



JEDO Board Meeting
February 10, 2021
6:00 P.M.

Virtual Zoom Meeting
Topeka, KS

JEDO Board Members

Shawnee County Commissioners

Bill Riphahn District No. 1
Kevin Cook District No. 2
Aaron Mays District No. 3

City of Topeka Governing Body

Michelle De La Isla Mayor
Karen Hiller District No. 1
Christina Valdivia-Alcala District No. 2
Sylvia Ortiz District No. 3
Tony Emerson District No. 4
Mike Padilla District No. 5
Hannah Naeger District No. 6
Neil Dobler District No. 7
Spencer Duncan District No. 8
Mike Lesser District No. 9

JEDO Board Voting Members

Shawnee County Commissioners

Commissioner Bill Riphahn
Commissioner Kevin Cook
Commissioner Aaron Mays

City of Topeka Governing Body

Mayor Michelle De La Isla
Deputy Mayor Mike Padilla
Councilmember Hannah Naeger
Councilmember Mike Lesser

Public Comment. Comment from members of the public shall be entertained on each actionable agenda item and at the end of each meeting. Comment shall be limited to topics directly relevant to JEDO business. Members of the public wishing to speak must notify the City Clerk's Office (call 785-368-3940 or email cclerk@topeka.org) before 5:00 p.m. on the date of the meeting. Because this will be a Zoom meeting, the City Clerk will provide the Zoom Link to those who sign up for public comment. Members of the public will be let in to speak, one at a time in the order they signed up. Members of the public shall be given four (4) minutes to speak and must maintain proper decorum relating to public meetings.

Agenda. Agendas are furnished at least five (5) business days prior to each meeting and posted on the JEDO website page at <https://www.jedoecodevo.com/Meeting-Documents/>.

To make arrangements for special accommodations please call 785-368-3940. A 48-hour advance notice is preferred.



JEDO BOARD OF DIRECTORS AGENDA *(Revised 02/10/21)*

February 10, 2021

6:00 p.m.

Virtual ZOOM Meeting **Topeka, Kansas**

- 1. CALL TO ORDER:**
- 2. ROLL CALL:**
- 3. PRESENTATION:**
 - A. 2020 Year End and 4th Quarter JEDO Report
 - B. Economic Brief
- 4. ACTION ITEMS:**
 - A. APPROVAL of December 9, 2020 and December 22, 2020 JEDO Board meeting minutes
 - B. APPROVAL of Choose Topeka Relocation Incentive Request
- 5. NON-ACTION ITEMS:**
 - A. JEDO Local Business Recovery Taskforce Update *(This item was changed to non-action)*
- 6. PUBLIC COMMENT:**
- 7. REMINDER: 2021 JEDO Board Meeting Dates per the JEDO Operational Rules:**
 - Wednesday, May 12, 2021
 - Wednesday, September 8, 2021
 - Wednesday, December 8, 2021
- 8. ADJOURNMENT.**

Public Comment. Comment from members of the public shall be entertained on each actionable agenda item and at the end of each meeting. Comment shall be limited to topics directly relevant to JEDO business. Members of the public wishing to speak must notify the City Clerk's Office (call 785-368-3940 or email cclerk@topeka.org) before 5:00 p.m. on the date of the meeting. Because this will be a Zoom meeting, the City Clerk will provide the Zoom Link to those who sign up for public comment. Members of the public will be let in to speak, one at a time in the order they signed up. Members of the public shall be given four (4) minutes to speak and must maintain proper decorum relating to public meetings.

Agenda. Agendas are furnished at least five (5) business days prior to each meeting and posted on the JEDO website page at <https://www.jedoecodevo.com/Meeting-Documents/>.

To make arrangements for special accommodations please call 785-368-3940. A 48-hour advance notice is preferred.



Agenda Item No. 3A

**JEDO Board Meeting
February 10, 2021 - 6:00 P.M.**

2020 Year End and 4th Quarter JEDO Report



2020 YEAR END & 4TH QTR

JEDO
REPORT

GO Topeka



 evergy



GO TOPEKA
785.234.2644
GOTopeka.com
719 S Kansas Ave. Ste. 100
Topeka, KS 66603

LEFT PHOTO:
Aerial of Downtown Topeka business district.

COVER & BELOW PHOTO:
Glenda Washington held a press conference at the site of the new diversity mural project located in NOTO.



TABLE OF CONTENTS

4	TOPEKA & SHAWNEE COUNTY MOMENTUM SCORECARD	
6	BUSINESS ATTRACTION	
7	HOST PROGRAM	
8	BUSINESS RETENTION & EXPANSION	
10	WOMEN & MINORITY BUSINESS DEVELOPMENT	
11	KANSAS PTAC	
12	INNOVATION & ENTREPRENEURSHIP	
14	WORKFORCE & TALENT	
15	iINCLUDED SOTO & NETO	
16	CHOOSE TOPEKA	
17	FORGE YOUNG TALENT	
19	2021 GO TOPEKA BOARD	

KEY

Momentum 2022 focuses on five key elements to make Topeka & Shawnee County a better place to live, work, play and do business.



Develop Homegrown Talent



Create Vibrant & Attractive Places



Grow a Diverse Economy



Promote a Positive Image



Collaborate for a Strong Community

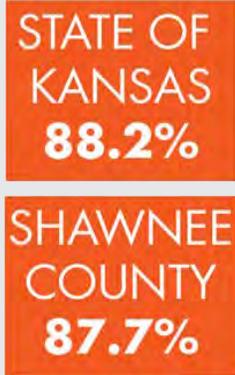
TOPEKA & SHAWNEE COUNTY VITAL STATS

Updated 01-30-2020



DEVELOP HOMEGROWN TALENT

GRADUATION RATE



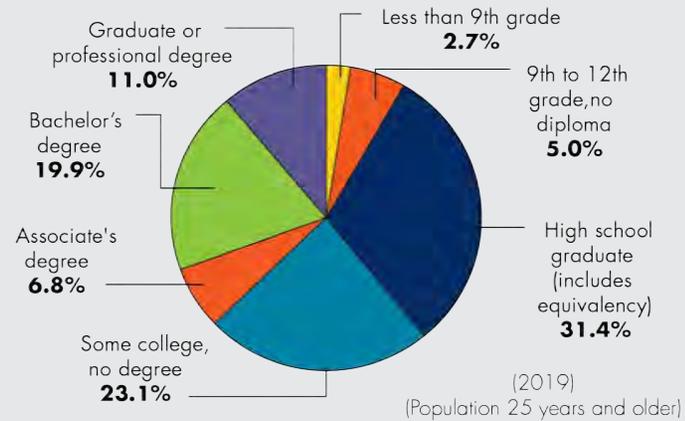
Fouryear adjusted cohort formula (all Schools 2019-2020) (1)

STUDENT-LEVEL METRICS (2019)



(1)

EDUCATIONAL ATTAINMENT (2019)



CERTIFICATES EARNED



CREATE VIBRANT & ATTRACTIVE PLACES

LIVABILITY

This score rates the overall livability of Shawnee County on a scale from 0 to 100. It is based on the average score of seven livability categories—housing, neighborhood, transportation, environment, health, engagement, and opportunity—which also range from 0 to 100.



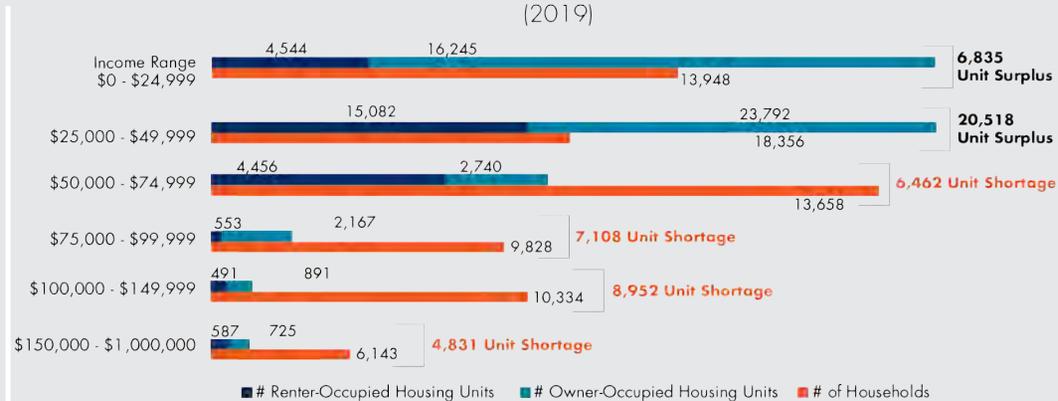
2022 Target: 58 AARP livability index

PEDESTRIAN FRIENDLINESS (2021)



(4)

AFFORDABLE HOUSING (2019)



*The analysis does not account for age or quality of housing units, and there is the possibility that upper income households are likely outcompeting lower income households for the same housing units.

ATTENDANCE AT ATTRACTIONS (2020)



Total attendance of the following Shawnee County Attractions:
Topeka Zoo, KS Children's Discovery Center, TPAC, Old Prairie Town, KS State Capitol, TCT, Sunflower Soccer, Mulvane Art Museum, Brown vs Board NHS, Evel Knievel Museum, Museum of KS Nat'l Guard, Combat Air Museum, Jayhawk Theater, Ritchie House, Great Overland Station

2022 Target: 750,000 people



PROMOTE A POSITIVE IMAGE

NET PROMOTER SCORE (NPS)

An index ranging from -100 to 100 that measures the willingness of customers to recommend a product or experience to others.

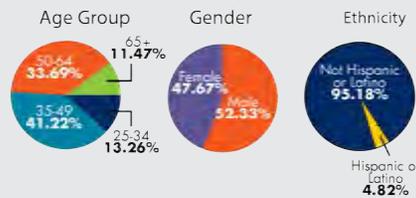


2022 Target: 0 NPS



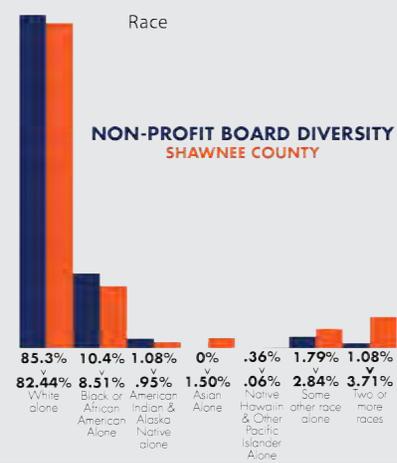
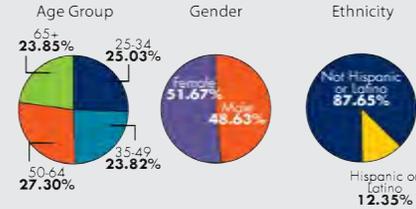
COLLABORATE FOR STRONG COMMUNITY

NON-PROFIT BOARD DIVERSITY (2019)



It is intended that non-profit boards are reflective of the community as a whole. To that end, the graphs above should mirror the graphs at right.

