



JEDO Board Meeting
February 9, 2022
6:00 P.M.

City Council Chambers
214 SE 8th Street, 2nd Floor
Topeka, Kansas

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

Michael Padilla	Mayor
Karen Hiller	District No. 1
Christina Valdivia-Alcalá	District No. 2
Sylvia Ortiz	District No. 3
Tony Emerson	District No. 4
Brett Kell	District No. 5
Hannah Naeger	District No. 6
Neil Dobler	District No. 7
Spencer Duncan	District No. 8
Michael Lesser	District No. 9

JEDO Board Voting Members

Shawnee County Commissioners

Commissioner Aaron Mays
Commissioner Bill Riphahn
Commissioner Kevin Cook

City of Topeka Governing Body

Mayor Michael Padilla
Deputy Mayor Spencer Duncan
Councilmember Hannah Naeger
Councilmember Neil Dobler

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 County Counselor's Office (call 785-251-4042 or email tabitha.pusch@snco.us) before 5:00 p.m. on the date of the meeting. The JEDO Secretary 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. As is normally the case, public comment shall not apply to items added during the meeting. 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 JEDO's website 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

Wednesday, February 9, 2022 - 6:00 p.m.

**City Council Chambers
214 SE 8th Street, 2nd Floor
Topeka, Kansas**

Public Comment Allowed In-Person or via Zoom. Face Coverings & Social Distancing Encouraged

- 1. CALL TO ORDER**
- 2. ROLL CALL**
- 3. ACTION ITEM:** APPROVAL of December 08, 2021 JEDO Board meeting minutes
- 4. PRESENTATION:** Go Topeka Quarterly Update
- 5. PUBLIC COMMENT:**
- 6. REMINDER: 2022 JEDO Board Meeting Dates per the JEDO Operational Rules:**

Wednesday, February 9, 2022
Wednesday, May 11, 2022
Wednesday, September 14, 2022
Wednesday, December 14, 2022

- 7. ADJOURNMENT.**

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Agenda Item No. 3

**JEDO Board Meeting
February 9, 2022**

ACTION ITEM:

APPROVAL of December 8, 2021 JEDO Board meeting minutes

**Joint Economic Development Organization Board Minutes
December 8, 2021**

The Joint Economic Development Organization (JEDO) Board Members met at 6:00 p.m. via Zoom meeting application and in-person with the following voting Board Members present: Shawnee County Commissioners Bill Riphahn, Kevin Cook and Aaron Mays -3. The following members participated remotely: Deputy Mayor Michael Padilla and Councilmember Michael Lesser -2. Councilmember Hannah Naeger was absent. Councilmember Sylvia Ortiz served as the proxy for Councilmember Naeger -1. Mayor Michelle De La Isla presided -1.

Nonvoting Board Members Present: Councilmembers Karen Hiller and Tony Emerson. Councilmember Spencer Duncan participated remotely. Councilmembers Christina Valdivia-Alcala and Neil Dobler were absent.

Due to the COVID-19 pandemic, the meeting was conducted virtually via the Zoom meeting application and in-person. Zoom (virtual) meeting access was provided to those individuals signed up to speak to a specific item. Public comment related to an item on the agenda was submitted in writing to the Office of the City Clerk, 215 SE 7th Street, Room 166, Topeka, Kansas, or via email at cclerk@topeka.org.

PRESENTATION on GO Topeka 2021 Quarterly Report was presented.

Molly Howey, GO Topeka President of Economic Development, announced new projects by industry to include 25 active projects. She stated a site visit was held in November for a business in the technology industry. She stated there are broker and developer contacts that are potentially interested in aviation development.

Glenda Washington, GO Topeka Chief Equity and Opportunity Officer, provided an overview on how GO Topeka made community connections and is working towards collaborating with various organizations such as SENT, Inc., Washburn University and Omni Circle Group. She noted they looked at how to build business in Low to Moderate Income (LMI) communities and as well as creating jobs. She stated 78 grants were issued in 2021 totaling \$700,000.

Laurie Pieper, GO Topeka Vice President of Entrepreneurship and Small Business, provided an update on the small business incentives, the small business council, entrepreneurship work groups, shop Topeka Local Small Business Saturday and veteran-owned business outreach. She stated the business incentive program received 44 applications with 20 applicants completing the process. She noted there were some businesses that decided not to move forward with their applications; however, they continue to help businesses be resilient and adaptive so they can continue to grow their businesses during challenging times.

Lindsay Lavon, GO Topeka Program Manager for Plug and Play Topeka, provided the Plug and Play Animal Health Program update. She reported in over one year, GO Topeka has sourced over 316 startup companies, and of those 316 businesses, 95 were introduced to corporate partners and 30 businesses were accelerated. She highlighted the efforts they are taking to engage and communicate as

well as develop pilot programs, POCs and partnerships with startup companies and businesses. She noted of the over 95 startup companies introduced, 58 were based in the U.S. and 41% of the remaining companies are located outside the U.S. She provided information on startup companies by stage and focus area and stated Hill's Pet Nutrition has partnered with Bond Pet Foods, Inc. to develop a craft meat protein.

Glenda Washington, GO Topeka Chief Equity and Opportunity Officer, provided an update on the Kansas Procurement Technical Assistance Center (PTAC). She reported the contract awards for KS PTAC for the State of Kansas totaled \$112,061,216 and 18 of those contracts were awarded to businesses in Shawnee County totaling \$9,712,007.

Molly Howey, GO Topeka President of Economic Development, recognized GO Topeka team members present at the meeting to include: Ashely Lehman, GO Topeka Business Development Director; Trina Goss, GO Topeka Director of Existing Business and Talent Initiatives; and Rhett Flood, Executive Director of Forge Young Talent. She announced that Laurie Pieper, GO Topeka Vice President of Entrepreneurship and Small Business was appointed to the United States Small Business Council.

APPROVAL of the Minutes from the meeting of September 8, 2021 was presented.

