

**Joint Economic Development Organization Board Minutes  
September 12, 2018**

City of Topeka Council Chambers, 214 SE 7<sup>th</sup> Street, Topeka, Kansas, Wednesday, September 12, 2018.

The Joint Economic Development Organization (JEDO) Board members met at 6:00 p.m. with the following voting Board members present: Shawnee County Commissioners Kevin Cook, Shelly Buhler, and Bob Archer, City of Topeka Mayor Michelle De La Isla, Deputy City Mayor Brendan Jensen, City Councilmember Michael Padilla, and City Councilmember Michael Lesser. Shawnee County Commissioner Kevin Cook presided as JEDO Chair.

The following nonvoting JEDO Board members were present: City Councilmembers Karen Hiller, Sandra Clear, Sylvia Ortiz, Tony Emerson, Aaron Mays, and Jeff Coen.

Others present who presented and/or spoke before the Board:

Betty Greiner, JEDO Finance Committee Treasurer & Shawnee County Audit Finance Director; Molly Howey, Senior VP of Economic Development for GO Topeka; Chris Haverkamp, General Managing Partner, Global Grain; Barbara Stapleton, Director of Workforce and Education for GO Topeka; Susan Duffy, General Manager, Topeka Metro; Deacon Anne Flynn, Topeka JUMP; Dale Cushinberry, Topeka JUMP; Matt Pivarnik, President and CEO for GO Topeka; Kurt Kuta, Momentum 2022, Quality of Place Workgroup Chair; Glenda Washington, VP of Entrepreneurial and Minority Business Development for GO Topeka; Mary Martell, Director of Research, Stormont-Vail Health and Greater Topeka Partnership Innovation Advisory Council Member; Katrin Holzhaus, Senior Vice-President of Innovation, Greater Topeka; Ty Hysten, Chair of Forge Young Professionals; Diann Faflick, Executive Director of Together Topeka; Freddy Mawyin, Research Manager for GO Topeka; Kayla Bitler, Strategic Coordinator for Momentum 2022; Lalo Munoz, East Topeka Council; Jim Crowl, Shawnee County Counselor; Dr. JuliAnn Mazachek, Vice-President of Academic Affairs, Washburn University; Lazine Grays; Karl Watson, Owner, Ad Astra Fiber; Gina Milsap, CEO, Topeka and Shawnee County Public Library; Natalie Zeller, Senior VP of Finance for GO Topeka; Carol Marple;

**ITEM NO. 3: ACTION ITEM: Approval of May 9, 2018 and June 18, 2018 JEDO Special Board meeting minutes.**

*Mayor De La Isla moved to approve the May 9, 2018 and June 18, 2018 meeting minutes as presented. Deputy Mayor Jensen seconded. Following a roll call vote, motion carried unanimously (7-0).*

**ITEM NO. 4: ACTION ITEM: Approval of JEDO 2017 Financial Statements and Auditor's Report**

Betty Greiner, JEDO Finance Committee Treasurer & Shawnee County Audit Finance Director presented the JEDO 2017 Financial Statements and Auditor's Report to the Board.

Ms. Greiner stated the first thing she would like to report is that the auditor's have declared this a clean audit, or otherwise called an unqualified opinion. Highlights from the audit:

- Statement of Net Position Sheet:
  - Cash shown – that represents sales tax that was received at the very end of the year that was not able to be distributed until the first part of January.
  - Receivables from the City and Shawnee County – that represents the November and December sales tax that was not received until 2018 because there is a two month lag from when we receive those monies from the State.

- East Topeka Learning Center project added as an asset because that is now a JEDO property.
  - Liabilities of Accounts Payable to the City and Shawnee County – these are attributable to the receivables that were listed above for the November and December sales tax.
- Statement of Activities Sheet:
    - Total sales tax contributed by the City and Shawnee County of \$16,666,177.
    - Expenditures and Expenses to the City and Shawnee County \$29,881,385 – this total includes the excess money from the 2004 sales tax that was distributed to both entities.

Commissioner Archer stated in reading the audit report, he always gets concerned about internal controls, we are talking about a lot of money now. Can we get some assurance of internal control.

Ms. Greiner responded yes, there is also another report that they as a Board should've received that is called Required Communications and Compliance Report. The Compliance Report addresses those issues; they had no problems, no issues, no difficulties were accounted in dealing with management, no items identified with any types of problems.

***Commissioner Archer made a motion to accept the JEDO 2017 Financial Statements and Auditor's Report. Councilman Padilla seconded. Following a roll call vote, motion carried unanimously (7-0).***

**ITEM NO. 5: ACTION ITEM: Approval of Contract for Project Eagle**

Molly Howey, Senior VP of Economic Development for GO Topeka presented the request to the Board. She stated at JEDO's last regularly scheduled meeting, Project Eagle was brought before the JEDO Board. This is a company that has chosen Shawnee County to locate a grain commodities exporting business. They are here with us tonight and she wants to remind them what has been approved so far. The funding was approved up to a total of \$115,600, which is a combination of incentives for jobs and investment. Tonight what is before them is a contract for approval; the same terms are within the contract and it is performance based as all of our contracts are. Incentives will be awarded as they are earned.

Chris Haverkamp, General Managing Partner, Global Grain stated he wanted to thank the JEDO team and GO Topeka for allowing them to introduce this new business into Shawnee County. They looked at several counties in the state of Kansas, and chose Shawnee over several others mostly due to its geographical location.

Commissioner Cook asked if Mr. Haverkamp could tell them a little bit about where they are located. Mr. Haverkamp stated the business is currently out of Silver Lake. His primary company, Paragon Ag Advisors, has been in business for 21 years. Global Grain is a new startup for them as they continue to expand in the agricultural space. They have grown in partnerships that they have built internally and organically. This particular partnership pulls in some of their relationships they have developed internationally, specifically a customer of theirs in Canada they have partnered with for his expertise in international grain trade.

Councilwoman Clear asked how many new employees will they be adding.

Mr. Haverkamp responded initially and through the startup phase, and going through the planning process, they will have a site they will need to develop that is going to be a new build; it will be about a 3-4 man crew initially as they go through that. But three years in we are looking at between 15-20 new employees.

Councilman Lesser stated he would like to add that prior to this he did not know who the business was for Project Eagle, but has had business dealings with Mr. Haverkamp. They run a fantastic operation and he is assured this will be successful.

Commissioner Cook stated this is exciting and for anyone who is familiar with Silver Lake, where Paragon is, it was just an empty field not that long ago and kind of a marshy looking area. And to see them build it up and put up a new building, enhance community over at Silver Lake. It is good to see local businesses continue to grow and thrive and brand new startups in our community.

***Mayor De La Isla made a motion to approve the contract with Global Grain as requested. Commissioner Buhler seconded. Following a roll call vote, motion carried unanimously (7-0).***

Commissioner Cook announced that the JEDO Board would be taking a quick five minute recess in order to step out and take a few photos with Project Eagle.

#### **ITEM NO. 6: ACTION ITEM: Transportation Initiative**

Barbara Stapleton, Director of Workforce and Education for GO Topeka presented the request to the Board. They have heard of the SOTO (South Topeka) Ride to Work Initiative, this is a pilot transportation initiative which has worked to remove transportation barriers to places of employment along the South Topeka corridor. Since the pilot began (in December, 2017), over 5,899 rides have been shared to date (as of August 31, 2018). The success of this pilot program has lead to a projected funding shortfall. So what is being brought before them tonight for approval is to have JEDO provide an additional \$7,800 to adequately fund the project to complete a full 12 month cycle.

We have employees that for the first time in their lives are able to work a full-time job. In the past they have been able to do some part-time or work multiple different positions. But now they can work a full-time job. And not only that, they can say this has changed their life. It is not just one or two people; we have impacted a lot of people's lives to be able to have full-time employment. Another thing she finds interesting, and if they have seen the SOTO information updates provided, they talk about the percentage of rides that are taken during different times of the day. Roughly 43% of those are times where, even if there was a traditional bus route, the times they are taking rides are when a bus route wouldn't be going anyways – early morning hours, middle of the night hours – because of the way the shift work is. We are needing a complete snapshot for the first year of this pilot program so that we can successfully work with our employers in Phase 2 to look at what the coming year would be in terms of employer involvement and subsidizing that. So we have to have the full data in order to be able to access that properly.

Commissioner Cook asked if she could tell then a little more about the project. Just to make sure the Board and the public watching at home who might be learning about this program for the first time. We are still getting the word out and there are still many people who are not aware of the program. What all does the project entail, how does it work, how people can sign up for it.

Susan Duffy, General Manager, Topeka Metro stated how the program works is it is as simple as picking up the phone and making a reservation for a pickup at your home. This is not a chauffeur service, there are others that are being picked up as well and dropped off. And there are now regular riders who ride together multiple times throughout the week. One gentleman who they have spoken to, he is the one who was working only part-time because he did not have a permanent transportation solution to get to work so his job could only use him part-time. Now that he is working full-time he is receiving full-time benefits, the money he is receiving is much more, and he has said that his life has really changed. And we have

heard that story over and over. She talked to a woman whose daughter rides the bus, she works down south, and she needs a new car. She has been taking the SOTO in lieu of purchasing a new car. It is as simple as picking up the phone and making a reservation. If there is a no show, that is up to the cab company, Capitol City Taxi, and these folks know they do not want to be banned after no showing so many times, so people are getting good at cancelling the service if they don't need it. We are needing to have a complete 12 month snapshot, what we are finding out is there is a rhythm to each company's workforce, and it is throughout an entire year. So to be able to complete the year would be extremely beneficial in giving us the data we need to work on our next phase.