CURRENT SHAWNEE COUNTY DEMOGRAPHICS



PHYSICAL AND MENTAL HEALTH (2020)



Average number of physically/mentally unhealthy days reported in past 30 days (age-adjusted)

2022 Target: 2.7 Physical | 3.2 Mental

INFANT MORTALITY RATE (2020)



(9)



GROW A DIVERSE ECONOMY

SHARE OF EMPLOYMENT AT NEW BUSINESSES

7,517 OR 9.5% PEOPLE WORK AT A NEW BUSINESS

(New business is any that has been open less than five years)(2018 Q4) (8)

2022 Target: 7,093 people

ANNUAL MEDIAN WAGE IN TOPEKA

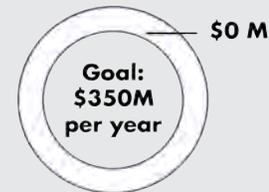
\$37,620

(2019 MSA) (6)

2022 Target: \$39,000

PRIVATE CAPITAL INVESTMENT (JANUARY 2021) (7)

Capital investment is the amount of money new or current businesses spend to create, expand or improve facilities. For this report, capital investment is captured by GO Topeka during regular communications with companies or when companies work with GO Topeka to receive an incentive for an investment. The numbers are self-reported and exclude the cost of maintenance. GO Topeka makes every attempt to gather this info for all companies in Shawnee County, however some will not be captured due to lack of awareness of the investment.



2022 Target: \$350M

TOTAL PRIVATE JOBS

70,241

(June 2020)
(Private = Non-Government Jobs) (5)

2022 Target: 79,000 jobs

GLOBAL METRICS

GDP OF DOLLARS (10)

\$10.5 BILLION IN 2019

\$10.655 BILLION IN 2017

Gross domestic product (GDP) is equal to the sum of personal consumption expenditures, gross private domestic investment, net exports of goods and services, and government consumption expenditures and gross investment.

2022 Target: \$11.500 GDP in billions of current dollars

NUMBER OF PEOPLE WORKING, BUT NOT LIVING IN SHAWNEE COUNTY (2018) (8)

39,277 OR 38.4%

2022 Target: 33%

PER CAPITA INCOME IN SHAWNEE COUNTY (2019) (10)

\$47,991

2022 Target: \$50,000

STUDENTS ELIGIBLE FOR FREE OR REDUCED LUNCHES (2021)

51.4%

2022 Target: 48%

POVERTY RATE IN SHAWNEE COUNTY (2019) (11)

9.8% TOTAL POVERTY RATE

13.3% CHILD POVERTY RATE

2022 Target: 10%

All metrics refer to Shawnee County unless otherwise stated. Sources: 1 Kansas State Department of Education, 2 U.S. Census Bureau, ACS 5-Year Estimates, 3 AARP Livability Index, 4 City of Topeka Planning Department, 5 Quarterly Census of Employment and Wages, 6 Occupational Employment Statistics, 7 Momentum 2022 Survey, 8 U.S. Census Bureau, Longitudinal Employer-Household Dynamics, 9 County Health Ranking, 10 Bureau of Economic Analysis, 11 U.S. Census Bureau, Small Area Income and Poverty Estimates

PROVIDED BY



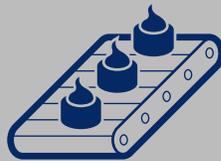
BUSINESS ATTRACTION



Grow a
Diverse
Economy

GO Topeka continues to see steady interest in companies considering Shawnee County as a new location. For the final quarter of 2020, the pace slowed a bit with existing prospects as many were on pause awaiting results of the Presidential race. Overall, 2020 has still seen a record number of new business projects with a total of 4 in Q4 and a year-to-date total of 41 projects with 31 in the pipeline. GO Topeka has also hosted nine site visits in 2020.

4 NEW PROJECTS IN Q4



FOOD
PROCESSING

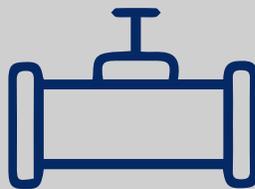
2



BIOSCIENCE/
ANIMAL HEALTH

2

41 PROJECTS YTD



TOTAL PROJECTS
IN THE PIPELINE

31



YEAR TO DATE
SITE VISITS

9



HOST

Helping Others Support Topeka



\$1,247,410

Distributed to **350**
Shawnee County
businesses



Supported over

2,617

furloughed workers,
totaling over

\$710,410

in impact relief

Created to provide emergency recovery and relief to Shawnee County small businesses, the HOST Relief Program has provided more than \$1M in funding toward local economic recovery in the last year.

The Greater Topeka Partnership and GO Topeka shared how its HOST Relief Program has taken the lead to support local economic recovery by providing relief funds to Shawnee County small businesses. Since the program's kickoff in late March 2020, a total of \$1,247,410 has been distributed to 350 small businesses through HOST private donation or public grants in the last year. HOST, or Helping Others Support Topeka, was created to provide emergency and recovery funding for local businesses affected by the COVID-19 pandemic.





Grow a
Diverse
Economy

BUSINESS RETENTION & EXPANSION

4 ADDITIONAL
PROJECTS

10 YEAR TO
DATE

In the fourth quarter of 2020, GO Topeka worked with two existing growing and expanding companies, who announced and had agreements approved.

We also hosted a virtual HR Breakout session on unemployment fraud with the Kansas Department of Labor. They discussed unemployment fraud issues in the state, how it impacts employers and provided virtual Q & A as well as resources.



LIFETECH DIAGNOSTICS | PROJECT VITA

is a life sciences company with a total approved incentive of \$76,500 based upon their capital investment of \$1.5 million and an addition of 7 new jobs over the next 5 years with average wages of \$85K annually plus benefits. This investment will result in an economic impact of \$40.5M over 10 years and a 396% return on investment.

“Advancing the life sciences industry is a valuable investment in a community’s quality of life. I look forward to witnessing the progress LifeTech Diagnostics makes in providing quality service and support to our local health care providers,” said Christina Valdivia-Alcala, Councilwoman, City of Topeka, District 2.

All economic impact numbers are based on a 10 year calculation. All proposed incentives are performance-based, to be paid out as earned and details of the agreement will be outlined via a formal contract with the company and presented to JEDO for approval at a later meeting.





HAYDEN TOWER SERVICE | PROJECT VERTICAL

is a telecommunications construction company with a total approved incentive of \$234,000 based upon a capital investment of \$6.6M, along with an additional 44 new jobs over the next 5 years with average wages of \$43K annually plus benefits. This investment will result in a \$200M economic impact over 10 years and provides a 780% return on investment.

“The wireless industry plays such a critical role in our everyday lives. We are adding jobs that will help our community stay connected to family members through phone calls and text messaging, as well as connecting first responders and public safety professionals to save lives and protect our communities,” said Chad Jepson, safety coordinator, Hayden Tower Service. “We are very excited to be selected for this partnership.”

WOMEN & MINORITY BUSINESS DEVELOPMENT



Grow a Diverse Economy



Collaborate for a Strong Community

FASTTRAC NEW VENTURE



STUDENTS GRADUATED

Through Q4 of 2020

9

LIFE OF PROGRAM

757

FIRST OPPORTUNITY FUND

\$50,000

1 LOAN AWARDED

1 LINE OF CREDIT FOR \$50,000



5

NOTABLE NEW BUSINESSES

PINEAPPLE DREAM, LLC.
PEMF COMPLETE THERAPY
ENCHANTING EARTH
SIMPLY SWEETS BY JANNA
BROAD STREET CAR WASH

5

NOTABLE EXISTING BUSINESSES

NORSEMEN BREWING CO.
ZIEGLER FAMILY DENTISTRY
REUTER'S
AXE & ALE
DUDEK LLC

SMALL BUSINESS INCENTIVES



INCENTIVES ISSUED, AMOUNT



INCENTIVES ISSUED, #

Through Q4 OF 2020

\$429,620

105

LIFE OF PROGRAM

\$1.54M

456

19

NEW BUSINESS

62

EXISTING BUSINESS

Some companies may have been awarded more than one incentive.

INCENTIVE TYPES



CONSTRUCTION

27



MARKETING

37



ARCHITECTURE & DESIGN

4



TRAINING

0



EQUIPMENT

46

JOBS IMPACTED

152

FULL TIME

119

PART-TIME

271

TOTAL



KANSAS PTAC

(PROCUREMENT TECHNICAL ASSISTANCE CENTER)
FEBRUARY 1, 2020 - JANUARY 28, 2021



NEW
CLIENTS

97

121%
of Goal



COUNSELING
HOURS

572

110%
of Goal



EVENTS HELD IN
SHAWNEE COUNTY

9

150%
of Goal



1,316
CONTRACT
AWARDS

"This Procurement Technical Assistance Center is funded in part through a cooperative agreement with the Defense Logistics Agency. It is funded additionally by Wichita State University, Pittsburg State University, GO Topeka, and Johnson County Community College."

TOTAL CONTRACT AWARDS FOR KS PTAC SUB-CENTER TOPEKA

(Service area covers 32 counties in NE KS)

\$ 201,285,224 = FEDERAL

\$ 1,334,035 = STATE & LOCAL

\$ 8,109,119 = SUBCONTRACTS

\$ 210,728,378 TOTAL AWARDS

SHAWNEE COUNTY BUSINESSES HAVE RECEIVED:

35

CONTRACT AWARDS
FOR A VALUE OF

\$2,915,652 OUT OF THE TOTAL AWARDS AMOUNT
SHOWN ABOVE

SOCIOECONOMIC STATS ON FEDERAL CONTRACT AWARDS

SMALL DISADVANTAGED BUSINESS **254**

WOMAN OWNED SMALL BUSINESS **143**

HUBZone **40**

SERVICE DISABLED VETERAN OWNED SMALL BUSINESS **65**

RETURN ON INVESTMENT (ROI)

FOR EVERY \$1 JEDO INVESTS, PTAC GENERATES

\$3,160

(JEDO was requested to invest \$66,689 in the KS PTAC program this year, a reduction by 4.73% from the previous year due to the program match commitment set by the Defense Logistics Agency. This is the number that is used to base the ROI number on.)



