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JEDO Board Meeting  
December 14, 2022  
6:00 P.M.

*City Council Chambers  
214 SE 8<sup>th</sup> Street, 2<sup>nd</sup> Floor  
Topeka, Kansas*

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**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](mailto: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, December 14, 2022 - 6:00 p.m.**

**City Council Chambers  
214 SE 8<sup>th</sup> Street, 2<sup>nd</sup> 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:**

- A. APPROVAL of September 14, 2022 JEDO Board Meeting Minutes
- B. APPROVAL of Project Bolt Incentive Agreement and Announcement
- C. APPROVAL of Project Pages Incentive Agreement and Announcement
- D. APPROVAL of Project Kool-Aid Incentive Funding

**4. PRESENTATION: GO Topeka Quarterly Report**

**5. ACTION ITEM:**

- E. APPROVAL of 2021 JEDO Audit Report
- F. APPROVAL of 2023 GO Topeka Budget and Business Plan
- G. APPROVAL of 2022-2023 Cash Carry-Forward Agreement

**6. PUBLIC COMMENT:**

**7. REMINDER: 2023 JEDO Board Meeting Dates per the JEDO Operational Rules:**

Wednesday, February 8, 2023  
Wednesday, May 10, 2023  
Wednesday, September 13, 2023  
Wednesday, December 13, 2023

**8. ADJOURNMENT.**

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## ***Agenda Item No. 3A***

**JEDO Board Meeting  
December 14, 2022**

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### **ACTION ITEM:**

APPROVAL of September 14, 2022 JEDO Board Meeting Minutes

**Joint Economic Development Organization Board Minutes  
September 14, 2022**

In-Person and Via Zoom  
City Council Chambers  
214 SE 8<sup>th</sup> Street, 2<sup>nd</sup> Floor  
Topeka, Kansas 66603  
Wednesday, September 14, 2022

The Joint Economic Development Organization (JEDO) Board members met at 6:00 p.m. via Zoom meeting and in-person with the following voting Board Members present: Shawnee County Commissioners Aaron Mays and Kevin Cook; City of Topeka Mayor Michael Padilla and Deputy Mayor Spencer Duncan arrived at 6:05; Councilmember Hannah Naeger; Councilmember Tony Emerson voted by proxy for Councilmember Dobler. The following members participated remotely: City Councilmember Neil Dobler. Shawnee County Commissioner Aaron Mays presided as JEDO Chair.

The following nonvoting JEDO Board Members were present: City Councilmember Karen Hiller and Councilmember Tony Emerson.

The following JEDO Board Members were absent: Commissioner Bill Riphahn; City Councilmembers Christina Valdivia-Alcala, Sylvia Ortiz; Brett Kell and Michael Lesser.

Due to the COVID-19 pandemic, the meeting was conducted in-person as well as via Zoom meeting. Zoom access was provided to those individuals signed up for public comment.

**APPROVAL of May 11, 2022 and July 13, 2022 JEDO Board Meeting Minutes was presented:**

*Commissioner Cook moved to approve the Minutes of May 11, 2022 and July 13, 2022. The Motion seconded by Mayor Padilla carried unanimously. (5-0-2)*

**APPROVAL of Project Boomerang Incentive Agreement was presented:**

Ashley Lehman, GO Topeka Business Development Manager, spoke about Project Boomerang Incentive Agreement. Project Boomerang is an existing business in Topeka in the manufacturing industry. They are planning to add 40 new jobs over the next 5 years with a Capital Investment of 125 million dollars. The average wage is \$55,000 plus benefits with a total economic impact over the next 10 years of 480 million dollars. As of all incentives, this is performance based. She was excited to announce that Project Boomerang is Goodyear Tire Rubber and Company. With us here to say a few words is Tim Davis, the manufacturing director and Tim, their finance business partner.

Tim Davis, Manufacturing Director of Goodyear Tire and Rubber, explained how great full they are for the support of JEDO. He explained how the Topeka Facility is intrical to their operations and this investment will help Goodyear to continue to meet the needs of their customer base.

Commissioner Cook asked how the investment of \$125 million is going to change the plant specifically.

Mr. Davis explained the factory would be modernized and part of it would be an investment.

*Councilmember Emerson moved to approve the Motion. The Motion seconded by Commissioner Mays carried unanimously. (6-0-1).*

**APPROVAL of Amended Incentive Funding for Project Three was presented:**

Ashley Lehman, GO Topeka Business Development Manager, spoke about Project Three Incentive Funding. Project Three is a new business in Shawnee County who is interested in leasing existing space for a third-party logistics facility to serve some of our existing manufacturing companies. She gave an overview of some updated numbers for their incentive funding. They will be adding 55 new jobs as opposed to 28. All their investment and jobs will be added in year one with a three year ramp up and incentive payout schedule. A Capital Investment of 2.5 million dollars. With a total economic impact of 500 million dollars over the next 10 years. The total requested incentive ins \$373,000.

*Commissioner Cook moved to approve the Motion. The Motion seconded by Councilmember Naeger carried unanimously. (6-0-1).*

**APPROVAL of Project Three Incentive Agreement and Announcement was presented:**

Ashley Lehman, GO Topeka Business Development Manager, spoke about Project Three Incentive Agreement. Project Three is a new business in Shawnee County. They are a third-party logistics facility to serve some of our existing manufacturing companies. The numbers are as she previously mentioned. She was proud to announce that Project Three is Ryder Systems Inc. With us tonight is John Crenshaw, Engineering Manager to say a few words.

John Crenshaw, Engineering Manager, gave an overview of their company and explained that they will have a live start-up of a project here in Topeka at the end of the month. He explained the kinds of jobs that will fill their 55 new jobs. He stated how grateful they are for the support from GO Topeka and JEDO and are looking forward to partnering with this area.

*Mayor Padilla moved to approve the Motion. The Motion seconded by Commissioner Mays carried unanimously. (6-0-1).*

**APPROVAL of Project Pages Incentive Funding for \$100,000 was presented:**

Ashley Lehman, GO Topeka Business Development Manager, spoke about Project Pages Incentive Funding. Project Pages has a business attraction in wholesale distribution. They are planning to bring 20 new jobs to Shawnee County over the next 5 years with an annual salary of \$40,000. With a total economic impact over the next 10 years of 62 million dollars. The total requested incentive is \$100,000.

*Commissioner Mays moved to approve the Motion. The Motion seconded by Commissioner Cook carried unanimously. (6-0-1).*

**APPROVAL of Contract Amendments for an Earning Period Extension was presented:**

Molly Howey, GO Topeka President of Economic Development, presented. She stated that this item was on the last agenda for approval. Every company has the same contract with the only thing differing is that company's specific information. This contract would allow for an earning period extension for each business to meet certain metrics to qualify for the incentives. This extension was given for the circumstances from the Covid-19 pandemic. If approved, all the contracts will be forwarded to the companies to be executed.

*Commissioner Mays moved to approve the Motion. The Motion seconded by Councilmember Naeger carried unanimously. (6-0-1).*

**GO Topeka Quarterly Update was presented:**

Molly Howey, GO Topeka President of Economic Development started it off by sending regrets from Matt Pivarnik, GO Topeka President, who could not make it today because of a family emergency. She also extended congratulations to the City team for selecting a new City Manager, and congratulations to Steve Wade. Next, she pointed out the brochures the board had in front of them. It was a new marketing technique they made. It was specific to an international event they had which is why it has so many QR Codes. She explained that is just one of things they are starting to use to speak specifically to that industry. Ms. Howey gave an update on some tours they have given at the airport for companies that are interested in looking at the airports for development sights. She also mentioned that they have had a great increased partnership with the state, specifically Deputy Secretary of Commerce, Paul Hughes, who has a deep history in the industry and has given a lot of expertise. They are working to figure out how to stay competitive in that industry. She explained that they are almost done with the budget and to be looking out for that. She mentioned they are working on a goal of reducing their operating budget about 3-5%. Reminding the board that their revenue budget from the sales tax is flat and has been since 2007.

Commissioner Mays inquired about the Revenue Budget and how long it has been since they received any additional funding from the first Interlocal Agreement was made. He mentioned that he would like to look into that, possibly making it a percentage of the sales tax instead of a flat fee. Or in some way be raised as the revenues from the sales tax have went up considerably.

Commissioner Cook noted that the Interlocal Agreement would be part of the Master Contract. The amount of sales tax was put before the voters and now we are half way through the 10-year contract that was approved in 2017.

Trina Goss, Director of Business Retention and Initiatives presented on the Housing Advocacy Task Force. She explained that they are going to be focusing on a few sub-categories to try and help developers and incentivize them to build in Topeka. Next she spoke on the Child Care Task Force and identified their goals on addressing the Topeka-Shawnee County Child Care.

Councilmember Naeger inquired about changing the public's overall perception, is that translating into higher wages, benefits?

Ms. Goss explained that it may need to be through policy change or some other change, but they will be digging into that more. Next she gave an update on Choose Topeka. Since the last update the numbers have changed a lot. The numbers have went way up on the employer match side. There were 8,500 submissions, 64 employer submission candidates with an average salary of \$91,862 and there are \$344,250 encumbered funds for the employer match. For Remote there were 1,100 remote submissions, 30 remote workers with an average salary of \$83,804 and \$246,250 encumbered funds for employer match. In total there were 94 candidates, \$590,500 encumbered funds with an average salary of \$89,290.

Councilmember Emerson asked if these are the numbers for just this year or total.

Ms. Goss explained that they are total for the program.

Mayor Padilla asked what is the main industry that they get submissions in?

Ms. Goss stated that the main industry for submissions is fast-food and retail. But of the one's that employers are looking for are financial industry, engineering, sales, health care, education and the management level of distribution.

Councilmember Naeger inquired about the diversity break down of the candidates.

Ms. Goss explained that they aren't exactly tracking that information but she has seen mostly young families all the way up to people nearing retirement age.

Councilmember Hiller asked about why they are not selecting sales and retail applicants.

Ms. Goss explained that it is the employer who is putting the incentive up from an then getting reimbursed. Some retailers may not have it in their plans to give \$10,000 incentive to a front line worker. The last thing she presented on National Manufacturing Day which will be held on October 7, 2022.

Rhett Flood, Forge Director presented on Top City Interns. He explained that the 2022 program was back to pre-pandemic levels. They had 22 Interns, 3 companies and 6 in-person events. He stated that they were very happy with the program this year.

Councilmember Emerson commented that they had a great event downtown.

Zach, Chair, Forge Young Talent spoke about Forge Fest and its success.

Commissioner Mays commented that he really enjoyed Forge Fest and the Intern Program is fantastic.

Glenda Washington, GO Topeka Chief Equity and Opportunity Officer, gave a quarterly report on Equity and Opportunity/MWBD. She explained how the micro size businesses were doing and they were doing good. She gave an update on a child care business they gave a loan to. She talked about COVID research that an individual was doing in our community to see what resources we used, how we dealt with it and also how it impacted minority and small businesses. They are awaiting the results of that. Finally, she announced the 2022 DI Summit happening in September at Prairie Band Casino and she invites you all there.

Councilmember Duncan stated he was going to be at the DI Summit. He asked about what other criteria they have for those loans besides being minority.

Ms. Washington explained that this loan is specifically for minority businesses but not much other criteria. It is very easy to get.

Councilmember Naeger wanted to applaud her on the site visits and stated how that was an intricate part of the program.

Ms. Washington pointed out that starting tomorrow is Hispanic Heritage Month and wanted to make sure everyone came out to celebrate that. She then gave a presentation on PTAC and the great things they are doing. The presentation included all the numbers for that.

Laurie Pieper, VP, Entrepreneurship and Small Business, presented. She introduced Tammy Cortez, Chair of the Small Business Incentives Committee, and Shawn Gatewood, recent recipient of a small business incentive, who were there to speak tonight.

Shawn Gatewood spoke about how important the Small Business Loan was for him in starting his business.

Ms. Pieper then did a brief overview of some of the other businesses that were given the Small Business Incentives. She then spoke about uses of the Marketing Incentive. She went over the demographic information on the incentives which were shown on the presentation.

Tammy Cortez, Chair of the Small Business Committee explained how much they appreciate the Small Business Program.

Ms. Pieper spoke about how they introduced the competitive application process this year which helped to elevate the quality of the applications and makes them easier to go through.

Councilmember Emerson asked if they put money in every quarter? He also asked if the dashboard is public?

Ms. Pieper explained that the year started out with \$300,000 and carryover from the previous year, and then after the second quarter they had already allocated most of their budget. However, this year they implemented a monthly progress report to find out if the projects/companies are on tract. If they are not able to be on-tract then the funds are put back in the pot. That is why almost \$50,000

dollars was put back in the budget in 3<sup>rd</sup> quarter. She also added that the dashboard is not currently public but they can make it available to the public.

Councilmember Hiller inquired if the competitive application process was attracting more applicants and better applicants? She also asked if they are tracking if people are meeting their goals.

Ms. Pieper explained that it is attracting better applications because they are having to put more thought process into it. She also explained that they are tracking businesses goals but they just started this new process. She explained that the companies do have to be doing something that impacts economic development but there are different ways in which that can manifest. She went on to show what the Cash Flow projections are and reasons for performance difficulties. She thoroughly explained the new way they prioritize the review of the applications. Ms. Pieper gave a presentation on the University Engagements they have been working on and explained how exciting it was. They have 2 proof of concept projects with K-State. At Washburn University they have a Pitch Competition, Entrepreneur Showcase and Student Engagements. Two important aspects are collaboration on attraction of innovation companies and talent retention. She stated that the Propeller Program is going great and she wanted to invite everyone to the events of Global Entrepreneurship Week.

Stephanie Moran, SVP of Innovation, presented on the updates to Innovation and Plug n Play. She pointed out how they had great success with Plug n Play and attracting the animal health corridor to Topeka. The Innovation Board came up with 4 main pillars that focus on their Innovation Center downtown. They are Funding, Entrepreneurship/ People/ Talent/ Pipeline, Education/ Programming/ Services and Community Involvement. She some of the services they will focus on having for the businesses. She mentioned connecting your people to the program. She spoke about the programs and the community involvement. She announced the Open House at the Innovation Campus on September 15, 2022. She gave an update on Plug and Play. She stated that they just selected Batch 4 and will have 12 new startups. She gave an update on the successes they have had through Plug and Play, such as:

1. Dinbeat
2. Bond Pet Food
3. Stenco
4. Agis Packaging
5. W-Cycle
6. TBA
7. NovoNutrients
8. TeleTails
9. Moolec

She stated that in Batch 3 there were 11 Startups, 14 Deep Dives, 9 NDA's, 7 on-going conversations, 4 pilots and a total of 120 connections made for our partners. Lastly, she announced the Plug and Play November Summit on the 15<sup>th</sup> through 17<sup>th</sup>.

**NO PUBLIC COMMENT was provided.**

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



## ***Agenda Item No. 3B***

**JEDO Board Meeting  
December 14, 2022**

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### **ACTION ITEM:**

APPROVAL of Project Bolt Incentive Agreement and Announcement

**INCENTIVE AGREEMENT**

This Incentive Agreement is effective \_\_\_\_\_, 2022, and is entered into between the following parties:

GO TOPEKA: GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

719 S. Kansas Ave., Suite 100  
Topeka, KS 66603  
Phone: (785) 234-2644  
Fax: (785) 234-8656  
Contact Person/Title: Molly Howey, President, GO Topeka

PROJECT BOLT  
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**WHEREAS**, PROJECT BOLT is a corporation that is in good standing and qualified to do business under the laws of the state of Kansas; and

**WHEREAS**, PROJECT BOLT is contemplating investing approximately Seven Million Dollars (\$7,000,000.00) to modernize its real property in Shawnee County, Kansas; and

**WHEREAS**, PROJECT BOLT intends to expand its operations and, in the process, create forty-four (44) full time jobs over the next approximately five (5) years; and

**WHEREAS**, GO TOPEKA desires to assist and promote PROJECT BOLT by offering up to Two Hundred Sixty-Eight Thousand Dollars (\$268,000.00) in employment, capital investment and training incentives; and

**WHEREAS**, PROJECT BOLT acting in reliance upon the incentives set forth in this Agreement, has decided to maintain and expand its operations in Shawnee County, Kansas; and

**WHEREAS**, the parties wish to memorialize their understanding regarding the details of the incentive package through this legally enforceable contract.

**WITNESSETH:**

**NOW, THEREFORE**, in consideration of such mutual benefits and the mutual covenants and agreements expressed herein, the parties covenant and agree as follows:

1. **Local Employment Incentive.** GO TOPEKA agrees to provide to PROJECT BOLT an employment incentive of up to One Hundred Seventy-Six Thousand Dollars (\$176,000.00) (the “Employment Incentive”) for new Full Time Employment Positions created by PROJECT BOLT over five (5) years, subject to the limitations and requirements outlined herein. The eligibility for Employment Incentive for a new Full Time Employment Position is based on the annual employee compensation as follows:

<b><u>Annual Compensation</u></b>	<b><u>Total Employment Incentive</u></b>	<b><u>Per Year</u></b>
• \$40,000 or more	\$4,000	\$800

A Full Time Employment Position receiving compensation of less than \$40,000.00 annually is not eligible for an Employment Incentive.