Commissioner Cook moved to approve the September 8, 2021, JEDO Board meeting minutes. The motion seconded by Commissioner Riphahn carried unanimously on roll call vote. (7-0-0)

APPROVAL of Project Helix (Heinen Brothers) Incentive Agreement, was presented.

Ashley Lehman, GO Topeka Business Development Manager, reported at the September 2021 Special Meeting of the JEDO Board, incentive funding for Project Helix (Heinen Brothers) was approved. She stated Heinen Brothers is part of the Agriculture Innovation industry with plans to increase the number of employees by adding up to 20 new jobs over the next five years with an average annual salary of \$45,000 plus benefits, and generating an economic impact over a 10-year period of \$135 million with a return on investment of 324%. She requested approval of the incentive funding in the amount of \$119,000.

Commissioner Mays moved to approve the Incentive Agreement for Project Helix (Heinen Brothers) in the amount of \$119,000. The motion seconded by Councilmember Ortiz carried unanimously on roll call vote. (7-0-0)

APPROVAL of Project Platinum (House Metal Engineering) Incentive Agreement, was presented.

Ashley Lehman, GO Topeka Business Development Manager, reported Project Platinum (House Metal Engineering (HME)) a manufacturing company. She stated the request would amend a previously approved project by increasing the number of employees from 285 to 307 and generating an economic

impact over a 10-year period of \$12.5 million with a return on investment of 172%. She requested approval of incentive funding in the amount of \$60,000.

Jon Haas, House Metal Engineering President and CEO, expressed his appreciation for the incentives being offered by JEDO to work with local colleges and high schools to expand the number of specialized skilled workers eligible for employment. He provided information on the services provided by HME and noted they have been in business 25 years and employ over 500 employees.

Commissioner Cook commended Mr. Haas for the work HME has contributed to the community over the past 25 years.

Councilmember Hiller thanked HME for their work and congratulated them on 25 years of service. She asked where HME is located.

Jon Haas stated the facility sits on 60 acres located at 2828 NW Button Road, Topeka.

Councilmember Lesser thanked Mr. Haas for his commitment to Topeka and his contributions in helping grow the city.

Councilmember Lesser moved to approve the Incentive Funding for Project Platinum (House Metal Engineering) in the amount of \$60,000. The motion seconded by Councilmember Ortiz carried unanimously on roll call vote. (7-0-0)

APPROVAL of Project Warrior (Ernest-Spencer Metals) Incentive Agreement, was presented.

Ashley Lehman, GO Topeka Business Development Manager, reported Project Warrior (Ernest-Spencer Metals) is a manufacturing company seeking to purchase equipment with a capital investment of \$3.8 million with plans to add 35 new positions with an average annual salary of \$43,500 plus benefits, and generating an economic impact over a 10-year period of \$264 million with a return on investment of 249%. She requested approval of incentive funding in the amount of \$214,000.

Neil Spencer, President and CEO of Ernest-Spencer Metals, provided history on the company dating back to 1922 and noted they have 250 employees. He thanked the JEDO Board for the opportunity.

Commissioner Riphahn moved to approve the Incentive Funding for Project Warrior (Ernest-Spencer Metals) in the amount of \$214,000. The motion seconded by Deputy Mayor Padilla carried unanimously on roll call vote. (7-0-0)

Deputy Mayor Padilla announced the meeting would recess for 10 minutes. After a 10-minute recess, the meeting resumed in open session.

APPROVAL of 2021-2022 Cash Carry-Forward Agreement in the amount of \$13,750,000, was presented.

Natalie Zeller, GO Topeka Senior Vice President of Finance, referenced the agreement supplied with the agenda packet and reported on the following:

- 2022 Cash Carry-Forward Amount is \$13,750,000
- 2022 Budget Transfer to/(from) Carry-Forward amount is \$5665,801
- Restricted Uses By Contract
 - MWBD Program Carryover of \$808,000
- Future Commitments
 - Committed Incentives \$3,715,640
 - Choose Topeka Incentives of \$274,250
- Reserves For Special Purpose
 - Innovation Campus \$1,121,276

Commissioner Mays moved to approve the 2021-2022 Cash Carry-Forward Agreement in the amount of \$13,750,000. The motion seconded by Commissioner Cook carried unanimously on roll call vote. (7-0-0)

APPROVAL of the 2022 GO Topeka Budget was presented.

Molly Howey, GO Topeka President of Economic Development, stated she met with various JEDO Board members to review the budget and reported approximately \$2.1 million was set aside for future incentives. She stated the community would like to “double down” on innovation and entrepreneurship. She noted there will be a reduction in the 2022 budget compared to the 2021 budget.

Natalie Zeller, GO Topeka Senior Vice President of Finance, referenced the budget numbers comparing 2021 to 2022 as it relates to expenses versus incentives. (See Attachment A) She reported a reduction in 2022 expenses of approximately \$200,000 compared to 2021; a 7.7% reduction year over year; and \$4.7 million is projected in 2022 to be used for Innovation Campus incentives.

Molly Howey continued the 2022 GO Topeka Budget overview and provided information on the following:

New Business Attraction

- Redevelopment Specialist and Support – 50%
- Familiarization Tour with Site Selectors
- Aviation Taskforce/Consultant
- Site Due Diligence
- Sales Travel
- KCADC and Team Kansas Sponsorships
- Marketing Support and Ad Placements
- Incentive Payouts

Existing Business

- HQ Visits

- Incentive Contract Review and Payouts

Laurie Pieper, GO Topeka Vice President of Entrepreneurship and Small Business, provided 2022 GO Topeka Budget information on the following:

Small Business & Entrepreneurship

- Plug & Play Support
- Small Business Incentives
- Wheelhouse Incubator
- Small Business Awards
- Washburn Pitch Competition Sponsorship
- Washburn SBDC Support
- PTAC Grant

Glenda Washington, GO Topeka Chief Equity & Opportunity Officer, provided 2022 GO Topeka Budget information on the following:

MWBD

- Redevelopment Specialist and Support – 50%
- MED/Week Pitch Contest
- Microloan Program
- Supplier Diversity
- DEI Strategy
- Athena Woman’s Program
- DEI Summit
- Community Sponsorships
- THA Support

Councilmember Hiller inquired about the Kauffman Heartland Challenge Grant.