INNOVATION & ENTREPRENEURSHIP



2020 was filled with pivotal next steps, especially when it came to the development of Topeka's innovation and entrepreneurial ecosystem. During this year, Plug and Play Topeka hit the ground running in more ways than one. While setting the stage for providing a successful environment for the acceleration of animal health and ag tech startups, the innovation platform also announced its first three Founding Partner Organizations: Cargill, Hill's Pet Nutrition and Evergy. Midyear saw the commencement of an official innovation campus assessment, led by two nationally recognized real estate developers, Clark Enersen/MAg Partners and BioRealty/CRB. Finally, local partners, as well as a global audience of corporate executives, witnessed the official launch of Plug and Play Topeka as eager animal health and ag tech startups presented at the program's inaugural Selection Day.

PLUG AND PLAY INNOVATION SUMMIT

Plug and Play hosted its first Innovation Summit in Topeka in February 2020 at Security Benefit campus. Titled "The Future of Animal Health and Ag Tech," the event hosted 200 industry leaders, startups and investors in the Capital City for a day-long discussion on the region's animal health and ag tech industry, anchored by the KC Animal Health Corridor. This Summit allowed Plug and Play to work toward fostering the local innovation ecosystem by collaboratively with participants from the region to identify key industry challenges in animal health and ag tech.

WHEELHOUSE INCUBATOR

Despite the challenges posed by the COVID-19 disruption, the spring cohort of the Wheelhouse Incubator program graduated in July. Eight local small businesses have been working with their assigned mentors to target one specific goal that helps their business reach the next level of growth.

The program had suspended the cohort sessions for two months but restarted on June 22 helping the cohort members reposition their businesses for success as they ramp up again with COVID-19 restrictions being lifted. In true entrepreneurial fashion, the program pivoted to a virtual format to achieve the same results.

INNOVATION CAMPUS ASSESSMENT KICKOFF

To support Topeka's growth as a hub of innovation powered by Plug and Play, GO Topeka has kicked off two viability assessments for the future Topeka Innovation Campus in July 2020. Two nationally recognized real estate developers, Clark Enersen/MAg Partners and BioRealty/CRB have been contracted to lead the assessments; they are expected to present their findings in winter/spring 2021. River South Area in downtown Topeka and the Kanza Education and Science Park have been named as potential sites for the innovation campus. The information yielded from the viability assessments will help determine the right course of action to properly leverage our existing innovation assets, create new growth and, in turn, propel Topeka's status as the hub of innovation in the Midwest. The assessments have been sponsored in part by Evergy through their local partner program.

ANIMAL HEALTH VIRTUAL SUMMIT

In August, GO Topeka actively participated in the annual animal health industry flagship event, the Animal Health Investment Forum. Normally held in Kansas City, the event was hosted on a virtual platform. This event afforded our Innovation Team the opportunity to talk about the progress it has made in its partnership with Plug and Play and we'll be able to forge even more relationships with industry players that will be important in the success of the program which will start its rollout in fall of this year.



PLUG AND PLAY TOPEKA FOUNDING PARTNERS ANNOUNCED

From summer to fall, three separate corporate organizations with close ties to innovation and technologies stepped forward as the Founding Partners of Plug and Play Topeka. These organizations are Cargill, Hill's Pet Nutrition and Evergy.

PLUG AND PLAY TOPEKA LAUNCHES WITH 'SELECTION DAY'

Topeka celebrates the launch of Plug and Play Topeka in October. The animal health / ag tech focused accelerator program officially kicked off with the inaugural Selection Day, featuring ten early- and midstage startups from numerous U.S. states, Australia, Spain, the U.K. and Sweden pitching to an audience of corporate executives, venture capitalists and media at the fast-paced online demo day on October 21.

Presenting companies have developed a variety of innovative products for the animal health and ag tech industry. These include smart health and GPS tracking software for dogs, smart ear tags for livestock and a universal pet identification microchip. Startups selected for the program receive benefits including office space, mentorship, business development, pitch polishing and potential investment.

PRESENTING COMPANIES INCLUDED:

CERES TAG

Queensland, Australia: smart ear tags for livestock

RAPiD GENOMICS

Gainesville, Fla.: DNA genotyping and genetic analysis company

ANDES AG

Emeryville, CA: harnessing the power of microbes to develop novel seeds for a regenerative agriculture revolution

PEEVA

Buffalo, NY: universal pet identification and central database microchip company

WAGGIT

Boulder, CO: smart health and GPS tracking for dogs
Volta Greentech – Stockholm, Sweden: battling global warming by reducing methane emissions from cows

PITPAT

Cambridge, U.K.: dog activity monitor and fitness tracker company

BOND PET FOODS

Boulder, CO: biotechnology company creating animal-free and protein-rich pet food

PROAGNI

New South Wales, Australia: sheep and cattle nutrition products that are antibiotic and ionophore free

DINBEAT

Barcelona, Spain: wearable technology to monitor pet health in real time



Develop
Homegrown
Talent

WORKFORCE & TALENT

2020 Q4 NUMBERS

TOTAL POPULATION*

123,382 in Topeka
174,349 in SNCO

2,238,925 in Kansas
261,080,000 in USA

LABOR FORCE PARTICIPATION

63,455 in Topeka
91,612 in SNCO

1,524,883 in Kansas
160,512,000 in USA

EMPLOYMENT

59,937 in Topeka
86,787 in SNCO

1,524,883 in Kansas
150,083,000 in USA

JOBS

77,936 in Topeka
91,612 in SNCO

Topeka down **5.7%** from last year
SNCO down **5.7%** from last year
1,308,939 in Kansas
137,424,082 in USA

AVERAGE WAGES

\$48,058 in Topeka
\$48,026 in SNCO

Topeka up **3.3%** from last year
SNCO up **3.3%** from last year
\$49,952 in Kansas
\$61,825 in USA

LABOR FORCE PARTICIPATION RATE

51.43% in Topeka
52.50% in SNCO

68.11% in Kansas
61.48% in USA

EMPLOYMENT-POPULATION RATIO

48.58% in Topeka
49.80% in SNCO

64.68% in Kansas
57.49% in USA

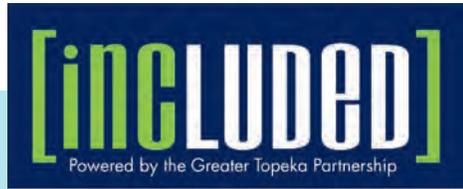
UNEMPLOYMENT RATE

5.5% in Topeka
5.3% in SNCO

5.0% in Kansas
6.5% in USA

*Total Civilian Non-institutionalized
Population





Collaborate for a Strong Community



Develop Homegrown Talent

When businesses weave diversity, equity and inclusion into mission and vision, the outcomes are threefold, for employees, the community and the organization. In October, **INCLUDED** hosted the Partnership's Chief Equity & Opportunity Officer, Glenda Washington, as she addressed that added impact and interactively presented A Seat at the Table (SATT), a concept that creates a safe place to talk about racial equity, inclusion, or the tough topics of the day. It's a place where everyone's voice is heard, where barriers come down so the collective soul of our community can find its voice and its way; a place where we can help transform our community and ourselves.

CaRE PROGRAM

extended waived fares due to pandemic

413 CaRE bus passes used program to date



40,553
TRIPS TOTAL SINCE PROGRAM BEGAN

1,602
SOTO trips in Q4

SOTO RIDE TO WORK

1,679
NeTO trips in Q4

NeTO RIDE TO WORK



CHOOSE TOPEKA RELOCATION INCENTIVE

1,900+

Calls in 2020

(from candidates & employers)

4,400+

Submissions in 2020
with resumes or questions

130+

Remote worker submissions in 4th QTR

25

employer candidates accepted, equaling

\$151,250

in matching JEDO funds committed.

5

remote workers accepted equaling

\$37,500

in relocation incentives.

\$188,750

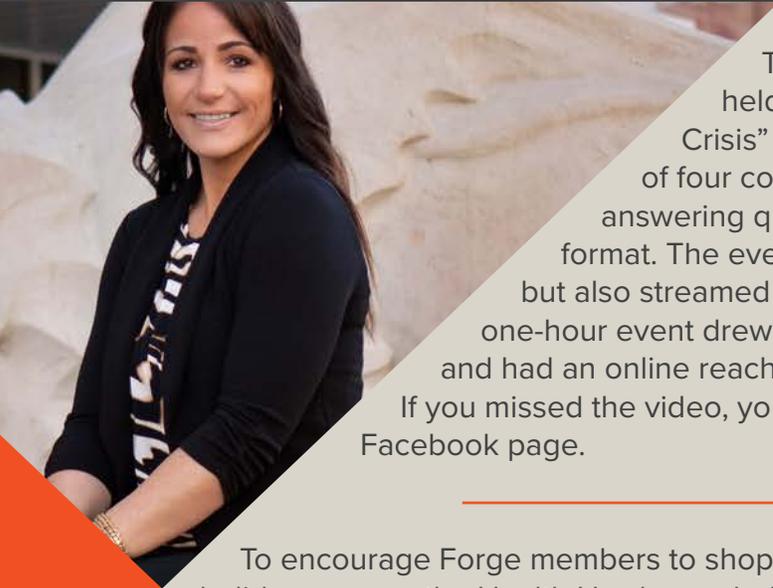
in total committed funds from the employer
matching funds and remote worker options.

CHOOSE IN THE NEWS

GO Topeka uses several public relation tools and have cultivated relationships with regional and national media to help maintain brand awareness through earned media. Standout placements in 2020 include coverage in Business Insider, Next City, The Wall Street Journal, Fast Company, Bloomberg City Lab, Forbes and many more. Overall, 70+ pieces of coverage were read by approximately 4.5 million people and generated over 50,000 social media shares. We hope to continue this success in 2021.

To remain cautious, Forge continued to offer all Q4 events virtually. Committees (Herds) got creative in their virtual platforms and were able to extend their reach and engagement online!

