 20,363            | 406,992                 | 537,648                 | 130,656               |
| Workforce Development                 | 25,562                | 8,855                 | (16,707)          | 138,003                 | 229,245                 | 91,242                |
| Government Relations Consultant       | 1,500                 | 1,625                 | 125               | 40,234                  | 41,250                  | 1,016                 |
| Research & Governmt'l Relations       | 12,070                | 8,949                 | (3,121)           | 75,507                  | 115,141                 | 39,634                |
| Entrepreneurial & Minority Bus Dev    | 28,554                | 38,934                | 10,380            | 331,626                 | 482,963                 | 151,337               |
| Small Business Innovation Center      | 780                   | 850                   | 70                | 10,753                  | 83,500                  | 72,747                |
| Site/Prospect Support                 | 7,444                 | 6,468                 | (976)             | 76,865                  | 64,680                  | (12,185)              |
| * Incentives & Site Expend - Direct   | 6,108                 | 6,108                 | -                 | 520,977                 | 565,983                 | 45,006                |
| * Less: Site Expenditures Capitalized | -                     | -                     | -                 | -                       | -                       | -                     |
| Total Program Expenses                | <u>109,206</u>        | <u>115,554</u>        | <u>6,348</u>      | <u>1,644,367</u>        | <u>2,205,405</u>        | <u>561,038</u>        |
| General & Administrative Expenses     | 21,826                | 16,132                | (5,694)           | 157,739                 | 161,338                 | 3,599                 |
| Total Operating Expenses              | <u>131,032</u>        | <u>131,686</u>        | <u>654</u>        | <u>1,802,106</u>        | <u>2,366,743</u>        | <u>564,637</u>        |
| Transfer to Visioning                 | 0                     | 0                     | 0                 | 60,000                  | 60,000                  | 0                     |
| JEDO Consultant                       | 25,586                | 17,500                | (8,086)           | 67,603                  | 90,000                  | 22,397                |
| Revenues over (under) Expenses        | <u><u>261,087</u></u> | <u><u>268,680</u></u> | <u><u>493</u></u> | <u><u>2,267,767</u></u> | <u><u>1,669,417</u></u> | <u><u>575,953</u></u> |

# **SUPPLEMENTAL INFORMATION**

**Go Topeka, Inc.**  
**Committed/Pending Incentive Offers and Site Expenditures**  
**October 31, 2015**

|  | <u>2015</u>    | <u>2016</u>      | <u>2017</u>    | <u>2018</u>    | <u>THEREAFTER</u> | <u>Totals</u>    |
|--|----------------|------------------|----------------|----------------|-------------------|------------------|
| Cash:                                      |                |                  |                |                |                   |                  |
| Committed - Performance Based:             |                |                  |                |                |                   |                  |
| Alorica                                    | 40,000         | 40,000           | 40,000         | 40,000         |                   | 160,000          |
| Big Heart Pet 2                            | 31,500         | 31,500           |                |                |                   | 63,000           |
| Big Heart Pet 2                            |                | 150,000          |                |                |                   | 150,000          |
| FHLB                                       |                | 840,000          | 227,000        | 60,000         | 122,000           | 1,249,000        |
| Koch & Co                                  |                | 20,000           | 20,000         | 2,000          | 40,000            | 82,000           |
| PTMW                                       | 150,000        |                  |                |                |                   | 150,000          |
| Yantra                                     | 10,000         | 10,000           | 10,000         | 10,000         | 60,000            | 100,000          |
| Terminex                                   | 21,600         | 6,000            | 3,600          | 1,800          |                   | 33,000           |
| Mars Escrow - Employment Incentive         | 159,375        |                  | 260,000        |                |                   | 419,375          |
| <b>Total Committed - Performance Based</b> | <b>412,475</b> | <b>1,097,500</b> | <b>560,600</b> | <b>113,800</b> | <b>222,000</b>    | <b>2,406,375</b> |
| Expected:                                  |                |                  |                |                |                   |                  |
| Site Improvements                          | 75,000         |                  |                |                |                   | 75,000           |
| Dev. & Maintenance                         | 45,000         | 100,000          | 100,000        | 100,000        |                   | 345,000          |
| <b>Total Expected</b>                      | <b>120,000</b> | <b>100,000</b>   | <b>100,000</b> | <b>100,000</b> | <b>0</b>          | <b>420,000</b>   |
| <b>Total Committed and Expected</b>        | <b>532,475</b> | <b>1,197,500</b> | <b>660,600</b> | <b>213,800</b> | <b>222,000</b>    | <b>2,826,375</b> |
| Under Consideration:                       |                |                  |                |                |                   |                  |
| Land Acquisitions                          |                |                  |                |                |                   | 0                |
| Pending Cash Incentives                    |                | 154,000          | 154,000        | 154,000        | 306,000           | 768,000          |
| <b>Total Under Consideration</b>           | <b>0</b>       | <b>154,000</b>   | <b>154,000</b> | <b>154,000</b> | <b>306,000</b>    | <b>768,000</b>   |
| <b>Total Cash</b>                          | <b>532,475</b> | <b>1,351,500</b> | <b>814,600</b> | <b>367,800</b> | <b>528,000</b>    | <b>3,594,375</b> |