Glenda Washington reported the grant was not included in the 2022 budget; however, it is included in the Omni Circle Group budget. She stated \$60,000 of the funds will go to the Omni Circle Group and \$300,000 will go towards entrepreneurship and development. She invited everyone to the Omni Circle Building ribbon cutting event on January 24, 2022 located at 220 SW 33rd Street.

Trina Goss, GO Topeka, Director Business and Talent Initiatives, provided 2022 GO Topeka Budget information on the following:

Talent

- Top City Teachers
- Community Support
- Washburn Scholarships
- Marketing Support and Ad Placement

- FORGE/TYC Development Investments

Natalie Zeller, GO Topeka Senior Vice President of Finance, provided 2022 GO Topeka Budget information on the following:

General

- PR Firm
- Subscriptions and Memberships
- Research Database
- Salesforce CRM
- Shared Services
- Administrative

Special Projects

- Innovation Campus
- Choose Topeka Incentives
- Workforce Barriers

Commissioner Mays moved to approve the GO Topeka 2022 Operating Budget. The motion seconded by Councilmember Lesser carried unanimously on roll call vote. (7-0-0)

PUBLIC COMMENT was provided by the following individual:

Lazone Grays explained how he has been involved in the community and expressed the importance of funding for businesses, workforce housing and training.

REMINDER: 2022 JEDO Board Meeting Dates per the JEDO Operational Rules:

- Wednesday, February 9, 2022
- Wednesday, May 11, 2022
- Wednesday, September 14, 2022
- Wednesday, December 14, 2022

No further business appearing the meeting adjourned at 7:39 p.m.

Attachment A

Growth Organization of Topeka/Shawnee County (Public)
Budgeted Statement of Activities
For the year ended December 31, 2022

	Business Attraction & Retention/Expansion	Small Bus Dev & Ent Dev	MWBD	Talent Initiatives	General & Administrative	Total On-Going Programming	Total On-Going Programming	Special Initiatives	ETLC	Total
	December 31, 2022	December 31, 2022	December 31, 2022	December 31, 2022	December 31, 2022	December 31, 2022	December 31, 2022	December 31, 2022	December 31, 2022	December 31, 2022
	Current Budget	Current Budget	Current Budget	Current Budget	Current Budget	Current Budget	Prior Budget	Current Budget	Current Budget	Current Budget
Revenue										
Event/program rev	\$ -	\$ -	\$ 34,900	\$ -	\$ -	\$ 34,900	\$ 28,500	\$ -	\$ -	\$ 34,900
Sponsorships	-	10,500	-	20,000	-	30,500	106,891	-	-	30,500
Reimbursed expense	-	-	-	-	-	-	-	-	18,856	18,856
Public revenue	3,442,101	842,077	471,572	308,998	663,328	5,728,076	5,024,215	4,966,724	-	10,694,801
Total Earned revenue	3,442,101	852,577	506,472	328,998	663,328	5,793,476	5,159,606	4,966,724	18,856	10,779,057
Other revenue	5,000	-	-	-	-	5,000	-	-	45,435	50,435
Interest revenue	-	-	-	-	8,500	8,500	71,100	-	-	8,500
Total Other revenue	5,000	-	-	-	8,500	13,500	71,100	-	45,435	58,935
Total Revenue	3,447,101	852,577	506,472	328,998	671,828	5,806,976	5,230,706	4,966,724	64,291	10,837,992
Expenses										
Payroll/benefits	257,352	249,173	208,141	83,043	151,465	949,176	907,982	-	-	949,175
Other compensation	2,238	1,287	1,131	624	1,230	6,510	5,955	-	-	6,510
Professional services	138,322	23,265	17,500	-	26,658	205,744	421,649	15,000	-	220,744
Other employee related costs	27,840	36,110	5,500	5,041	12,150	86,641	102,162	-	-	86,641
Shared services	89,000	24,000	22,000	43,000	246,000	424,000	384,000	-	-	424,000
Total Personnel expenses	514,752	333,835	254,272	131,708	437,503	1,672,071	1,821,748	15,000	-	1,687,070
Program/event expense	10,000	23,900	31,000	-	-	64,900	108,085	-	-	64,900
Sales travel	40,500	-	-	-	-	40,500	53,448	-	-	40,500
Hospitality	8,200	25,600	21,000	500	500	55,800	56,140	-	-	55,800
Grants/sponsor/contrib/scholar	65,000	106,999	173,000	177,250	-	522,249	377,989	202,000	-	724,250
Total Program expenses	123,700	156,499	225,000	177,750	500	683,449	595,662	202,000	-	885,450
Occupancy	-	23,830	-	-	62,804	86,635	110,425	55,896	-	142,531
Office expense	12,629	2,971	-	-	22,588	38,187	51,087	-	-	38,187
Dues/subscriptions	9,995	4,502	6,000	295	60,523	81,315	62,194	-	-	81,315
Advertising	73,417	30,940	21,200	19,245	48,000	192,801	245,740	-	-	192,801
Depreciation/amortization	-	-	-	-	22,169	22,169	7,674	-	105,069	127,238
Insurance/taxes/fees	7,100	-	-	-	9,241	16,341	27,228	-	31,356	47,698
Interest expense	-	-	-	-	-	-	-	-	70,055	70,054
Total Operational Expenses	103,141	62,243	27,200	19,540	225,325	437,448	504,348	55,896	206,480	699,824
Total Expenses Before Incentives	741,593	552,577	506,472	328,998	663,328	2,792,968	2,921,758	272,896	206,480	3,272,344
Business incentives	2,705,508	300,000	-	-	-	3,005,508	2,228,205	4,693,828	-	7,699,336
Total Expenses	3,447,101	852,577	506,472	328,998	663,328	5,798,476	5,149,963	4,966,724	206,480	10,971,680
Total Changes in Net Assets	\$ -	\$ -	\$ -	\$ -	\$ 8,500	\$ 8,500	\$ 80,742	\$ -	\$ (142,189)	\$ (133,689)

City of Topeka & Shawnee County



Agenda Item No. 4

**JEDO Board Meeting
February 9, 2022**

PRESENTATION:
Go Topeka Quarterly Update

go
>topeka

Quarterly Report

—
Q4
2021
—



CONTENTS

Q4 2021

4

Topeka & Shawnee County
Momentum Scorecard



12

Kansas
PTAC



18

Choose
Topeka



go
topeka

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

COVER PHOTO:

Welder from Ernest-Spencer Metals, a company who was awarded development incentives by JEDO in 2021.