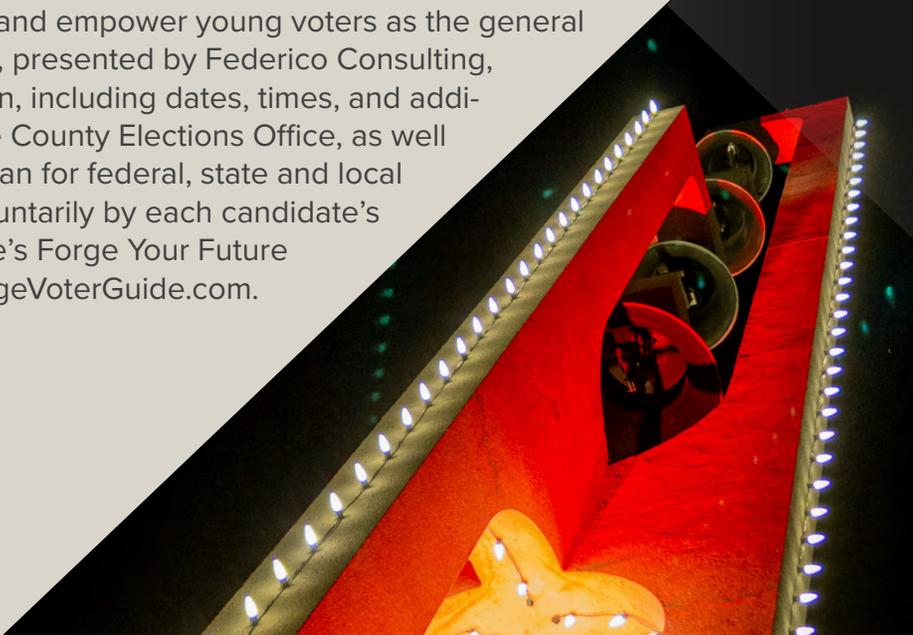
The Inspire Herd continued their monthly #ForgeCares video series, and featured Shannon Warta with SLI and Eric Maydew with Kansas Big Brothers Big Sisters (BBBSKS). Shannon discussed how SLI's annual event, Festival of Trees, looked a bit different this year due to the pandemic. However, they still had beautiful trees shown virtually, as well as contests, live auctions and more. BBBSKS Area Director Eric Maydew, talked about the organization's match program, and the importance of getting local youth matched with a "big" as a mentor. He also touched on their annual Shop with a Cop event, which is always highly anticipated during the holiday season. Both #ForgeCares videos can be found on the Forge Facebook page.



The Leadership Herd held a "Leading Through a Crisis" event, which consisted of four community leaders answering questions in a panel-style format. The event was done via zoom, but also streamed live on Facebook. The one-hour event drew local media coverage and had an online reach of nearly 2,000 people! If you missed the video, you can find it on the Forge Facebook page.

To encourage Forge members to shop local during the 2020 holiday season, the Health Herd awarded SoulFire Nutrition gift cards to Forge members who supported local businesses. The Business Development Herd also held a BLITZ Week gift card giveaway to encourage our community to shop local and support Topeka/SN County owned shops and restaurants.

The month prior to the general election, Forge launched its digital Voter Guide to help inform and empower young voters as the general election grew near. The Guide, presented by Federico Consulting, featured general voter information, including dates, times, and additional information from the Shawnee County Elections Office, as well as information on the candidates who ran for federal, state and local offices. This information was provided voluntarily by each candidate's office. This initiative was organized by Forge's Forge Your Future Herd. The Voter Guide may be found at ForgeVoterGuide.com.





Progress on the new, 1.8 million square foot Walmart Distribution Center is underway making use of a large section of the Kanza Fire Commerce Park. This aerial shot was taken recently to show the work that has been done over the last year.



With the new administration taking office in Washington DC, there was a lot of recent interest in Charles Curtis and the role that he played in Topeka & Shawnee County's history. Due to this national attention the Topeka Partnership's marketing team was able to highlight one of our local corporate headquarters, FHLBank.

2021 BOARD OF DIRECTORS

Elected Directors Through 2021

Don Beatty	Hill's Pet Nutrition
Linda Briden	Sunflower Realtors
Wade Jueneman	McElroy's Inc.
Jim Klausman	Midwest Health
Treena Mason	Blue Cross Blue Shield of Kansas
Shane Sommars	Briggs Auto
Kevin Hahn	Tri-Source Pharma

Elected Directors Term 2022

Scott Anderson	HAMM Co.
Steve Anderson	University of Kansas St. Francis
Robert Kenagy	Stormont Vail Health
Martha Piland	MB Piland
Marsha Pope	Topeka Community Foundation
Marvin Spees	Capital City Oil
Renita Harris	My Company, Inc.
Abbey Frye	Kansas Gas Service

Elected Directors Term 2023

Tammy Dishman	Capitol Federal
Dan Foltz	KBS Construction
Calla Haggard	Community Bank
Shane Hillmer	Southwest Publishing
Kurt Kuta	CoreFirst Bank & Trust
Jeff Russell	Resers Food
Daina Williams	L&J Building Maintenance

Directors Appointed at Large

Diana Ramirez	Express Pros
Cassandra Taylor	HTK Architects
Jacob Wamego	Prairie Band Potawatomie Nation
Doug Wolff	Security Benefit
Sarah Girard	Central National Bank
Brittany Crabtree	Topeka Collegiate
Scott Hunsicker	Kansas Financial Resources

Directors by Virtue of Position Held

Michelle De La Isla	Mayor of Topeka,
Kevin Cook	Shawnee County Commissioner
TBD	City of Topeka Council Member
Eric Johnson	Metropolitan Topeka Airport Authority
Brent Trout	City Manager of Topeka
Dr. Jerry Farley	Washburn University
Roger Wilson	Chair of MWBD



A Greater Topeka Partnership Organization



Prepared for JEDO
Joint Economic Development Organization



Agenda Item No. 3B

**JEDO Board Meeting
February 10, 2021 - 6:00 P.M.**

Economic Brief
(No Attachments)



Agenda Item No. 4A

**JEDO Board Meeting
February 10, 2021 - 6:00 P.M.**

JEDO Board Meeting Minutes

- **December 9, 2020**
- **December 22, 2020**

**Joint Economic Development Organization Board Minutes
December 9, 2020**

Zoom Meeting
Topeka, Kansas
Wednesday, December 9, 2020

The Joint Economic Development Organization (JEDO) Board members met at 6:00 p.m. with the following voting Board members present: Shawnee County Commissioners Bill Riphahn, Kevin Cook and Aaron Mays; City of Topeka Mayor Michelle De La Isla, Deputy City Mayor Tony Emerson, City Councilmembers Michael Padilla and Michael Lesser. Shawnee County Commissioner Kevin Cook presided as JEDO Chair.

The following nonvoting JEDO Board members were present: City Councilmembers Spencer Duncan, Neil Dobler and Sylvia Ortiz.

The following JEDO Board members were absent: Karen Hiller, Christina Valdivia-Alcala and Hannah Naeger.

Others present who presented and/or spoke before the Board: Molly Howey, Senior Vice President of Economic Development for GO Topeka; Matt Pivarnik, President and CEO of Greater Topeka Partnership; James Crawl, Shawnee County Counselor; Glenda Washington, Chief Equity & Opportunity Officer for GO Topeka; Barbara Stapleton, VP Business Retention & Talent Initiatives for GO Topeka; Katrin Bridges, Senior VP Innovation for GO Topeka; Rhiannon Friedman, Business Development Manager for GO Topeka; Natalie Zeller, Senior VP Finance for GO Topeka; Bob Nugent, Topeka Metro.

A PRESENTATION on Plug & Play and Innovation Status was presented.

Katrin Bridges, Senior VP Innovation for GO Topeka presented a video on Plug & Play which gave an overview of the program along with a clip from the Founder and CEO of Plug & Play, Saeed Amidi and speakers from the different businesses. Ms. Bridges explained how Plug & Play Topeka is up and running. She talked about the Selection Day that occurred on October 21, 2020, when they welcomed the first three Founding Partners: Hill's Pet Nutrition, Cargill and Evergy. She said it would not have been possible without them. She explained how a huge part of program is infrastructure, including wet lab space, work space, office space and the Innovation Campus and what the status was on those things.

Councilmember Emerson wanted to thank Katrin and everyone else who worked on Plug & Play to get the program off the ground.

APPROVAL of September 9, 2020 JEDO Board Meeting Minutes was presented:

Commissioner Mays moved to approve the Minutes of September 9, 2020. The motion seconded by Councilmember Emmerson carried unanimously. (7-0)

APPROVAL of Project Vita was presented:

Barbara Stapleton, VP Business Retention & Talent Initiatives for Go Topeka, reported that during the September 9, 2020 JEDO Meeting Project Vita's Funding was approved at Seventy Six Thousand Five Hundred Dollars (\$76,500) based upon their Capital Investment of One Million Five Hundred Thousand Dollars (\$1,500,000), along with the creation of 7 full-time jobs over the next five years with an average annual salary of \$85,000. They calculate an Economic Impact of \$40.5 million over the next 10 years. The incentives are performance based and will be paid out as earned and details are outlined in the contract. She announced that Project Vita was Life Tech Diagnostics. She invited Dr. Sam Al-Murrani, president of the organization to address and share comments related to the project and their growth and success in our community.

Sam Al-Murrani, president of LifeTech Diagnostics, started off by thanking his team at Life Tech and the JEDO Board Members for this opportunity. He reported that they started this company when they saw the need for COVID testing. They put the lab together and are operational, right now doing COVID testing but will plan to do other specialized testing as they grow, as well as focusing on adding new job opportunities.

Mayor De La Isla moved to approve Project Vita. The motion seconded by Commissioner Riphahn carried unanimously. (7-0)

APPROVAL of Project Vertical was presented:

Barbara Stapleton, VP Business Retention & Talent Initiatives for Go Topeka, reported that during the September 9, 2020 JEDO Meeting Project Vertical's Funding was approved at Two Hundred Thirty-Four Thousand Dollars (\$234,000) based upon their Capital Investment of Six Million Six Hundred Thousand Dollars (\$6,600,000), along with the creation of 40 full-time jobs over the next five years with an average annual salary of \$43,000. They calculate an Economic Impact of \$200 million over the next 10 years. The incentives are performance based and will be paid out as earned and details are outlined in the contract. She announced that Project Vertical was Hayden Tower Service. She invited Tommy Lewis, Project Manager, to address and share comments related to the project and their growth and success in our community.

Tommy Lewis, Project Manager for Hayden Tower Service thanked everyone and reported that over the last several years they have been expanding their services. Along with the need for wireless services, it has led them to a significant future growth plan.

Commissioner Cook, Chair inquired how big an area they are currently covering and where do they plan on expanding to.

Mr. Lewis reported that their expansion will continue to be based out of Topeka, however they serve the entire Midwest.

Commissioner Cook asked what was the anticipated time period of future growth.

Mr. Lewis stated that they anticipate growing about 20% annually over the next five years. Councilmember Lesser congratulated Mr. Lewis and wanted to point out that Hayden Tower Service also utilizes a lot of Topeka's local sub-contractors for their projects. He stated that he will support this incentive agreement.