As used in this agreement, a “Full Time Employment Position” is an employee position that includes approximately 2080 paid hours of service in Shawnee County, Kansas, during each calendar year. For purposes of determining eligibility for an Employment Incentive, compensation includes salary, bonuses or other cash incentives paid by PROJECT BOLT to a full time employee in a calendar year, but does not include benefits. Each position shall be eligible to receive health insurance benefits, at least part of the premiums of which are paid by PROJECT BOLT, and paid time off. Nothing herein shall require that a Full Time Employment Position be held by the same person, nor shall this Agreement preclude PROJECT BOLT from changing the title, purpose or utility of a position (as long as it meets the other requirements identified herein, including compensation). Each Full Time Employment Position must be one in which PROJECT BOLT withholds and pays all federal, state and local employment taxes attributable to the employee. More than one position cannot be aggregated to qualify for an Employment Incentive.

Only new Full Time Employment Positions shall be eligible for the Employment Incentive. A “new” Full Time Employment Position is an otherwise eligible Full Time Employment Position that is in excess of and in addition to the one hundred and seventeen (117) Full Time Employees employed by PROJECT BOLT as of May 31, 2022. To qualify for the Employment Incentive, the Full Time Employment Positions must commence on or after May 31, 2022 and be hired and receiving compensation by December 31, 2027.

A Full Time Employment Position shall not fail to qualify for the Employment Incentive if the position is vacated (voluntarily or otherwise) and PROJECT BOLT is undertaking an open

and active search and such position is filled within one hundred eighty (180) days after the vacancy during the calendar year. If unfilled for longer than one hundred eighty (180) days during a calendar year, the position will cease to qualify as a Full Time Employment Position and will not be eligible for an Employment Incentive for that year.

Notwithstanding anything to the contrary herein, a maximum Employment Incentive available hereunder shall not exceed One Hundred Seventy-Six Thousand Dollars (\$176,000.00) in the aggregate. Generally, the maximum annual Employment Incentive payment shall be Thirty-Five Thousand Two Hundred Dollars (\$35,200.00); however, if PROJECT BOLT is experiencing faster than anticipated growth and the GO TOPEKA budget allows, the yearly Employment Incentive may exceed the noted maximum at the direction of the President of GO TOPEKA.

GO TOPEKA will endeavor to make incentive payments according to the following schedule:

- New Full Time Employment Positions hired between May 31, 2022 and December 31, 2022 will be eligible to receive the first incentive payment installment in 2023;
- New Full Time Employment Positions hired between January 1, 2023 and December 31, 2023 will be eligible to receive the first incentive payment installment in 2024;
- New Full Time Employment Positions hired between January 1, 2024 and December 31, 2024 will be eligible to receive the first incentive payment installment in 2025;
- New Full Time Employment Positions hired between January 1, 2025 and December 31, 2025 will be eligible to receive the first incentive payment installment in 2026;
- New Full Time Employment Positions hired between January 1, 2026 and December 31, 2026 will be eligible to receive the first incentive payment installment in 2027;
- New Full Time Employment Positions hired between January 1, 2027 and December 31, 2027 will be eligible to receive the first incentive payment installment in 2028;

provided, however, that PROJECT BOLT must first provide GO TOPEKA with sufficient documentation relating to such employment levels (as required elsewhere herein). GO TOPEKA shall make all reasonable efforts to complete payment of all incentive payments within sixty (60) days of the receipt of such sufficient documentation relating to employment levels.

The parties recognize there may be some turnover and fluctuations in PROJECT BOLT's employment levels. Therefore, subject to the termination provision, a position may qualify for an Employment Incentive in one year after failing to qualify in a prior year.

For purposes of illustration, if PROJECT BOLT hires one (1) new Full Time Employment Position between May 31, 2022 and December 31, 2022 and maintains that position through 2024, plus hires two (2) new Full Time Employment Positions throughout the period between January 1, 2023 and December 31, 2023 and the compensation of each of the three (3) positions is at least Forty Thousand Dollars (\$40,000.00) annually, PROJECT BOLT would be eligible to receive an Employment Incentive installment in the amount of Two Thousand Four Hundred Dollars (\$2,400.00) (3 x \$800) in 2024 upon receipt and verification of appropriate documentation. The 2024 Employment Incentive installment of Two Thousand Four Hundred Dollars (\$2,400.00) would be for performance in 2023 (i.e. – maintenance of one (1) position and creation of two (2) positions).

**2. Employment Incentive Calculation Documentation.** When and as reasonably requested by GO TOPEKA, PROJECT BOLT shall provide GO TOPEKA with state and federal employment tax returns and/or other information reasonably necessary to establish employment levels in Shawnee County, Kansas, for purposes of calculating Employment Incentives and monitoring PROJECT BOLT's performance hereunder. GO TOPEKA is granted the right to audit payroll and human resources records at any time during the term of this Agreement. GO TOPEKA is granted the right to reduce payments made to PROJECT BOLT by amounts found to be improper, unauthorized or unsubstantiated. GO TOPEKA shall have sole authority in this regard and shall base its decision upon information submitted, including absence of documents to substantiate expenditure.

**3. Employee Training Incentive.** PROJECT BOLT may earn an Employee Training Incentive in an amount not to exceed Forty-Four Thousand Dollars (\$44,000.00) (the "Employee Training Incentive").

For the Employee Training Incentive, GO Topeka shall reimburse PROJECT BOLT for verifiable training costs including, but not limited to, tuition, registration fees, computer software for in-house training and other direct training costs incurred from May 31, 2022 to December 31, 2027 in accordance with the following provisions. PROJECT BOLT shall be eligible for One Thousand Dollars (\$1,000.00) in Employee Training Incentive for each net new Full Time

Employment Position (as defined in Section 1 “Local Employment Incentive”), up to forty-four (44), created by PROJECT BOLT. Thus, for PROJECT BOLT to receive all Forty-Four Thousand Dollars (\$44,000.00) in Employee Training Incentive the company’s full time employment would need to increase to at least one hundred and sixty one (161).

An Employee Training Incentive payment may be made to PROJECT BOLT starting in 2023 for training costs incurred by any full time employee (new or existing) at PROJECT BOLT in 2022 upon proof of approved training expenses in the form of paid invoices, or other verifiable records confirming payment for approved training expenses. The amount of Full Time Employee Training Incentive available in 2023 will be based on net new Full Time Employment Positions created by PROJECT BOLT in 2022. For example, if PROJECT BOLT created ten (10) net new Full Time Employment Positions in 2022, increasing the company’s full time employee count to one hundred and twenty-seven (127) PROJECT BOLT could receive a reimbursement of up to Ten Thousand Dollars (\$10,000.00) in 2023 for expenses incurred to train any existing or new full time employee. Payment for training expenses incurred shall be available on a yearly basis thereafter through 2028 based on the previous year’s net new job creation and verifiable training costs. GO TOPEKA shall not reimburse PROJECT BOLT for wages paid to an employee while they are in training or incidental costs associated with training such as travel expenses, meals, and lodging.

**4. Real Estate Investment Incentive.** For each Five Hundred Thousand Dollars (\$500,000.00) in expenditure made by PROJECT BOLT between May 31, 2022 and December 31, 2027 for the improvement of its real property located at \_\_\_\_\_, Topeka in Shawnee County, Kansas GO TOPEKA shall pay an incentive to PROJECT BOLT of Four Thousand Dollars (\$4,000.00) (The “Real Estate Investment Incentive”). The aggregate of said real estate investment incentive payments shall not exceed Fifty-Six Thousand Dollars (\$56,000.00). PROJECT BOLT’s investment in its real property in Shawnee County is expected to be Seven Million Dollars (\$7,000,000.00). The Real Estate Incentive payments shall be made to PROJECT BOLT upon GO TOPEKA’s receipt of documentary evidence showing the investment and improvement (construction/remodel) in the real property.

**5. Use of Funds.** The funds received by PROJECT BOLT pursuant hereto shall be used for the purpose of purchasing and improving real estate and equipment in Shawnee County,

Kansas and for the employment and training of persons to be employed in Shawnee County, Kansas.

**6. Notices.** Any notices required or permitted to be given pursuant to this Agreement may be delivered in person or mailed, certified mail, return receipt requested, to the addresses identified above.

**7. Miscellaneous.** The following miscellaneous provisions shall apply to this Agreement:

a. PROJECT BOLT agrees to make every reasonable effort to use, if qualified, Shawnee County residents to fill the new Full Time Employment Positions in Shawnee County, Kansas.

b. PROJECT BOLT shall provide prompt advance notice to GO TOPEKA of any material change in PROJECT BOLT's ownership, control or management, including issues of insolvency or bankruptcy, or other material changes that could reasonably result in a default by PROJECT BOLT under any agreement to which it is a party related to the matters set forth herein, or a change in the Full Time Employment Positions maintained in Shawnee County, Kansas.

c. PROJECT BOLT agrees to participate in a public event with GO TOPEKA in Shawnee County, Kansas, celebrating the employment expansion contemplated by this Agreement. Such event would include general recognition of JEDO's and GO TOPEKA's involvement in the project.

d. This writing contains the entire agreement reached between the parties hereto with respect to the subject matter hereof, and may be amended only in writing, duly executed by all parties concerned.

e. This Agreement shall be interpreted under the laws of the State of Kansas, with venue being solely in the state District Court of Shawnee County, Kansas. In the event any provision is found to be unenforceable or unconstitutional, all other provisions shall remain in full force and effect.

f. Time is of the essence of this Agreement.

g. By signing this Agreement, the parties affirm that they have the authority of their respective corporations to enter into this Agreement and bind their respective entities.

h. This Agreement shall bind and inure to the benefit of the parties to this Agreement, their heirs, legal representatives, assignees, transferors and successors.

i. No failure by a party to insist on prompt performance by the other party of its obligations hereunder shall constitute a waiver of rights under the Agreement. Similarly, the waiver by a party of any breach of any provision of this Agreement shall not operate or be construed as a waiver of any subsequent breach of that same or any other provision.

j. This Agreement may be executed in counterparts, each counterpart shall be deemed an original, and, when taken together with other signed counterparts, shall constitute one agreement, which shall be binding upon and effective as to all parties.

k. The parties acknowledge and agree that PROJECT BOLT shall not assign, transfer, hypothecate or otherwise encumber this Agreement and its rights hereunder, without the prior written approval of GO TOPEKA.

l. Sarbanes-Oxley and similar legislation may have application to, or affect the accounting for, this Agreement by PROJECT BOLT.

m. GO TOPEKA makes no representation as to the taxability or tax effect of this Agreement and the incentive payments hereunder.

n. GO TOPEKA's obligations hereunder are contingent upon approval hereof by the Joint Economic Development Organization ("JEDO") and the continued funding of GO TOPEKA at adequate levels through a portion of the Shawnee County retailer's sales tax and/or by JEDO. GO TOPEKA may unilaterally reduce or eliminate any payments hereunder in the event that sufficient funds are not available (taking into account GO TOPEKA's other obligations). GO TOPEKA will endeavor to give PROJECT BOLT advance notice of any reduction of funds when practical. PROJECT BOLT agrees and understands that if there are not sufficient funds appropriated or available to GO TOPEKA to continue to make any payments hereunder (taking into account GO TOPEKA's other obligations), GO TOPEKA may terminate this Agreement with written notice of termination to PROJECT BOLT. The reduction or elimination of any payments, and/or termination of this Agreement pursuant to this paragraph, shall not cause any penalty or damages to be charged to GO TOPEKA and PROJECT BOLT waives and releases any rights, causes of action or claims it may have should such insufficiency of funds occur.

o. In carrying out the terms and provisions of this agreement, PROJECT BOLT shall not unlawfully discriminate against any employee, applicant for employment, recipient of service or applicant to receive or provide services because of race, color, religion, sex, age, disability, national origin or any other status protected by applicable federal or state law or local ordinance.

p. PROJECT BOLT agrees to make a good faith effort to provide relocating information to existing employees, and/or new employees with information/relocation materials regarding Topeka and Shawnee County, that support and promote residency within the Topeka/Shawnee County limits. Annual reporting of these efforts shall be provided to GO TOPEKA during the incentivized period defined in this Agreement.

q. Every duty, right, or obligation contained in this Agreement imposes an obligation of good faith in its performance or enforcement. For the purposes of the Agreement, “good faith” dealing means honesty in fact in the conduct or the transaction concerned.

r. Nothing herein contained shall be construed or held to make any party a partner, joint venture or associate of another party in the conduct of its business, nor shall either party be deemed the agent of the other, it being expressly understood and agreed that the relationship between the Parties hereto is and shall at all times remain contractual as provided by the terms and conditions of this Agreement.

s. The parties agree to execute and deliver such other documents, agreements or instruments as may be necessary or convenient to effect the purposes of this Agreement and to comply with any of the terms hereof.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement on the date and year first above written.

“PROJECT BOLT”

By: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

“GO TOPEKA”

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

By: \_\_\_\_\_

Print Name: Molly Howey

Title: President, GO Topeka

City of Topeka & Shawnee County



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## *Agenda Item No. 3C*

**JEDO Board Meeting  
December 14, 2022**

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### **ACTION ITEM:**

APPROVAL of Project Pages Incentive Agreement and Announcement

**INCENTIVE AGREEMENT**

This Incentive Agreement is effective \_\_\_\_\_, 2022, and is entered into between the following parties:

GO TOPEKA: GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

719 S. Kansas Ave., Suite 100  
Topeka, KS 66603  
Phone: (785) 234-2644  
Fax: (785) 234-8656  
Contact Person/Title: Molly Howey, President, GO Topeka

PROJECT PAGES

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**WHEREAS**, PROJECT PAGES is a corporation that is in good standing and qualified to do business under the laws of the state of Kansas; and

**WHEREAS**, PROJECT PAGES intends to expand its operations and, in the process, create twenty (20) full time jobs over the next approximately five (5) years; and

**WHEREAS**, GO TOPEKA desires to assist and promote PROJECT PAGES by offering up to One Hundred Thousand Dollars (\$100,000.00) in employment, and training incentives; and

**WHEREAS**, PROJECT PAGES acting in reliance upon the incentives set forth in this Agreement, has decided to maintain and expand its operations in Shawnee County, Kansas; and

**WHEREAS**, the parties wish to memorialize their understanding regarding the details of the incentive package through this legally enforceable contract.

**WITNESSETH:**

**NOW, THEREFORE**, in consideration of such mutual benefits and the mutual covenants and agreements expressed herein, the parties covenant and agree as follows:

**1. Local Employment Incentive.** GO TOPEKA agrees to provide to PROJECT PAGES an employment incentive of up to Eighty Thousand Dollars (\$80,000.00) (the “Employment Incentive”) for new Full Time Employment Positions created by PROJECT PAGES over five (5) years, subject to the limitations and requirements outlined herein. The

eligibility for an Employment Incentive for a new Full Time Employment Position is based on annual employee compensation as follows:

<u>Annual Compensation</u>	<u>Total Employment Incentive</u>	<u>Per Year</u>
• \$40,000 or more	\$4,000	\$800

A Full Time Employment Position receiving compensation of less than Forty Thousand Dollars (\$40,000.00) annually is not eligible for an Employment Incentive.

As used in this agreement, a “Full Time Employment Position” is an employee position that includes approximately 2080 paid hours of service in Shawnee County, Kansas, during each calendar year. For purposes of determining eligibility for Employment Incentives (and the amount thereof), compensation includes salary, bonuses or other cash incentives paid by PROJECT PAGES to a full time employee in a calendar year, but does not include benefits. Each position shall be eligible to receive health insurance benefits, at least part of the premiums of which are paid by PROJECT PAGES, and paid time off. Nothing herein shall require that a Full Time Employment Position be held by the same person, nor shall this Agreement preclude PROJECT PAGES from changing the title, purpose or utility of a position (as long as it meets the other requirements identified herein, including compensation). Each Full Time Employment Position must be one in which PROJECT PAGES withholds and pays all federal, state and local employment taxes attributable to the employee. More than one position cannot be aggregated to qualify for an Employment Incentive.

Only new Full Time Employment Positions shall be eligible for the Employment Incentive. A “new” Full Time Employment Position is an otherwise eligible Full Time Employment Position that is in excess of and in addition to the \_\_\_\_\_ ( ) Full Time Employees employed by PROJECT PAGES as of September 14, 2022. To qualify for the Employment Incentive, the Full Time Employment Positions must commence on or after September 14, 2022 and be hired and receiving compensation by December 31, 2027.

A Full Time Employment Position shall not fail to qualify for the Employment Incentive if the position is vacated (voluntarily or otherwise) and PROJECT PAGES is undertaking an open and active search and such position is filled within one hundred eighty (180) days after the vacancy during the calendar year. If unfilled for longer than one hundred eighty (180) days during a calendar year, the position will cease to qualify as a Full Time Employment Position and will not be eligible for an Employment Incentive for that year.

Notwithstanding anything to the contrary herein, the maximum Employment Incentive available hereunder shall not exceed Eighty Thousand Dollars (\$80,000.00) in the aggregate. Generally, the maximum annual Employment Incentive payment shall be Sixteen Thousand Dollars (\$16,000.00); however, if PROJECT PAGES is experiencing faster than anticipated growth and the GO TOPEKA budget allows, the yearly Employment Incentive may exceed the noted maximum at the direction of the President of GO TOPEKA.

GO TOPEKA will endeavor to make incentive payments according to the following schedule:

- New Full Time Employment Positions hired between September 14, 2022 and December 31, 2022 will be eligible to receive the first incentive payment installment in 2023;
- New Full Time Employment Positions hired between January 1, 2023 and December 31, 2023 will be eligible to receive the first incentive payment installment in 2024;
- New Full Time Employment Positions hired between January 1, 2024 and December 31, 2024 will be eligible to receive the first incentive payment installment in 2025;
- New Full Time Employment Positions hired between January 1, 2025 and December 31, 2025 will be eligible to receive the first incentive payment installment in 2026;
- New Full Time Employment Positions hired between January 1, 2026 and December 31, 2026 will be eligible to receive the first incentive payment installment in 2027;
- New Full Time Employment Positions hired between January 1, 2027 and December 31, 2027 will be eligible to receive the first incentive payment installment in 2028;

provided, however, that PROJECT PAGES must first provide GO TOPEKA with sufficient documentation relating to such employment levels (as required elsewhere herein). GO TOPEKA shall make all reasonable efforts to complete payment of all incentive payments within sixty (60) days of the receipt of such sufficient documentation relating to employment levels.