INSIDE COVER PHOTO:

Speakers Trent Armbrust, Paul Byrne, and Jeff Morrison from the Economic Outlook Conference gather to view the outlook of local, state and national economies.

6

Business Attraction



8

Business Expansion



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Small & Minority Business Development



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Innovation & Entrepreneurship



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Workforce & Talent



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Diversity, Equity & Inclusion



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Forge Young Talent



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Go Topeka Staff



23

2021 Go Topeka Board of Directors



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

KEY



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 01.24.2022



DEVELOP HOMEGROWN TALENT

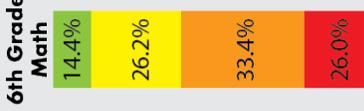
GRADUATION RATE

STATE OF KANSAS
87.9%

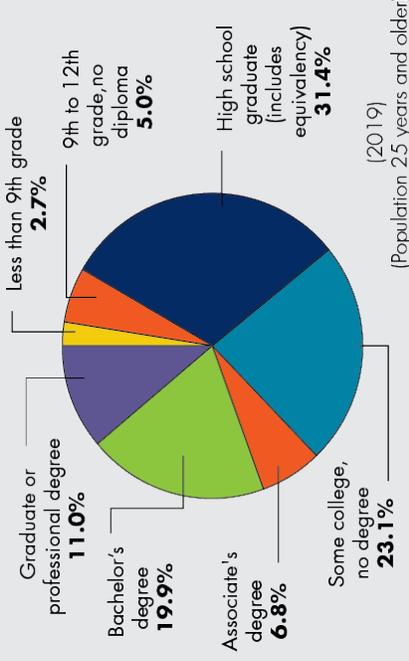
SHAWNEE COUNTY
87.8%

Four-year adjusted cohort formula
(all Schools 2020-2021) ⁽¹⁾

STUDENT-LEVEL METRICS (2021)



EDUCATIONAL ATTAINMENT



CERTIFICATES EARNED

1,106

(Less than a 2-year degree)
(2020)



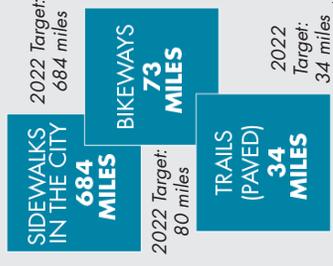
CREATE VIBRANT & ATTRACTIVE PLACES

LIVABILITY

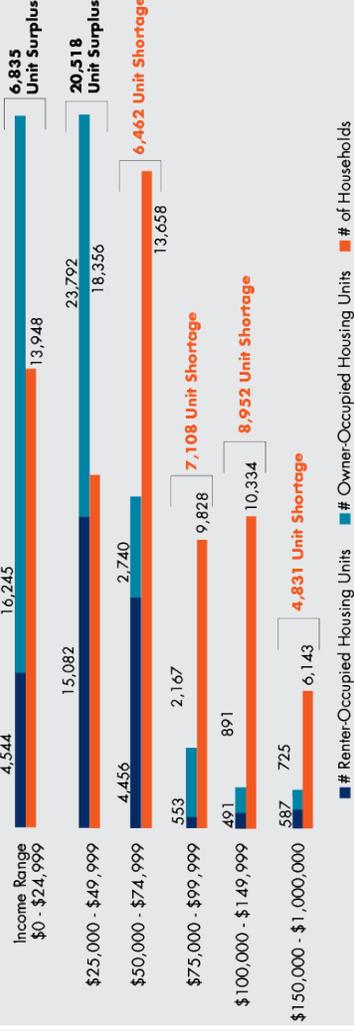
This score rates the overall livability of Shawnee County on a scale from 0 to 100. It is based on the average score of seven livability categories—housing, neighborhood, transportation, environment, health, engagement, and opportunity—which also range from 0 to 100.



PEDESTRIAN FRIENDLINESS (2021)



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)

367,099
PEOPLE

Total attendance of the following Shawnee County Attractions:
Topeka Zoo, KS Children's Discovery Center, TPAC, Old Prairie Town, KS State Capitol, TIC1, Sunflower Soccer, Mulvane Art Museum, Brown vs Board NHS, Loyal Knievel Museum, Museum of KS Nat'l Guard, Combat Air Museum, Joyhawk Theater, Ritchie House, Great Overland Station

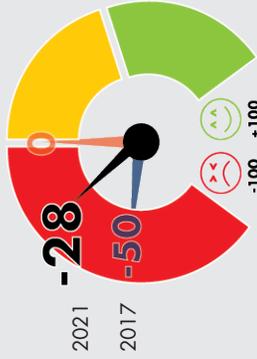
2022 Target: 750,000 people



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.



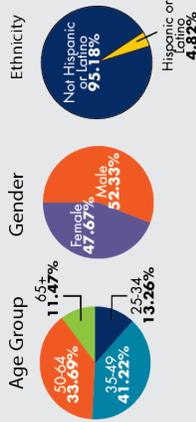
2022 Target: 0 NPS

(7)



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.