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

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

**November 30, 2015**

Accountant's Compilation Report



MIZE & HOUSER  
COMPANY P.A.

Growth Organization of Topeka / Shawnee County, Inc.  
120 S.E. 6<sup>th</sup> Ave. – Suite 110  
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Schedule of committed/pending incentive offers and site expenditures as of November 30, 2015.

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

*Mize Houser & Company P.A.*

**Mize Houser & Company P.A.**  
Certified Public Accountants

February 12, 2016  
Topeka, Kansas

BNO:rb:sc  
Enclosures

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Go Topeka, Inc.  
Statement of Assets, Liabilities, &  
Change In Funds-Public - Modified Cash Basis  
November 30, 2015

Assets

|  |                  |                          |
|--|------------------|--------------------------|
| Current Assets                                       |                  |                          |
| Cash-Sales Tax                                       |                  | 7,448,848                |
| Investments-Reserved for incentive/site improvements |                  | 3,534,520                |
| Prepaid Assets/Deposits                              |                  | <u>445</u>               |
| Total Current Assets                                 |                  | 10,983,813               |
|  |                  |                          |
| Other Assets   |                  |                          |
| Land Held for Development                            | <u>7,645,194</u> |                          |
| Total Other Assets                                   |                  | <u>7,645,194</u>         |
| Total Assets   |                  | <u><u>18,629,007</u></u> |

Liabilities and Fund Balance

|                                    |                  |                          |
|------------------------------------|------------------|--------------------------|
| Current Liabilities                |                  |                          |
| EMBD Carryover                     | 700,020          |                          |
| Due to/(from) Chamber              | 4,476            |                          |
| Other                              | <u>-2,057</u>    |                          |
| Total Current Liabilities          |                  | 702,439                  |
|                                    |                  |                          |
| Fund Balances                      |                  |                          |
| Opening Fund Balance               | 15,300,053       |                          |
| Excess-Current Year                | <u>2,626,515</u> |                          |
|                                    |                  | <u>17,926,568</u>        |
| Total Liabilities and Fund Balance |                  | <u><u>18,629,007</u></u> |

See Accountant's Compilation Report

Go Topeka, Inc.  
Statement of Income and Expense - Public  
Modified Cash Basis  
November 30, 2015