The parties recognize there may be some turnover and fluctuations in PROJECT PAGES's employment levels. Therefore, a position may qualify for an Employment Incentive in one year after failing to qualify in a prior year.

For purposes of illustration, if PROJECT PAGES hires one (1) new Full Time Employment Positions between September 14, 2022 and December 31, 2022 and maintains that position through 2024, plus hires two (2) new Full Time Employment Positions throughout the period between January 1, 2023 and December 31, 2023 and the annual compensation of each of

the three (3) positions is at least Forty Thousand Dollars (\$40,000), PROJECT PAGES would be eligible to receive an Employment Incentive installment in the amount of Two Thousand Four Hundred Dollars (\$2,400) (3 x \$800) in 2024 upon receipt and verification of appropriate documentation.

**2. Employment Incentive Calculation Documentation.** When and as reasonably requested by GO TOPEKA, PROJECT PAGES shall provide GO TOPEKA with state and federal employment tax returns and/or other information reasonably necessary to establish employment levels in Shawnee County, Kansas, for purposes of calculating Employment Incentives and monitoring PROJECT PAGES' performance hereunder. GO TOPEKA is granted the right to audit payroll and human resources records at any time during the term of this Agreement. GO TOPEKA is granted the right to reduce payments made to PROJECT PAGES by amounts found to be improper, unauthorized or unsubstantiated. GO TOPEKA shall have sole authority in this regard and shall base its decision upon information submitted, including absence of documents to substantiate expenditure.

**3. Employee Training Incentive.** PROJECT PAGES may earn an Employee Training Incentive in an amount not to exceed Twenty Thousand Dollars (\$20,000.00) (the "Employee Training Incentive").

For the Employee Training Incentive, GO Topeka shall reimburse PROJECT PAGES for verifiable training costs including, but not limited to, tuition, registration fees, computer software for in-house training and other direct training costs incurred from September 14, 2022 to December 31, 2027 in accordance with the following provisions. PROJECT PAGES shall be eligible for One Thousand Dollars (\$1,000.00) in Employee Training Incentive for each net new Full Time Employment Position (as defined in Section 1 "Local Employment Incentive"), up to twenty (20), created by PROJECT PAGES. Thus, for PROJECT PAGES to receive all Twenty Thousand Dollars (\$20,000.00) in Full Time Employee Training Incentive the company's full time employment would need to increase to at least \_\_\_\_\_ (\_\_\_\_).

An Employee Training Incentive payment may be made to PROJECT PAGES starting in 2023 for training costs incurred by any full time employee (new or existing) at PROJECT PAGES in 2022 upon proof of approved training expenses in the form of paid invoices, or other verifiable records confirming payment for approved training expenses. The amount of Employee Training Incentive available in 2023 will be based on net new Full Time Employment Positions

created by PROJECT PAGES in 2022. For example, if PROJECT PAGES created four (4) net new Full Time Employment Positions in 2022, increasing the company's full time employee count to \_\_\_\_\_ (\_\_\_), PROJECT PAGES could receive a reimbursement of up to Four Thousand Dollars (\$4,000.00) in 2023 for expenses incurred to train any existing or new full time employee. Payment for training expenses incurred shall be available on a yearly basis thereafter through 2028 based on the previous year's net new job creation and verifiable training costs. GO TOPEKA shall not reimburse PROJECT PAGES for wages paid to an employee while they are in training or incidental costs associated with training such as travel expenses, meals, and lodging.

**4. Use of Funds.** The funds received by PROJECT PAGES pursuant hereto shall be used for the purpose of incentivizing the employment and training of persons to be employed in Shawnee County, Kansas.

**5. Notices.** Any notices required or permitted to be given pursuant to this Agreement may be delivered in person or mailed, certified mail, return receipt requested, to the addresses identified above.

**6. Miscellaneous.** The following miscellaneous provisions shall apply to this Agreement:

a. PROJECT PAGES agrees to make every reasonable effort to use, if qualified, Shawnee County residents to fill the new Full Time Employment Positions in Shawnee County, Kansas.

b. PROJECT PAGES shall provide prompt advance notice to GO TOPEKA of any material change in PROJECT PAGES' ownership, control or management, including issues of insolvency or bankruptcy, or other material changes that could reasonably result in a default by PROJECT PAGES under any agreement to which it is a party related to the matters set forth herein, or a change in the Full Time Employment Positions maintained in Shawnee County, Kansas.

c. PROJECT PAGES agrees to participate in a public event with GO TOPEKA in Shawnee County, Kansas, celebrating the employment expansion contemplated by this Agreement. Such event would include general recognition of JEDO's and GO TOPEKA's involvement in the project.

d. This writing contains the entire agreement reached between the parties hereto with respect to the subject matter hereof, and may be amended only in writing, duly executed by all parties concerned.

e. This Agreement shall be interpreted under the laws of the State of Kansas, with venue being solely in the state District Court of Shawnee County, Kansas. In the event any provision is found to be unenforceable or unconstitutional, all other provisions shall remain in full force and effect.

f. Time is of the essence of this Agreement.

g. By signing this Agreement, the parties affirm that they have the authority of their respective entities to enter into this Agreement and bind their respective entities.

h. This Agreement shall bind and inure to the benefit of the parties to this Agreement, their heirs, legal representatives, assignees, transferors and successors.

i. No failure by a party to insist on prompt performance by the other party of its obligations hereunder shall constitute a waiver of rights under the Agreement. Similarly, the waiver by a party of any breach of any provision of this Agreement shall not operate or be construed as a waiver of any subsequent breach of that same or any other provision.

j. This Agreement may be executed in counterparts, each counterpart shall be deemed an original, and, when taken together with other signed counterparts, shall constitute one agreement, which shall be binding upon and effective as to all parties.

k. The parties acknowledge and agree that PROJECT PAGES shall not assign, transfer, hypothecate or otherwise encumber this Agreement and its rights hereunder, without the prior written approval of GO TOPEKA.

l. Sarbanes-Oxley and similar legislation may have application to, or affect the accounting for, this Agreement by PROJECT PAGES.

m. GO TOPEKA makes no representation as to the taxability or tax effect of this Agreement and the incentive payments hereunder.

n. GO TOPEKA's obligations hereunder are contingent upon approval hereof by the Joint Economic Development Organization ("JEDO") and the continued funding of GO TOPEKA at adequate levels through a portion of the Shawnee County retailer's sales tax and/or by JEDO. GO TOPEKA may unilaterally reduce or eliminate any payments hereunder in the event that sufficient funds are not available (taking into account GO TOPEKA's other

obligations). GO TOPEKA will endeavor to give PROJECT PAGES advance notice of any reduction of funds when practical. PROJECT PAGES agrees and understands that if there are not sufficient funds appropriated or available to GO TOPEKA to continue to make any payments hereunder (taking into account GO TOPEKA's other obligations), GO TOPEKA may terminate this Agreement with written notice of termination to PROJECT PAGES. The reduction or elimination of any payments, and/or termination of this Agreement pursuant to this paragraph, shall not cause any penalty or damages to be charged to GO TOPEKA and PROJECT PAGES waives and releases any rights, causes of action or claims it may have should such insufficiency of funds occur.

o. In carrying out the terms and provisions of this agreement, PROJECT PAGES shall not unlawfully discriminate against any employee, applicant for employment, recipient of service or applicant to receive or provide services because of race, color, religion, sex, age, disability, national origin or any other status protected by applicable federal or state law or local ordinance.

p. PROJECT PAGES agrees to make a good faith effort to provide relocating information to existing employees, and/or new employees with information/relocation materials regarding Topeka and Shawnee County, that support and promote residency within the Topeka/Shawnee County limits. Annual reporting of these efforts shall be provided to GO TOPEKA during the incentivized period defined in this Agreement.

q. Every duty, right, or obligation contained in this Agreement imposes an obligation of good faith in its performance or enforcement. For the purposes of the Agreement, "good faith" dealing means honesty in fact in the conduct or the transaction concerned.

r. Nothing herein contained shall be construed or held to make any party a partner, joint venture or associate of another party in the conduct of its business, nor shall either party be deemed the agent of the other, it being expressly understood and agreed that the relationship between the Parties hereto is and shall at all times remain contractual as provided by the terms and conditions of this Agreement.

s. The parties agree to execute and deliver such other documents, agreements or instruments as may be necessary or convenient to effect the purposes of this Agreement and to comply with any of the terms hereof.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement on the date and year first above written.

“PROJECT PAGES”

By: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

“GO TOPEKA”

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

By: \_\_\_\_\_

Print Name: Molly Howey

Title: President, GO Topeka

City of Topeka & Shawnee County



## *Agenda Item No. 3D*

**JEDO Board Meeting  
December 14, 2022**

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### **ACTION ITEM:**

APPROVAL of Project Kool-Aid Incentive Funding



## Incentive Proposal | Project Koolaid

11.30.2022

GO Topeka has been working with a local manufacturing company to assist in a much-needed expansion. The details of the proposed incentive for Project Koolaid are below:

- Capital Investment in construction/improvements of \$2.1M
- 30 new jobs over the next five years, with an average wage of at least \$48,000
- Economic Impact of \$175M
- ROI of 117%

### Real Property Incentive

GO Topeka may offer a cash incentive of \$16,000 to offset the cost of construction and/or improvement for a second facility in Shawnee County.

The value of real property investment incentive offered is: \$16,000

### Employment Incentive

Based on the assumption the company would bring 30 new jobs to Shawnee County over the next five years with an average annual salary of \$48,000 GO Topeka may offer a performance-based cash grant payable over five years in an amount of \$4,800 per employee.

The value of the employment incentive offered is: \$144,000

### Cash for Training

The community recognizes the importance of a skilled workforce. As part of the incentive package, GO Topeka will offer a cash training grant of \$1,000 per new employee up to 30 employees.

The value of the training incentive offered is: \$30,000

<b>GO Topeka Incentives</b>	
<b>Real Property Investment Incentive</b>	<b>\$16,000</b>
<b>Employment Incentive</b>	<b>\$144,000</b>
<b>Training Incentive</b>	<b>\$30,000</b>
<b>TOTAL</b>	<b>\$190,000</b>

### Notes

Once all parameters of the project are finalized, GO Topeka will provide an updated proposal. All proposed incentive packages are contingent upon approval of the GO Topeka Board of Directors and the Joint Economic Development Organization (JEDO).

All incentives are performance based and paid in cash as earned by hitting agreed upon thresholds outlined above and to be detailed in a formal incentive agreement. Incentive funds received can be used at the company's discretion.

City of Topeka & Shawnee County



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## *Agenda Item No. 4*

**JEDO Board Meeting  
December 14, 2022**

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**PRESENTATION:**

GO Topeka Quarterly Update

go  
>topeka  
Quarterly  
Report

Q3

2022



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Choose  
Topeka



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

Cover photo:  
Diversity, Equity & Inclusion Summit: Prairie Band Cultural Dept.

Inside COVER photo:  
ASTRA Innovation Center Open House

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2022 GO Topeka  
Board of Director



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 10.28.2022



## DEVELOP HOMEGROWN TALENT

### GRADUATION RATE

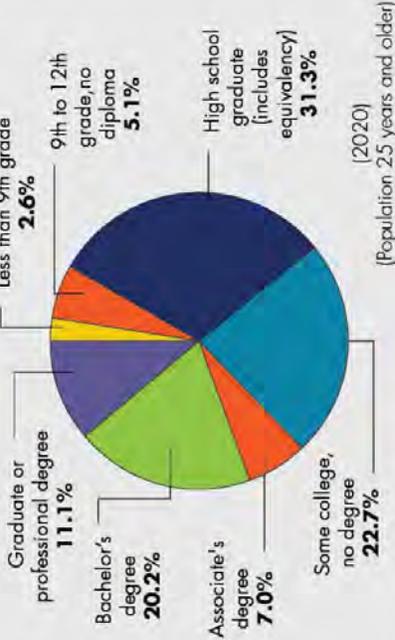


Four-year adjusted cohort formula (all Schools 2020-2021) (1)

### STUDENT-LEVEL METRICS (2021)



### EDUCATIONAL ATTAINMENT (Population 25 years and older) (2020)



### CERTIFICATES EARNED

**1,058**

(less than a 2-year degree) (2022)



## CREATE VIBRANT & ATTRACTIVE PLACES

### LIVABILITY

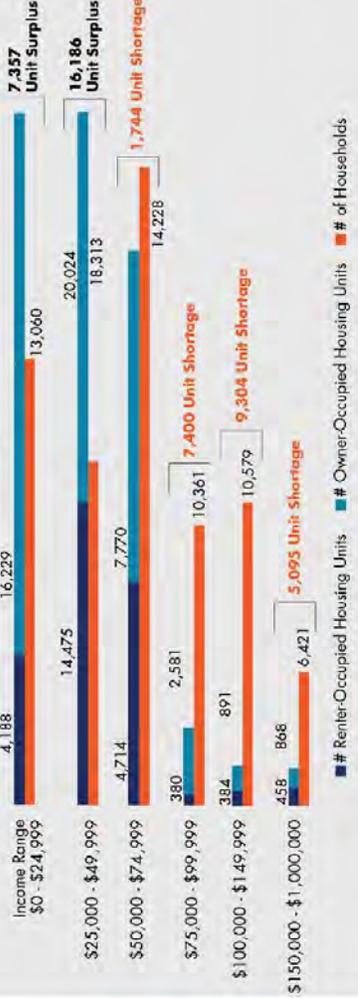
This score rates the overall livability of Shawnee County on a scale from 0 to 100. It is based on the average score of seven livability categories — housing, neighborhood, transportation, environment, health, engagement, and opportunity — which also range from 0 to 100.



### PEDESTRIAN FRIENDLINESS (2021)



### AFFORDABLE HOUSING (2020)



### ATTENDANCE AT ATTRACTIONS (2021)

**508,519** PEOPLE

Total attendance of the following Shawnee County Attractions:

- Kapleza Zoo, KS Children's Discovery Center, TPAC, Old Platte Town, KS State Capitol, PCL, Sunflower Soccer, Mulvane Art Museum, Brown vs Board NHS, Evel Knievel Museum, Museum of KS Nat'l Guard, Combat Av Museum, Jayhawk Theater, Ritchie House, Great Overland Station

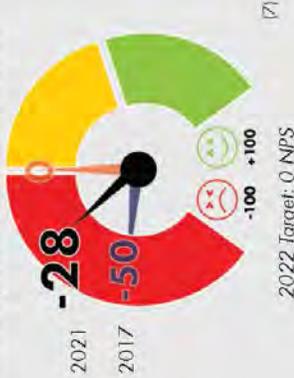
2022 Target: 750,000 people

\*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.

# 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



## 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] (8)

2022 Target: 7,093 people

### ANNUAL MEDIAN WAGE IN TOPEKA

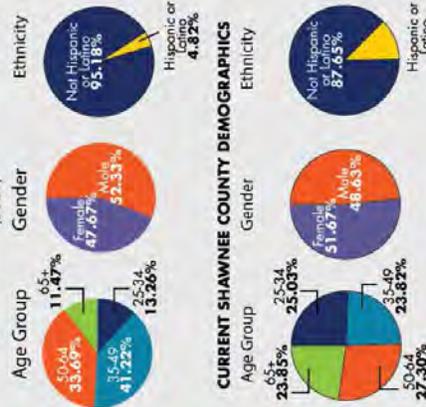
**\$39,290**

[2020 MSA] (6)

2022 Target: \$39,000

# COLLABORATE FOR STRONG COMMUNITY

## NON-PROFIT BOARD DIVERSITY (2021) (7)



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



## PHYSICAL AND MENTAL HEALTH (2021)

**3.7** POOR PHYSICAL HEALTH DAYS  
**4.2** POOR MENTAL HEALTH DAYS

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

2022 Target: 3.2 Mental  
2.7 Physical

## INFANT MORTALITY RATE (2021)

**7.0**  
WITHIN 1 YEAR PER 1,000 LIVE BIRTHS

(9)

## TOTAL PRIVATE JOBS

**75,073**

[March 2022]

(Private = Non-Government Jobs) (5)

2022 Target: 79,000 jobs

## PRIVATE CAPITAL INVESTMENT (2022) (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.

## 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

## POVERTY RATE IN SHAWNEE COUNTY (2020) (11)

**10.5%**  
TOTAL POVERTY RATE

**13.1%**  
CHILD POVERTY RATE

2022 Target: 10%

## STUDENTS ELIGIBLE FOR FREE OR REDUCED LUNCHES (2021)

**51.4%**

2022 Target: 48%

## NUMBER OF PEOPLE WORKING, BUT NOT LIVING IN SHAWNEE COUNTY (2019) (8)

**39,313 OR 38.7%**

2022 Target: 33%

## PER CAPITA INCOME IN SHAWNEE COUNTY (2020) (10)

**\$51,216**

2022 Target: \$50,000

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 34 active projects in various industry sectors: 19 manufacturing and distribution, nine aviation, three general office, one food processing and two bioscience.