Commissioner Cook stated he knows the project encompasses the entire City of Topeka, anyone within the limits of the city is able to call for this service. Are we seeing users coming from one area or is it spread out across the entire community?

Ms. Duffy stated she believes there is a predominance of users in the middle and also up north, and there are quite a few on the east side. There are very few in the south. But it is the middle strip that goes right across the city from the west to the east boundary.

Commissioner Cook asked if there is a certain time we are seeing it is used more than others?

Ms. Duffy responded yes provided in the packet is a chart, and if you look there is a time which is before the Topeka Metro is out on the street from 5:00 a.m. through 7:00 a.m. is a very busy time for the SOTO program and then starting up at 2:00 p.m. through 6:00 p.m. The Topeka Metro does not leave until 5:45 a.m., so for a lot of these folks they would not be able to assist them, plus some of the companies require their employees to be there much earlier than their actual work time. Bimbo Bakery employees must get dressed in their uniform.

Commissioner Cook stated the charts do show that attendance seems to be going up every month. It that what they are seeing across the board?

Ms. Duffy responded last month we moved back up. We are not sure what drives a company's needs for their help; whether it is seasonal, by holiday. So that is the data we need and we are keeping good data so that we can make some informed decisions in the future.

Deputy Mayor Jensen asked if \$7,800 enough to finish the year given the unexpected growth?

Ms. Duffy replied yes we believe so. We have run the numbers several times and believe the \$7,800 should be sufficient.

Deputy Mayor Jensen asked if plans are in the works now to continue this into next year.

Ms. Duffy responded yes we are looking at something different that will involve the companies to buy in. This is data we will take to the companies that they had employees show up to work for their shifts, their employees were there. So getting them involved in the process and that is what we are working on right now.

***Deputy Mayor Jensen made a motion to approve the funding request. Councilman Lesser seconded.***

Commissioner Archer stated these are very profitable companies, how much are they putting in?

Ms. Duffy stated at this point they aren't. So that is what we are looking at for next year that they should.

Commissioner Archer asked so next year is contingent on employers contributing and us breaking even and not subsidizing the program anymore?

Ms. Duffy responded we are not there yet to discuss exactly the details, but we believe we have the information to share with employers that says for the little bit that this program costs, that perhaps they would want to offer this as some sort of incentive for folks. They are all looking at the same group of employees to employ and retain, and once you train somebody you have made quite a bit of investment. So hopefully they will see the benefit and they will want to partner in. As to what exactly that will be, she can't respond at this point.

Councilman Padilla asked currently the companies that benefit from this program, do they mention this SOTO Ride program and offer this program during their recruitment and hiring process?

Ms. Duffy responded yes they do. If the potential employee has a "we would like to interview you" letter in hand, they can make a reservation and ride with us and a lot of them do. So they are going to their actual interview on the SOTO, and we have worked with the cab companies who are accepting that letter.

Councilwoman Hiller stated she doesn't want to get ahead of the budget or programming, but next year is coming soon. She and Ms. Duffy have talked about the fact that there has been a lot of interest in getting to PTMW, Goodyear, Big Heart Pet Brands; any conversations going on with those employers?

Ms. Stapleton responded that is something we are working on, and working on making sure it is developed properly so that it can be presented to the JEDO and GO Topeka Boards. There will be more information to come. One other thing she would like to add that is budget related; we do have additional funds available in the Workforce and Education budget to support this increase due to the legislative outcomes that mandated assessment testing be paid for by the State.

Councilwoman Ortiz asked how are we marketing to Montara? She met a couple call workers that their car didn't start and it cost them \$40 just to get to 5<sup>th</sup> and Van Buren from Montara.

Ms. Duffy responded as they are aware the City of Topeka taxpayers pay a mill levy each year and that comprises about 50% of Topeka Metro's budget. Topeka Metro does not go out into the County, but she believes they probably have picked up some folks in Montara and taken them to work. We have lots of folks who ride bikes down there and walk and she does field a lot of calls from folks in Montara wondering where the bus route is and she lets them know that they are in the County and not in the City and some of these folks don't understand that.

Councilwoman Ortiz stated she doesn't know if this is JEDO money that we ought to look at. Because there are a lot of people out there that come to Topeka to work. She just thinks if the JEDO money is paying for that, this is something we should consider.

Commissioner Cook stated maybe that is something to take up during the budget discussions that will be coming up at our next meeting, as we talk about expansion of programs that are working. He knows one of the main factors in economic development is having reliable employees who are showing up on time everyday and if transportation is that barrier to employment, making sure we have a good workforce and development of that workforce.

Councilwoman Ortiz stated when she looks at the hours of Mars and they have to be there by 7:00 a.m. surely they are already there dropping people off, so they could then pick someone up in Montara on the way back.

Commissioner Cook stated he thinks that is something for us to definitely look at and consider as we move forward with this. Right now the SOTO is taking employees to Mars, Bimbo Bakery, Frito Lay, Maximus, Target, Home Depot, and R&R Pallet – in the South Corridor.

The following individuals appeared to speak for public comment on Item No. 6:

- Deacon Anne Flynn, Topeka JUMP (Justice Unity and Ministry Project) – she is a Deacon with Grace Episcopal Cathedral and is here representing Topeka JUMP. Tonight we can celebrate the extraordinary success of the investment the JEDO Board made in the South Topeka Ride to Work program, more commonly known as SOTO. The result was nothing short of amazing. We started with just over 100 rides in December, 2017, but quickly built to 876 in May and now we have picked back up to 772 in August. The chart they have received tonight shows the number of trips attributable to seven different employers in South Topeka. Each one of those rides represents an individual who is able to access a good job with the pay and benefits to match. Each of those rides also means that a company in South Topeka is able to fill a critical position which increases production and allows the company to plan for future expansion. And that increased economic activity helps the entire region and builds the local tax base. She thinks they can say this program has been a phenomenal success. The pilot program has proven the need and helped both Topeka Metro and JUMP gather the necessary data to chart the course moving forward. Tonight she would like to ask them to consider extending SOTO service to a wider area and also she would like us to consider a way forward for SOTO, moving to a self sustaining model. JUMP sees the 2<sup>nd</sup> phase of SOTO as a continuance of the current model with the addition of employer support and a specialized bus route. A specialized bus route especially designed to meet the peak traffic needs in the South Topeka industrial area. We need to keep in mind that while a \$5.00 taxi ride sounds reasonable, and it is, the cost to an employee in the SOTO area is still \$200.00 per month. And that compares to a \$50.00 Topeka Metro bus pass. Tonight we heard from Susan Duffy and Barbara Stapleton and we urge you to extend the funding for this year. The need for this has been demonstrated and our whole community benefits – the people and the businesses need this. JUMP urges Topeka Metro to develop a plan to provide bus service during peak traffic travel time for the businesses identified. JUMP urges JEDO and the businesses that are benefiting from this workforce transportation effort to collaborate in a public/private partnership. And when the version of 2.0 comes before them, JUMP urges each of them to vote yes.
- Dale Cushinberry, Topeka JUMP (Justice Unity and Ministry Project) – she is representing the Apostolic Church of Jesus Christ and is a member of JUMP. Thank you for your work and commitment to Shawnee County. She knows each of them ran for this office because they wanted to make Shawnee County a better place. The East Topeka Learning Center is a great example of their desire to help this community achieve its full potential. We share that desire and understand it is not an easy task and that is does not happen overnight. Thank you for your willingness to strive and overcome the City and County challenges. With that she must express her excitement about the booming success of SOTO Ride to Work. In 2016 members of Topeka JUMP started talking about their struggles with transportation to work and grocery shopping, and medical appointments, and getting to church. JUMP focused in on workforce and focused on expansion to public transit. The stories shared revealed that people settled for poverty wage jobs along the bus line because they could not get to higher paying jobs like Mars or Goodyear. In 2016 JUMP participated in public comment with Topeka Metro as we do every year. We participated in the MTPO's public participation as they crafted Futures 2040. We even had someone on the steering committee for the plan. Our concerned citizens went through all the public avenues created by government to discuss this concern. In the meantime, we met with Susan Duffy regularly. She is innovative and passionate and we had full confidence in her

coming up with something like SOTO, and we have full confidence in her forging a path forward once we get done talking about this pilot. It was a Topeka proud day when JEDO allocated \$70,000 for the SOTO pilot program last December. This funding was an unprecedented vote to acknowledge workforce transportation as a part of holistic economic development. JEDO granted this funding because they wanted to test the need of public transportation into the County. JEDO has received the SOTO numbers just like JUMP has. And she is sure they know that close to 6,000 rides have been given since December, 2017. This community needs this program. People have been able to get to work and get living wages because of SOTO. A member of her congregation's son uses SOTO and he has had a much less stressful work experience because of this program. For this innovative step we applaud the staff and the members of JEDO who supported this and made it happen and we urge this body to continue to support SOTO.