NON-PROFIT BOARD DIVERSITY SHAWNEE COUNTY

Average number of physically/mentally unhealthy days reported in past 30 days (age-adjusted)
2022 Target: (9)
2.7 Physical | 3.2 Mental

INFANT MORTALITY RATE (2021)

7.0
WITHIN 1 YEAR,
PER 1,000
LIVE BIRTHS

(9)

GROW A DIVERSE ECONOMY

SHARE OF EMPLOYMENT AT NEW BUSINESSES

6,466 OR **8.4%**
PEOPLE WORK AT
A NEW BUSINESS

(New business is any that has been open less than five years)(2020 Q3)

2022 Target: 7,093 people

(8)

ANNUAL MEDIAN WAGE IN TOPEKA

\$39,290

(2020 MSA)

2022 Target: \$39,000

PRIVATE CAPITAL INVESTMENT (DECEMBER 2021)

\$433.8 M

Goal:
\$350M
per year



2022 Target: \$350M

TOTAL PRIVATE JOBS

73,816

(June 2021)

(Private = Non-Government Jobs) (5)

2022 Target: 79,000 jobs

GLOBAL METRICS

GDP OF DOLLARS (10)

\$12.48
BILLION
IN 2020

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.

\$10.655
BILLION
IN 2017

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

NUMBER OF PEOPLE WORKING, BUT NOT LIVING IN SHAWNEE COUNTY (2019)

39,313 OR **38.7%**

2022 Target: 33%

PER CAPITA INCOME IN SHAWNEE COUNTY (2020)

\$51,216

2022 Target: \$50,000

STUDENTS ELIGIBLE FOR FREE OR REDUCED LUNCHES

51.4%

(2021)

2022 Target: 48%

POVERTY RATE IN SHAWNEE COUNTY (2020)

10.5%
TOTAL POVERTY RATE

13.1%
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

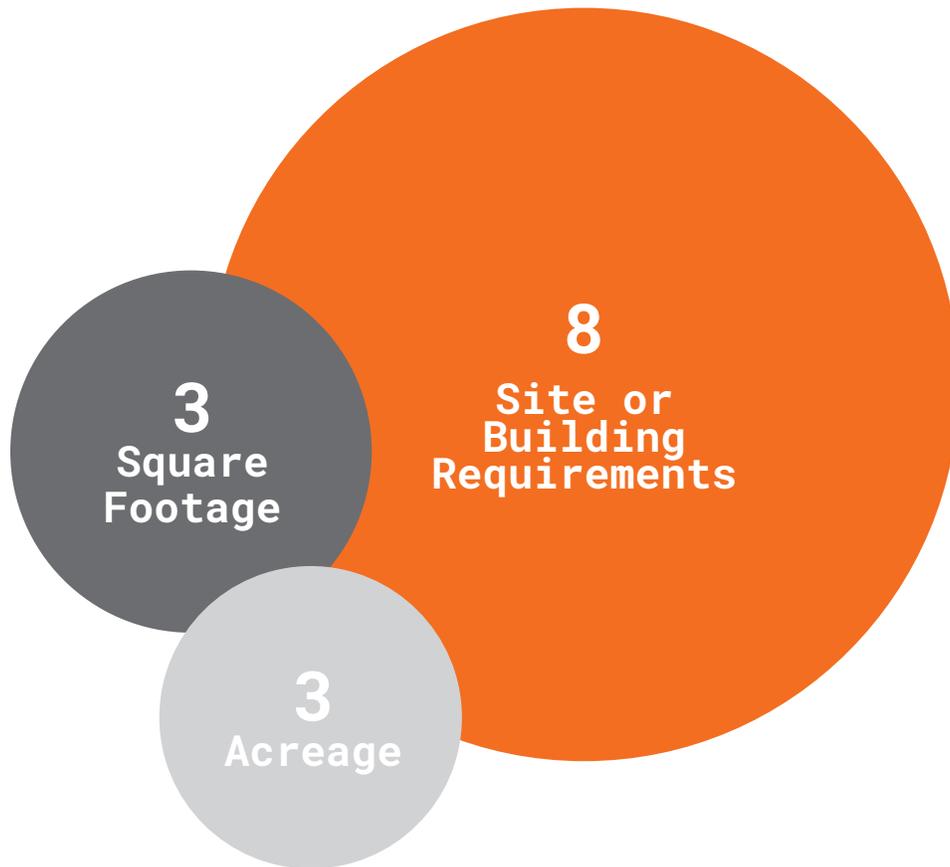


GO Topeka works continuously to bring awareness of the business assets in Topeka and Shawnee County to site selectors and companies looking to relocate or expand. Currently, the new business attraction portfolio holds 23 active projects in various industry sectors: 11 manufacturing, six aviation, three food processing, one general office, one education/health services and one technology.





Some inquiries from companies interested in relocating or expanding have criteria Topeka and Shawnee County does not meet. Details around requests Go Topeka was unable to compete for are below:



ADDITIONAL SPECIFIC REQUESTS

- 40 Minutes from airport
- Energy capacities
- Large shovel-ready tract with direct runway access
- Previously a bakery



Business Expansion

“PROJECT HELIX”

In December, the Joint Economic Development Organization (JEDO) board approved an incentive agreement that will aid in the expansion of Heinen Brothers Agra Services. Heinen Brothers Agra Services uses innovative application methods to offer a full range of agronomic services. Heinen Brothers is also driving the growth of local aviation through superior aircraft maintenance, flight training, aircraft storage, fueling options and service.



This expansion is expected to create up to 20 new jobs with an average wage of \$45,000, plus benefits. The total economic impact expected over the next 10 years is \$135 million. The performance-based incentive for this project is up to \$119,000, resulting in a 324% return on investment.

“We appreciate JEDO’s support and investment, as we are confident it is going to help us advance our operations,” said John Lueger, GIS/contract specialist for Heinen Brothers Agra Services. “Our goal with this investment is to drive business and air-traffic growth at Topeka’s Billard Airport. We feel we can accomplish this through service, superior aircraft maintenance, and fueling options for both permanent and transient aircrafts. We’re excited to see what the future holds.”