Mayor De La Isla moved to approve Project Vertical. The motion seconded by Councilmember Padilla carried unanimously. (7-0)

APPROVAL of Amendment of Project Purple Incentive Agreement was presented:

James Crowl, Shawnee County Counselor reported that Project Purple Incentive Agreement and Project Prince Incentive Agreement were previously approved by the Board. After they were approved, both companies came forward with requested changes to the agreements. He explained that both amendments were minor and did not change the basics of what was approved by JEDO. Project Purple had a technical error in the contract for how the incentives were going to be calculated. Project Prince had minor little changes that were requested by the company. Mr. Crowl explained that for a matter of transparency, he felt it was best to bring back both Incentive Agreements to be approved by the Board, that way the public would be able to review both agreements and see what the changes were.

Commissioner Mays moved to approve Project Purple. The motion seconded by Mayor De La Isla carried unanimously. (7-0)

APPROVAL of Amendment of Project Prince Incentive Agreement was presented:

Commissioner Cook, Chair stated as was outlined previously by James Crowl, was there a motion to approve the Amendment of Project Prince.

Commissioner Mays moved to approve Project Prince. The motion seconded by Councilmember Emmerson carried unanimously. (7-0)

APPROVAL of Incentive Funding for Project Meadowlark was presented:

Barbara Stapleton, VP Business Retention & Talent Initiatives for Go Topeka, reported that Project Meadowlark is a Manufacturing Company looking to expand in our community. Their total Capital Investment would be Five Million Four Hundred Thousand Dollars (\$4.5M). They are looking to add up to 41 new jobs over the next 5 years with an annual salary of \$42,000 plus benefits. They were proposing up to Two Hundred Twenty-Six Thousand Eight Hundred Dollars (\$226,800) total requested incentive. The total economic impact is calculated to be \$212M over the next 10 years. The incentives are performance based and will be paid out as earned and details will be outlined in the contract.

Commissioner Cook, JEDO Chair wanted to clarify that this is an existing business that wanted to add additional jobs to the community, totaling up to 41 new jobs with an average wage of \$42,000.

Ms. Stapleton stated that “Yes, that was correct.”

Mayor De La Isla moved to approve Project Meadowlark. The motion seconded by Councilmember Emerson carried unanimously. (7-0)

APPROVAL of Incentive Funding for Project Central was presented:

Rhiannon Friedman, Business Development Manager for GO Topeka, reported that Project Central is a Manufacturing Company looking to expand in our community. They are looking to add up to 50 new jobs over the next 5 years with an annual salary of \$40,000 plus benefits. She stated that they are looking at offering \$4,000 per job, equaling \$200,000 and \$1,000 per new employee for training, equaling \$50,000 and \$9.5M in Capital Investment, equaling \$34,000. Therefore, they were proposing up to Two Hundred Eighty-Four Thousand Dollars (\$284,000) total requested incentive. The incentives are performance based and will be paid out as earned and details will be outlined in the contract.

Commissioner Cook, JEDO Chair wanted to clarify that this was a business that was relocating to Topeka and these were new jobs that were being created as a result of them moving.

Ms. Friedman stated that yes, these are new jobs being created. She pointed out that the business is not actually moving but they are expanding to Shawnee County.

Councilmember Lesser moved to approve Project Central. The motion seconded by Councilmember Padilla carried unanimously. (7-0)

APPROVAL of Incentive Funding for Project Gateway was presented:

Rhiannon Friedman, Business Development Manager for GO Topeka, reported that Project Gateway is a Technology Company looking to expand in our community. They are looking to add up to 168 new jobs over the next 5 years with an annual salary of \$43,000 plus benefits. She stated that they are looking at offering \$4,000 per job, equaling \$672,000 and \$1,000 per new employee for training, equaling \$168,000. Therefore, they were proposing up to Eight Hundred Forty Thousand Dollars (\$840,000) total requested incentive. The incentives are performance based and will be paid out as earned and details will be outlined in the contract.

Commissioner Cook, JEDO Chair wanted to clarify that this Incentive was totaling 168 new jobs and would be done in the time frame of the next 5 years.

Ms. Friedman stated that “Yes, that was correct.”

Mayor De La Isla moved to approve Project Vita. The motion seconded by Commissioner Riphahn carried unanimously. (7-0)

A PRESENTATION on GO Topeka Third Quarter Report was presented:

Molly Howey, Senior Vice President of Economic Development, presented. She prepared a power point to recap the highlights of the year that will be sent to JEDO Board members as well as posted to the GO Topeka website.

She first highlighted the Business Attraction Projects YTD. This included 37 new projects with a breakdown by industry type:

- 12 Manufacturing
- 8 Distribution
- 6 Food Processing
- 5 Bio Science/Animal Health
- 2 Aerospace
- 2 Tech
- 2 Office

She went over the Business Retention and Expansion Projects for 2020 which were highlighted in the power point. They totaled 430 new jobs with a total Capital Investment of \$69M and an Economic Impact of 1.5B. Ms. Howey stated how proud she was of Topeka for being so resilient with all the challenges of 2020 and hope we carry it on to 2021.

Barbara Stapleton, VP Business Retention & Talent Initiatives for Go Topeka, reported on Talent Initiatives. She reported that we are continuing to report on Human Resources, with a breakdown on Unemployment Fraud, iNCLUDED and an upcoming session on Youth Apprenticeship Intermediary Project.

Glenda Washington, Chief Equity & Opportunity Officer for GO Topeka, gave an overview on the HOST Program. She reported that they have distributed over \$1,191,500 to 356 Shawnee County businesses. They have supported over 2,600 furloughed workers totaling over \$617,000 in impact relief. She relayed that she has received so much appreciation with all the support and she thanks JEDO for everything.

APPROVAL of GO Topeka 2021 Budget was presented:

Natalie Zeller, Senior Vice President of Finance for GO Topeka, provided an overview of the budget process, expenditure and revenue summaries as well as an overview of budgeted statement of activities for the year ending December 31, 2021.

Molly Howey, Senior Vice President of Economic Development, provided program overviews for Business Attraction and Retention: Including Aerospace Industry Strategy, Redevelopment, Travel & Marketing Adjustments and Incentives; Small Business Development and Entrepreneurial Ecosystem: Including Innovation Campus/Center Training Courses, Branding and Advertising, WU Pitch Competition and Incentives; Minority & Women Business Development: Including DEI Summit Event, Seat at the Table, THA Incubator and iNCLUDED; and Workforce and Talent Initiatives: Including JEDO Scholarships at WU Tech and Talent Attraction Marketing Campaign.

In conclusion, Natalie Zeller provided an overview of General and Administrative Economic Development Activities: Including Shared Services, Shared PR, Governor's Military Council, Software & Subscriptions and Shared Admin. Services; and Special Initiatives: Including

Washburn Tech East, Choose Topeka Incentives and Workforce Transportation. She reported the total on-going program operating budget for 2021 is \$5.36 million, therefore a use of \$362,000 carryforward funds to support it.

Mayor De La Isla moved to approve 2021 GO Topeka Budget. The motion seconded by Commissioner Mays carried unanimously. (7-0)

APPROVAL of 2020-2021 Carryforward Agreement was presented:

Molly Howey, Senior Vice President of Economic Development, provided an overview of the agreement. She reported the 2021 carry-forward amount being requested was \$11,105,416.00, which includes a number of items that are encumbered and/or committed as well as reserve funds.

Mayor De La Isla moved to approve the 2020-2021 Carryforward Agreement. The motion seconded by Commissioner Mays carried unanimously. (7-0)

UPDATE of Transportation Taskforce was presented:

Molly Howey, Senior Vice President of Economic Development, gave an overview on what the Transportation Taskforce has been doing. She stated that they started out by reviewing the facts around the Transportation pilot, SOTO and NOTO. They discussed topics such as the providers not being able to keep up with capacity, alternate transportation solutions and unique needs of Shawnee County. She explained how they brainstormed on how to fill the unique gaps in our community.

Glenda Washington, Chief Equity & Opportunity Officer for GO Topeka, gave insight on how all businesses could take part and receive incentives to fill the transportation workforce gap in our community.

Barbara Stapleton, VP Business Retention & Talent Initiatives for Go Topeka, provided and overview of the recommendations from the Workforce Transportation Taskforce, provided in the packet on the JEDO website.

Councilmember Padilla, member of the Workforce Transportation Taskforce discussed the different options they have come up with for the different businesses help promote transportation for its employees. He stated that he is confident that they will continue to work and move forward with this initiative.

Commissioner Cook, JEDO Chair, inquired if it is the anticipation of the Taskforce that by going with the a la carte model, we will have more employers able to participate and more citizens able to participate than the previous system.

Mr. Padilla explained that he feels like that is the expectation.

Commissioner Cook, Chair reported that he received correspondence from Kevin Moten from Capitol City Taxi. Mr. Moten reported that the business model for his company has changed and

they are no longer able to provide after hours transportation. He said JEDO, Topeka Metro and GO Topeka have been great partners and he was glad to be able to fill in the transportation gaps when he could. However, he does not have the desire or capacity to continue.

Councilmember Lesser inquired about how many companies at this point have committed to the program.

Ms. Stapleton reported that no companies have committed at this point because they needed approval of JEDO first. She said they have four companies report that they would like to continue and there may be more. They have talked about scheduling meetings with the companies soon so they can get it moving forward.

Ms. Howey added on that if this initiative is approved, they would make a public announcement to all companies within Shawnee County. She stated that this is the difference with this program, it is not bound by Northeast or South Topeka. Therefore there may potentially be more businesses interested based on that.

Mayor De La Isla stated that she is extremely supportive of continuing with the initiative and ensuring the funds are there. It is a critical need in our community. And the idea of it expanding is heading in the right direction.

Councilmember Lesser inquired if the cap is at \$10,000, do we have the ability to increase that if the funds are available because the participation from other businesses is not what we thought it would be?

Ms. Stapleton responded that we do have that option if there are still available funds.

Commissioner Cook, Chair asked a few questions on behalf of Councilmember Valdivia-Alcala. She asked if the decrease in workers participating was due to the businesses dropping out? What was the cost of a one way trip to an employer? Of the businesses who dropped out of the program, what was the percentage of it being tighter budgets or changes in priorities? Was it impacted by COVID-19? Finally, have there been any correspondence from the riders themselves about the program ending?

Ms. Stapleton explained that when the employers dropped out it did impact the amount of riders they were seeing. She stated that their estimation would be approx. \$18.00. Those amounts were heavily discounted when the pilots were created so now they are not a sustainable future rate structure. There was a variety of reasons as to why businesses dropped out, some being the use of temporary workers. She reported that the most they have heard related to the pandemic is just about concerns with riding with other riders. Most of the businesses were not affected. Finally, they have only received a few questions by some of the riders.