*Following a roll call vote, motion carried 6-1, with Commissioner Archer dissenting.*

**ITEM NO. 7: PRESENTATION: GO Topeka Quarterly Report**

Matt Pivarnik, President and CEO for GO Topeka appeared and stated the term “disruptive innovation” is a term he has always been intrigued with. The definition is “a new way of doing things that disrupts the traditional business methods and practices.” A few examples: steam engine vs. sail; email vs. postal mail; Netflix vs. DVDs; Uber vs. taxi. He likes to tell the story of the VCR company. At the time VCRs were becoming obsolete, and there some companies that were saying to the VCR salespeople “you need to work harder to sell more VCRs” while other companies were out there creating DVD players. Let’s take Uber and taxi for an example; the end result of Uber or taxi is still a ride. And the end result of economic development is still jobs. So in our effort to compete, economic development has changed. It is not like it was 20, 15, 5 years ago. Really it is not the same as it was 2 ½ years ago when he arrived in Topeka, Kansas. But he does realize that our vernacular has changed. They are hearing different things out of GO Topeka now and he wrote down a few words here: Momentum 2022, Quality of Life, Diversity & Inclusion, Young Professionals, Forge, Talent Attraction, Small Business Incentives, Innovation, Entrepreneurship, Workforce, Education, Economic Equity, Promoting a Positive Image, Washburn Tech East, Retail Strategy, Infrastructure, Social Determinants of Health, Minority Business Development, Co-Working Space, Transportation for Workers, TSC3, Procurement Technical Assistance Center, 712 Innovations, Interns, Startups, Quality of Place, Inclusion, Cradle to Career, Incubators, Venture Capital, Loan Funds, Top Tank, Innovation Parks, Makerspace, Inclusive Prosperity, Kindergarten Readiness, New Markets Tax Credits, TopCity Teachers, and he could go on.

But here is the point he wants to make, what one word is missing from that list? JOBS. That is the word that is missing from that list and he wanted to remind them that as they hear our vernacular and as we are going into disruptive innovation and as we are changing the way we do economic development, every single thing we do, we do it for one purpose. To increase our economic prosperity and to create jobs. The end result hasn’t changed with economic development. Our pipeline is full, we are seeing an increase in activity.

Molly Howey, Senior VP of Economic Development for GO Topeka reported:

GO Topeka/JEDO Project Pipeline

	<b>Existing Business</b>	<b>New Business</b>
Total projects	19	32
Recently active	8	9
Total new jobs from active	53	1,506
Total cap ex	\$52 Million	\$200 Million +

- Business Attraction
  - 32 Total Projects in the Project Pipeline
  - Seeing a spike in activity from the food processing and animal health industries.
  - Incentive Guidelines Review
  - Board Strategy Session
  - More Data Support
  - Collaboration on Crossover Projects
- Business Retention & Expansion
  - Project Arrow Land under Contract
  - Project Jingle Contract
  - Tax Abatement Assistance
  - September 26<sup>th</sup> Kansas Financial Services Summit – 140 Registered
  - Prospective Projects – Job Growth and Capital Investment
  - Staff Adjustments

Commissioner Archer stated he is interested in the process as much as anybody else, but he is more interested in results. How many new jobs have we developed in Topeka/Shawnee County this year?

Ms. Howey stated she would have to go back and look. She knows there are at least 100 just based on the incentives that were approved but she would have to get back with them on actual total numbers.

Commissioner Archer stated he thinks it is important that we look at things that are in the pipeline and the process, but the bottom line is new jobs and he thinks that is important to tell the public when we have meetings like this.

Councilwoman Hiller stated Ms. Howey and mentioned that when they review incentives, some of the prospects wouldn't be coming to JEDO, they would be going straight to the City or County for tax incentives. Will they also be evaluating those elements that we do directly and giving us some feedback about best practices, if they have changed any.



Ms. Howey stated she thinks that is definitely part of the research they can conduct. And she would welcome any suggestions on research topics or things they would like GO Topeka to dig into. We want to look at the full incentive package, not just what GO Topeka offers, but what the community as a whole offers.

Kurt Kuta, Momentum 2022, Quality of Place Workgroup Chair reported information regarding the Quality of Place Incentive Funding Application. In May, 2018 JEDO adopted a resolution which sets forth criteria to be considered for potential quality of place projects; whereby some of the carry-over funds held with JEDO could be applied. Since that meeting it was suggested that a citizen panel be established to review the application process and eventually get it to JEDO for final approval. It was then further suggested that members of the Quality of Place Workgroup staff that panel. He is here tonight to provide a timeline of how we can see this thing move forward as well as how it is being staffed. This week on the GO Topeka website, under the Momentum 2022 tab there are some instructions on how some potential projects could apply for these funds and that process started this week. The intent is to have the deadline to submit applications will be October 8, 2018, and the application is a simple overview as to how the project fits the criteria listed in the JEDO Resolution. From there the Greater Topeka Partnership staff will review the applications and ensure they meet most, if not all, the criteria. Those that do will then be forwarded onto the panel. The panel will then review those applications, interview the folks behind the projects, and then provide recommendations onto the GO Topeka Board, with the end result shooting for the December, 2018 JEDO Board meeting to provide those recommendations. If we are able to accomplish that pathway, from the initial discussion which took place last December to this next December that would be a 12 month timeframe to go from an idea to having some projects identified and partially funded, which he thinks would be a wonderful accomplishment for our community.

Councilwoman Hiller asked if there was going to be any broad publicity to let people in the community know that this is available.

Mr. Kurt responded the intent was to get in front of the governing bodies (City, County, JEDO), it is also on the Momentum 2022 website, he believes there will also be some social media and other items put out there, and we are hoping our media friends will help us with this as well. He knows from some anecdotal stories from when the resolution was passed back in May, there were already people calling asking how they could apply.

Councilwoman Hiller stated her concern is, if in that this is intended to be an opportunity for folks countywide who are not insiders and who are not already involved in Momentum 2022, she isn't sure that three weeks is enough time for people to come together. If there is an organization, that might not be enough time to have a Board of Director's meeting.

Commission Cook asked if the October 8<sup>th</sup> application deadline was something that was established by the Quality of Place workgroup? Should we consider extending the deadline to submit an application? Maybe look at something a little farther out, perhaps October 22<sup>nd</sup>, making sure we cast the net wide enough, give people enough time to have a work meeting to submit the application.

Mr. Kurt responded he doesn't think that would be unreasonable. The timeframe was originally put together to coincide with the Committee's existing meeting structure.

Councilwoman Hiller stated she appreciates that. Three weeks just seems like a pretty fast turnaround for groups to be able to meet and put a concept together.

Glenda Washington, VP of Entrepreneurial and Minority Business Development for GO Topeka reported:

Small Business Incentive Program:

- \$200,000 submitted to small businesses this year
- 61 incentives
- 44 businesses
  - New Businesses started out of this incentive program YTD – 24
  - 43 full time employees
  - 37 part time employees

First Opportunity Loan Fund

- \$240,000

FastTrac New Venture

- 10 – business (6 of which are already in business)
- 22 – will graduate at the end of the year

Community Outreach

- TSC3 Campaign (51 signed up) (Topeka/Shawnee County 3%) – there is opportunity for economic impact. Buy local program. Speaking to business community and asking them to shift their spending about 3% to buy local, and that will have an economic impact of about \$200 million and improve employment by about 1,300 people. So as business owners, think about how you can shift your spending to buy local products. Small and large businesses.
- Small Business Summit – October
- Bootcamp – November. For individuals looking or wanting to start their own business.
- Women’s Forum – Quiet Conversations. Things that people don’t want to talk about but they need to.
- Shop Local – Small Business Saturday

Kansas PTAC (Procurement Technical Assistance Center)

- 183 active clients
- 36 new clients
- 170 one-on-one counseling hours
- 7 events held
- 88 federal contracts awarded totaling \$4,477,137
  - Out of total, Shawnee County received \$1,403,469
  - For every \$1 JEDO invests, it generates a direct return of \$64.

Deputy Mayor Jensen stated he will throw out that both he and his wife have signed their businesses up for TSC3. And he encourages all of them and their organizations to be a part of it.

Councilman Lesser stated he too has signed his business up for TSC3 and he thinks it is great. He would like to say, as we are asking all our businesses and consumers to do this, he would mention that the JEDO Audit was done by a company out of Overland Park.

Ms. Washington stated that 55 to 60 businesses have already signed up for the program, which is only about a month and a half old. We intend to continue this program and there is a part two they are working on that is called “supplier diversity” which she will report to them later. She also would like to mention we are celebrating Hispanic Heritage Month on October 5<sup>th</sup> with a group of individuals in the community.

We are putting together a mixer so we can get to know the businesses we need to embrace in the community. She would invite all of them to join and come see them at 713 Kansas Avenue on October 5<sup>th</sup>.