“PROJECT WARRIOR”

In December, the Joint Economic Development Organization (JEDO) board approved an incentive agreement that will aid in the expansion of Ernest-Spencer Metals. Ernest-Spencer Metals, or ESM, has grown to become one of the premier metal fabrication resources in the Midwest and serves clients throughout North America.



Build your success on our strengths.

ERNEST-SPENCER
FABRICATORS · COATERS · CONSTRUCTORS

This expansion is expected to create up to 35 new jobs with an average wage of \$43,500, plus benefits. It will also lead to \$3.8 million in capital investments. The total economic impact expected over the next 10 years is \$264 million. The performance-based incentive for this project is up to \$214,000, resulting in a 249% return on investment.



“The development incentives provided by JEDO are a tremendous sign of the pro-business mindset Topeka and Shawnee County are deploying,” said Neal Spencer, president and CEO of Ernest-Spencer Metals Inc. “The partnership and excitement that these incentives create are precisely the catalyst that our company looks for in a growth partner. Ernest-Spencer’s south Topeka location will prove strategic to the long-term success of the company, and our team is excited to collaborate with the city of Topeka, as we work to achieve our mutual goals of providing quality jobs and economic prosperity. Ernest-Spencer began in Topeka in 1922. We look to honor that long history by growing with Topeka well into the future.”



“PROJECT PLATINUM”

In December, the Joint Economic Development Organization (JEDO) board approved an incentive agreement that will aid in the expansion of Haas Metal Engineering. Haas Metal Engineering, or HME, is a leading AISC-certified provider of high-quality structural steel, custom metal fabrication and steel erection services. For 25 years, HME has championed innovative solutions, meeting the ever-changing needs of the construction industry.

This expansion is expected to produce an estimated \$15 million in capital investment. The total economic impact expected over the next 10 years is \$12.5 million. The performance-based incentive for this project is up to \$60,000, resulting in a 172% return on investment.

“Our constant investment in innovative technologies and ongoing efforts to attract and retain the best talent are vital to our success,” said Jon Haas, owner of HME. “The continued growth of HME is possible because of incentives like this. Thank you to JEDO and the Greater Topeka Partnership for their ongoing support of the manufacturing industry.”



Small & Minority Business Development



Small Business Incentives

THROUGH Q4 OF 2021

LIFE OF PROGRAM

89

Incentives
Issued,
Totaling

\$541,089

467

Incentives
Issued,
Totaling

\$2,089,525

Some companies may have been awarded more than one incentive.

2

Q4 New
Businesses

14

Q4 Existing
Businesses

Incentive Types

7

Construction

8

Marketing

2

Architecture

10

Equipment



Small Business



Sponsorships

Provided a \$25K sponsorship for the Washburn University Student Pitch Competition, which took place Oct. 19. This was GO Topeka's 8th year sponsoring the competition.

Shop Local, Shop Small

Starting in October 2021 and running through the holiday season, multiple events and promotions were held for Shop Local, Shop Small, in addition to the promotion of Small Business Saturday, using local branding for the promotions.

Small Business Incentives Program

Developed new program management procedures for the Small Business Incentives program to be implemented in January of 2022.

Webinar

On Nov. 3, a webinar on Opportunities for Veteran-Owned Small Business was hosted by Kristi Dunn of Kansas PTAC



Kansas PTAC



(Procurement Technical Assistance Center) February 1, 2021 - January, 20 2022

\$ 135,893,002

Total Contract Awards for KS PTAC Sub-Center Topeka¹

\$134,712,834

Federal

+

\$77,500

State & Local

+

\$1,102,668

Subcontracts

19

CONTRACTS AWARDED
TO SHAWNEE COUNTY
BUSINESSES
TOTALING
\$9,732,981²

\$2,038

RETURN ON
INVESTMENT (ROI)

FOR EVERY \$1
JEDO INVESTS³

**SOCIOECONOMIC
STATS ON FEDERAL
CONTRACT AWARDS**

159

Small Disadvantaged
Business

80

Woman-Owned
Small Business

70

HUBZone

17

Service Disabled
Veteran-Owned
Small Business

91

NEW CLIENTS
101% of Goal

607

COUNSELING
HOURS 100% of Goal

10

TRAINING EVENTS
HELD

125% of Goal

429

CONTRACT AWARDS⁴

¹Service area covers 32 counties in NE KS

²Out of the Total Awards Amount shown above

³JEDO was requested to invest \$66,689 in the KS PTAC program for FY2021. This is the number used to calculate ROI.

⁴This 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.



KS PTAC: TOPEKA SUBCENTER



New Clients

Guided 91 new small businesses through the process of becoming registered to do business with the federal government.

Counseling

Held 607 hours of one-on-one counseling sessions with existing and new small businesses.

Events

Held 10 training events covering various topics on Government Contracting.

Training Events

Oct. 14- Top 10 Legal Mistakes and Upcoming Changes for Government Contracting

Steve Koprince and Nicole Pottroff, of Koprince McCall Pottroff LLC, will present information about the complexity of government contract law, outlining some of the rules that are not intuitive. The presentation will focus on items from making sure that the SAM registration is completed correctly to making sure the proper information is provided on business size. Koprince and Pottroff will also take a look at some of the proposed changes that Congress is presently considering so attendees can be watching for those changes that may affect their business, as they do business with the federal government.

Value

Assisted KS PTAC clients across the state with obtaining a total of 429 Federal Contract Awards. These contracts were awarded between 2/1/21 and the end of 2021. Of the total contract awards, 15 contracts worth \$10 million, were specifically awarded to Shawnee County businesses.