# 34

## ACTIVE PROJECTS



Manufacturing

# 19



Aviation

# 9



Food Processing

# 1



Office

# 3



Bioscience

# 2

## JEDO-Supported Business Expansions Could Result in \$980M Economic Impact

Two incentive projects approved at Topeka and Shawnee County's Joint Economic Development Organization (JEDO) board meeting on Sept. 14 are expected to result in a combined \$980 million economic impact in the area over the next 10 years.

At the meeting, it was announced Goodyear is making a capital investment of \$125 million over the next five years, improving its Topeka plant and creating up to 40 new full-time jobs in the process. Meanwhile, Ryder — a leader in supply chain, transportation and fleet management solutions — has local plans to build out and manage warehouse operations and provide transportation services on behalf of one of its supply-chain solutions customers. Ryder is projected to make a \$2.5 million capital investment in the area, with the business expansion creating up to 55 new full-time jobs. Based on the JEDO incentives being offered, the Goodyear and Ryder projects are expected to result in 713% and 250% returns on investments, respectively.

## Business Retention & Expansion 3rd Quarter Announcements

- » Goodyear Tire & Rubber Company
- » Mainline Printing
- » Topeka Foundry & Iron Works (amendment)
- » Polo Custom Products
- » Total Capital Investment: \$141 Million
- » Total New Jobs: 65



# Kansas PTAC

(Procurement Technical Assistance Center)  
February 1, 2022 - October 13, 2022



# \$80,356,206

Total Contract Awards for KS PTAC - Sub-Center Topeka<sup>1</sup>

\$78,787,112

Federal

+

\$883,200

State & Local

+

\$685,894

Subcontracts

## 12

CONTRACTS AWARDED  
TO SHAWNEE COUNTY  
BUSINESSES TOTALING  
\$764,725<sup>2</sup>

## \$1,299

RETURN ON  
INVESTMENT (ROI)  
FOR EVERY \$1  
JEDO INVESTS

SOCIOECONOMIC  
STATS ON FEDERAL  
CONTRACT AWARDS

130

Small Disadvantaged  
Business

105

Woman-Owned  
Small Business

22

HUBZone

12

Service Disabled  
Veteran-Owned  
Small Business

FY22 ALL GOALS  
EXCEEDED

## 85

NEW CLIENTS

## 460

COUNSELING HOURS

## 8

TRAINING EVENTS  
HELD

## 268

CONTRACT AWARDS<sup>4</sup>

<sup>1</sup>Service area covers 32 counties in NE KS

<sup>2</sup>Out of the Total Awards Amount shown above

<sup>3</sup>JEDO was requested to invest \$61,877 in the KS PTAC program for FY2022. This is the number used to calculate ROI.

<sup>4</sup>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.





# Entrepreneurship & Innovation

## GO Topeka Offers Sneak Peak of New Innovation Center

TOPEKA, Kan. (WIBW) – The old Wolfe’s Camera Shop building, located at 634 S Kansas Ave. in downtown Topeka, is being converted into a space for innovators and entrepreneurs.

Go Topeka held an open house on Thursday, September 15, where they gave a tour of the three-story, 65,000 square foot space on the corner of 7th and Kansas Ave.



The Astra Innovation Center will consist of mixed-use, co-working, office, lab, and retail space. Go Topeka says it will be the future home of innovation and entrepreneurship for Go Topeka and the startup program known as Plug and Play.

“We are really excited for the future of innovation here in Topeka.,” said Stephanie Moran, the senior vice president of innovation of Go Topeka. “We’ve got a lot of great support systems and networks here, great partners in omni circle, our corporate sponsors for plug and play with hills, Cargill, Evergy, a lot of our local business partners and so we’re excited to move this forward.”

Go Topeka says they hope to have construction complete by late next year, but pre-leasing on the space has already begun. to participants and volunteers.

## Plug and Play- Innovation Link Event

- » Exclusive learning and engaging opportunity to meet with other Plug and Play partners, startups, and PnP ecosystem.
- » Interactive format including ICM Model presentation, startup panel and a roundtable discussion.
- » Shared ideas and best practices
- » Create next level innovation success by connecting with the cross-industry innovation network Plug and Play has to offer.



## Cargill, Stenco Kick Off Pilot Partnership

Cargill, a Plug and Play Topeka corporate partner, and StenCo, a graduate of the program, have officially begun their pilot partnership to help fight against single-use plastic. The partnership was announced earlier this year and allows StenCo to create an oxygen-excluding, biodegradable barrier for a range of Cargill products. “StenCo is very pleased to advance our pilot trials and partnership with Cargill,” said John Brown, CEO of StenCo. “With our proprietary StenCoat technology and their reach, we have the potential of eliminating the use of untold millions of styrofoam trays. Plug and Play continues to play a huge role in our success.”



## Innovation & Entrepreneurship Showcase Event - Angel Investor Showcase

- » GO Topeka and Plug and Play Topeka are hosting this showcase event to help foster innovation in our community.
- » Great opportunity to hear from and engage with Mid-American Angels and local startups on the importance of angel investors in the early stages of the startup journey and learn how you can be a catalyst for innovation in our community!
- » Love LiveSciences, a local startup - Revolutionizing the injection experience. Ensuring patients Love Life.

## Global Entrepreneurship Week



Global Entrepreneurship Week is a global celebration that occurs from November 14-20. People come together through local, national, and global events to create solutions for worldwide economic growth. This year, we want to bring Entrepreneurship Week to Topeka to help celebrate our Dream Chasers, Opportunity Makers, and Success Creators who launch startups and bring ideas to life. GO Topeka, along with multiple sponsors, will be hosting/promoting the following:

- » Small Business Strategies for Success  
Location: Brown Stone Time: 8am-noon Cost: \$35
- » Innovation Breakfast (Invite Only)  
Location: Townsite 16 Time: 8am - 9:30am Cost: \$25
- » Entrepreneurial Mindset Workshop (Followed by Business Unwind)  
Location: Cyrus Hotel Time: 3:45pm - 4:45pm Cost: \$10
- » Opportunities in International Trade  
Location: GTP Time: 1pm-3pm Cost: \$10
- » Women In Business Conference (hosted by the Kansas Chamber)  
Location: Townsite Ballroom Time: 8am - 3pm Cost: \$75
- » Washburn Entrepreneur Showcase  
Location: WU Blanchino Pavillion Time: 2pm - 4pm
- » Boots to Business Reboot  
Location: Hotel Topeka, Pioneer Rm Time: 8am-3pm

Visit [www.gotopeka.com/global-entrepreneurship-week/](http://www.gotopeka.com/global-entrepreneurship-week/) for more information and to register for each event!

## Plug and Play - November Summit

Plug and Play will be hosting the Silicon Valley Summit from November 15-17, where we will be joined by leading startups and innovation experts from 17 of our industry-focused innovation programs.

Located at PnP Headquarters in Sunnyvale, California, attendees will learn about breakthrough technology trends, network with like-minded people and sit in on fireside chats from industry leaders and executives. Approximately 20 representatives from our Corporate Sponsors, GO Topeka, business leaders and community stakeholders are planning to attend.

## GO Topeka Staff Attend KC Animal Health Corridor Summit

The KC Animal Health Corridor Summit was held near the beginning of September at Kansas City's Midland Theatre. The summit featured one-on-one business-partnering sessions and multiple panel discussions, including a "Venture Capital Do's and Don'ts" panel that featured Duane Cantrell, managing partner and CEO of Fulcrum Capital and chair of the GO Topeka Innovation Advisory Board. The event also hosted presentations by emerging companies, including PetHub, which was selected to participate in the latest cohort of our Plug and Play Topeka accelerator program. Other key highlights included a "Women in Leadership" panel, a "Sustainability in Agriculture" presentation, and a discussion by industry leaders of "Transitions in Innovation in Animal Health."

# Small Business Incentive Program

## Incentive Types

17

Construction

20

Marketing

6

Architecture  
& Design

25

Equipment

1

Proof of Concept

PREAPPROVAL THROUGH  
Q3 OF 2022

69

Incentives  
Totaling

\$300,000

This includes carryover from 2021

LIFE OF PROGRAM

576

Incentives  
Totaling

\$2,389,525

Some companies may have been awarded more than one incentive.

Programs that have completed their performance terms to date under the 2022 program rules.

6 Business Starts

7 Business Expansions

## Small Business Incentives Application and Other Documents Now Available In Spanish

GO Topeka is now offering application materials in Spanish for its Small Business Incentives program. To obtain Spanish-language materials, one can simply contact [SmallBusinessIncentives@TopekaPartnership.com](mailto:SmallBusinessIncentives@TopekaPartnership.com) or find these documents on the website with a dedicated page in all Spanish that is identical to the main Small Business Incentives page.





## Shop Local, Shop Small

Be on the lookout for more information about this year's Small Business Saturday and Shop Local, Shop Small events, taking place this November and December. Activities will include a proclamation by Michael Barrera, director of the Small Business Administration's Kansas City District Office; distribution of locally branded swag; and more. For information about how to get involved, contact GO Topeka's Laurie Pieper at Laurie.Pieper@TopekaPartnership.com.

### » Small Business Saturday Proclamation

Location: Leaping Llamas Date: 11/9 Time: 11am

## GO Topeka VP Attends NASBITE Board of Governors Meeting

At the end of September, Laurie Pieper, GO Topeka's VP of entrepreneurship & small business, attended the NASBITE International Board of Governors meeting in Annapolis, MD. NASBITE International is the leading organization for setting standards for global-trade education, training, credentialing, and practice, with the goal of strategically growing small businesses through international trade. Pieper, a NASBITE Certified Global Business Professional, was elected to the board of governors earlier this year.

## U.S. Chamber of Commerce SBC

Laurie Pieper, vp of entrepreneurship and small business, traveled to Washington, D.C., to advocate for small businesses as part of the U.S. Chamber of Commerce's Small Business Council. The Council divided into teams to meet with staff from the Senate and the House of Representatives. Topics of interest and concern shared by the Council included workforce issues, economic questions, regulatory trends, frivolous law suits affecting some industries, free trade agreements, access to capital and innovation. Dr. Pieper represented our Topeka SBC and businesses and was able to share information about initiatives being advanced by GO Topeka and the GTP.



## Upcoming Events

- Global Entrepreneurship Week
- Shop Local/Small Business Saturday
- Webinar

## Small Business Newsletter

GO Topeka in March launched a monthly newsletter geared toward small businesses, entrepreneurs and startups. Dubbed "Big News for Small Business," this newsletter aims to provide all the local business related news area professionals need to know about upcoming events, opportunities and much more. If you would like to receive the communication, send a note with the subject line "Big News for Small Business" to the communications manager at India.Yarborough@TopekaPartnership.com.





# Equity and Opportunity

## Minority Enterprise Development (MED) Week 2022

Minority & Women Business Development (MWBD) hosted its 1st annual National Minority Enterprise Development (MED) Week celebration. MED week celebrates the outstanding accomplishments of minority-owned companies and presents informational sessions and programming; offering interactive networking sessions to generate new connections and fresh perspectives. MED Week kicked off with Blessing of the Businesses held around religious places of worship across Topeka & Shawnee County. The week also included MED Week Kick-off, Resolution and Doing Business with KDOC & A Major Corporation, Celebration Day where we visited our favorite local minority and women-owned businesses, and a Minority Business Development session. MED Week also received entries for a pitch contest, which will take place Nov. 3!

## MWBD Traffic Increasing

Minority & Women Business Development traffic is increasing, with more than 25 individuals seeking counseling and/or financing in recent weeks. GO Topeka's MWBD program has initiated a strong collaboration with Shawnee Startups and the Washburn Small Business Development Center to conduct extensive outreach. That outreach will enable MWBD to keep more businesses informed, educated and connected. The goal is to sustain local businesses and connect them to growth resources.

## Fall Women's Forum: Vis-YOU-lize Seeing the Possibilities

The GTP's Fall Women's Forum took place September 22 at The Brownstone and there were so many gems to take away! from Meditation with Phelica Glass, LCSW and chair yoga with Topeka Yoga Network, to an incredibly inspirational speech from Topeka's own Chris Omni that lead us into vision boarding and creating our own inspiration rocks.



## MWBD & Equity & Opportunity

More than 25 entrepreneurs have contacted Minority & Women Business Development seeking counseling and/or financing for expansion or startup. The goal is to grow the minority business community and provide the resources necessary to support the foundation of a strong business. We do so by providing access to capital, uncovering growth opportunities, and educating. We are working with other small business practitioners to ensure that Shawnee County entrepreneurs have wrap around services to support their business needs. Staff has made assisted twenty-five minority businesses/individuals interested in securing financing, counseling, and guidance to start, grow, or expand their business. These individuals are shared clients with order resource companies which makes for a smoother transition depending on their needs.



# 2022 Diversity, Equity & Inclusion Summit



The Greater Topeka Partnership and GO Topeka hosted its annual Diversity, Equity and Inclusion Summit on Sept. 27, 2022 with nearly 200 people in attendance! This year’s event was held at Prairie Band Casino & Resort, and it kicked off with a special opening ceremony curated by the Prairie Band Cultural Department. Following the introduction, speakers took the stage, an ally panel was held, and participants took part in multiple breakout sessions.

Keynote speakers included Kenston Henderson, Sr., of Live With Lyfe LLC, and Christopher Szamosszegi, a tribal member of the Citizen Potawatomi Nation and an LGBTQ business owner. Ayesha Simmons, director of supplier diversity for Colgate-Palmolive, also shed light on how to improve diversity in your business’ supplier pool.



## Events and Activities

### 2022 QUARTER 3

Minority Enterprise Development Week (Sept. 11-17)

DEI Summit (Sept. 27)

Fall Women’s Forum

Minority Business Boot Camp

Various training programs

3rd Quarter Tour & Listening Sessions

Minority Business Pitch Contest

Supplier Diversity Initiative (Meet the Buyer Match)

## What are we working on?

### Pitch Contest

- MWBD Pitch Contest
- 8 Finalists

### Quarterly Outreach Efforts

- 25 Client Meetings

### Loan Fund

- 9 Requests
- 4 Requests Pending
- 5 Loans

### Women’s Initiatives

- Fall Women’s Forum (80)
- Athena Orientation (12/9)

### Collaborations

- Washburn Panel Moderator
- ACCE (Peer Presentation)





# Forge Young Talent

## 3rd Quarter Programing

**JULY 28**

Buffalo Business Brief

**AUGUST 8**

Deer Creek Community Center Back to School Event

**AUGUST 9**

VIP Tour: Level 2 Tech Center

**AUGUST 18**

Forge Pub Club

**AUGUST 22**

Ask the Expert Series: Small Business Financing

**AUGUST 27**

ForgeFest

**SEPTEMBER 23**

Nancy Perry Day of Caring

**OCTOBER 6**

Envista x Forge Unwind

**OCTOBER 13**

VIP Tour: WIBW

**OCTOBER 17**

Forge Soup & Ciders

**OCTOBER 21**

Rooftop Yoga

## Forging Strong Partnerships

Forge has begun to partner with local employers to host unique events to better engage their employees as well as connect them to other parts of the community. Recently Forge partnered with Envista to host an Unwind for both Forge members and Envista employees. The 120 in attendance got to hear from BTK Killer capturer and former KBI Agent, Ray Lundin as well as enjoy food trucks and drinks.

We also partnered with WIBW TV to host a mixer and behind the scenes tour of the station. During the mixer attendees enjoyed snacks, drinks, and networking before getting to tour the station. We also got to have a live viewing of the 6pm news and had the opportunity to experience working on a green screen.

These employer mixers are a great way for employers to engage and retain their under 40 employees while at the same time providing Forge an opportunity to grow their membership. If you are interested in having Forge host a mixer for your employees, please reach out to Rhett.Flood@topekpartnership.com





## Forge Welcomes New Board Members

The Forge nominating committee wrapped up its recommendations of new board members and submitted them for a vote in September. The Forge board voted overwhelmingly to approve the new members, and the organization is looking forward to the passion, energy, ideas, and commitment to the community those individuals bring to Forge. As you see our new board members, please congratulate and welcome them to the Forge team!

Our new members are:

- » Ashley Watson – MCP Group
- » Doug Meyers – WIBW TV
- » Kaylee Champagne – Schwerdt Contract Interiors
- » Jayde Lovejoy – Bartlett & West
- » Zach Evans – Crown Distributors
- » Valerie West – Capitol Federal
- » Breyanna Bickford - Envista Credit Union

Returning Members:

- » Richard Kelly - Chair - Key Staffing & Premier Employment Solutions
- » Fatima Perez-Luthi - Chair Elect - Envista Credit Union
- » Allison Sedore - KDOT
- » LeTiffany Obozele - Kansas National Education Association
- » Madeline Key - Jones Advisory Group
- » Chelsea Huston - Axe & Ale
- » Mallory Lutz - Little Government Relations
- » Josh Wilder - Ogden Publications
- » Jackie Fox - HTK Architects
- » Philip Dodson - Advisors Excel
- » Alycia Weakland - US Bank
- » Zac Surritt - R&S Maintenance
- » Desiree Perry - Capitol Federal
- » Brandon Moreno - K-State Alumni Association
- » Susana Ortiz - Ad Astra Per Aspera Counseling, LLC

## Promoting Civic Engagement

WIBW-TV was treated to a special visit on 10/13.

Young professionals with Forge Topeka stopped by the station. Forge is the young professionals group with the Greater Topeka Partnership. They work to foster connections and promote civic engagement at those in the early years of their careers. On Thursday night, they wanted to use their platform to encourage people to vote in the upcoming election.

"We were really focused on October 18, the voter registration deadline and making sure that people knew how to go out and check their voter registration and make sure they're aware that on November 8 they can get out and vote for a plethora of different offices and amendments and all kinds of different things on the ballot this year," said Zac Surritt, Chair of the Forge Civic Engagement Committee.