|                                       | Current Period |                |                 | Year to Date     |                  |                 |
|---------------------------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
|                                       | <u>Actual</u>  | <u>Budget</u>  | <u>Variance</u> | <u>Actual</u>    | <u>Budget</u>    | <u>Variance</u> |
| <b>Revenue</b>                        |                |                |                 |                  |                  |                 |
| Sales Tax                             | 416,667        | 416,666        | 1               | 4,583,333        | 4,583,326        | 7               |
| Net Investment Income (Fees)          | 660            | 100            | 560             | 6,905            | 1,100            | 5,805           |
| Other Program Revenue                 | 18,300         | 1,100          | 17,200          | 42,864           | 19,600           | 23,264          |
| Total Revenues                        | <u>435,627</u> | <u>417,866</u> | <u>17,761</u>   | <u>4,633,102</u> | <u>4,604,026</u> | <u>29,076</u>   |
| <b>Expenses</b>                       |                |                |                 |                  |                  |                 |
| <b>Program Expenses</b>               |                |                |                 |                  |                  |                 |
| Business Retention                    | 2,206          | 6,650          | 4,444           | 45,615           | 91,644           | 46,029          |
| New Business Attraction               | 16,187         | 36,965         | 20,778          | 423,178          | 574,614          | 151,436         |
| Workforce Development                 | 4,479          | 53,855         | 49,376          | 142,482          | 283,099          | 140,617         |
| Government Relations Consultant       | -              | 1,625          | 1,625           | 40,234           | 42,875           | 2,641           |
| Research & Governmt'l Relations       | 6,019          | 8,999          | 2,980           | 81,526           | 124,141          | 42,615          |
| Entrepreneurial & Minority Bus Dev    | 28,569         | 35,534         | 6,965           | 360,195          | 518,496          | 158,301         |
| Small Business Innovation Center      | 13,000         | 850            | (12,150)        | 23,753           | 84,350           | 60,597          |
| Site/Prospect Support                 | 871            | 6,468          | 5,597           | 69,835           | 71,148           | 1,313           |
| * Incentives & Site Expend - Direct   | -              | -              | -               | 520,977          | 565,983          | 45,006          |
| * Less: Site Expenditures Capitalized | -              | -              | -               | -                | -                | -               |
| Total Program Expenses                | <u>71,331</u>  | <u>150,946</u> | <u>79,615</u>   | <u>1,707,795</u> | <u>2,356,350</u> | <u>648,555</u>  |
| General & Administrative Expenses     | 13,050         | 16,132         | 3,082           | 171,189          | 177,472          | 6,283           |
| Total Operating Expenses              | <u>84,381</u>  | <u>167,078</u> | <u>82,697</u>   | <u>1,878,984</u> | <u>2,533,822</u> | <u>654,838</u>  |
| Transfer to Visioning                 | 0              | 0              | 0               | 60,000           | 60,000           | 0               |
| JEDO Consultant                       | 0              | 0              | 0               | 67,603           | 90,000           | 22,397          |
| Revenues over (under) Expenses        | <u>351,246</u> | <u>250,788</u> | <u>100,458</u>  | <u>2,626,515</u> | <u>1,920,204</u> | <u>683,914</u>  |

# **SUPPLEMENTAL INFORMATION**

Go Topeka, Inc.  
Committed/Pending Incentive Offers and Site Expenditures  
November 30, 2015

|                                     | <u>2015</u>    | <u>2016</u>      | <u>2017</u>    | <u>2018</u>    | <u>THEREAFTER</u> | <u>Totals</u>    |
|-------------------------------------|----------------|------------------|----------------|----------------|-------------------|------------------|
| Cash:                               |                |                  |                |                |                   |                  |
| Committed - Performance Based:      |                |                  |                |                |                   |                  |
| Alorica                             |                | 80,000           | 40,000         | 40,000         |                   | 160,000          |
| Big Heart Pet 2                     |                | 63,000           |                |                |                   | 63,000           |
| Big Heart Pet 2                     |                | 150,000          |                |                |                   | 150,000          |
| FHLB                                |                | 840,000          | 227,000        | 60,000         | 122,000           | 1,249,000        |
| Koch & Co                           |                | 20,000           | 20,000         | 2,000          | 40,000            | 82,000           |
| PTMW                                |                | 150,000          |                |                |                   | 150,000          |
| Yantra                              |                | 16,000           | 10,000         | 10,000         | 60,000            | 96,000           |
| Terminex                            |                | 27,600           | 3,600          | 1,800          |                   | 33,000           |
| Mars Escrow - Employment Incentive  | 159,375        |                  | 260,000        |                |                   | 419,375          |
| Total Committed - Performance Based | <u>159,375</u> | <u>1,346,600</u> | <u>560,600</u> | <u>113,800</u> | <u>222,000</u>    | <u>2,402,375</u> |
| Expected:                           |                |                  |                |                |                   |                  |
| Site Improvements                   | 75,000         | 50,000           |                |                |                   | 125,000          |
| Dev. & Maintenance                  | 45,000         | 45,000           | 45,000         | 45,000         |                   | 180,000          |
| Total Expected                      | <u>120,000</u> | <u>95,000</u>    | <u>45,000</u>  | <u>45,000</u>  | <u>0</u>          | <u>305,000</u>   |
| Total Committed and Expected        | <u>279,375</u> | <u>1,441,600</u> | <u>605,600</u> | <u>158,800</u> | <u>222,000</u>    | <u>2,707,375</u> |
| Under Consideration:                |                |                  |                |                |                   |                  |
| Land Acquisitions                   |                |                  |                |                |                   | 0                |
| Pending Cash Incentives             | 0              | 184,600          | 204,600        | 189,600        | 377,200           | 956,000          |
| Total Under Consideration           | <u>0</u>       | <u>184,600</u>   | <u>204,600</u> | <u>189,600</u> | <u>377,200</u>    | <u>956,000</u>   |
| Total Cash                          | <u>279,375</u> | <u>1,626,200</u> | <u>810,200</u> | <u>348,400</u> | <u>599,200</u>    | <u>3,663,375</u> |