Innovation & Entrepreneurship

Innovation Campus Update:

GO Topeka has continued to collaborate and make progress on standing up the \$14.5 million innovation campus coming to downtown Topeka. It was announced in September that the campus, dubbed the ASTRA Innovation Center, would occupy the former home of Wolfe's Camera Shop, as well as multiple adjacent storefronts. We now have two renderings – one interior rendering and a rooftop rendering – to give us an idea of what the campus may look like. Those will be ready for publication soon, once a final exterior rendering is complete. GO Topeka is also working to compile marketing materials, including window wraps, that will allow the organization, in partnership with real estate development firm BioRealty, to further market and promote the downtown building. We hope to start construction early next year, with the goal of opening in 2023. The 60,000-square-foot innovation center is expected to retain retail space on the ground floor.



Innovation & Entrepreneurship events update:

DECEMBER 1, 2021

On Dec. 1, Laurie Pieper, VP of Entrepreneurship & Small Business, and Karl Klein, Regional Director of the WU SBDC, presented on Business Model Ideation for the BioKansas Expert Insight Series.



Innovation & Entrepreneurship



Plug and Play Topeka Expo Day:

Plug and Play Topeka Expo Day celebrated the graduation of startups that participated in the most recent cohort and successfully completed Plug and Play's three-month-long accelerator program. The goal was also to connect them with Plug and Play corporate partners that might be interested in supporting their work!

Along with celebrating the completion of the program, the startups were able to present business pitches before community members, potential investors and Plug and Play corporate partners.



Plug and Play events update:

OCTOBER 7

On Oct. 7, Plug and Play hosted a virtual mentor networking event to introduce 10 startups in the Topeka accelerator program's latest cohort to various resources Topeka and the region have to offer

OCTOBER 20

Topeka's Plug and Play team presented before the local Innovation Advisory Board and members of the GO Topeka board to report on successes of the program thus far and what's to come. The following was brought up:

Collaboration between Topeka and Plug and Play

Exploring collaboration on Topeka events such as the Washburn University Pitch Competition

Traveling with a Topeka group to the organization's Silicon Valley headquarters in 2022

NOVEMBER 10

The Plug and Play Expo Day event was held virtually from 10 a.m. to noon and was open to the public, though registration was required. Expo Day celebrated the graduation of those startups in the most recent cohort that had successfully completed Plug and Play's three-month-long accelerator program. It was also a chance for community members to get the inside scoop on participating startups and learn more about their objectives.

Plug and Play Topeka

Topeka and Shawnee County helped build what is now known as the Kansas City Animal Health Corridor, which consists of more than 300 animal-health companies located between Manhattan, Kansas, and Columbia, Missouri, including four of the top 10 animal-health companies in the world. Companies located within this region represent 67% of the total animal health, diagnostics, and pet food sold in the US, totaling \$21.5 billion in sales.

Plug and Play is building a world-class animal-health ecosystem by pairing Silicon Valley technology with the Kansas region's state-of-the-art industry R&D, workforces, and animal-health companies. Through this effort, Topeka and Shawnee County are the nation's fastest-growing areas for the health sciences.



Workforce & Talent



2021 Q4 Workforce Data

Total Population	123,393 TOPEKA	174,360 SHAWNEE COUNTY	KS 2,242,502 US 262,024,000
Labor Force Participation	61,608 TOPEKA	89,137 SHAWNEE COUNTY	KS 1,499,608 US 161,886,000
Employment	59,694 TOPEKA	86,539 SHAWNEE COUNTY	KS 1,455,596 US 155,498,000
Jobs	80,660 TOPEKA	95,056 SHAWNEE COUNTY	KS 1,363,399 US 142,631,796
Average Wages	\$50,690 TOPEKA	\$50,699 SHAWNEE COUNTY	KS \$52,406 US \$66,247

Labor Force Participation Rate

49.93% TOPEKA

51.5% SHAWNEE COUNTY

KS 66.87%
US 61.78%

Employment-Population Ratio

48.38% TOPEKA

49.6% SHAWNEE COUNTY

KS 64.91%
US 59.34%

Unemployment Rate

3.1% TOPEKA

2.9% SHAWNEE COUNTY

KS 2.9%
US 3.9%

*Total Civilian Non-institutionalized Population



Equity and Opportunity

DEI Summit

The Partnership hosted a statewide Diversity, Equity, and Inclusion Summit that included speakers from Hills, Colgate Palmolive, FHL, Blue Cross and BlueShield and a number of other corporate leaders.

Holiday Pop Up

MWBD wrapped up the year with a Holiday Pop Up Shop for black-owned businesses. Over two hundred vendors and consumers attended and participated to support Topekas minority owned businesses.

Collaboration

Through a collaborative effort between the **Omni Circle Group** and the GTP, Kauffman awarded the Omni Circle Group a \$360,000 grant to support black-owned businesses.

MWBD

MWBD will be co-hosting a series of workshops entitled “Doing Business with the City of Topeka.” These workshops will provide an overview of the Purchasing Department website and an overview of the City Departments. Attendees will also learn how to register on the online bidding portal, how to use the ePro system to respond to a bid event, and learn about any upcoming bid opportunities.

Hispanic Business Outreach

The Washburn SBDC and the GTPs MWBD are extending their outreach efforts and have secured a Spanish speaking consultant. The goal for the consultant is to assist in identifying gaps in services, uncover any general and financial needs for new and existing businesses, and to have an individual who can translate those needs so that the SBDC and MWBD can provide the necessary support.