"It's a group effort so not only are we looking to spread that positive message but we're looking for other corporations and businesses to also spread that positive message," Richard Kelly, Chair of Forge, said. Kelly said the visit also gave its members a good example of working





# Choose Topeka Relocation Incentive

## 3,200+

CALLS TO DATE  
(FROM CANDIDATES & EMPLOYERS)

## 8,000+

SUBMISSIONS WITH  
RESUMES OR QUESTIONS

## 1000+

REMOTE WORKER  
SUBMISSIONS

## 66

EMPLOYER CANDIDATES  
ACCEPTED, EQUALING

## 31

REMOTE WORKERS  
ACCEPTED, EQUALING

## \$329,250

IN MATCHING JEDO  
FUNDS COMMITTED

## \$185,000

IN RELOCATION  
INCENTIVES

## \$590,000

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

## ECONOMIC IMPACT ANALYSIS

## 97

CANDIDATES

## \$87,303

AVERAGE SALARY

## 26<sub>x</sub>

RETURN ON INVESTMENT

## 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.



# Workforce & Talent



## 2022 Q3 Workforce Data

<b>Total Population</b>	<b>102,020</b> TOPEKA	<b>142,152</b> SHAWNEE COUNTY	KS 2,268,061 US 264,184,000
<b>Labor Force Participation</b>	<b>64,100</b> TOPEKA	<b>92,846</b> SHAWNEE COUNTY	KS 1,495,793 US 164,918,000
<b>Employment</b>	<b>61,933</b> TOPEKA	<b>89,880</b> SHAWNEE COUNTY	KS 1,451,345 US 158,928,000
<b>Jobs</b>	<b>81,791</b> TOPEKA	<b>96,312</b> SHAWNEE COUNTY	KS 1,380,126 US 147,913,972
<b>Average Wages</b>	<b>\$51,641</b> TOPEKA	<b>\$51,644</b> SHAWNEE COUNTY	KS \$53,414 US \$67,610

### Labor Force Participation Rate

**62.83%** TOPEKA

**65.3%** SHAWNEE COUNTY

KS 65.95%  
US 62.43%

### Employment-Population Ratio

**60.71%** TOPEKA

**63.2%** SHAWNEE COUNTY

KS 63.99%  
US 60.16%

### Unemployment Rate

**3.4%** TOPEKA

**3.2%** SHAWNEE COUNTY

KS 3.0%  
US 3.6%

\*Total Civilian Non-institutionalized Population



# GO Topeka Staff



CEO, Greater Topeka Partnership



President of Economic Development



Chief Equity & Opportunity Officer



VP of Entrepreneurship & Small Business



SVP of Innovation



Senior Economic Advisor



Executive Director of Forge Young Talent



Business Development Manager



KS PTAC Subcenter Director



Executive Coordinator



Director, Business & Talent Initiatives



Administrative Coordinator



# Staff News



## OU Economic Development Institute (EDI)

Freddy Mawyin graduated from the University of Oklahoma Economic Development Institute (OU EDI) on October 20, 2022 at the OU EDI Fall session.

OU Economic Development Institute (EDI) is the premier economic development program in the nation, with more than 50 years of experience providing professional economic developers with up-to-date knowledge and tools necessary to succeed in today's constantly-changing environment.

Innovative economic development organizations want solid, well-grounded professionals. The OU EDI experience is designed to immediately impact a participant's professional career by providing comprehensive courses that align with International Economic Development Council (IEDC) manuals, as well as the latest trends in economic development.

OU EDI is an intensive 117-hour certificate program which provides a broad spectrum of advanced education for the economic development professional. Barry Matherly, CECD and Dean for OU EDI, said, "OU Economic Development Institute is the premier organization dedicated to training economic development professionals. These graduates have invested in improving their professional capabilities to support their local communities. Congratulations to all."

More top economic development professionals have been trained by OU EDI than any other organization. Our economic development certificate program is an international educational experience that offers participants from around the world an outstanding level of flexibility in creating course schedules with its mixture of online and traditional courses.





HERE. GREAT  
GROWS  
SMO

**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](http://GoTopeka.com)**



# 2022 Go Topeka Board of Directors

## Elected Directors

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	Reser's Fine Food
Daina Williams	L&J Building Maintenance
Dr. Sam Al-Murrani	Strategic Business Consultant
Scott Hunsicker	Kansas Financial Resources
Cassandra Taylor	HTK Architects
Doug Wolff	Security Benefit
Jim Klausman	Midwest Health
Jacob Wamego	Prairie Band, LLC
Jeff Martin	Evergy
Chris Faulk	McElroy Electric, Inc.
Paul Bossert	Premier Staffing

## Directors Appointed at Large

Linda Briden	Sunflower Association of Realtors
Brittany Crabtree	Topeka Collegiate
Sarah Girard	Central National Bank
Dr. Kevin Hahn	Tri-Source Pharma
Manny Herron	Haus Property Partners
Linessa Frazier	USD 437
Kevin Rake	HME, Inc.

## Directors By Virtue of Position Held

Michael Padilla	City of Topeka, Mayor
Aaron Mays	Shawnee County Commissioner
Spencer Duncan	City of Topeka, Council Member
Eric Johnson	MTAA
Bill Cochran	City of Topeka, City Manager
Dr. Jerry Farley	Washburn University
Roger Wilson	Chair of MWBD



# go >topeka

A Greater Topeka Partnership Organization

INTERNATIONAL ECONOMIC  
DEVELOPMENT COUNCIL



Accredited Economic Development Organization



Prepared for JEDO  
Joint Economic Development Organization



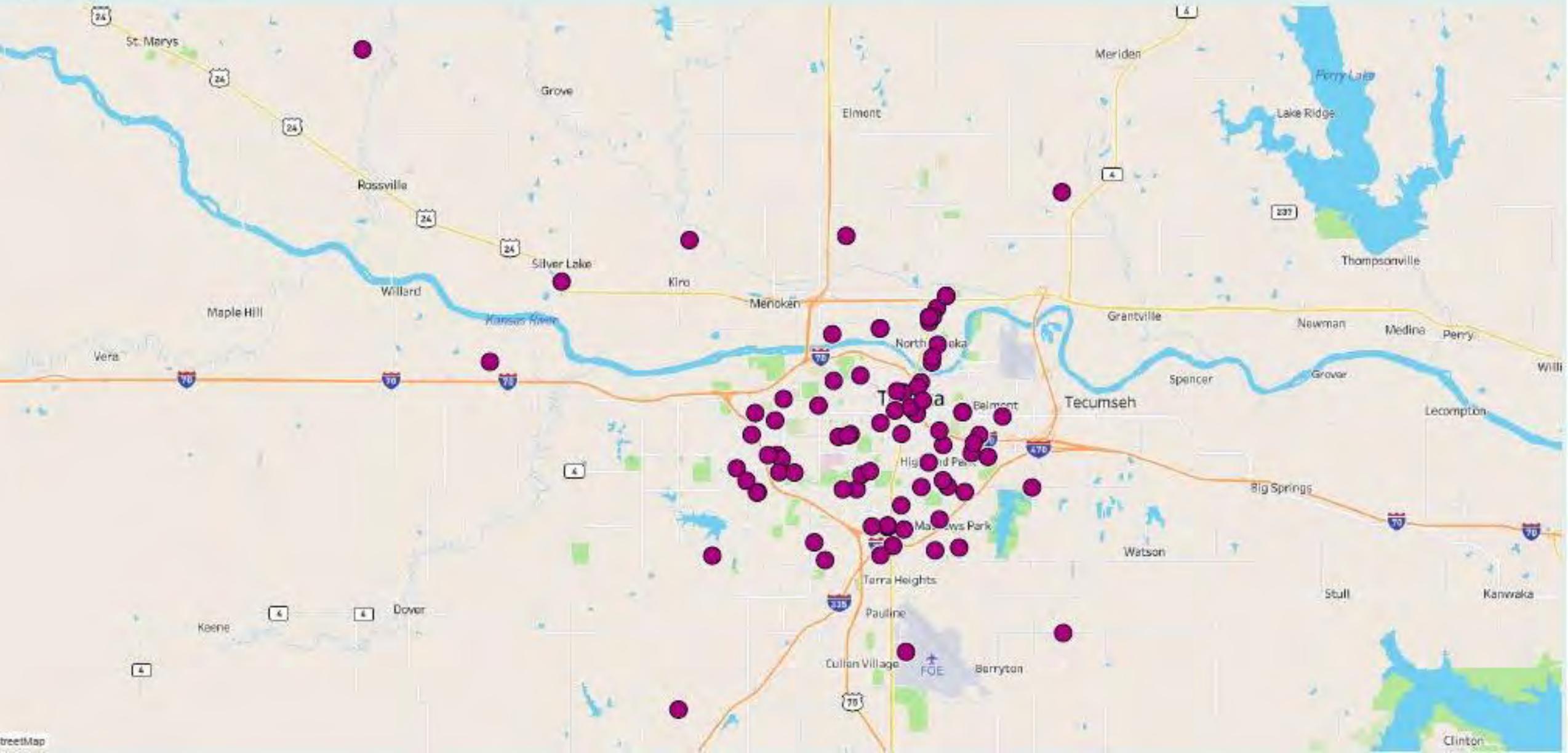
# Small Business Incentives 2022

Application Review Windows Through August, 2022

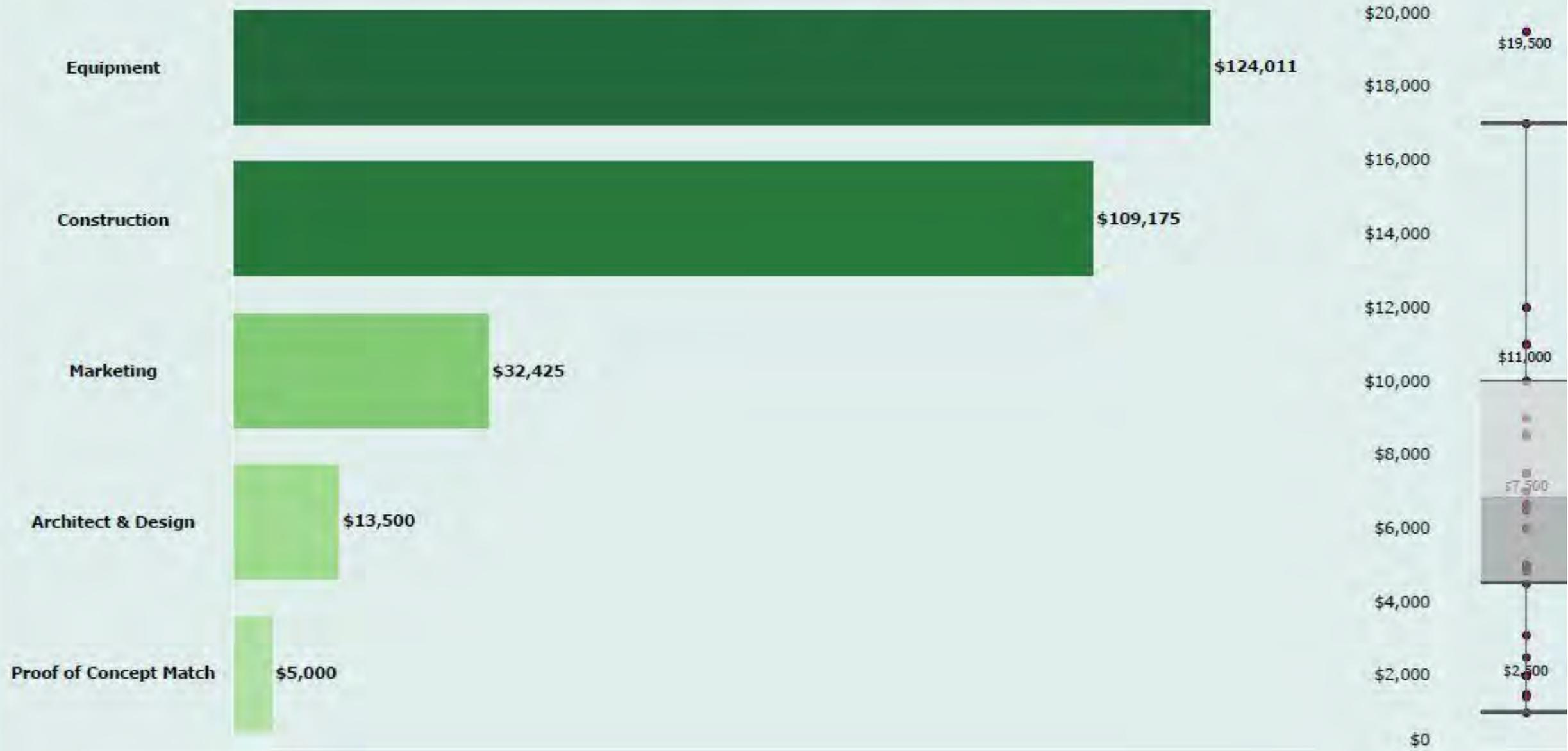
### Select Stage

- 1 - Initial Applications
- 2 - Moved to Committee for Review
- 3 - Performance
- 4 - Final Checklist -Payment
- 5 - Permanent Document Retention

# Small Business Incentives Dashboard - Map



# Small Business Incentives Dashboard - Types of Incentives (Approved & Contingent)

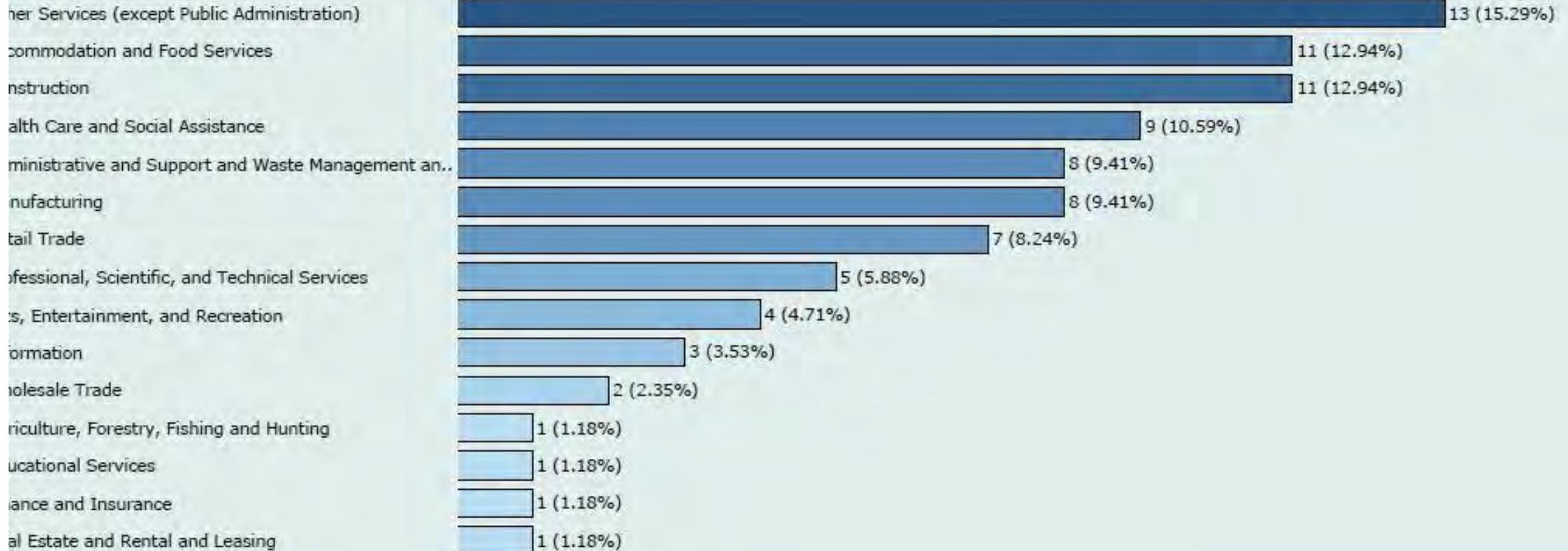


Select Stage

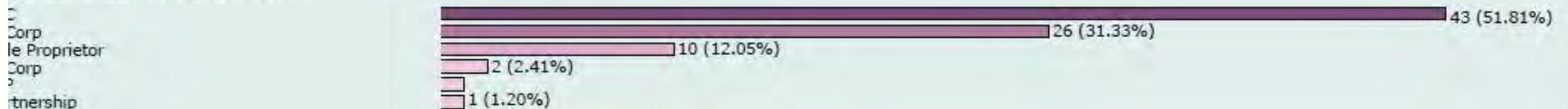
- 1 - Initial Applications
- 2 - Moved to Committee for Review
- 3 - Performance
- 4 - Final Checklist -Payment
- 5 - Permanent Document Retention