Mary Martell, Director of Research, Stormont-Vail Health and Greater Topeka Partnership Innovation Advisory Council member, provided an introduction for Katrin Holzhaus, the newly appointed Senior Vice-President of Innovation for Greater Topeka Partnership.

Katrin Holzhaus, Senior Vice-President of Innovation, Greater Topeka Partnership reported what she hopes to bring to the table is her experience as an entrepreneur and also give a little bit of an outside perspective since she is new to Topeka and to the area. She is charged in her position to make Topeka more competitive by enhancing the entrepreneurial ecosystem. We are going to formulate a proposition that is relevant to entrepreneurs who want to create startups or who want to grow companies that have high potential to create jobs to have a big impact on the community. Right now we are looking at different models of entrepreneurial ecosystems – such as Chattanooga, TN and Nebraska, Denver – there are a lot of different ecosystems out there. Not all of them are going to be applicable to us so we will be looking at what kind of success factors they had and how they can apply to Topeka, and then formulate a strategy to move forward.

Her initial goals are to engage stakeholder, meet the community, engage the entrepreneur community in Shawnee County and also in the region. Also to work on alignment of her and her team's goals with Greater Topeka Partnership goals and also the Momentum 2022 goals. Formulate short term, medium term, and long term goals and objectives so we can create successes along the way. She is very fortunate that she has an Advisory Board that is being created that has excellent experience and business acumen within. As they know the stool of economic development has three legs – business attraction, retention and expansion, workforce development, and entrepreneurship. She is thrilled to have the opportunity to bring entrepreneurship to the forefront of the community.

#### 712 Innovations Update:

- 20 Makerspace Entrepreneurs
- 42 CoWork Space Entrepreneurs
- 46 Pre-incubation Businesses
- #TOPCITY – 3D Print Models
- 5,000 Greater Topeka Entrepreneurship Guides
- November 12-18 Global Entrepreneurship Week
- November 16-18 Techstars Startup Weekend

Ty Hysten, Chair of Forge Young Professionals reported he will be covering two things. First an overview of Forge – attraction and retention of young talent, and also TopCity Interns. When summer starts, that is when the internships start for college aged young talent. Forge right now is focused on developing homegrown talent.

- 2,078 members (125% increase since rebranding)
- 47 Events/Meeting YTD
- 1,253 Members attended event YTD

### Top City Interns

- 184 interns
- 23 States
- 3 Countries
- 44 Universities
- 20 Companies

Barbara Stapleton, Director of Workforce and Education for GO Topeka reported she wanted to share, and we have heard it before, about transportation as a barrier to workforce. We are talking about jobs. Over 234 bus passes since inception for the Career Readiness program have been used to be able to get people either to interviews for jobs or to their jobs – 43 used in the 1<sup>st</sup> and 2<sup>nd</sup> quarters of 2018. We are continuing to make a difference for those residents, they are at the Rescue Mission and they go through that Career Readiness program to get them back out and rehabilitated and into the workforce and get them the jobs that they need.

When we look at *Included*, we have so much information she wants to share about this and it is a very exciting time. The *Included* leadership team had the opportunity to go down in August to meet with Mosaics leadership team in Tulsa, OK. We were able to look at their strategies, discuss brainstorming sessions and the intentionality and the authenticity that is needed to create a safe space for *Included* as our community's diversity business counsel. *Included's* vision remains to be that catalyst to build a diverse and inclusive business culture in Shawnee County. And most recently we just had the opportunity to hear from Carla Pratt, Dean of Washburn University School of Law, she came to us as a noted expert in legal education equity from Penn State's Dickinson School of Law. She served as their Associate Dean for diversity and inclusion. We are so blessed in what we are doing in workplace, in education with diversity, equity, and inclusion. She challenged us to embrace conscious and unconscious biased and realize the importance of diversity in our businesses, embracing different people, bring different perspectives. And it is a necessary tool to ensure unbiased decision making so diversity becomes a mechanism to improve outcomes in our workplaces for those jobs that we have. We are excited to embark on these critical conversations as *Included* moves forward. We are able to promote economic and inclusive prosperity through diversity, equity, and inclusion with *Included*.

With TopCity Teachers, we have great Fall programming lined up. Initially as we kicked off the event, we had up to 80 either new teachers or student teachers that were participating in that program. We had a kick off in NOTO where we held a reception for them, we also had them hear from the Mayor to welcome them to the community and to their profession. They heard from Mr. Pivarnik and Kayla Bitler about Momentum 2022, so they could see how they could get plugged into the community. They heard from Ty Hysten with Forge, so that they knew what was out there for them as young professionals. Our last event for TopCity Teachers is next week. They will have a parent interactions panel so that they can learn about how they can have better outcomes with their parent/teacher conferences.

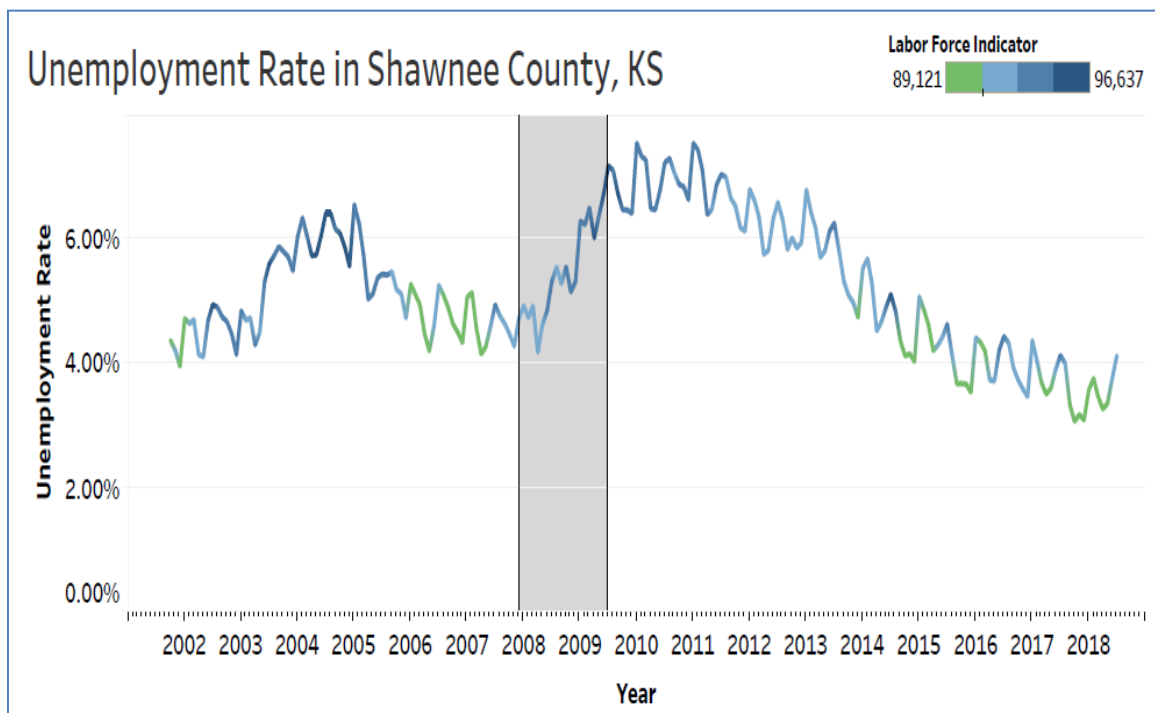
Diann Faflick, Executive Director of Together Topeka reported it has been exciting to start a new chapter in her life as she and her husband have relocated for jobs in Topeka. And her job is one of the newly created positions. Together Topeka is an outcome from the Momentum 2022 agenda to develop homegrown talent.

- Align the “Talent Pipeline”
- Ensure all children are ready for kindergarten
- Prepare students for college and careers
- Expand continuing education options for adults.

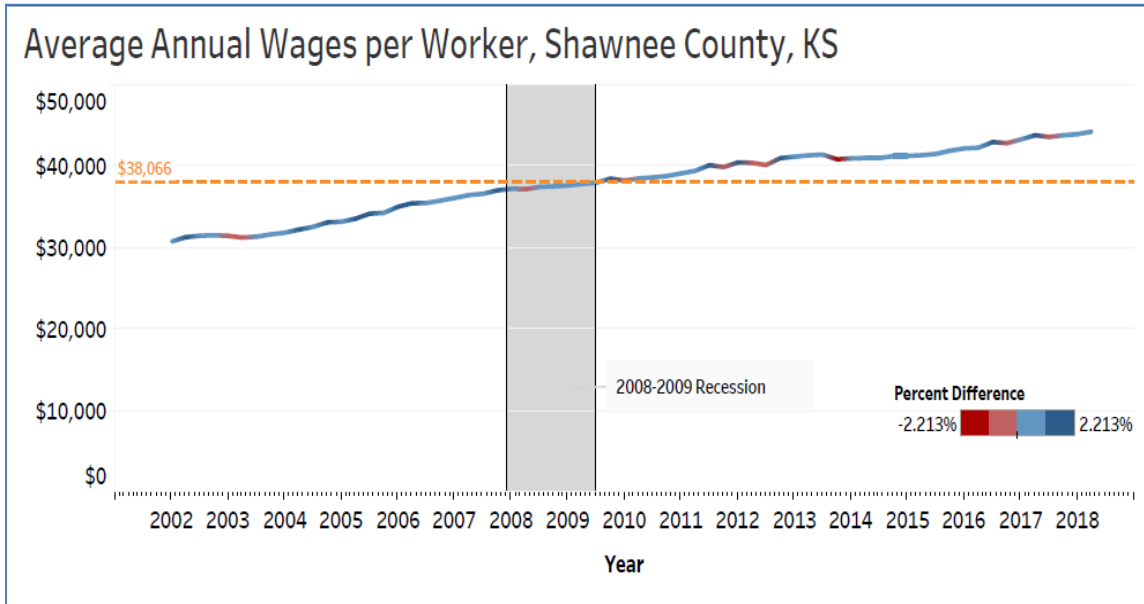
During her first 90 days on the job, she has been taking inventory of best practices, looking for ways to develop new strategies to build on the successful and best practices that are already in place, and to meet the objectives of Momentum 2022. On October 25, 2018, we are going to be having a strategic planning session, coordinated by an organization called Strive Together. They are working with us to duplicate the success they have had in 70 other communities throughout the country just like ours.