Events and Activities

2022 QUARTER 1

Launching The Athena Powerlink

Meet the SBA

Hosting the Women’s Foundation Women’s Report

Planning the Spring Women’s Panel Discussion

Hosting quarterly Listening Sessions- 1

Doing Business with the City-Series

Minority Enterprise Development Week

DEI Summit

Hispanic Businesses- Outreach Partnership

THA Empowerment Center

Minority Business Bootcamp

Various training programs



Choose Topeka Relocation Incentive



2,150+

CALLS TO DATE
(FROM CANDIDATES & EMPLOYERS)

7,000+

SUBMISSIONS WITH
RESUMES OR QUESTIONS

650+

REMOTE WORKER
SUBMISSIONS

38

EMPLOYER CANDIDATES
ACCEPTED, EQUALING

23

REMOTE WORKERS
ACCEPTED, EQUALING

\$218,250

IN MATCHING JEDO
FUNDS COMMITTED

\$175,000

IN RELOCATION
INCENTIVES

\$393,250

IN TOTAL COMMITTED FUNDS FROM THE EMPLOYER
MATCHING FUNDS AND REMOTE WORKER OPTIONS

ECONOMIC IMPACT ANALYSIS

61

CANDIDATES

\$89K

AVERAGE SALARY

12x

RETURN ON INVESTMENT

\$5M

IN ECONOMIC IMPACT,
YEAR ONE

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. Overall, 86+ pieces of coverage were read by approximately 4.9M people and generated over 52,000 social media shares. This totals an earned media value of \$400,000.



New Executive Team Members:

Due to some unforeseen circumstances, a member of the executive team had to step down from the position. We are happy to announce that we have found replacements from within the Forge team.

Richard Kelly, Key Staffing and Premier Employment solutions, will step into the Chair role from the Chair-Elect role. Fatima Luthi will step into the Chair-elect role.

Along with Past-Chair, Del-Metrius Herron, Richard and Fatima will use their considerable skills to help guide Forge through their terms.

DEI Oversight Committee Members Announced:

With the formation of the DEI Oversight Committee, the leadership Team has approved the nominations to the committee and are happy to announce and congratulate the following members of the Forge DEI Oversight Committee.

Brandon Moreno, Kansas Department of Health & Environment
Desiree Perry, Capitol Federal Bank
Susana Ortiz, Ad Astra Per Aspera Counseling, LLC
Fatima Luthi, Envista Credit Union

Website Update:

Forge is in the process of building out a new website to roll out in the month of February. Along with a new and improved website, Forge is also updating its member tracking system, email marketing service and other creative collateral. Forge is looking to refresh and reintroduce itself to Topeka and Shawnee County young talent in 2022.

TopCity Interns Planning:

The TopCity Interns Committee met to begin the planning of the 2022 TopCity Interns Program. The TopCity Interns Program is a partnership between GO Topeka and Shawnee County Businesses to provide programming, events, and activities for interns to participate in while in our community. The official kickoff event for when the interns arrive will be at the Topeka Zoo on June 2, but the committee will be engaging local businesses starting in February. If your business is interested in participating, please reach out to Trina Goss at trina.goss@topekpartnership.com or Rhett Flood at rhett.flood@topekpartnership.com

Upcoming Events and Programing

FEBRUARY 18
Live Your Dream Symposium

FEBRUARY 24
VIP Tour Capper Foundation

FEBRUARY 24
TopCity Teacher/Forge

RICHARD



KELLY

FATIMA



LUTHI

Go Topeka Staff

MATT
PIVARNIK



CEO, Greater Topeka Partnership

MOLLY
HOWEY



President of Economic Development

GLENDA
WASHINGTON



Chief Equity & Opportunity Officer

LAURIE
PIEPER



SVP of Innovation

FREDDY
MAWYIN



Senior Economic Advisor

RHETT
FLOOD



Executive Director of Forge Young Talent

ASHLEY
LEHMAN



Business Development Manager

KRISTI
DUNN



KS PTAC Subcenter Director

TRINA
GOSS



Director, Business & Talent Initiatives

CINDY
KRAUS



Administrative Coordinator



Welcome Our Newest Go Topeka Staff Member

CINDY KRAUS ADMINISTRATIVE COORDINATOR

Cindy joined GO Topeka in November of 2021. As Administrative Coordinator, she works with programs to help small business owners grow their businesses in Topeka and Shawnee County. The programs that she helps to support include Small Business Incentives Program, First Opportunity Fund, Small Business Awards, Athena, and Women's Forum, as well as several other programs.

A native Kansan, Cindy is originally from Maple Hill. She holds a Bachelor of Science degree in Business Administration from Emporia State University and has extensive experience in Human Resources and administrative services.



HERVY.
GREAT
SMO
GROVE

Positioned as an industry leader, the new GO Topeka will strive to innovate, collaborate and boldly move Topeka and Shawnee County into the future.

Great. Grows. Here.

Visit GoTopeka.com.



2021 Go Topeka Board of Directors

Elected Directors

Don Beatty	Hill's Pet Nutrition
Linda Briden	Sunflower Realtors
Kevin Hahn	Tri-Source Pharma
Wade Jueneman	McElroy's Inc.
Jim Klausman	Midwest Health
Treena Mason	Blue Cross Blue Shield of Kansas
Shane Sommars	Briggs Auto
Jacob Wamego	Prairie Band Pottawatomie Nation
Scott Anderson	HAMM Co.
Steve Anderson	University of Kansas St. Francis
Abbey Frye	Kansas Gas Service
Renita Harris	My Company, Inc.
Dr. Bob Kenagy	Stormont Vail Health
Martha Piland	MB Piland
Marsha Pope	Topeka Community Foundation
Marvin Spees	Capital City Oil
Tammy Dishman	Capitol Federal
Dan Foltz	KBS Constructors
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
Doug Wolff	Security Benefit
Sarah Girard	Central National Bank
Brittany Crabtree	Topeka Collegiate
Scott Hunsicker	Kansas Financial Resources
Manny Herron	Haus Property Partners

Directors By Virtue of Position Held

Michelle De La Isla	City of Topeka, Mayor
Kevin Cook	Shawnee County Commissioner
Mike Padilla	City of Topeka, Council Member
Eric Johnson	MTAA
Brent Trout	City of Topeka, City Manager
Dr. Jerry Farley	Washburn University
Roger Wilson	Chair of MWBD
Del-Metrius Herron	Forge Chair



go >topeka

A Greater Topeka Partnership Organization

INTERNATIONAL ECONOMIC
DEVELOPMENT COUNCIL



Accredited Economic Development Organization



Prepared for JEDO
Joint Economic Development Organization