Commissioner Aaron Mays inquired if changing the area of riders, does that change the dynamic of the program. He worries if we do it to all locations, will there be enough riders?

Ms. Stapleton reported that they do specify that it has to be a business that is not on the bus route or it is after hours when the bus does not run. So, it actually expands the possibilities.

Councilmember Ortiz asked if they had talked to the State and Federal Agencies?

Ms. Stapleton reported that they have shared with State Agency contacts. She explained that sometimes the barrier she sees for State Agencies is that it is an employer match and they have to put up those dollars.

Matt Pivarnik, President and CEO of Greater Topeka Partnership, shared a story about how he was driving one day and saw someone walking in the pouring rain so he stopped to give them a ride. It was someone who works at the VA Hospital. It made him think about places like the VA that may need this and he thinks it would be helpful to expand this for businesses that may be limited because of geography.

Councilmember Emerson inquired about what will happen when these pilots end and do we have a plan to fill the gap?

Ms. Stapleton reported that they are working out a plan to fill in the gap, and as soon as it's approved they will start communicating with businesses right away.

Ms. Howey followed up that even before the conversation tonight, they knew something was going to happen so they did already start those conversations with businesses and plan to have something in place.

PUBLIC COMMENT was provided by the following:

Carl Frazier spoke on the Transportation Taskforce. He voiced concerns about the SOTO/NETO program coming to an end and nothing to replace it. He believes it is important for people to be able to get to and from jobs. He stated that we should be helping those who already live in Topeka. He would like to see the Board reinstate the Transportation Initiative tonight.

Lynn Boddington spoke on the Transportation Taskforce. She reported that people who rely on the SOTO and NETO program will not be enjoying the Holidays this year because they will be worried how they will be getting to work as of January 1, 2021. She feels there is a concern in the effort to provide transportation to citizens of Shawnee County. Her concern is that companies won't sign up for the program. The way SOTO/NETO was set up was a standard transportation available to a lot of people. She stated that she is encouraged by the options being offered to the companies, she is disappointed that there are not solid plans in place as of January 1, 2021. She is concerned about those that may have to walk. She suggested that Capitol City could provide daytime service during the gap.

Stephen Schiffelbein spoke on the Transportation Taskforce. He believes that solving the workforce transportation problem shows that all people are loved and respected. He wonders why we do not have a solution for this yet? He believes everyone should be responsible for workforce transportation. He suggests that GO Topeka should provide weekly progress reports until

employer agreements are made. He urges the governing body to make sure they have something in place when the SOTO/NETO programs end.

Elvera Johnson spoke on the Transportation Taskforce. She reported that she was offended when she read that SOTO/NETO was ending. She was also worried about not having another plan in place. She expects GO Topeka to come up with a specific plan to get people to work as of January 1, 2021, a list of ideas does not suffice.

Lorna Boden spoke on the Transportation Taskforce. She stated her feelings are more optimistic after hearing the transportation ideas tonight than when she first came to the meeting. She is still discouraged that Topeka JUMP did not have any input in the Transportation Taskforce. Her concern is that they do not know what companies will be involved and how many people that leaves. She said she is still very concerned about the gap.

Pamela Berry spoke on the Transportation Taskforce. She feels better after hearing some of the plans tonight but she is still frustrated that Topeka JUMP was not involved in those decisions. She is also concerned about the gap there will be and states that we cannot afford a gap in service.

Anton Ahrens spoke on the Transportation Taskforce. He was shocked to hear that we are leaving it up to the companies when half the companies dropped out of the program. He's disappointed to think that we can spend millions of dollars in economic development to large corporations, but can't seem to find a way to get their worker's to work. He believes hundreds of people will be affected by this program ending. He is disappointed that we think because it is a pilot program, we have to drop it. He urges that people will always need a way to get to work. GO Topeka should support an initiative every year for workforce transportation. He commends Councilmember Emerson on working on this initiative.

Anne Flynn spoke on the Transportation Taskforce. She stated that we need to have something in place by the end of the year. It is important to get people to work in an unstable economy. She suggested even an interim service during daylight hours.

Elizabeth Gragg spoke on the Transportation Taskforce. She was disappointed that the public was not included in the decisions for Workforce Transportation. She urges the board to come up with a workforce transportation program before January 1, 2021.

Lenora Kinzie spoke on the Transportation Taskforce. She referred to the press release by Topeka Metro about the programs ending. She felt it was done prematurely and with the hope to eliminate the program entirely. She believes workforce transportation programs are important and needed. She said she agrees with Councilmember Duncan that we need to work with businesses, however, she does not believe GO Topeka has adequately done this. She believes something more concrete should have been discussed tonight. She stated she would have wanted to see a draft agreement. She believes we cannot afford a gap in services.

Harry Christian spoke on the Transportation Taskforce. He reported that he was very sad to hear the program was ending. He thinks JEDO gives all kinds of money to everyone else but not the people. He stated that we do too much for the haves, and not the have not's. He feels that it's not

about money, it is about people's lives. He prays you will come up with a program before January 1, 2021.

Commissioner Cook, Chair inquired if it was possible for the Workforce Transportation Taskforce to provide weekly or regular updates to the JEDO Board on the status of the program?

Molly Howey, Senior Vice President of Economic Development, stated that they could provide regular updates to the board.

Commissioner Cook also asked how they would go about advertising the program.

Ms. Howey stated that they would have a media release out this week, and have an agreement drafted to share with companies that would want to jump in.

Commissioner Mays, wanted to clarify specifically what they are going to be voting on, since they already approved up to \$100,000 for this.

Ms. Howey reported that they would be voting on the proposal in the memo, outlining the terms of the program.

Mayor De La Isla moved to approve the terms of the Workforce Transportation Initiative. The motion seconded by Commissioner Mays carried unanimously. (7-0)

Councilmember Padilla wanted it to be on record that he believes those at GO Topeka have communicated effectively with all parties effected.

A PRESENTATION on Choose Topeka Update was presented:

Barbara Stapleton, VP Business Retention & Talent Initiatives for Go Topeka, provided and overview of Choose Topeka Talent Relocation Initiative. In September, JEDO approved to add the Remote Worker Option. The update includes the following.

Employer Matching Funds Option:

- 23 candidates accepted, 26 employer submissions
- 13 employers have matched
- \$138,750 in matching JEDO funds
- Participants from 14 states
- Generated over 4,500 applications

Remote Worker Option:

- Over 80 submissions
- 5 candidates accepted, 5 more interviews in process
- \$45K encumbered
- Submissions from 23 states and 3 countries

Ms. Stapleton added that they do still have enough funds to cover until the end of the year, and then they may look at funding another round.

NO FURTHER BUSINESS appearing the meeting was adjourned at 8:20 p.m.

**Joint Economic Development Organization Board Minutes
December 22, 2020**

Zoom Meeting
Topeka, Kansas
Tuesday, December 22, 2020

The Joint Economic Development Organization (JEDO) Board members met at 6:00 p.m. with the following voting Board members present: Shawnee County Commissioners Bill Riphahn, Kevin Cook and Aaron Mays; Deputy City Mayor Tony Emerson, City Councilmember Michael Lesser. Shawnee County Commissioner Kevin Cook presided as JEDO Chair.

The following nonvoting JEDO Board members were present: City Councilmembers Spencer Duncan, Neil Dobler, Karen Hiller, Hannah Naeger and Sylvia Ortiz.

The following JEDO Board members were absent: City of Topeka Mayor Michelle De La Isla, Councilmembers Christina Valdivia-Alcala and Michael Padilla.

Others present who presented and/or spoke before the Board: Molly Howey, Senior Vice President of Economic Development for GO Topeka; Matt Pivarnik, President and CEO of Greater Topeka Partnership; James Crowl, Shawnee County Counselor; Glenda Washington, Chief Equity & Opportunity Officer for GO Topeka; Barbara Stapleton, VP Business Retention & Talent Initiatives for GO Topeka; Brett Trout, City of Topeka Manager

James Crowl, Shawnee County Counselor, started the meeting by giving a quick update and reminder of the rules of the Kansas Open Meeting Act and Kansas Open Records Act (hereinafter “KOMA/KORA”), as requested by the Chair, Commissioner Cook. He stated that since we are a public body we are bound by KOMA/KORA. He acknowledged that when we are setting up special meetings it does make the process a little different than normal, but if we do have emails going out before the meeting, the Attorney General has issued opinions that those email communications about the meeting can be in violation of KOMA. So just as a reminder, we need to be careful with email communications between board members.

APPROVAL of Establishing and funding a relief program for locally owned businesses that have been negatively affected by public health orders was presented.

Commissioner Aaron Mays explained that he called this meeting because of the small businesses in our community that are struggling right now as a result of COVID-19. He felt as though it didn't appear that Congress would take any kind of action, anytime soon. He thinks it is important for JEDO to see if there is a way to help the small business. He felt that while some businesses are getting help, some are falling through the cracks, and some businesses are being affected a lot more than others. He stated that he feels like it would be a good gesture on our part to provide additional help for those businesses. He reported that he would like to have a discussion to come up with a big picture of what the board would like to see. He suggested up to \$1M with grants up to \$10K for each business.

Commissioner Cook, Chair asked Molley Howey, Senior Vice President of Economic Development for GO Topeka, to put together a presentation on what Programs have been initiated on a Federal, State and Local level.

Molley Howey, Senior Vice President of Economic Development for GO Topeka, presented a slide show of different COVID-19 Relief Programs from the Federal, State and Local levels, which was previously shared with the JEDO Board and can be found on the YouTube video of the meeting. Some of the highlights include:

Federal:

1. Economic Injury Disaster Loans (EIDL)
2. Paycheck Protection Program
3. Employee Retention Tax Credit

State:

1. Federal CARES Act
2. PPE Procurement Grants
3. Small Business Working Capital Grants
4. Other Sparks Taskforce Grants
5. Business Continuity Grant Program

Local:

1. HOST – Private
2. HOST – Public
3. GTP Small Business Relief Fund

Commissioner Cook, Chair, inquired about what were some of the ways we have developed new initiatives in the past.

Ms. Howey explained that sometimes they bring a final product that is ready to be acted on, but at this point their staff would be willing to have discussions with members of the board and other community members to come up with the details of the program. She suggested coming up with a Taskforce for this initiative.

Commissioner Mays explained that he wanted to see is a program that is designed for locally owned businesses as well as smaller businesses. That way an impact of a grant would make more of a difference. He would also like to see that money be available to as many as possible, as soon as possible. He pointed out that the fact that we spent all the HOST funds in a short amount of time shows that the need it there. He inquired if the GTP Staff knows at what point those funds were depleted.