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SHAWNEE COUNTY, INC. - PUBLIC**

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**COMPANY P.A.**

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Certified Public Accountants

February 12, 2016  
Topeka, Kansas

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Statement of Assets, Liabilities, &  
Change In Funds-Public - Modified Cash Basis  
December 31, 2015

Assets

|  |                  |                          |
|--|------------------|--------------------------|
| Current Assets                                       |                  |                          |
| Cash-Sales Tax                                       |                  | 7,537,424                |
| Investments-Reserved for incentive/site improvements |                  | 3,532,762                |
| Other current assets                                 |                  | <u>3,657</u>             |
| Total Current Assets                                 |                  | <u>11,073,843</u>        |
| Other Assets   |                  |                          |
| Land Held for Development                            | <u>7,645,194</u> |                          |
| Total Other Assets                                   |                  | <u>7,645,194</u>         |
| Total Assets   |                  | <u><u>18,719,037</u></u> |

Liabilities and Fund Balance

|                                    |                  |                          |
|------------------------------------|------------------|--------------------------|
| Current Liabilities                |                  |                          |
| EMBD Carryover                     | 850,436          |                          |
| Due to/(from) Chamber              | <u>638</u>       |                          |
| Total Current Liabilities          |                  | 851,074                  |
| Fund Balances                      |                  |                          |
| Opening Fund Balance               | 15,300,053       |                          |
| Excess-Current Year                | <u>2,567,910</u> |                          |
| Total Liabilities and Fund Balance |                  | <u><u>17,867,963</u></u> |
|                                    |                  | <u><u>18,719,037</u></u> |

Go Topeka, Inc.  
Statement of Income and Expense - Public  
Modified Cash Basis  
December 31, 2015

|                                       | Current Period  |                |                  | Year to Date     |                  |                 |
|---------------------------------------|-----------------|----------------|------------------|------------------|------------------|-----------------|
|                                       | <u>Actual</u>   | <u>Budget</u>  | <u>Variance</u>  | <u>Actual</u>    | <u>Budget</u>    | <u>Variance</u> |
| <b>Revenue</b>                        |                 |                |                  |                  |                  |                 |
| Sales Tax                             | 416,667         | 416,674        | (7)              | 5,000,000        | 5,000,000        | (0)             |
| Net Investment Income (Fees)          | (1,692)         | 100            | (1,792)          | 5,213            | 1,200            | 4,013           |
| Other Program Revenue                 | 477             | 800            | (323)            | 43,341           | 20,400           | 22,941          |
| Total Revenues                        | <u>415,452</u>  | <u>417,574</u> | <u>(2,122)</u>   | <u>5,048,554</u> | <u>5,021,600</u> | <u>26,954</u>   |
| <b>Expenses</b>                       |                 |                |                  |                  |                  |                 |
| <b>Program Expenses</b>               |                 |                |                  |                  |                  |                 |
| Business Retention                    | 5,124           | 7,942          | 2,818            | 50,739           | 99,586           | 48,847          |
| New Business Attraction               | 35,564          | 47,166         | 11,602           | 458,742          | 621,779          | 163,037         |
| Workforce Development                 | 20,633          | 12,503         | (8,130)          | 163,115          | 295,602          | 132,487         |
| Government Relations Consultant       | 3,000           | 1,625          | (1,375)          | 43,234           | 44,500           | 1,266           |
| Research & Governmt'l Relations       | 15,599          | 13,000         | (2,599)          | 97,125           | 137,141          | 40,016          |
| Entrepreneurial & Minority Bus Dev    | 182,484         | 30,170         | (152,314)        | 542,679          | 548,666          | 5,987           |
| Small Business Innovation Center      | 780             | 25,850         | 25,070           | 24,533           | 110,200          | 85,667          |
| Site/Prospect Support                 | 6,973           | 6,649          | (324)            | 76,808           | 77,797           | 989             |
| * Incentives & Site Expend - Direct   | 159,375         | 159,375        | -                | 680,352          | 725,358          | 45,005          |
| * Less: Site Expenditures Capitalized | -               | -              | -                | -                | -                | -               |
| Total Program Expenses                | <u>429,532</u>  | <u>304,279</u> | <u>(125,253)</u> | <u>2,137,327</u> | <u>2,660,629</u> | <u>523,301</u>  |
| General & Administrative Expenses     | 22,483          | 20,884         | (1,599)          | 193,672          | 198,357          | 4,685           |
| Total Operating Expenses              | <u>452,015</u>  | <u>325,163</u> | <u>(126,852)</u> | <u>2,330,999</u> | <u>2,858,986</u> | <u>527,986</u>  |
| Transfer to Visioning                 | 0               | 0              | 0                | 60,000           | 60,000           | 0               |
| JEDO Consultant                       | 22,041          | 0              | (22,041)         | 89,644           | 90,000           | 356             |
| Revenues over (under) Expenses        | <u>(58,604)</u> | <u>92,411</u>  | <u>(128,974)</u> | <u>2,567,910</u> | <u>2,012,615</u> | <u>554,940</u>  |