Freddy Mawyin, Research Manager for GO Topeka reported as a way to education the staff in economic variables and indicators, we published an Internal Community Profile with information about the county. That information can vary from cost of living, income, housing, etc. He would like to go through a few slides with them, this is just some of the information we provide to the staff and to businesses.

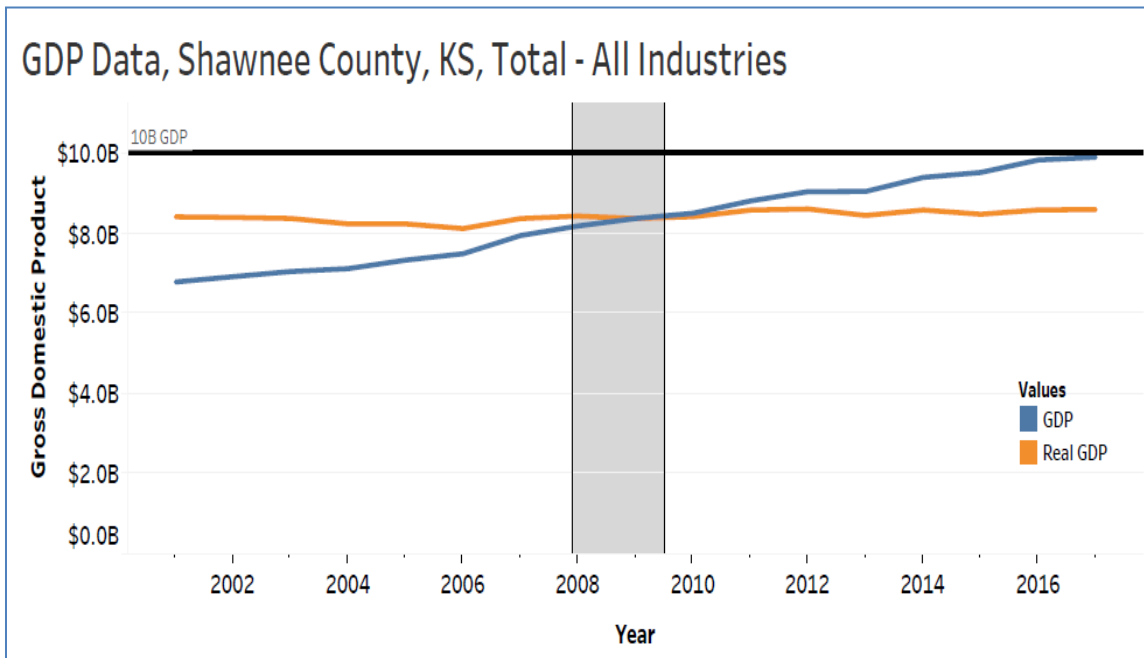
- Unemployment Rate in Shawnee County 2001-2018. Labor Force Indicator shows when labor force drops below certain thresholds.



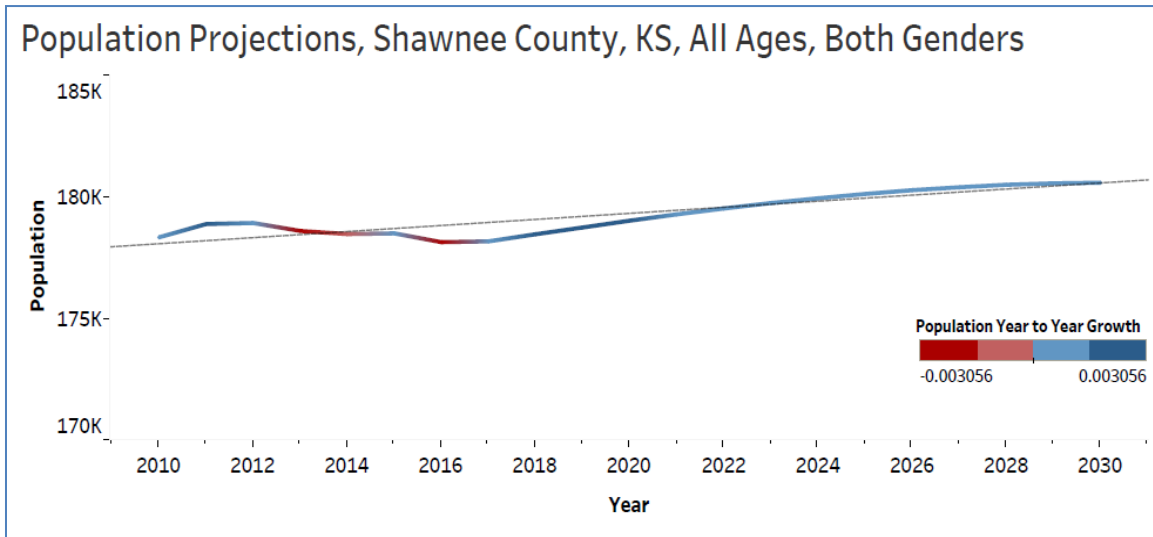
- Average Annual Wages per Worker, Shawnee County 2001-2018. As of the 2<sup>nd</sup> Quarter of 2018, our annual wages were \$44,321, which represents about a .7% increase since last quarter, and 1% increase from last year at the same time. Kansas grew about .72% since last quarter, and the United States grew about 1.22%.



- GDP Data, Shawnee County. In both current dollar values, and also adjusted for inflation. What we see is that though the nominal GDP has grown over time, the real GDP accounting for inflation is a little more flat, so it is not growing as fast as we would like it to.



- Population Projections, Shawnee County, All Ages, Both Genders. We try to predict the population growth in the County over the next decade. So although the population is expected to grow, that rate is again moderate to minimal.



- Potential Average Occupation Gaps over 3 Years in Shawnee County. We are trying to identify jobs, potential occupations that could have either a surplus or a shortage in the next few years. What this shows is we have the top 5 major groupings of occupations. The Federal government classifies every job of 867 detailed occupations. Those occupations are then grouped into 23 major groupings. So this is just looking at those major groupings and we are showing the top 5.

Title	Current Employment 2018Q2	Projected Employment by 2028	Average Wages
Healthcare Practitioners and Technical Occupations	7,313	7,847	\$71,300
Management Occupations	5,654	5,829	\$96,400
Business and Financial Operations Occupations	5,853	6,073	\$61,600
Computer and Mathematical Occupations	2,665	2,891	\$70,400
Healthcare Support Occupations	3,964	4,564	\$28,500

The potential gap is the possible shortage in the market, holding everything else constant. So looking at the current level of employment, how those industries will grow over time, our current population growth, and our educational attainment, if everything remains the same, then we can potentially see a shortage in that occupation. So what he is saying we expect to have a potential gap in the next 3 years, if all the other variables remain the same.

That potential gap can change in several ways. Those employers can recruit employees from longer distances, those wages can go up, or the increase in demand and the change in prices can appeal local residents to try to enter those occupations and those markets by obtaining the proper certificates and education. There could potentially be gap for employers looking to fill those positions and the amount of people who can qualify for those positions.

This is looking into the future 3 years, so we also wanted to identify what is happening right now. So we looked at the active online job ads in the County for these positions. As of the beginning of the month we identified close to 3,400 job ads that were relevant to the County. So based on that we can say, currently there is a little bit of difficulties fulfilling certain positions.