Glenda Washington, Chief Equity & Opportunity Officer for GO Topeka, reported that the HOST funds were just depleted earlier this month when they wrapped up that program. She explained that she knew they had to use those funds by the end of the year.

Commissioner Mays asked if there are resources available to the small business owners in assisting them with all the different grants and finding the ones they are eligible for?

Ms. Washington reported that GO Topeka does assist the businesses in getting funding and grants, as well as partnering with the Small Businesses Administration.

Commissioner Cook, Chair, inquired about using the Cash Carryforward Account that was previously approved in the Budget by the JEDO Board. He asked if we could use those funds for a new initiative and if they know what those funds are. Also, what was the amount for the EMBD carryforward funds.

Ms. Howey reported that we had about \$700,000 in carryforward funds that are unencumbered that we would be able to use if approved by the board. She also reported that the number for the EMBD carryforward is \$789,000, in which they are in discussions on how to use those funds.

Commissioner Cook asked Commissioner Lesser if he wanted to add some input for this discussion.

Councilmember Lesser thanked Ms. Howey and Curtis Sneden, Senior VP of Govt. Affairs and President of Topeka Chamber, for putting together the presentation of COVID-19 funding as it was very informative and helpful. He stated that his thoughts are that he wants to support small business in Topeka, however, he does not want to approve anything until we have a concrete plan laid out on the details. He also thinks we need to have a good understanding of what is in the second stimulus plan, in particular the live venues and theaters. He also had concerns about giving money to entities who don't necessarily really need it.

Commissioner Cook wanted to clarify then that we would possibly have over a million dollars for this incentive once it was developed.

Ms. Howey stated that by her rough calculation, it may be around \$1.5M of unencumbered funds.

Councilmember Hiller stated that everyone has been very helpful and she hopes that they will continue to have access to information on the programs so that when she goes out and tries to help the people in her district that would be helpful. She inquired about the numbers on some of the programs that were dispersed in Shawnee County, and what we did to put out information on where help could be, not only what the programs were but who could help them. Also, we should make sure to find out what businesses have need, and have not been helped yet, versus those that have already gotten assistance. She inquired about what our gap is and just more information would be helpful.

Commissioner Cook inquired if we are wanting to look at a formation of a Taskforce, to look to see what the gaps may be and what the other resources might be.

Commission Mays stated that he believes a Taskforce might be the best decision for this meeting. He feels like we need to make an effort to make a difference for the target demographic. He thinks the appropriate course of action would be forming some sort of taskforce. He inquired about what a timeline for that might look like and if the end of the year coming up makes a difference with the JEDO Budget. His recommendation is to form a taskforce today, possibly three members.

Commissioner Cook inquired about the budget.

Ms. Howey explained that it is not a rare occurrence that we draw from those funds. The board just needs to be a formal request by the board to encumber those dollars. It doesn't really matter when it's done. She also reported that there is the standard carryforward fund with almost \$800,000 and the separate EMBD carryforward fund of \$789,000 that would have separate criteria in which they would have to see if it would meet that criteria in order to draw from that.

Commissioner Cook stated that as far as the timeline for the taskforce goes, JEDO's next board meeting isn't until February 10, 2021, but the chair would have the ability to call another meeting sooner if need be. He asked what the other board member's thoughts were.

Councilmember Lesser wanted to point out is that one of the inconsistencies he has seen in past stimulus programs, is the requirement that 60% of the expenses must be in payroll. Also, he would like to ask is that we incorporate a couple of workshops that GTP can put on in regards to the different programs that are available. He would also like there to be a question/answer session at the end of the program where some basic questions can be answered. He stated that he knows that's what a lot of people struggle with is how to get it, how to apply for it and so on.

Commissioner May reported that it sounds like something that Glenda was doing for the CARES Act funds. He said he thought that we were trying to make sure that the money was going to businesses that were going to be successful.

Ms. Washington explained that they do it often. They are always educating the businesses about the programs and they want to continue to do that. So they will set something up like that for this incentive.

Brett Trout, City of Topeka Manager, gave an overview of the funding the City of Topeka received by CBDG grant in which they designated a \$20,000 grant to businesses that are low to moderate income, as well as another grant they will be receiving from HUD.

Councilmember Ortiz asked if those funds will have federal regulations on them or if they would at least have the same regulations that was on the first round of funding.

Mr. Trout stated that he was not sure about what those regulations are but they will surely be the same as the last round of funding.

Commissioner Cook suggests that we break it into the two pieces, the first being the allocation of the \$706,821 cash carryforward funds, and is there a motion by the board.

Commissioner Mays inquired if what they were doing is earmarking the funds but not necessarily spending the money.

Commissioner Cook responded that yes, it is just allocating the funds for some purpose, but does not mean we have to spend that money.

Commissioner Mays said he would like to have more of a discussion by the board members on what their thoughts are.

Councilmember Hiller asked for clarification on the money we set aside for JEDO before and where those funds are allocated.

Ms. Howey clarified that the \$1M they set aside from the HOST program came from a variety of sources. Some being from carryforward and some from small business incentives.

Ms. Washington explained those numbers come from the combination of the incentive money and the carryforward money. She stated that we are out of the incentive money as well as the money JEDO approved.

Ms. Hiller wanted to clarify if the money from the incentive funding was for new business or existing businesses.

Ms. Washington reported that it was for new and existing businesses.

Councilmember Duncan stated that he is supportive of this program in General, he also agrees with Commissioner Mays in that we need to come up with a program more focused on smaller businesses. He would like to see those parameters made, and also dedicate some of those funds to minority owned businesses.

Commissioner Riphahn stated that he would like to see the funds go to the businesses that were not able to get other funding due to the restrictions that were in place. He feels these businesses hire a lot of people in our community. He stated that he would be in favor of earmarking the \$700,000 for the program.

Councilmember Dobler reported that he is fully supportive of the proposal. He feels one of the details needs to be an upper limit on the funding, and how the people would prove how they have been negatively effected.

Councilmember Naeger reported that she feels like this a great idea to help out our business that are struggling, especially considering that these are businesses that hire out of our community and do not qualify for other programs.

Councilmember Emerson reported that he is also supportive of the idea and feels like as much as JEDO wants to bring new businesses here, sometimes it's just as important to help our existing businesses stay here. He would also be supported in earmarking the \$700,000 and would like the details to be worked out.

Matt Pivarnik, President and CEO of Greater Topeka Partnership, stated that he trusts the board on their decision.

Commissioner Mays moved to make two separate motions:

- Motion 1: Allocate Cash Carry Forward Funds, up to \$700,000 for economic recovery of small businesses.
- Motion 2: Establish a *JEDO Local Business Recovery Taskforce*

Commissioner Cook wanted to point out before the vote that Mayor De La Isla was not able to attend but did allocate her vote by proxy to Councilmember Naeger, and Councilmember Paddilla was not able to make it, but allocated his vote by proxy to Councilmember Lesser.

Councilmember Lesser offered an amendment to the motion to include the approval of the JEDO Board.

Commissioner Mays Excepted that amendment.

Commissioner Cook then clarified that the amended motion would read:

- Motion 1: Allocate Cash Carry Forward Funds, up to \$700,000 for economic recovery of small businesses, subject to approval of the JEDO Board.

PUBLIC COMMENT was provided by the following:

Lynn Boddington spoke on the Transportation Taskforce. She was curious about the progress on Workforce Transportation so far. Her questions were previously submitted to the board members.

Commissioner Mays moved to approve Motion 1. The motion seconded by Commissioner Riphahn carried unanimously. (7-0)

Roll-call vote was taken as a matter of record.

Commissioner Mays addressed the details of the second motion of forming a Taskforce. He suggested some of the parameters the taskforce would decide may include:

- Address the types of businesses that are eligible.
- Address the size of businesses that are eligible.
- What will the “proof of hardship” requirements be.
- Establish an upper limit of amount rewarded.

Commissioner Mays stated that he would volunteer to be on the taskforce committee, he suggested a 3-member taskforce to include:

1. Chair – Mayor De La Isla
2. City – Councilman Mike Lesser (nominated by Councilmember Emerson)
3. County – Commissioner Aaron Mays

Commissioner Mays then moved for the approval of Motion 2: Establish a *JEDO Local Business Recovery Taskforce*

Councilmember Ortiz wanted to reiterate to please help those businesses that have fallen through the cracks.

Councilmember Hiller stated that it is important to establish who is aware of the program and what the needs are. Also, she inquired if the GTP staff would be the ones helping with this Taskforce.

Molly Howey, Senior Vice President of Economic Development for GO Topeka, reported that they do keep a database of all their programs. She is not sure if they have the data from the State and Federal level.

Glenda said she would work with the State to see if they could get that information but she knows she can not get it on the Federal level.

Councilmember Ortiz inquired if we could come up with a name for the Taskforce so people will know what they are talking about and what to ask for.

Commissioner Cook suggested the name of the Taskforce as the JEDO Local Business Recovery Taskforce.

Commissioner Mays moved to approve Motion 2. The motion seconded by Councilmember Lesser carried unanimously. (7-0)

Molly Howey, Senior Vice President of Economic Development for GO Topeka, reported an update on the Workforce Transportation Taskforce. She said there are three agreements being reviewed by companies. There has been one company that said they will not continue, and two more companies scheduled by the end of the year to have discussions with.

NO FURTHER BUSINESS appearing the meeting was adjourned at 7:18 p.m.



Agenda Item No. 4B

**JEDO Board Meeting
February 10, 2021 - 6:00 P.M.**

Choose Topeka Relocation Incentive Request



**Choose Topeka Update
Talent Relocation Incentive Request
JEDO Board Meeting, February 10, 2021
Barbara Stapleton, VP, Business Retention & Talent Initiatives**

Update

The Choose Topeka Talent Relocation Initiative has been successful in so many ways since the employer match announcement after the December 2019 JEDO Meeting and the remote worker option after the September 2020 JEDO Meeting. To date, over 4,700 resume and interest submissions have been received, along with 198 remote worker applications.

Employers have submitted 25 candidates to the program with \$151,250 in matching funds committed. 15 Remote worker candidates have been accepted to the program, with \$100,000 in funds committed. In total, \$251,250 of the \$300,000 allocation leaves \$48,750 of the first round of funds. Based upon responses so far to both programs, those funds will likely run out within the next 30 to 45 days.