# **SUPPLEMENTAL INFORMATION**

**Go Topeka, Inc.**  
**Committed/Pending Incentive Offers and Site Expenditures**  
**December 31, 2015**

|  | <u>2016</u>      | <u>2017</u>    | <u>2018</u>    | <u>THEREAFTER</u> | <u>Totals</u>    |
|--|------------------|----------------|----------------|-------------------|------------------|
| <b>Cash:</b>                               |                  |                |                |                   |                  |
| Committed - Performance Based:             |                  |                |                |                   |                  |
| Alorica                                    | 80,000           | 40,000         | 40,000         |                   | 160,000          |
| Big Heart Pet 2                            | 63,000           |                |                |                   | 63,000           |
| Big Heart Pet 2                            | 150,000          |                |                |                   | 150,000          |
| FHLB                                       | 840,000          | 227,000        | 60,000         | 122,000           | 1,249,000        |
| Koch & Co                                  | 20,000           | 20,000         | 2,000          | 40,000            | 82,000           |
| PTMW                                       | 150,000          |                |                |                   | 150,000          |
| Yantra                                     | 16,000           | 10,000         |                | 60,000            | 96,000           |
| Terminex                                   | 27,600           | 3,600          | 1,800          |                   | 33,000           |
| Mars Escrow - Employment Incentive         |                  | 260,000        |                |                   | 260,000          |
| <b>Total Committed - Performance Based</b> | <b>1,346,600</b> | <b>560,600</b> | <b>113,800</b> | <b>222,000</b>    | <b>2,243,000</b> |
| <b>Expected:</b>                           |                  |                |                |                   |                  |
| Site Improvements                          | 50,000           |                |                |                   | 50,000           |
| Dev. & Maintenance                         | 45,000           | 45,000         | 45,000         |                   | 135,000          |
| <b>Total Expected</b>                      | <b>95,000</b>    | <b>45,000</b>  | <b>45,000</b>  | <b>0</b>          | <b>185,000</b>   |
| <b>Total Committed and Expected</b>        | <b>1,441,600</b> | <b>605,600</b> | <b>158,800</b> | <b>222,000</b>    | <b>2,428,000</b> |
| <b>Under Consideration:</b>                |                  |                |                |                   |                  |
| Land Acquisitions                          |                  |                |                |                   | 0                |
| Pending Cash Incentives                    | 184,600          | 204,600        | 189,600        | 377,200           | 956,000          |
| <b>Total Under Consideration</b>           | <b>184,600</b>   | <b>204,600</b> | <b>189,600</b> | <b>377,200</b>    | <b>956,000</b>   |
| <b>Total Cash</b>                          | <b>1,626,200</b> | <b>810,200</b> | <b>348,400</b> | <b>599,200</b>    | <b>3,384,000</b> |