# Small Business Incentives Dashboard - Businesses

## Industry Distribution



## Legal Structure of Business

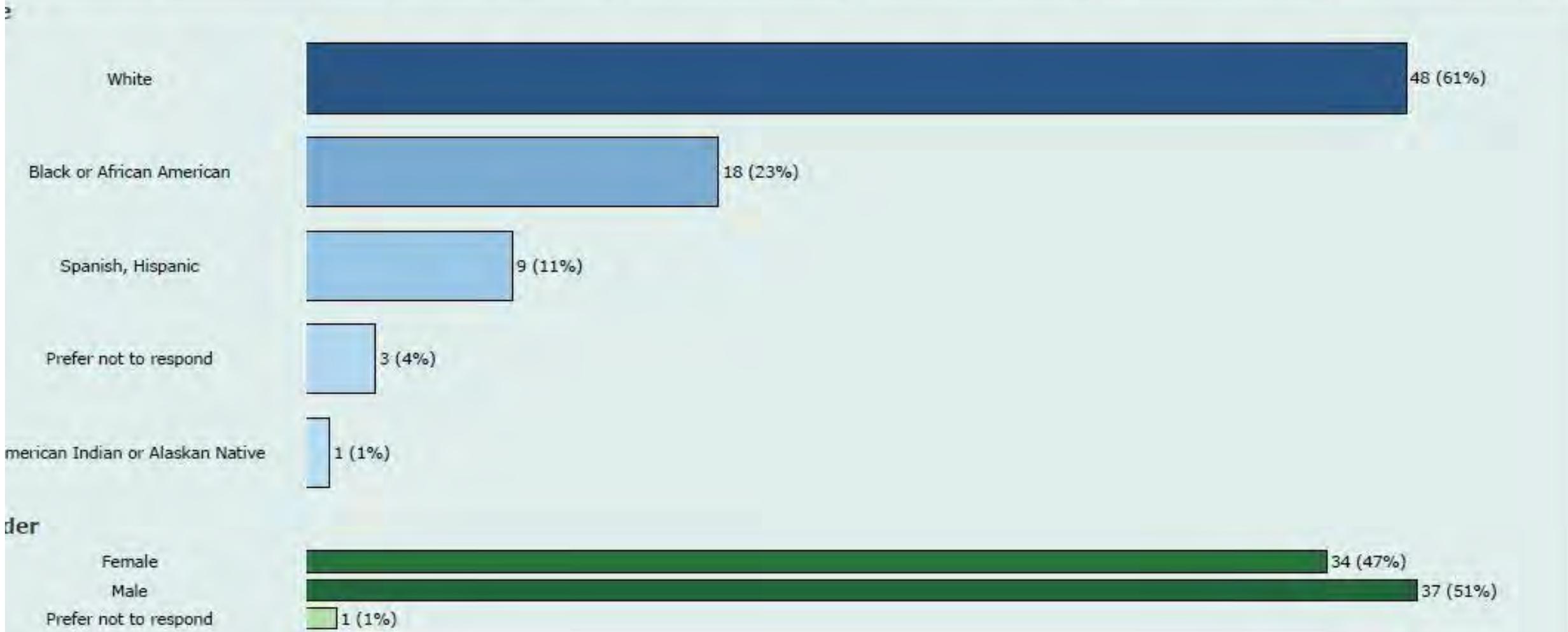


Select Stage

- 1 - Initial Applications
- 2 - Moved to Committee for Review
- 3 - Performance
- 4 - Final Checklist -Payment
- 5 - Permanent Document Retention

# Small Business Incentives Dashboard - Demographics

Applications in Stage *	Minority-Owned	Women-Owned	Veteran-Owned	Disabled-Owned	SBA 8(a)-Certified
87	24	36	5	3	5



Companies  
Receiving Funds  
in 2022\*  
(completed  
performance  
terms)

- Bright Skies Child Care
- Certified Fireplace & Chimney
- Clear View Inc.
- Contour Records
- Dirty Girl Adventures
- Grounded on the Go
- It's a R.A.P. Lawn & Landscape
- L&J Building & Maintenance
- Merit Weight Loss
- Next Level PTW
- Play It Again Sports
- Proctor Excavating & Grading LLC
- Silver Lake Animal Hospital
- Story Factory
- Stumpy's Smoked Cheese
- Topeka Auto Glass
- 18 still completing performance

# Budget & Review Windows

- 2022 Budget \$300K
- Carryover from 2021 \$65,622
- Revised Budget \$234,378
- Preapproved \$234,361

- Approvals carryover from 2021
- Late February review
- Late May review
- Late August review

(November review starts 2023 budget and performance periods)

City of Topeka & Shawnee County



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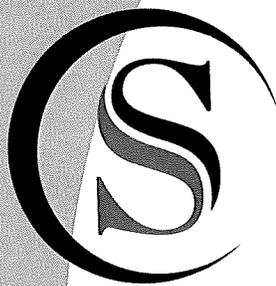
## *Agenda Item No. 5E*

**JEDO Board Meeting  
December 14, 2020**

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### **ACTION ITEM:**

APPROVAL of 2021 JEDO Audit Report



**SSC**  
CPAs, P.A.

**JOINT ECONOMIC DEVELOPMENT  
ORGANIZATION**

TOPEKA, KANSAS

BASIC FINANCIAL STATEMENTS TOGETHER  
WITH INDEPENDENT AUDITOR'S REPORT  
DECEMBER 31, 2021

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# Independent Auditor's Report

To the Board of Directors  
Joint Economic Development Organization  
Shawnee County, Kansas

## **Report on the Audit of the Financial Statements**

### ***Opinions***

We have audited the accompanying financial statements of the governmental activities and major fund of the Joint Economic Development Organization as of and for the year ended December 31, 2021, and the related notes to the financial statements, which collectively comprise the Organization's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and major fund of the Joint Economic Development Organization, as of December 31, 2021, and the respective changes in financial position thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### ***Basis for Opinions***

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Joint Economic Development Organization, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

### ***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

### ***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's, internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

### ***Required Supplementary Information***

Management has omitted management's discussion and analysis that accounting principles generally accepted in the United States of America require to be presented to supplement the basic financial statements. Such missing information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. Our opinions on the basic financial statements are not affected by this missing information.

**Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated October 25, 2022 on our consideration of the Joint Economic Development Organization's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Joint Economic Development Organization's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Joint Economic Development Organization's internal control over financial reporting and compliance.

SSC CPAs, P.A.

SSC CPAs, P.A.  
Topeka, Kansas

October 25, 2022

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION  
GOVERNMENTAL FUND BALANCE SHEET AND STATEMENT OF NET POSITION**

**DECEMBER 31, 2021**

	General Fund	Adjustments	Statement of Net Position
<b>ASSETS</b>			
Cash and cash equivalents	\$ 2,034,817	\$ -	\$ 2,034,817
<b>Receivables</b>			
City of Topeka	1,957,305	-	1,957,305
Shawnee County	1,707,898	-	1,707,898
<b>TOTAL ASSETS</b>	<b>\$ 5,700,020</b>	<b>-</b>	<b>5,700,020</b>
<b>LIABILITIES AND FUND BALANCE/NET POSITION</b>			
<b>Liabilities</b>			
<b>Accounts payable</b>			
City of Topeka	\$ 2,118,629	-	2,118,629
Shawnee County	2,295,181	-	2,295,181
<b>Total liabilities</b>	<b>4,413,810</b>	<b>-</b>	<b>4,413,810</b>
<b>Fund balance</b>			
Restricted	1,286,210	-	-
<b>Total fund balance</b>	<b>1,286,210</b>	<b>-</b>	<b>-</b>
<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>\$ 5,700,020</b>		
<b>Net position</b>			
Restricted		-	1,286,210
<b>TOTAL NET POSITION</b>		<b>\$ -</b>	<b>\$ 1,286,210</b>

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION  
GOVERNMENTAL FUND REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE AND  
STATEMENT OF ACTIVITIES**

**FOR THE YEAR ENDED DECEMBER 31, 2021**

	General Fund	Adjustments	Statement of Activities
<b>Revenue</b>			
<b>Sales tax</b>			
City of Topeka	\$ 11,010,881	\$ -	\$ 11,010,881
Shawnee County	9,501,983	-	9,501,983
<b>Interest income</b>	46,535	-	46,535
<b>Total revenue</b>	<b>20,559,399</b>	<b>-</b>	<b>20,559,399</b>
<b>Expenses</b>			
<b>Economic development</b>			
Go Topeka	5,000,000	-	5,000,000
City of Topeka	7,443,199	-	7,443,199
Shawnee County	8,063,466	-	8,063,466
Professional services and other	17,763	-	17,763
<b>Total expenses</b>	<b>20,524,428</b>	<b>-</b>	<b>20,524,428</b>
Change in fund balance/net position	34,971	-	34,971
<b>Fund balance/net position, beginning of year</b>	<b>1,251,239</b>	<b>-</b>	<b>1,251,239</b>
<b>Fund balance/net position, end of year</b>	<b>\$ 1,286,210</b>	<b>\$ -</b>	<b>\$ 1,286,210</b>

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION  
NOTES TO THE BASIC FINANCIAL STATEMENTS**

**DECEMBER 31, 2021**

**1. REPORTING ENTITY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Reporting Entity**

The Joint Economic Development Organization (JEDO) is a separate legal entity created by an interlocal agreement, as amended and revised (the agreement) between the City of Topeka, Kansas (the City) and Shawnee County, Kansas (the County). JEDO Board of Directors consists of thirteen (13) members. Voting members include the three (3) County Commissioners, the City Mayor, Deputy Mayor and two City Council members. Nonvoting members include the remaining six (6) City Council members.

On August 3, 2004, County voters passed a countywide one-half percent sales tax to finance economic development and countywide infrastructure development. The State of Kansas collects the sales tax and remits the respective taxes to the City and County who in turn remit the sales tax to JEDO.

On November 4, 2014, County voters renewed the countywide one-half percent sales tax for an additional 15 years commencing January 1, 2017 and expiring December 31, 2031.

Beginning January 1, 2017 and continuing each year through December 31, 2031, JEDO shall dedicate \$5,000,000 annually for the purpose of supporting economic development priorities established by the JEDO Board. JEDO shall ensure that not less than 10% of the \$5,000,000 will be targeted to support economic development for socially and economically disadvantaged individuals and/or business enterprises. The remaining funds shall then be distributed to the City (48%) and to the County (52%) for purposes of completing the infrastructure improvements and quality of life projects as set forth in the November 4, 2014 ballot language. In the event the sales tax proceeds are not sufficient to fund all of the improvements and projects, JEDO may alter the distribution formula, or reduce the amount of funds allocated for any particular improvement or project.

Under the agreement, upon the later of the expiration or termination of the sales tax and the completion of and payment for the economic development priorities and the infrastructure improvements and quality of life projects, JEDO shall inform the City and County of any excess funds remaining. Any excess funds will be distributed to the City and County in the proportional rates as provided by KSA 12-192(a).

JEDO is a stand-alone government and is not legally required to adopt a budget for the General Fund. There are no component units related to JEDO that should be accounted for in JEDO's basic financial statements in accordance with Governmental Accounting Standards Board Statements.

**2. SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies of JEDO conform to accounting principles generally accepted in the United States of America as applicable to governmental entities.

**Government-wide and Fund Financial Statements**

*Government-wide Financial Statements*

The government-wide financial statements (i.e. the statement of net position and the statement of activities) report information on all of the governmental activities of JEDO.

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION  
NOTES TO THE BASIC FINANCIAL STATEMENTS**

**DECEMBER 31, 2021**

The statement of activities demonstrates the degree to which the direct expenses of a given function are offset by program revenues. Direct expenses are those that are clearly identifiable with a specific function. Due to the nature of the funding sources, there are no program revenues, grants, or contributions. Sales taxes contributed and unrestricted investment earnings are reported as general revenues.

*Fund Financial Statements*

The accounting system is organized and operated on a fund basis. A fund is defined as a fiscal and accounting entity with a self-balancing set of accounts, which are segregated for the purpose of carrying on specific activities or attaining certain objectives in accordance with special regulations, restrictions or limitations.

JEDO has one fund for financial statement presentation purposes, the General Fund.

**Measurement Focus, Basis of Accounting and Financial Statement Presentation**

*Government-wide Financial Statements*

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

*Fund Financial Statements*

Governmental fund financial statements are reported using the current financial resources measurement and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. JEDO considers retail sales taxes available and susceptible to accrual if they are received within 90 days after year-end.

**Countywide Sales Taxes**

The one-half percent county-wide sales tax took effect January 1, 2005 and was set to expire on December 31, 2016. The sales tax was extended an additional 15 years commencing January 1, 2017 and is set to expire on December 31, 2031.

**Assets, Liabilities and Net Position or Fund Balance**

Cash and Cash Equivalents – cash in demand accounts at financial institutions and short-term, highly liquid investments that are readily convertible in known amounts of cash. Interest bearing deposit accounts are reported at cost plus accrued interest.

Accounts Receivable - Retail sales tax collected by the City and County to be remitted to JEDO that have been received within 90 days after year-end.

**Net Position/Fund Balance Classifications**

Net Position – In the government-wide financial statements, equity is classified as restricted – net position that consists of assets restricted for the sole use of JEDO in accordance with the November 4, 2014 ballot language.

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION  
NOTES TO THE BASIC FINANCIAL STATEMENTS**

**DECEMBER 31, 2021**

Fund Balance – As prescribed by GASB Statement No. 54, governmental funds report fund balance in classifications based primarily on the extent to which JEDO is bound to honor constraints on the specific purposes for which amounts in the funds can be spent. As of December 31, 2021, the fund balance of the general fund is restricted.

**3. DEPOSITS AND CASH EQUIVALENTS**

Cash and cash equivalents consisted of the following at December 31, 2021:

Demand deposits	\$ 1,000
Repurchase agreements	2,033,817
<b>Total cash and cash equivalents</b>	<b>\$ 2,034,817</b>

K.S.A. 9-1401 establishes the depositories which may be used by JEDO. In addition, K.S.A. 9-1402 requires the banks to pledge securities for deposits in excess of FDIC coverage. JEDO has no other policies that would further limit interest rate risk.

K.S.A. 12-1675 limits JEDO's investment of idle funds to time deposits, open accounts, and certificates of deposit with allowable financial institutions; U.S. government securities; temporary notes; no-fund warrants; repurchase agreements; and the Kansas Municipal Investment Pool (KMIP). JEDO has no investment policy that would further limit its investment choices.

*Concentration of credit risk.* State statutes place no limit on the amount JEDO may invest in any one issuer as long as the investments are adequately secured under K.S.A. 9-1402 and 9-1405.

*Custodial credit risk – deposits.* Custodial credit risk is the risk that in the event of a bank failure, JEDO's deposits may not be returned to it. State statutes require JEDO's deposits in financial institutions to be entirely covered by federal depository insurance or by collateral held under a joint custody receipt issued by a bank within the State of Kansas, the Federal Reserve Bank of Kansas City, or the Federal Home Loan Bank of Topeka. All deposits were legally secured at December 31, 2021 by a repo sweep account.

**4. ECONOMIC DEVELOPMENT PROGRAM**

JEDO has entered into an agreement with the Growth Organization of Topeka/Shawnee County, Inc., (GO Topeka), a non-profit Kansas Corporation to provide services in support of JEDO economic development program (the program) designed to expand employment, strengthen the tax base and diversify and strengthen the City and County economy. Under the agreement, JEDO will annually provide Go Topeka \$5,000,000 to carry out the program. Upon written notification, either party may terminate the agreement. Should the agreement be terminated, any cash or real property under the program shall revert back to JEDO. On May 10, 2017, the agreement was amended to extend the terms through December 31, 2020. The agreement was again amended on December 19, 2019, which extended the term of the agreement for three years, to renew automatically for a new three-year term each year, unless terminated by 180 day notice.

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION  
NOTES TO THE BASIC FINANCIAL STATEMENTS**

**DECEMBER 31, 2021**

**5. NEW MARKETS TAX CREDITS**

In June 2018, JEDO participated in a New Markets Tax Credits (NMTC) financing for the benefit of East Topeka Learning Center, (ETLC). JEDO conveyed the Menninger Army Reserve property to ETLC, which is a non-profit affiliate of GO Topeka specifically created to own and cause the operation of the facility in support of GO Topeka's mission for the property. JEDO also agreed to serve as leverage lender for the NMTC financing.

The NMTC program permits investors in qualified projects in certain low-income communities to claim federal tax credits for making Qualified Equity Investments (QEI) in a designated Community Development Entity (CDE). The CDE must use substantially all of the proceeds to make Qualified Low-Income Community Investments (QLICs). The tax credits are claimed over a seven-year period and equate to 39% of the QEI.

GO Topeka created the GO Topeka ETLC Support Corporation, a Kansas nonprofit corporation, (the Corporation), as a supporting organization to own and operate ETLC. The Corporation then entered into a ten-year contract for services with Washburn to provide educational programming at ETLC in exchange for \$1.5 million in operating subsidy payments to be paid over the first two years of ETLC's operations.

As described in Note 4, JEDO has contracted with GO Topeka to provide services in support of JEDO's economic development program. GO Topeka returned approximately \$4.5 million to JEDO to provide financing of the ETLC project. Using these funds, JEDO made the leverage loan to ETLC Investment Fund, a Delaware limited liability company, (the Fund) in the approximate amount of \$4.5 million with interest at 1% annually and scheduled to mature in 2053. The leverage loan is classified as an expense for economic development on the financial statements and the loan proceeds will be collected and accounted for by the Partnerships of Hope XXI, LLC, as noted below.

PNC New Markets Investment Partners, LLC, a Delaware limited liability company (PNC), made a capital contribution in the Fund in exchange for one hundred percent (100%) of Fund's membership equity interests.

Using PNC's capital contribution and JEDO's leverage loan, the Fund made the QEI, in accordance with the Internal Revenue Code of 1986 (the Code), in an amount equal to \$6.5 million to Partnerships of Hope XXI, LLC, a Missouri limited liability company (Partnerships) an affiliated Community Development Entity (CDE) of Raza Development Fund, Inc., a District of Columbia nonprofit corporation, which is eligible for NMTC in accordance with the Code.