- Top 10 Certifications Required in Shawnee County

<b>Top 10 Certifications Required in Shawnee County, Kansas</b>		
Certification in Cardiopulmonary Resuscitation (CPR)	53	10%
Registered Nurse (RN)	46	9%
Secret Clearance	27	5%
Commercial Drivers License (CDL)	26	5%
Basic Life Support (BLS)	25	5%
Licensed Practical Nurse (LPN)	25	5%
Certified Nursing Assistant (CNA)	21	4%
Certified Public Accountant (CPA)	19	4%
First Aid Certification	18	3%
Class A Commercial Drivers License (CDL-A)	17	3%



- Top 10 Skills Required in Shawnee County

<b>Top 10 Skills Required in Shawnee County, Kansas</b>		
Communication	1473	12%
Customer Service	670	5%
Cooperative/Team Player	567	4%
Self-Motivated/Ability to Work Independently/Self Leadership	401	3%
Supervision/Management	358	3%
Adaptability/Flexibility/Tolerance of Change and Uncertainty	323	3%
Problem Solving	264	2%
Accountable/Responsible/Reliable/Dependable/Trustworthy	239	2%
Interpersonal Relationships/Maintain Relationships	230	2%
Organization	186	1%

Commissioner Cook stated he believes over half of us on the JEDO Board have children or grandchildren that are in high school or college at this time. This is information that we should be getting out to the high schools in Shawnee County that are looking at this. He knows he and the Mayor have daughters who are 15-16 years old and thinking about their future careers and maybe guiding them in the direction of where the jobs are. Commissioner Buhler’s daughter just started college, this could be good information.

Mayor De La Isla stated she knows that most of the things we are seeing here today are being provided by Washburn or Washburn Tech, but are we working with them. She knows there are some of these occupations we are not providing education and certificates in.

Mr. Wawyin replied while he did consider the amount of degrees that are given by other institutions that provide that information, he did notice that there are some occupations that we provide enough or an adequate amount of certificates per year to reduce that gap. But yes there are some degrees that we just don’t provide, which is the level of education needed for a specific occupation.

Kayla Bitler, Strategic Coordinator for Momentum 2022 reported that she would remind them that the objectives within the Momentum 2022 strategy are divided into 7 different workgroups and one council. Each one of those groups all have a designated staff person who works most intimately with that group. Because they have heard from most of those folks tonight she won’t necessarily present on each of those workgroup reports unless anyone has any specific questions. She will tell them that Mr. Wawyin works very hard to measure all of our metrics and we have shared with them before the Momentum 2022 scorecard. What we are working on now is a platform to get that scorecard online and not only that, it will be interactive as well. The cool thing about that is you will be able to take a deep dive into those metrics. So if you look at talent development and you look at the graduation rate, you will be able to click and research into that to see what is the graduation rate among different school districts, or divided

by different zip codes, or different city council districts, race, gender, socioeconomic status. We will have those types of filtering options for those metrics and we are excited about the possibilities that exist with that.

Deputy Mayor Jensen stated he wants a 3d printed “#TopCity” and where does he go to get one.

Mr. Pivarnik replied you can get them at 712 Innovations.

Councilwoman Hiller stated she wants to offer some kudos to Mr. Pivarnik, speaking about shopping local. He went out and bought a beautiful brand new painting by Staci Dawn Ogle at First Friday. And there are photos of it up on the wall at his house. She thinks that is awesome that people are shopping local and supporting local artists.

Mr. Pivarnik stated that name of that painting is “The Future Is Bright.”

#### **ITEM NO. 8: DISCUSSION AND ACTION: Washburn Tech East (ETLC Project)**

Barbara Stapleton, Director of Workforce and Education for GO Topeka provided an update to the Board. She wanted to let them know we were able to close the New Markets Tax Credits financing on July 17, 2018; which means that we have that funding and project sources. Washburn Tech has also provided the recruitment information for what they are doing right now to enroll students.

Lalo Munoz, East Topeka Council reported he would like to share some of the work they are doing in the community to try and build support. The East Topeka Council is working to make sure that they and other members in East Topeka are aware of the progress and of the programs that are being offered in the future once the Washburn Tech East opens up. They recently organized a tour of the facility and went through, they invited residents as well as faith leaders so they could see in real life the progress that is going on. They are also working with Washburn Tech to be able to identify opportunities to build awareness in the community. Washburn Tech was just at Fiesta Mexicana and that is a testament to the dedication of the staff who were there throughout the week. They were also at the Expocentre and will be at the City of Topeka’s Clean Slate Day, and working on organizing a community cookout. So a lot is being done to ensure that as many individuals in the community know about this project and the promise that it holds for East Topeka.

Jim Crowl, Shawnee County Counselor provided an update regarding the progress of the construction progress to the Board. He has provided in the packet a Memorandum which is a 2-page overview to give them the basics on the contracts that have been approved, the contract amounts, the pay applications that have been submitted, the change orders, so they have an overview on what has been spent on the project at this time. There are two contracts, one with Champion Builders and one with TRANE to put in the HVAC system.

Mr. Crowl indicated he is recommending the JEDO Board go into executive session to complete the status update on the construction of the facility.

***Commissioner Cook made a motion for the JEDO Board to recess into executive session for consultation with an attorney for the public body or agency which will be deemed privileged in the attorney-client relationship to discuss the contract with Champion Builders to renovate the East Topeka Learning Center for a time not to exceed 20 minutes. Deputy Mayor Jensen seconded.***

Commissioner Archer stated he has two questions for the County Counselor. Is this absolutely necessary? He does not believe JEDO has ever gone into an executive session before. Also does he anticipate an announcement coming after the executive session? He sees Morgan Chilson is here from the Topeka Capital Journal and there may be information that she would like to have.

Mr. Crowl stated he does appreciate those questions because this is unique for JEDO. He is not aware of any other time they have gone into executive session. This is a unique project and JEDO has not undergone a project like this before. During the executive session we will be discussing proposed action and he will have recommended action to be taken following the session and to be announced publically. That action will have the potential for litigation. There is information he will be sharing during executive session that he is going to recommend remain attorney-client privileged at this time and he also wants to have an executive session to encourage a free and open exchange of that information. Not only what he is providing to them but the questions that they are going to have for him, he doesn't want that to be stifled because of fear of that litigation that might be pending.

Commissioner Cook asked if during the executive session would it be appropriate for them to have Dr. JuliAnn Mazachek from Washburn University as well as Matt Pivarnik, Molly Howey, and Barbara Stapleton present as our partners with GO Topeka in this project.

Mr. Crowl responded we can do that, however it will weaken the attorney-client privilege on the information that he gives them.

Commissioner Cook asked would it be Mr. Crowl's recommendation that we start just with the JEDO Board and then include others if needed.

Mr. Crowl stated he thinks that would be an appropriate way to proceed and then when we get closer to discussing the action maybe bring others in.

Councilman Lesser asked can we also include Dean Ferrell in on this conversation.

Mr. Crowl responded he would like to limit it to just the governing body members at this point.

*Following a vote, motion to recess into executive session for a period of 20 minutes carried unanimously (7-0).*

*The JEDO Board recessed into executive session from 7:50 p.m. to 8:10 p.m.*

*Commissioner Cook made a motion to extend the executive session for an additional 20 minutes. Mayor De La Isla seconded. Following a vote, motion to extend the executive session for an additional 20 minutes carried unanimously (7-0).*

*The JEDO Board recessed into executive session from 8:11 p.m. to 8:31 p.m.*

Commissioner Cook called the meeting back to order at 8:31 p.m. He announced that the JEDO Board did recess into executive session for two 20 minute periods; they did receive counsel from the County Counselor, Jim Crowl, who this year serves as legal counsel for the JEDO Board. He asked if Mr. Crowl could give a brief overview of the executive session

Mr. Crowl stated so the public understands what the JEDO Board has been talking about. We received a letter from Hartford who is the bond company for Champion Builders. On public projects there are performance and payment bonds that are required for contractors and what that does, it protects the owner

of the project to that is something happens during construction that is going to make it so that the contractor can no longer complete the project, then we get to make a claim against that bond and get that contract and the project completed. We received notice on August 8, 2018 that there was an investigation by Hartford and they wanted us to withhold the payment to Champion. Since that time he has been in negotiations with Hartford to try and find some way we can keep this project on track without delay. We have done about everything we can at this point and we are at a point where he has made a recommendation to the JEDO Board that they authorize him to issue a default under the contract and trigger our rights under the bond. At that point there will be a negotiation with the bond company for how we are going to get this contract completed. This is not an action to end the project, it is an action to find out exactly how we are going to continue forward and get it completed and he is sure that is the will of this Board and that is exactly what we will work toward.

Commissioner Cook stated the JEDO Board did receive information from Dean Ferrell, who has been overseeing the project and working on behalf of both JEDO and Washburn University to make sure progress does stay on track. We are 53-54% complete with the project at this point. If we start down this road, and given the information from Hartford, there is going to be a delay in the completion of the target date.

Mr. Crowl responded that a lot of this is out of our control. And that means, when we declare default, Hartford will have some decisions to make. And depending on the types of decisions they make, that will impact how long of a delay we have on the project. We have been voicing our position all along how important this project is to our community, how tight the deadlines are on it, and how we want Hartford to make every effort to make sure this project gets completed as quickly as possible, and that the decisions they make are made as quickly as possible. And we will continue to try to do everything we can to persuade them to make those decisions.

Commissioner Cook stated he wants the JEDO Board and the public to know he has been in contact with President Farley with Washburn University, Dr. Mazachek is here tonight. The university is deeply committed to the East Topeka Learning Center, any delay would not mean that there is a question of their desire to have the center, we are very committed to the community and to have the progress for the students.