Eligibility within current options

Employer Matching Option

To be considered for the talent attraction program, applicants will meet all eligibility requirements:

- Move to Topeka for full time employment position*
- Purchase a home or rent (primary residence only) within Shawnee County within the year of move*
- Employer participation in matching funds
- Eligible to work in the United States*

Remote Worker Option

- Same as above noted*, in addition to:
- Employer authorization to work remotely
- Proof of full time salary

Incentive Recommendation and Request

The Choose Topeka Relocation Incentive continues to be successful in offering options not only for employers, but also to those workers interested in Topeka and Shawnee County. As we incrementally and intentionally are strategic in workforce talent growth, the GO Topeka Board approved on February 2, and recommends JEDO approve a continuation of the incentive program, by offering the next round of funding for both the employer matching and remote worker options with the same amount of allocated funds (\$300,000) and an allowance of up to 40% (\$120,000) to be used for the remote worker option.



Agenda Item No. 5A

**JEDO Board Meeting
February 10, 2021 - 6:00 P.M.**

JEDO Local Business Recovery Taskforce Update



CITY OF TOPEKA

Michelle De La Isla, Mayor
City Hall, 215 SE 7th Street Rm. 350
Topeka, KS 66603

Tel: 785-368-3895
www.topeka.org

Joint Economic Development Organization Local Business Recovery Taskforce Minutes February 5, 2021

Zoom Meeting
Topeka, Kansas
Friday, February 5, 2021

The Joint Economic Development Organization (JEDO) Local Business Recovery Taskforce members met at 10:30 a.m. with the following voting members present: City of Topeka Deputy Mayor Michael Padilla, City Councilmember Michael Lesser; Shawnee County Commissioner Aaron Mays. City of Topeka Deputy Mayor Michael Padilla presided as Chair.

Others present who presented and/or spoke before the Taskforce: City Manager Brent Trout, and Glenda Washington, Chief Equity & Opportunity Officer for Go Topeka.

Deputy Mayor Padilla, Chair, announced the Taskforce was created at the request of the JEDO Board from the Special JEDO Board meeting of December 22, 2021, for the purpose of providing relief to local businesses struggling; however, since that meeting some relief has taken place through additional federal stimulus dollars.

Commissioner Mays stated that his intent would be to provide assistance through economic development dollars to struggling locally owned small businesses that do not qualify for Paycheck Protection Program (PPP) loans or other federal funding in order to help them survive the COVID-19 pandemic and keep them open for business. He reported he distributed a summary document to Taskforce members via email outlining his thoughts on potential concepts including feedback from Glenda Washington, Chief Equity & Opportunity Officer for Go Topeka.

Councilmember Lesser stated he concurs with comments made by Commissioner Mays; however, since December 22, 2020, another Stimulus bill has been passed and distribution of the COVID-19 pandemic vaccination has begun with the hopes that the community will begin to recover. He expressed his support of providing assistance to small businesses and expressed the importance of defining the term “small business” as it relates to the number of employees; as well as the intent of the program being fairly narrow and significantly vetted on who would receive assistance. He suggested as a grant perimeter, if a business was eligible for a PPP loan then it would not be eligible for this program.

Deputy Mayor Padilla stated he concurs with comments made by Commissioner Mays and Councilmember Lesser. He asked who has already received funding assistance and if a second round of funding assistance would be useful to “small businesses” that have a future and have fallen through the cracks of other federal funding assistance. He also asked if there were specific industries that may be suffering more than others.

A DISCUSSION regarding current grants/programs available for small businesses. (00.09.22)

Glenda Washington, Chief Equity & Opportunity Officer for Go Topeka present a list of Small Business Relief & Support Programs. The Chamber provided the following programs: Host I that was private sector funded was able to provide Seven Hundred Ten Thousand Dollars (\$710,000), Host II that was provided through JEDO provided approximately Five Hundred Thousand Dollars (\$500,000), the Small Business Incentives added another Four Hundred Twenty-Nine Thousand Dollars (\$429,000) and The First Opportunity Loan Fund Program with Six Hundred Eighty Thousand Dollars (\$680,000). Brent Trout, City Manager confirmed the City of Topeka received One Million Three Hundred Sixty Thousand Dollars (\$1,360,000) from the Department of Housing and Urban Development (HUD) for the City of Topeka Business Loan Fund. While Shawnee County has provided Eight Hundred Thousand (\$800,000) to Go Topeka for a Business Continuity Plan.

Additional support programs include: Shawnee Start Up program that loans Thirty Five Thousand Dollars (\$35,000) a year, multiple State of Kansas loan programs but due to quick turnaround many businesses may not have the ability to take advantage, Federal Paycheck Protection Plan and Economic Injury Disaster (EIDL).

A Discussion regarding missing resources for small businesses in our community. (00.13.45)

Glenda Washington, GO Topeka Chief Equity & Opportunity Officer, reported the current programs available failed to assist Start-Up Businesses and they must pay close attention to the needs of Small and Micro-Businesses. She suggested the definition of a “small business” consist of 50 or fewer employees and the definition of a “micro-business” consist of 5 or fewer employees. She expressed the importance of location efforts for small businesses that need assistance.

Councilmember Lesser reported the second Stimulus bill opened additional areas to Child Care, Theaters, not-for-profit, etc. and if a business could show a loss they could apply for additional funding.

Brent Trout, City Manager, listed the reasons why businesses were denied City funding including any businesses that employ over 25 employees; were not in business prior to the COVID-19 pandemic; outside the income parameters; experienced no loss; and located outside the city limits.

Discussion ensued on the following:

- The definition of small business. Commissioner Mays proposed under fifty (50) full-time employees. Councilmember Lesser agreed to under fifty (50) full-time equivalent employees.
- The minimum number of employees for assistance. Commissioner Mays proposed a minimum of three (3) W-2 employees. Glenda Washington mentioned that some microbusinesses include a husband and wife team, which would not meet the proposed minimum requirement.
- Targeted industries including Food & Beverage, Lodging, Events, Sports, Entertainment and Travel & Transportation. Commissioner Mays commented on how the sports industry has been impacted by Shawnee County Health Department orders; including those that host leagues and tournaments, etc. He also mentioned that entertainment would include locally owned theaters and live shows, while events would be event venues (weddings, etc.) that were impacted with the mass gathering limitations.

- Start-up Businesses. Deputy Mayor Padilla stated start-up businesses were unable to receive assistance. Commissioner Mays reported he would like to focus on businesses showing hardship documentation rather than adding another limitation. Councilmember Lesser stated many start-up businesses incur costs well in advance of opening their business. The consensus of the Taskforce was to allow start-ups to receive assistance.
- Grant Amounts and Allocation Determination. Commissioner Mays proposed a minimum of One Thousand Dollars (\$1,000) to Ten Thousand Dollars (\$10,000). Councilmember Lesser stated he would like to see the maximum set at Twenty-Five Thousand Dollars (\$25,000) and having the Taskforce review the applications; however, this would require more time to discuss the allocation determination. Glenda Washington proposed the businesses economic impact play a role of deciding factor and that a One Thousand Dollars (\$1,000) minimum would not provide enough assistance. Additional minimums proposed included Two Thousand Five Hundred Dollars (\$2,500) by Commissioner Mays and Five Thousand Dollars (\$5,000) by Councilmember Lesser.
- Additional Assistance Options: Commissioner Mays suggested free business continuity education and application assistance to other Government grants and loans. Glenda Washington stated it would be easy to include businesses in the 2021 spring or fall business continuity classes.

APPROVAL of grant parameters. (00.51.30)

Deputy Mayor Padilla, Chair, stated he did not feel ready to vote on grant parameters at this time. Commissioner Mays and Councilmember Lesser concurred that no action should be taken at this time.

APPROVAL of Taskforce meeting schedule. (00.54.04)

Following consensus of the Taskforce, Deputy Mayor Padilla announced the next Taskforce meeting would be held sometime in February 2021, Trey Heikes, City of Topeka staff member would send a Doodle Poll to each Taskforce member to determine a date certain.

Taskforce members requested additional information be included on the next meeting agenda as it relates to the needs assessments of small businesses.

PUBLIC COMMENT. (00.56.09)

The following individual submitted public comment via electronic mail: Dan Hourigan, Vice President of Colaw Fitness. (*Attachment A*). No additional public comment was received.

NO FURTHER BUSINESS appearing the meeting was adjourned at 11:29 a.m.

Attachment A

From: [Dan](#)
To: [Trey Heikes](#)
Subject: Re: Topeka Colaw Fitness - JEDO's possible plan to assist local businesses
Date: Tuesday, January 19, 2021 9:46:10 AM
Attachments: [image001.png](#)

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Trey!

I appreciate your willingness to allow me to provide you with comments to be disbursed to the committee members. In reviewing the comments, please let me know if you have any specific questions prior to the meeting, and/or after the meeting.

Please see the below comments to the committee:

Dear Mayor De La Isla, City Councilor Lesser and County Commissioner Mays,

Thank you for your time in reading about our situation, and for your genuine concern for businesses in Topeka that have been negatively impacted financially due to the pandemic. We sincerely appreciate your efforts and for your time in reviewing these comments, and we are thankful for any help you all can provide.

We love being in Topeka. It's a great city and community, and we are so blessed to have many wonderful members.

Because of regulations due to the pandemic, Colaw Fitness Topeka was forced to close the business and we were not allowed to be open for business for 56 days. We were required to close our doors on Monday, March 23, 2020, and we were allowed to reopen our doors on Monday, May 18, 2020.

Due to the nature of our business, Colaw Fitness cannot bill normal monthly membership dues when the business is not open. We cannot continue to bill our members for their monthly membership dues when our members do not have access to the facility. As anyone can imagine, not being allowed to be open for business for 56 days and to be in a position to not be able to bill normal monthly membership dues significantly hurt our business financially.

During this time of having to be closed, we experienced cancellations and we could not sign-up new memberships. For the fitness industry, January – May is the peak time for gym users and for membership sign-ups. Being forced to close the business in March, April and May not only significantly hurt Colaw Fitness Topeka's revenue during these 3 months, but it also drastically affected the revenue for the remaining 7 months of the 2020 year because we missed a high number of membership sales during March, April and May.

In the history of Colaw Fitness Topeka, we have never been forced to close the business, to not allow access for members to use the facility, and to be in a position to not be able to bill normal monthly membership dues.

We appreciate your time in reviewing these comments, and we are thankful for any help the committee can provide.

If anyone on the committee has any follow-up questions, please do not hesitate to contact me.

My contact information is below.

Dan Hourigan
Vice President, Colaw Fitness
918-230-3737
danh@colawfitness.com

Thank you!
dan

Dan Hourigan
Colaw Fitness
Vice President



www.colawfitness.com

Our Story: <https://colawfitness.com/our-story/>

Mobile: 918.230.3737