Partnerships made certain loans to the Corporation in the aggregate original principal amount of \$6.5 million (collectively, the "QLICI Loans"), each of which is intended to constitute a Qualified Low Income Community Investment, as such term is used in Section 450 of the Code. Proceeds of the QLICI Loans will be used to fund ETLC and the payment to Washburn.

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION  
NOTES TO THE BASIC FINANCIAL STATEMENTS**

**DECEMBER 31, 2021**

**6. RISKS AND UNCERTAINTIES**

As a result of significant disruption in the U.S. economy due to the outbreak of the COVID-19 coronavirus in 2020, uncertainties have arisen which are likely to negatively impact future operating results. The duration and extent to which COVID-19 may impact financial performance is unknown at this time.

**7. SUBSEQUENT EVENTS**

JEDO has evaluated subsequent events through October 25, 2022, the date the financial statements were available to be issued. None were identified that required adjustment to or disclosure in the financial statements.



INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Directors  
Joint Economic Development Organization  
Shawnee County, Kansas

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the governmental activities and major fund of the Joint Economic Development Organization (JEDO), as of and for the year ended December 31, 2021, and the related notes to the financial statements, which collectively comprise JEDO's basic financial statements, and have issued our report thereon dated October 25, 2022.

**Report on Internal Control over Financial Reporting**

In planning and performing our audit of the financial statements, we considered JEDO's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of JEDO's internal control. Accordingly, we do not express an opinion on the effectiveness of the JEDO's internal control.

*A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements, on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.*

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. We identified certain deficiencies in internal control, described in the accompanying schedule of findings and questioned costs as item 2021-001, that we consider to be a material weakness.

**Report on Compliance and Other Matters**

As part of obtaining reasonable assurance about whether JEDO's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the

financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

#### **JEDO's Response to Findings**

*Government Auditing Standards* requires the auditor to perform limited procedures on JEDO's response to the findings identified in our audit and described in the accompanying schedule of findings and questioned costs. JEDO's response was not subjected to the other auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on the response.

#### **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

SSC CPAs, P.A.

SSC CPAs, P.A.

Topeka, Kansas

October 25, 2022

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION  
SCHEDULE OF FINDINGS**

**FINDINGS – FINANCIAL STATEMENT**

2021-001 Internal Controls over Monthly and Year-End Financial Information – Material Weakness

Criteria: JEDO maintains its financial information within Excel spreadsheets for month-end and year-end on a cash basis, with year-end entries made to adjust to accounting principles generally accepted in the United States of America.

Condition: It was noted during the audit that the financial spreadsheets were not maintained monthly, and that the final spreadsheet presented for the audit contained a significant misstatement requiring an adjustment to revenue and accounts receivable of \$1,998,605.

Cause: The financial spreadsheets are not being prepared timely and the subsequent management review of the financial spreadsheets is not occurring after preparation.

Effect or Potential Effect: JEDO's financial spreadsheets and financial statements used throughout the year may not be accurate or complete.

Recommendation: To strengthen internal controls over the preparation of the financial information, we recommend that the Organization prepare financials monthly and that management of JEDO develop procedures to ensure that the monthly preparation is occurring, and that the information is reviewed by someone other than the preparer. We would further recommend that the review be documented.

Views of Responsible Officials: Staff acknowledges the delay in monthly statement preparation during the 2021 fiscal year. The delay was due to staff vacancies and turnover during that time frame. Transactions have been recorded and reconciled monthly during 2022. To further ensure future compliance, additional support staff will be trained to assist with document preparation and document review for the future. This review will be documented in either email correspondence between the agencies or as part of the formal committee meetings.

City of Topeka & Shawnee County



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## *Agenda Item No. 5F*

**JEDO Board Meeting  
December 14, 2020**

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### **ACTION ITEM:**

APPROVAL of 2023 GO Topeka Budget and Business Plan



# **Growth Organization of Topeka/Shawnee County**

## **2023 Public Funding Program Overview and Budget**

### **Executive Summary**

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GO Topeka serves as the community leader in fostering opportunities for economic growth and prosperity in Topeka and Shawnee County. The organization provides a range of work that is targeted to support New Business Attraction, Existing Business Retention and Expansion, Workforce and Education, Minority & Women-owned Business Development, Small Business and Entrepreneurial Development. A significant part of what GO Topeka does is develop and nurture trusting relationships with local business, community, and civic leaders, in addition to leaders that can affect economic prosperity in Topeka and Shawnee County at the regional, state, and national levels. The role of GO Topeka is not only to attract and retain jobs, but also to help attract and retain the talent our current and future businesses need to thrive.

In 2023, GO Topeka will continue to implement the Momentum Strategy. The year 2023 marks the first year of the community's new holistic economic development strategy, Momentum 2027. By reviewing the organization's strategies and policies and ensuring they align with best practices in the field, the organization will continue to ensure the community is poised for economic development success. GO Topeka plays an integral part in moving Topeka & Shawnee County forward and it's imperative the organization stays fresh and innovative with new initiatives that will continue to support a business climate ripe for development.

The programs outlined in this document outline the key areas of focus within GO Topeka's strategic plan. Each of these areas have dedicated staff, resources and programming to carry out the mission.

## Budgeted Expenditure Summary

<u>GO Topeka Programs</u>	<u>Proposed 2023</u>	<u>Approved 2022</u>
Business Attraction & Retention	\$ 361,660	\$ 395,241
Small Business, Innovation & Entrepreneurial Development	247,604	279,403
Minority & Women Owned Business Support	298,814	276,331
Talent Initiatives	197,576	202,955
General Economic Development Activities	107,526	136,842
<b>Total Programming (excl salaries)</b>	<b>\$ 1,213,180</b>	<b>\$ 1,290,772</b>
Economic Development Salaries	910,263	949,175
Full-time equivalent headcount	8.75	9.0
Marketing/Communications Services	234,000	178,000
Finance/Administration/HR Services	262,000	246,000
General & Administrative Expenses	166,471	129,021
<b>Total Operating Expenses</b>	<b>\$ 2,785,914</b>	<b>\$ 2,792,968</b>
Estimated % of countywide .5 cent sales tax	15.4%	15.7%
Large Business Incentives	3,097,999	2,705,508
Small Business Incentives	300,000	300,000
Special Initiatives	5,213,388	5,173,204
<b>Total Expenditures</b>	<b>\$ 11,397,301</b>	<b>\$ 10,971,680</b>

## Budgeted Revenue Summary

	<u>Proposed 2023</u>	<u>Approved 2022</u>
Economic Development Sales Tax	\$ 11,157,970	\$ 10,694,801
Program Sponsorships and Other	51,707	84,256
Interest and Investment Income	53,935	58,935
<b>Total Revenue</b>	<b>\$ 11,251,112</b>	<b>\$ 10,837,992</b>

**GO Topeka**  
**Budgeted Statement of Activities by Department - Public**  
**As of December 31, 2023**

	Business Attraction and Retention/Expansion		Small Bus Dev/Entre Dev/Innovation		WMBD		Talent Initiatives		General & Administrative		Total On-Going Programming		Special Initiatives		ETLC		Total	
	December 31, 2023	Budget	December 31, 2023	Budget	December 31, 2023	Budget	December 31, 2023	Budget	December 31, 2023	December 31, 2023	December 31, 2023	December 31, 2023	December 31, 2023	December 31, 2023	December 31, 2023	December 31, 2023	December 31, 2023	December 31, 2023
<b>Revenue</b>																		
Event/program rev	0	0	0	0	6,000	0	0	0	0	0	6,000	0	0	0	0	0	6,000	6,000
Sponsorships	0	0	0	0	10,000	0	0	0	0	0	10,000	0	0	0	0	0	10,000	10,000
Reimbursed expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	18,866
Public revenue	3,459,659	547,604	547,604	547,604	583,239	197,576	197,576	1,378,984	1,378,984	6,151,062	6,151,062	5,006,908	5,006,908	0	0	11,157,970	11,157,970	
Total Earned revenue	3,459,659	547,604	547,604	547,604	583,239	197,576	197,576	1,378,984	1,378,984	6,151,062	6,151,062	5,006,908	5,006,908	0	0	11,157,970	11,157,970	
Contributions	0	0	0	0	7,353	0	0	9,498	9,498	16,851	16,851	0	0	0	0	0	16,851	16,851
Total Unearned revenue	0	0	0	0	7,353	0	0	9,498	9,498	16,851	16,851	0	0	0	0	0	16,851	16,851
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	45,435
Interest revenue	0	0	0	0	0	0	0	8,500	8,500	8,500	8,500	0	0	0	0	0	8,500	8,500
Total Other revenue	0	0	0	0	0	0	0	8,500	8,500	8,500	8,500	0	0	0	0	0	8,500	8,500
<b>Total Revenue</b>	<b>\$ 3,459,659</b>	<b>547,604</b>	<b>547,604</b>	<b>547,604</b>	<b>590,592</b>	<b>197,576</b>	<b>197,576</b>	<b>1,386,982</b>	<b>1,386,982</b>	<b>6,192,413</b>	<b>6,192,413</b>	<b>5,006,908</b>	<b>5,006,908</b>	<b>0</b>	<b>0</b>	<b>64,291</b>	<b>11,263,612</b>	<b>11,263,612</b>
<b>Expenses</b>																		
Payroll/benefits	0	0	0	0	187,728	0	0	716,235	716,235	903,963	903,963	0	0	0	0	0	903,963	903,963
Other compensation	0	0	0	0	1,050	0	0	5,251	5,251	6,300	6,300	0	0	0	0	0	6,300	6,300
Professional services	191,000	13,802	13,802	13,802	55,664	0	0	31,476	31,476	291,943	291,943	15,000	15,000	0	0	0	306,943	306,943
Other employee related costs	7,960	32,970	32,970	32,970	17,500	8,626	8,626	27,550	27,550	94,605	94,605	0	0	0	0	0	94,605	94,605
Shared services	0	0	0	0	103,000	0	0	393,000	393,000	496,000	496,000	0	0	0	0	0	496,000	496,000
Total Personnel expenses	188,960	46,772	46,772	46,772	364,942	8,626	8,626	1,173,512	1,173,512	1,792,811	1,792,811	15,000	15,000	0	0	0	1,807,811	1,807,811
Program/event expense	3,000	51,000	51,000	51,000	31,500	0	0	0	0	85,500	85,500	0	0	0	0	0	85,500	85,500
Sales travel	37,650	0	0	0	0	0	0	0	0	37,650	37,650	0	0	0	0	0	37,650	37,650
Hospitality	8,200	1,500	1,500	1,500	9,600	900	900	500	500	20,700	20,700	0	0	0	0	0	20,700	20,700
Grants/sponsor/contrib/scholar	35,000	103,345	103,345	103,345	145,919	169,900	169,900	0	0	454,164	454,164	233,400	233,400	0	0	0	687,564	687,564
Total Program expenses	83,850	155,845	155,845	155,845	187,019	170,800	170,800	500	500	598,014	598,014	233,400	233,400	0	0	0	831,414	831,414
Occupancy	0	18,472	18,472	18,472	14,464	0	0	53,626	53,626	86,563	86,563	64,680	64,680	0	0	0	151,243	151,243
Office expense	0	2,575	2,575	2,575	4,421	0	0	17,628	17,628	24,624	24,624	0	0	0	0	0	24,624	24,624
Dues/subscriptions	5,850	10,440	10,440	10,440	2,870	0	0	61,947	61,947	81,107	81,107	0	0	0	0	0	81,107	81,107
Advertising	70,000	13,500	13,500	13,500	15,350	18,150	18,150	48,000	48,000	165,000	165,000	0	0	0	0	0	165,000	165,000
Depreciation/amortization	0	0	0	0	0	0	0	24,474	24,474	24,473	24,473	0	0	105,069	105,069	0	24,473	24,473
Insurance/taxes/fees	3,000	1,526	1,526	1,526	0	0	0	8,795	8,795	13,322	13,322	0	0	0	0	0	13,322	13,322
Interest expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	70,055
Total Operational Expenses	78,850	44,987	44,987	44,987	38,631	18,150	18,150	214,470	214,470	395,089	395,089	64,680	64,680	0	0	0	666,249	666,249
Total Expenses Before Incentives	361,660	247,604	247,604	247,604	590,592	197,576	197,576	1,388,482	1,388,482	2,785,914	2,785,914	313,080	313,080	206,480	206,480	0	3,305,474	3,305,474
Business incentives	3,097,999	300,000	300,000	300,000	0	0	0	0	0	3,397,999	3,397,999	4,693,828	4,693,828	0	0	0	8,091,827	8,091,827
Total Expenses	\$ 3,459,659	547,604	547,604	547,604	590,592	\$ 197,576	\$ 197,576	1,388,482	1,388,482	6,183,913	6,183,913	\$ 5,006,908	\$ 5,006,908	\$ 206,480	\$ 206,480	0	11,397,301	11,397,301
<b>Total Change in Net Assets</b>	<b>\$ 0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>8,500</b>	<b>8,500</b>	<b>8,500</b>	<b>8,500</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ (142,189)</b>	<b>\$ (142,189)</b>	<b>0</b>	<b>(133,689)</b>	<b>(133,689)</b>

# Business Attraction and Business Retention/Expansion

## *Business Retention and Expansion (BRE)*

Topeka and Shawnee County's continued job growth and capital investment comes from its existing industries and businesses. Businesses thrive in environments that provide support and resources, as well as a balanced and consistent regulatory climate. GO Topeka continues its commitment to provide multiple means of assistance and support for existing employers by understanding and addressing their needs, while finding solutions to barriers that may keep business from thriving in the community.

- **Ensure support of employer needs related to retention, growth and expansion opportunities**
  - ◆ Develop and cultivate strong relationships with plant and general managers, and C-level executives of primary employers
  - ◆ Build relationships with headquarters of major employers
  - ◆ Conduct BRE visits and surveys to gather information on the existing business landscape and identify opportunities and gaps
  
- **Respond to expansion opportunities with appropriate support and incentives**
  
- **Respond to barriers with appropriate support**
  - ◆ Advocate for business-friendly policies when appropriate
  - ◆ Connect companies to and facilitate conversations with partner resources and organizations
  
- **Ensure maintenance of existing incentive contracts**

## *New Business Attraction*

The foundation of a successful business attraction program is the relationships formed with site selection consultants and corporate real estate executives. Building these relationships helps educate and keep the community in the front of the minds of the decision makers and individuals who influence the site selection process.

Marketing Topeka and Shawnee County nationally and internationally to bring awareness to the business assets the community has to offer helps attract new businesses to consider relocating or expanding in Topeka and Shawnee County. Through advertising, face-to-face interactions and involvement with partner organizations, GO Topeka strives to make Topeka and Shawnee County known as a great place to do business.

As the community grows, assessing the assets to further develop and market to companies looking to expand is key. GO Topeka forms partnerships to help proactively leverage assets and identify opportunities for improvement. Capitalizing on underutilized assets such as the airport and marketing our unique strengths to grow the wealth of our community and help create quality jobs will be the focus of our work in 2023.

- **Build awareness of Topeka as a top place to do business**
  - ◆ Develop and deploy annual marketing plan geared toward high-growth, high-wage companies and industries
  - ◆ Grow and maintain relationships with key regional commercial real estate executives and site location consultants to increase their awareness of the business assets in Topeka and Shawnee County

- ◆ Host commercial real estate executives and/or site consultants in Topeka for familiarization tours
- ◆ Strategically engage with new National site consultants or corporate real estate professionals
- ◆ Develop and maintain regional partnerships to leverage for new business attraction
- **Capitalize on opportunities to respond to requests for proposals from companies looking to relocate or expand**
  - ◆ Provide a thorough, accurate and timely response to all RFPs meeting strategic industry and/or company criteria
  - ◆ Leverage community partners to present the best possible proposal
  - ◆ Record RFPs and provide regular updates to the GO Topeka Board of Directors and JEDO
- **Develop strategies for potential commercial and industrial development and redevelopment location opportunities throughout Shawnee County**
  - ◆ Keep updated inventory of available sites and buildings
  - ◆ Gather knowledge and work to better position Topeka as a place for aviation and aerospace related business
  - ◆ Provide resources to assess viability of existing property for a variety of uses
  - ◆ Provide marketing resources to promote sites and buildings to developers and companies looking for space
  - ◆ Develop and maintain strong relationships with commercial brokers and property owners to create greater collaboration for economic development opportunities
  - ◆ Partner with the City of Topeka to aggressively pursue catalytic redevelopment opportunities
- **Provide comprehensive incentives to attract and retain primary employers**