***Commissioner Cook made a motion to authorize the County Counselor to determine whether Champion is in default on its contract to renovate the East Topeka Learning Center, and to declare default on the project if necessary. Deputy Mayor Jensen seconded.***

Deputy Mayor Jensen stated it is unfortunate that we are in this situation but he wants to reiterate the fact that we are not in this situation because of any mismanagement by the City or County governments. In fact, this was as much as a surprise to them as anyone else. He wants to publicly thank Jim Crowl for his work in trying to rescue the project and his ability to get us out of this mess that we have been so elegantly placed in by other people. He wishes him good luck and god speed, this is a critical project for this area in our community and with all haste we need to get as back on track as possible.

Dr. JuliAnn Mazachek, Vice-President of Academic Affairs, Washburn University stated she is very thankful that they are committed to this project and she wants to say how committed that Washburn is and that no matter what the pathway is to get there, when that door opens they are going to be there ready to offer education to the east side of Topeka. They are committed to that.

Councilwoman Hiller asked can we clarify, if it's not premature, there is still a commitment, even if there is a delay in getting into our new space at the learning center, that we will have classes.

Dr. Mazacheck replied absolutely and she will tell them we are already working on identifying space that we might be able to use before the building opens so that we can start teaching earlier than the building opens.

***Following a roll call vote, motion carried unanimously (7-0).***

*Mayor De La Isla (Voting JEDO Member) and Councilman Coen (Nonvoting JEDO Member) left the meeting at 8:40 p.m.*

Item 8c - **ACTION ITEM:** Washburn Tech East (ETLC Project) – consideration of Motion to transfer quarterly payments received by JEDO (as Leverage Lender Interest Income) to GO Topeka to be used for scholarships to attend Washburn Tech East (ETLC).

Barbara Stapleton, Director of Workforce and Education for GO Topeka presented the item to the Board. She stated these are some of the funds that go directly to JEDO as part of the New Markets Tax Credits cycle. One of the things we were originally advised was that maybe JEDO could initiate those scholarship dollars; but we have since confirmed with our consultant, Jeff White, that when you receive those quarterly interest payments JEDO is able to submit those back to GO Topeka. We have mentioned previously that we want to be able to offer scholarships for Washburn Tech East students, like we have done with the programs that are already at Washburn Tech, and so that is what these dollars will be used for. So they are asking for JEDO to pay these quarterly interest payments back to GO Topeka to administer those scholarships.

Commissioner Cook asked how much are talking about as far as these scholarships.

Ms. Stapleton replied that it varies. That is one of the things that Mr. Crowl and she have talked about. She believes roughly \$45,000-\$50,000.

Commissioner Archer asked not knowing the natural impact on the action the Board just took, do we need to make a commitment at this time for the scholarships. He is concerned that we don't know the financial impact.

Ms. Stapleton stated we won't be making the commitment for the scholarships at this time. We plan to present that to the JEDO Board with the proposed budget to be presented at the December JEDO meeting.

***Commissioner Buhler made a motion approve the request as presented. Commissioner Archer seconded.***

The following individuals appeared to speak for public comment on Item No. 8:

- Lazone Grays stated he would like to share the original economic development plan for Topeka and Shawnee County, passed in 2002. That was the original plan for the interlocal agreement when we started the ¼ cent sales tax. In that plan there were a variety of goals and strategies and he wanted to reflect back. One of the goals – Goal 5 - was to enhance the quality and availability of the region's workforce to meet the employment needs of a wide variety of businesses. And Strategy 3 was to support welfare to work programs, to involve unemployed, underemployed, and low income persons in the economy. It has mentioned to encourage the involvement of unemployed, underemployed, and low income workers in skilled trade, mentoring, and

apprenticeship programs. He wanted to bring that to their attention because where we are tonight with Washburn Tech East should show how far we have come from 2002 to the present. That this was just some words in the plan and now we are actually seeing it come into fruition in something that actually has wings under it.

*Following a roll call vote, motion carried unanimously (6-0).*

**ITEM NO. 9: ACTION ITEM: Community Broadband Task Force**

**Item 9a - Presentation/Report from the Committee:**

Deputy Mayor Jensen presented the report to the Board. He stated over the last couple of months the team has been working diligently on trying to get a better feel for the capabilities of our incumbent providers and the needs of our community. We have had extensive meetings with both local providers and folks that are interested in moving into this sector and we have crafted a Request for Information document, which has been included in the packet tonight. Commissioner Buhler and he have both reviewed the RFI document extensively and feel like it is an excellent starting point to try and understand the two key outcomes of this project. One being to deliver better broadband access in the county where there is none, and two to provide better access in the community to folks who cannot afford it. We are very happy with the work we have done. Our contractor, Tilson Technologies, has been a great partner in this and we are excited to get the RFI out. The presentation we really can't wait to bring the JEDO Board is the responses we get from this. This RFI will help us get the information we need to begin asking how we solve these problems. Right now we are trying to identify what they are, what options are out there, and then from there the plan is to actually ask people to execute things to solve the problems.

**Item 9b - Request for Approval of issuance of Request for Information (RFI):**

*Deputy Mayor Jensen made a motion to approve the Request for Information and move forward with issuing the RFI to providers. Commissioner Buhler seconded.*

Commissioner Buhler stated she would like to add this is for a public-private partnership. We have made the commitment for the dollars spent on Tilson, but JEDO still has control of any other dollars going forward as we consider the RFI, the proposals that come back, and then the RFP potentially then. We still have a couple more steps to go.

Deputy Mayor Jensen stated we have been very careful not to come up with or specify any dollar amounts on anything at this point because we are still trying to understand the depth of the problem, and technology, and possibly solutions. We won't actually get ready to discuss how much this is going to cost to do anything until we get the responses from the RFI.

Mr. Crowl stated he sees on Section 3 of the RFI has a schedule listed that looks like it needs to be adjusted.

Deputy Mayor Jensen stated the committee can and will update the schedule before the RFI is issued. We want to give people the appropriate amount of time to respond. These are complex questions, and they will have lots of information that will need to be submitted.

The following individuals appeared to speak for public comment on Item No. 9:

- Karl Watson, Owner, Ad Astra Fiber stated he came to them back at their May, 2018 meeting. He is an entrepreneur, he came to Topeka two years ago, he co-offices with 712 Innovations, this community has helped him get started. His passion project is Broadband, so he loves seeing all these things coming together and he wanted to come in tonight and say he is in the middle of all this and he is excited about all the things they are doing. He is looking forward to see how all of this comes together and he hopes it includes his business, but this is honestly bigger than him, bigger than his business, it is really important. He wants to share a personal story to emphasize to them the importance of this.

One of the things that developed his passion was a sense of misplaced pride in being a parent. And he thought ten years ago, when his daughters were 13 and 14, he gave them good advice. He told his daughters under no conditions should they let strangers in the house. We all agreed, he thought he was smart. The second thing was don't let anybody in your car no matter what. Ten years later, those are arguably the two biggest business models going. One is "welcome to my home, would you like to stay in my spare bedroom?" The other is "welcome to my car, I am an Uber driver." And when he talks to his daughters now, they can do things like that and feel safe and it is an amazing story. What he would like them to remember is neither one of those ideas came out of a big company, they were a couple of guys staying in hotel rooms thinking about where they could stay the next night. He thinks Topeka, Kansas and 712 Innovations, and Downtown, we can add some real excitement along any of these lines. Ten years ago, who would have thought?

- Lazone Grays stated he shared some handout to them via email earlier and the reason he put that together is that he understands where the connectivity portion falls within the RFI. As he has been coming here to speak not just to the connectivity side but also the neighborhood programming side. Connectivity within itself is not good enough or will suffice. There are others things that will have to deal with the programming that is out in the community. He calls is transforming some of these spaces such as community centers, or old schools into places that people in those neighborhoods can walk up to or ride their bikes to and get the type of evening, after school, or weekend type of digital classes and training that is not available. He knows enough people who have computers in their home, and internet technology. It hasn't moved them in the economic scale, they are still poor, they still live in low income. But again that goes to the type of training or the types of programs that are available. It is very important in teaching young people or exposing youth, young adults, and adults to the type of technology, practices, and programs which can help them leave poverty behind. Poverty is based off of the income in the household. So within the RFI, or the matrix, or however this is going to pan out, he would hope that there would be not just a focus on spending this money on connectivity. What about the thinking that is going to go on for developing a City-Countywide strategy of bringing tech programming, literacy type of operations into the neighborhoods. We don't have to wait as long to bring those programs to the neighborhood, to start empowering people as we do to pick a provider, roll out fiber, and do some things in those neighborhoods. He has worked in Kansas City, one of the handouts he provided to them is what they were able to accomplish in Kansas City with Juniper Garden. It is not impossible to build wide-area wireless networks or to empower facilities in neighborhoods. He has strong vision of having been places and seeing what is going on, and to repurpose a school or a community center and he sees that can go on here just as well. Where in the mix do you say we also want to receive proposals or RFIs on the type of programming that we can launch across the city? What type of programming would that be? If he wanted to do a coding class at Avondale East, or a 3D type of class at the Velma Paris

Community Center. What type of thing would that be and how much would that cost, and who could run it? He doesn't know if that can be made a part of this RFI, or if there could be an RFI for that, how is that going to fall in the picture for digital inclusion so that we don't just get stuck on thinking about connectivity. You can get hotspots, you can practically give away free computers. We are part of EveryoneOn.org and a lot of other ways so that individuals can get connectivity in their household. But what good is the connectivity if people are not learning how to use that piece of equipment to really transform their lives.

Councilman Emerson stated to Mr. Grays he is not sure if he is aware of it but the Topeka-Shawnee County public library has a fantastic online, several resources. They have several subscription based services that are absolutely free to use by anybody who is in the county. And they have full classes, you can learn about Microsoft Excel, starting as basic as how to open a file and save it all the way to learning about advanced macros. They have PowerPoint, CAT, it is a fantastic resource our library has online. And again, it is absolutely free, we pay taxes to support it.

Mr. Grays responded yes he is aware of not only what the library has available online, there is a whole repository of information and tutorials that have been put together by MIT and other institutions. When we have places that people can go like a community center where the labs are there and computers are on site, and people there who can instruct them on getting them to the place and show them how to look up the information. But you have to want to do that and then go and do it yourself. But we need these places because they can't come to the library at 9:00 pm, but they can walk or ride their bike up to one of the community centers.

Deputy Mayor Jensen stated he and Mr. Grays have met a couple of times to talk about what he has described as basically the digital literacy gap. And that is a crucial part of the conversation that we have had. The RFI doesn't cover much digital literacy because in order for the computer labs to be built, and for these resources to be available, there has to be connectivity now. And what we are pushing for in the RFI is a higher standard of connectivity. So while there are solutions out there like hotspots and satellite, we don't consider that sufficient for a modern computer era where you need high speed, and soon ultra high speed bandwidth. So yes, Mr. Grays is on step 5 and we are on step 1, but his comments are absolutely well received and that is part of the conversation in our plan to go forward. And part of the reason why we are pushing for higher broadband standards is because if you want to take an interactive class with high definition video you can't do that over a cell phone. You have to have a hard line and good Wi-Fi. So as we are planning for that to be available in the future, the focus is laying the foundation now to ensure that we can do that. But he wants him to know that is in the plans at some point. But we are trying to get the foundation laid first and then we will move on into how can we leverage that foundation to begin to deliver some of the education. And he agrees in low income areas these things are badly needed.

Councilwoman Hiller stated as she is hearing all the comments made, we have all of these different staffing and citizen workgroups going, is the digital literacy part of Cradle to Career or can it be?

Diann Faflick, Executive Director of Together Topeka stated she thinks the opportunity is there to include that, absolutely. It is going to depend on where that falls in the priority list for the community and that is really up to the community.

Commissioner Buhler stated she wants to make sure we say thank you to Mark Biswell (City of Topeka IT), Patrick Clear (Auburn-Washburn), Gina Milsap (Topeka-Shawnee County Library), and Pat Oblander (Shawnee County IT), the countless hours that these individuals have put into this project are very appreciated. They have done the bulk of the work.



Gina Milsap, CEO, Topeka and Shawnee County Public Library stated she is hoping that they will get the go ahead to continue and this has been a labor of love. Digital literacy, Mr. Grays is absolutely right. She does want to remind everyone we have installed computer labs, in collaboration with Shawnee County, in six of the community centers. We have offered classes there and we have also installed a technology classroom at Deer Creek in collaboration with the Topeka Housing Authority. We are prepared to deploy more of that type of resource. But the broadband has to be there and the facilities have to be there to do that, so this is laying the groundwork. We are also in the process of rebooting our entire approach to digital inclusion and digital literacy and it is a primary goal for the public library for the next decade. It is not that the library is going to do that on our own, none of the goals we have are going to be done just as lone rangers. None of us can operate that way anymore; none of us have the resources to do that. But the library is very willing to lead in this area and partner with whoever is interested in working with us.

*Following a roll call vote, motion carried unanimously (6-0).*

**ITEM NO. 10: DISCUSSION: 2019 GO Topeka Draft Budget**

Molly Howey, Senior VP of Economic Development for GO Topeka presented to the Board. She stated there is a draft budget that has been provided in the packet. She will remind them that last year is the first year they brought a draft to the Board in September and we thought that worked very well and we are doing that again. We want to open this up for an open dialogue between the Board and the members of the GO Topeka staff for questions, concerns, suggestions. So she will walk through some of the components of the budget, she won't cover every little piece, so if they don't hear something mentioned, it is not because it's not in the budget, she is trying to stay high level for tonight. They would also invite all of them to have one-on-one meetings with the staff so we can further refine the budget and bring a good version back to them in December which is hopefully mutually agreeable to GO Topeka and the JEDO Board.

- INCOME
  - Other Income increased from last year – that is due to income we receive from crops we get off of the land owned by JEDO and GO Topeka out in Kanza Fire and Central Crossing Commerce Park. And also investment income as well as sponsorships for some events.
  
- Departmentals
  - EMBD Concepts
    - Incubator for Topeka Housing Authority
    - Commercial Kitchen
    - Increased Marketing of Resources
  - New Business Attraction
    - Advertising
    - In-person Business Development
    - Resources for Lead Generation
    - Prospect Hosting
  - Business Retention
    - Incentive Audits
    - HQ Visits
    - Financial Services Summit
  - Workforce & Education
    - Cradle Through Career
    - Talent Attraction Marketing
    - WU Tech Scholarships

- Entrepreneurial Development
  - 712 Innovations
  - WU SBDC

Natalie Zeller, Senior VP of Finance for GO Topeka presented to the Board.

- General and Administrative
  - Slight Personnel Cost Increase
  - Shared Services
  - Categorization Changes
  - New Space Costs
  - Partnership Cost Savings

Councilman Emerson asked if these line items are for the entire Greater Topeka Partnership?

Ms. Zeller replied no, those are just for the GO Topeka portion.

Ms. Howey then reported to the Board about incentives proposed in the budget.

- Incentives & New Initiatives
  - Incentive Commitments Timing
  - Transportation
  - Small Business Incentives
  - 49<sup>th</sup> Street Improvements are no longer in the budget.

**ITEM NO. 12: General Public Comment**

The following individual appeared to speak for general public comment:

- Carol Marple stated that perhaps now it is time for them to consider having more than quarterly meetings. She thinks it is very sad to see empty chairs up front because they are in charge of \$5 million, everybody looks tired, they have lost their audience for the most part. She is standing up here as a taxpayer in the community. We pay a lot of property and sales tax, she has been a supporter of the East Topeka Learning Center, the 49<sup>th</sup> Street Improvements, we have a lot of good things happening. But she also wants to remind them that people in the county and in the small towns also pay these taxes and she doesn't hear too much if anything going on there. Another thing she would like to bring up and she has harped about this repeatedly, she thinks we continue to neglect taking care and being good stewards of the land we own. We have farm leases that need to be addressed, there is a building still on SW 77<sup>th</sup> Street, that land is not shovel ready. She has attended numerous meetings where all she has heard is shovel ready, but yet that building is still there and to her knowledge nothing has been done to address it.

She also wants to talk about following up with the Small Business Incentive program. Several meetings ago she presented them with a list of people who received those funds. She agrees with Commissioner Archer, she likes to hear names, she likes to see where her dollars are going, she doesn't like general numbers, she wants to see people that have benefited. She is going to share one with them that she happened to stumble across, which is John's Sewing Machine Repair. He has probably doubled the space his business is in, he has moved, he now has a line, he is going to start selling sewing machines. She wants to hear things like that. The success of our community will be in the success of our small businesses. She thinks we need to start out buy local program with the City and the

County. Yes there are times you cannot buy local, but those local people pay taxes. She would also like to see a fund created where if a small business is hurt by a street project that drags on for months, they can apply for assistance and receive help paying their rent. She doesn't think the goal of street projects is to put businesses out of business, but she also believes we can all agree a lot of the street projects are not done in a timely manner.

***Commissioner Archer moved for Ms. Marple to have a two minute extension for her comments. Deputy Mayor Jensen seconded. Following a vote, motion carried unanimously (6-0).***

Ms. Marple continued her comments. She would also like to share something with them that could be happening within our county. There is a very good chance that we could have wind turbines coming to Shawnee County. She and her husband have been approached and she is sure others have too, to lease the air rights over their land. They took a drive to Coffey County, specifically to Waverly, where there have been 100 wind turbines built. We learned a lot but we also know very little. One farmer they met at the local gas station has 4 on this property, they talked to him for over an hour. He took them out and showed them the wind turbines on this property. They have been a real plus for Coffey County, they start paying taxes immediately after they are built, they do not ask for property tax breaks. One of the very interesting facts that we learned is that it takes 550 yards of concrete for each tower that is built, plus all the other materials they use. The downside of this was it took them 4 years to obtain the permits to construct these towers. She believes that each and every one of them needs to take a step back and look at the regulations that we are heaping upon the businesses and residents of this county. One place the County can start with is the Comprehensive Plan. Curtis Sneden spoke about the effect this plan could have on economic development.

NO FURTHER BUSINESS appearing the meeting was adjourned at 9:24 p.m.