## Committed and Pending Incentive Offerings

**Go Topeka, Inc.**  
**Committed/Pending Incentive Offers and Site Expenditures**  
**November 30, 2022**

	Incentive Orig. Date	Pymts to 12/31/2021	Payments / 2022	Projected						Total Projected	Total Projected & Paid
				2022	2023	2024	2025	2026	THEREAFTER		
Cash:											
Committed - Performance Based:											
Advisors Excel	2019	427,500	265,400	-	268,000	268,000	261,100	-	-	797,100	1,490,000
Big Heart Pet 2015	2015	73,595	-	-	82,000	-	-	-	-	82,000	155,595
Bimini LLC	2020	9,745	4,655	-	3,400	3,400	3,400	400	-	10,600	25,000
Ernest Spencer	2021	-	21,500	-	66,500	31,500	31,500	31,500	31,500	192,500	214,000
Futamura USA	2016	166,400	28,000	-	11,600	-	-	-	-	11,600	206,000
Global Grain	2020	-	23,200	-	21,120	21,120	21,120	21,120	7,920	92,400	115,600
Goodyear	2022	-	-	-	117,000	117,000	117,000	117,000	117,000	585,000	585,000
Hayden Tower Service	2020	-	-	-	94,000	35,000	35,000	35,000	35,000	234,000	234,000
Heinen Aviation	2021	-	3,980	-	29,800	23,800	23,800	23,800	13,820	115,020	119,000
Hill's Pet Nutrition Colony	2019	166,400	5,200	-	8,400	8,400	7,600	-	-	24,400	196,000
Hill's Pet Nutrition Plant	2020	-	190,200	-	42,900	42,900	42,900	22,100	-	150,800	341,000
HME	2020	49,800	87,000	-	155,000	155,000	155,000	155,000	90,200	710,200	847,000
HME (Cap X Amendment)	2021	-	19,190	-	40,810	-	-	-	-	40,810	60,000
Industrial Maintenance	2017	92,647	16,800	-	36,000	36,000	800	-	-	72,800	182,247
J6 Enterprises (THM)	2021	-	38,800	-	90,000	40,000	40,000	40,000	35,200	245,200	284,000
LifeTech Sciences	2020	-	1,940	-	21,360	13,300	13,300	13,300	13,300	74,560	76,500
Mainline Printing	2022	-	-	134,000	36,000	20,000	20,000	20,000	20,000	250,000	250,000
Midwestern Metals/Custom Dredgeworks	2020	-	-	-	62,000	17,000	17,000	-	-	96,000	96,000
Mercury Broadband	2021	-	-	-	336,000	168,000	168,000	168,000	-	840,000	840,000
Polo Custom Products	2022	-	-	-	79,400	6,500	6,500	6,500	-	98,900	98,900
Project Bolt	-	-	-	-	55,200	55,200	55,200	55,200	55,200	276,000	276,000
Project Kool-Aid	-	-	-	-	38,000	38,000	38,000	38,000	38,000	190,000	190,000
Project Pages	-	-	-	-	20,000	20,000	20,000	20,000	20,000	100,000	100,000
Reser's	2016	618,064	41,200	-	5,736	-	-	-	-	5,736	665,000
Ryder	2022	-	-	-	124,333	65,167	62,167	62,167	62,166	376,000	376,000
SE2	2016	798,000	158,000	-	44,000	-	-	-	-	44,000	1,000,000
Topeka Foundry	2020	20,066	30,334	-	87,500	79,100	79,100	79,100	47,300	372,100	422,500
Topeka Foundry (Cap X Amendment)	2022	-	-	-	10,000	-	-	-	-	10,000	10,000
Wal-Mart	2019	3,520,000	-	-	1,030,000	240,000	180,000	-	-	1,450,000	4,970,000
<b>Total Committed - Performance Based</b>		<b>5,942,217</b>	<b>935,399</b>	<b>134,000</b>	<b>3,016,059</b>	<b>1,504,387</b>	<b>1,398,487</b>	<b>908,187</b>	<b>586,606</b>	<b>7,547,726</b>	<b>14,425,342</b>
Expected:											
Small Business Incentive Program	-	-	127,964	172,036	300,000	-	-	-	-	472,036	600,000
Workforce Barriers	-	-	-	-	25,000	-	-	-	-	25,000	25,000
Choose Topeka	178,750	171,500	17,500	232,250	-	-	-	-	-	249,750	600,000
Innovation Campus	18,083	173,894	59,847	4,753,675	100,000	102,000	104,040	559,461	-	5,679,023	5,871,000
<b>Total Expected</b>	<b>196,833</b>	<b>473,358</b>	<b>249,383</b>	<b>5,310,925</b>	<b>100,000</b>	<b>102,000</b>	<b>104,040</b>	<b>559,461</b>	<b>-</b>	<b>6,425,809</b>	<b>7,096,000</b>
<b>Total Committed and Expected</b>	<b>6,139,051</b>	<b>1,408,757</b>	<b>383,383</b>	<b>8,326,984</b>	<b>1,604,387</b>	<b>1,500,487</b>	<b>1,012,227</b>	<b>1,148,067</b>	<b>-</b>	<b>13,973,535</b>	<b>21,521,343</b>
Under Consideration:											
Pending Cash Incentives	-	-	-	-	2,760	9,424	2,760	2,760	2,760	20,464	20,464
<b>Total Under Consideration</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,760</b>	<b>9,424</b>	<b>2,760</b>	<b>2,760</b>	<b>2,760</b>	<b>20,464</b>	<b>20,464</b>
<b>Total before MWBD</b>	<b>6,139,051</b>	<b>1,408,757</b>	<b>383,383</b>	<b>8,329,744</b>	<b>1,613,811</b>	<b>1,503,247</b>	<b>1,014,987</b>	<b>1,148,827</b>	<b>-</b>	<b>13,993,999</b>	<b>21,541,807</b>
MWBD Carryover										1,234,000	1,234,000
<b>Total</b>										<b>15,227,999</b>	<b>22,775,807</b>

## Small Business, Innovation, and Entrepreneurial Development

A high-performing innovative and entrepreneurial ecosystem drives the creation of new high-paying jobs, attracts investment, helps to fill gaps in the community and raises awareness of a district, city or region's brand nationally and internationally. Our approach to continue strengthening the Topeka and Shawnee County innovation and entrepreneurial ecosystem is multi-faceted and includes development of resources for high-growth potential companies in the innovation and technology sectors, supporting the growth of existing businesses in Topeka and Shawnee County and generating startup businesses. The strides Topeka and Shawnee County have made to elevate our entrepreneurship ecosystem in the past several years show that this strategy falls on fertile ground here. With our early successes of launching the Plug and Play animal health/ag tech focused accelerator program in 2020 and taking first steps in launching the development of an innovation center, 2023 will be focused on finding new ways of turning opportunity into true economic impact.

In 2023, the small business, entrepreneurship, and innovation budget aligns with the GO Topeka strategic plan and includes the following highlights:

- **Establishing the physical and digital infrastructure to support business attraction opportunities generated by the Plug and Play program and by the establishment of the Topeka Region as a hub of innovation in the animal health corridor** "Place" is at the center or heart of our innovation strategy. By moving forward with the pre-leasing and construction of the Astra Innovation Center the infrastructure is established to provide a future home for innovators, entrepreneurs and startups within our community and throughout the world. Construction is estimated to start in mid-2023 and will likely take a year to complete. The budget reflects costs associated with the innovation campus including marketing, legal fees, operating expenses as required by GO Topeka's stub lease, tenant lease and business incentive agreements. Digital infrastructure was also set in place in 2022 through the launch of the Kansas Innovation Dealroom platform. This platform tracks startup activity in Topeka and surrounding regions while also creating a database of angel and venture capital investors, corporate partners, local business partners and government/non-profit entities that are critical to the success of the ecosystem. Costs associated with management of the platform are accounted for in the budget.
- **Scholarships for Plug and Play startups to entice them to stay in Topeka for an extended period of time.** Plug and Play Topeka hosts cohorts every 6 months for a period for 3 months. Each cohort consists of 8-12 startups from throughout the US and around the world. It is important to showcase the unique strengths of the Topeka region and connect these startups to local and regional partners, executing on a joint communication strategy for business attraction and expansion and to help grow the accelerator program itself. Following the trend for virtual meetings, offering scholarships for housing, office or other expenses during the 3-month cohort shows our commitment to these startups and entices them to be present in our community. At the same time, we will continuously explore new ways to connect startup founders to local and regional resources. Scholarships are budgeted for both cohorts in 2023.
- **Elevate Topeka's brand as a hub of innovation.** Building out the foundation of our ecosystem around our strategic initiatives of Investment, Education & Business Services, Talent Pipeline, and Community Engagement/Involvement further develops and promotes Topeka's value proposition as a hub for innovation. Hosting quarterly events such as Plug and Play cohort events and Innovation Showcase events provides an opportunity to connect Plug and Play startups to local resources while also educating our community stakeholders on the importance of programming within the ecosystem. By continuing to generate clear messaging targeted at

innovators and entrepreneurs across all tech sectors including animal health, ag tech and biosciences in general, we will enable new business attraction, business retention and expansion. Emphasis will be placed on content creation, social and digital marketing campaigns, media engagement and marketing materials.

- **Programming.** We will continue to offer programs with successful track records and add several new programs to advance efforts to strengthen the entrepreneurial ecosystem:
  - ◆ Propeller Mentoring Program will host three 3-month journeys to pair startups and small businesses with mentors who can provide guidance and connectivity to resources
  - ◆ FastTrac accelerator program moving back to Small Business from MWBD - offered 2X to equip entrepreneurs with skills, tools and resources to grow their business
  - ◆ Support of the Washburn University Pitch Competition
  - ◆ Host the Small Business Awards
  - ◆ Shop Local, Shop Small Promotions to support our existing local businesses
  - ◆ Networking events, educational opportunities, especially in collaboration with resource partners
  - ◆ Small business advocacy and communication through multiple channels
  - ◆ Produce a State of Small Business Annual Report
  - ◆ Global Entrepreneurship Week (marketing and networking directed toward enhancing the Topeka/Shawnee County entrepreneurial ecosystem with the goal of building more GEW activities and focus on Topeka/Shawnee County over the next several years)
  
- **Small Business Incentive Program.** 2022 brought about successful changes to the program which have led to a larger influx of quality applications leading to improved economic impact and tracking of metrics. In 2023 the program will continue to offer additional incentives for innovation and commercialization that further development of Topeka's brand as a hub for innovation. The updated program can now also be utilized by startups introduced to Topeka by Plug and Play and will give Topeka another tool to make it easy for the startups that we want to attract to choose to develop a presence in Topeka/Shawnee County.
  
- **Continuously improve access to resources and service providers.** In order to support Topeka's entrepreneurs, it is important to provide easy access to local service providers that can help startups launch their businesses faster with a higher probability of success. A large focus is the implementation of the Salesforce CRM (Customer Relationship Management) system that will help track and improve the effectiveness of our services. It will also allow us to scale the process and reveal any gaps that can be addressed in the future. This will be in addition to our ongoing partner communication and development.

### *Kansas SBDC at Washburn University*

Serving nine counties in Kansas with offices in Topeka, Manhattan and Wetmore, the Kansas SBDC at Washburn University is a nationally accredited small business development center and is an indispensable partner in Topeka's entrepreneurial ecosystem. It offers free one-on-one consulting to more than 400 clients each year, covering assistance with issues related to business start, funding, management, growth, and succession planning or selling a business. GO Topeka partners with the SBDC to fulfill its mission of providing those support services to startups and small businesses.

# Minority & Women-Owned Business Development (MWBD)

## Minority & Women-Owned Business Development (MWBD)

Following the pandemic, the small and minority business community picked up where it left off and continued its growth spurt. Business sprouted out of creativity and necessity. The mindset of the community changed. People became more amenable to taking risks and starting businesses. Doors were opened to exceptional opportunities for Shawnee County's startup and existing businesses. Collaborations internally and externally promoted accessibility, visibility, and sustainability within the small and minority business ecosystem. This new energy continues to foster growth in the underserved and marginalized communities and will cultivate impact on all levels. Working diligently with the leadership of East Topeka, Central Topeka, North Topeka and other LMI communities throughout Shawnee County, we will play a key role in building an ecosystem that supports entrepreneurs of color in the targeted community.

Introduce programs that support economic prosperity, promote business and community growth that address the elimination of poverty and support a better quality of life.

- ◆ Continue to work with community leaders to address disparities in LMI communities
- ◆ Support minority and women owned business startups by providing educational programs that sharpen their skills and provide access to opportunity
- ◆ Design and implement industry specific business trainings and events that will spur growth and highlight minority and women-owned businesses
- ◆ Host the 2<sup>nd</sup> Annual Minority and Women-owned business pitch contest to uncover businesses creating new market opportunities with potential to scale
- ◆ Continue to support the THA Empowerment Center effort
- ◆ Monitor growth, cost, success, collaborations

Identify opportunities for minority and women owned businesses to meet with buyers of goods and services on a state, federal and local level

- ◆ Host annual events that will inform and elevate the status of women and the importance of developing strong women business owners
- ◆ Promote and advocate for women and minority owned businesses on the local, state, and national level
- ◆ Work with research to conduct a survey of minority and women-owned businesses to identify gap opportunities
- ◆ Host the second annual celebration of Minority Enterprise Development Week

## Equity and Opportunity

Lead the internal and external Equity, Inclusion and Opportunity efforts for the Greater Topeka Partnership by identifying access and opportunity in underserved or unidentified markets, create an authentic environment of understanding, and set the stage for an inclusive environment that will ensure inclusion in all activities and programming.

- Design and execute projects and programs that promote equity, inclusion, and opportunity (both internally and externally) to include:
  - ◆ Implement the Strategic Plan for Diversity, Equity, and Inclusion
  - ◆ Host third annual Diversity, Equity, and Inclusion Summit to include Supplier Diversity Efforts
  - ◆ Seek grant opportunities and collaborate with institutions, organizations, communities, and corporations to ensure an inclusive environment promoting equity and equality for citizens of Topeka/Shawnee County
  - ◆ Create an annual diversity report outlining growth in business, community, and track the decline in areas of weakness

## **Talent Initiatives**

Talent Initiatives focus on growing, retaining, and attracting talent, and educating our current community members to ensure a competitive future workforce for Topeka and Shawnee County. GO Topeka understands that to provide a quality workforce, focus must be placed not only on workforce development, but on talent attraction, employee retention, and diversity, equity, and inclusion. We will continue to develop and grow partnerships between community members, businesses, and schools, from early childhood education to post-secondary institutions; ensuring that education and training providers are well-aligned and have the resources they need to prepare the community's younger residents for college and careers. Because a diverse, well-educated workforce will produce the quality that employers need, focus will be placed on addressing 'talent pipeline' needs in the community.

- **Align the Talent Pipeline**
  - ◆ Work with workforce development partners to ensure collaboration between education partners and employers and foster communications between employers directly
  - ◆ Provide research support to assess the pipeline
- **Maintain and Grow Opportunities for College & Career Readiness**
  - ◆ Continue to oversee outcomes at the Washburn Tech East campus, in partnership with the Washburn Institute of Technology, ensuring programming is aligned to engage at-risk students and adults
  - ◆ Provide scholarships for high-growth, high-demand industry training at local educational institutions
- **Attract & Retain Talent**
  - ◆ Build relationships with area HR representatives to discuss barriers and opportunities regarding talent development, attraction, and retention
  - ◆ Convene and partner with community providers as it may relate to various workforce barrier issues, as assessed in the community, to ensure positive outcomes for employees and employers alike
  - ◆ Support workforce attraction and professional development for young professionals in Topeka and Shawnee County
  - ◆ Strategically market Topeka/Shawnee County as a place to live and work

# General Economic Development Activities

## *Economic Analysis*

Proprietary data and analyses are an integral part of strategic economic development. GO Topeka deploys a variety of tools to model scenarios in Topeka and Shawnee County and mine data to help guide decisions throughout the community.

- Modeling tool for economic impact analysis
- Cloud-based labor data tool
- Web-based survey system
- Data visualization tools
- Integrated statistical software
- Data modeling software
- C2ER Membership: Council for Community and Economic Research

## *Administration*

Administration expenses represent the necessary costs incurred to maintain the organization's daily operations. These expenses are not directly tied to any specific programs discussed above but are vital to the success of GO Topeka's economic development programs.

- Occupancy expenses such as rent, storage and parking
- Office expenses such as telecommunications, office supplies and postage
- Information technology expenses such as software subscriptions and IT services
- Administration/Finance/HR/Facilities support
- Depreciation
- Insurance and taxes

City of Topeka & Shawnee County



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## *Agenda Item No. 5G*

**JEDO Board Meeting  
December 14, 2020**

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### **ACTION ITEM:**

APPROVAL of 2022-2023 Cash Carry-Forward Agreement

**JEDO CONTRACT NO. \_\_\_\_-2022**

**CASH CARRYFORWARD AGREEMENT**

**THIS AGREEMENT** is entered into this \_\_\_\_\_ day of December, 2022, by and between the GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC., a non-profit Kansas corporation, hereinafter referred to as "GO Topeka" and the JOINT ECONOMIC DEVELOPMENT ORGANIZATION, hereinafter referred to as "JEDO," a duly organized separate legal entity authorized by K.S.A. 12-2904(a) which was created by the Interlocal Agreement between the Board of County Commissioners of the County of Shawnee, Kansas, hereinafter referred to as "the County," and the City of Topeka, Kansas, hereinafter referred to as "the City," dated April 19, 2016.

**WHEREAS**, in accordance with the parties' current Agreement for Services, the parties mutually desire to enter into this Cash Carry-Forward Agreement.

**NOW THEREFORE**, IN CONSIDERATION OF THE MUTUAL COVENANTS CONTAINED HEREIN, THE PARTIES AGREE AS FOLLOWS:

1. GO Topeka shall be permitted to carry forward into 2023 an amount not to exceed Fifteen Million Six Hundred Thousand Dollars (\$ 15,600,000) for the purpose of providing economic development services as set forth or referred to in the parties' current Agreement for Services.

2. The term of this Cash Carry-Forward Agreement shall be for one (1) year from January 1, 2023 to December 31, 2023.

3. This Cash Carry-Forward Agreement may be amended by mutual, written agreement of the parties only.

4. This Agreement represents the entire agreement between the parties and may be amended only by written agreement signed by both parties.

**IN WITNESS WHEREOF**, JEDO and GO Topeka have executed this Agreement.

Dated: \_\_\_\_\_

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION**

By: \_\_\_\_\_  
AARON MAYS, Shawnee County Commissioner

Dated: \_\_\_\_\_

**GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, a non-profit  
Kansas corporation**

By: \_\_\_\_\_  
MOLLY HOWEY, President of GO Topeka