



JEDO Board Meeting Agenda

February 8, 2023

6:00 P.M.

JEDO BOARD MEMBERS

VOTING MEMBERS:

Michael Padilla:	City of Topeka Mayor
Neil Dobler:	City of Topeka Deputy Mayor
Tony Emerson:	City of Topeka Councilmember
Hannah Naeger:	City of Topeka Councilmember
Bill Riphahn:	Shawnee County Commissioner
Kevin Cook:	Shawnee County Commissioner
Aaron Mays:	Shawnee County Commissioner

NON-VOTING MEMBERS:

Karen Hiller:	City of Topeka Councilmember
Sylvia Ortiz:	City of Topeka Councilmember
Christina Valdivia-Alcala:	City of Topeka Councilmember
Brett Kell:	City of Topeka Councilmember
Spencer Duncan:	City of Topeka Councilmember
Michelle Hoferer:	City of Topeka Councilmember

PUBLIC COMMENT from members of the public shall be entertained on each actionable agenda item and at the end of each meeting. Comment shall be limited to topics directly relevant to JEDO business. Members of the public wishing to speak must notify the City Clerk’s Office at 785-368-3940 or email cclerk@topeka.org before 5:00 p.m. on the date of the meeting. The Zoom Link will be provided to those who sign up for public comment. Members of the public will be allowed access to speak one at a time, in the order they signed up. 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. Written public comment may also be considered to the extent it is personally submitted at the meeting or to the City Clerk's Office located at 215 SE 7th Street, Room 166, Topeka, Kansas, 66603 or via email at cclerk@topeka.org on or before the date of the meeting.

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/>. **JEDO BOARD MEETINGS** shall be open to the public, except for executive sessions pursuant to state law. Meetings shall be televised. View the meeting online at <https://www.topeka.org/communications/live-stream/> or at <https://www.facebook.com/cityoftopeka/>.

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

1. CALL TO ORDER

2. ROLL CALL

3. ACTION ITEMS:

A. APPROVAL of the December 14, 2022, JEDO Board Meeting minutes.

B. APPROVAL of a funding amendment in the amount of \$45,400 for Project GiGi.

(Approval would authorize GO Topeka to provide cash incentives for real property, equipment, employment and training.)

C. APPROVAL of an Incentive Agreement in the amount of \$190,000 between the Growth Organization of Topeka/Shawnee County (GO Topeka) and Project KoolAid.

(Approval would authorize GO TOPEKA to assist and promote the company in employment, capital investment and training incentives.)

D. APPROVAL of a funding increase in the amount of \$200,000 for the Small Business Incentives Program.

(Based on demand and opportunity to create additional economic impact through the Small Business Incentives Program GO Topeka is requesting to allocate \$200,000 in carryforward funds for the Small Business Incentives program, providing a total budget of \$500,000 for this program in 2023.)

E. APPROVAL of incentive funding in the amount of \$365,000 for the Choose Topeka 2.0 Talent Incentive Program.

(Approval would continue the incentive program by offering the next round of funding for the employer match, boomerang and exiting military options. A portion of the funds will be used for program enhancements.)

4. PRESENTATIONS:

A. 2022 Growth Organization of (GO) Topeka 4th Quarter Report

5. PUBLIC COMMENT:

Public Comment is allowed in-person or via Zoom. Topics shall be limited directly relevant to JEDO business. Members of the public wishing to speak must notify the City Clerk's Office at 785-368-3940 or email cclerk@topeka.org before 5:00 p.m. on the date of the meeting. Members of the public shall be given four (4) minutes to speak and must maintain proper decorum relating to public meetings. Written public comment may also be considered to the extent it is personally submitted at the meeting or to the City Clerk's Office located at 215 SE 7th Street, Room 166, Topeka, Kansas, 66603 or via email at cclerk@topeka.org on or before the date of the meeting.

6. ADJOURNMENT:



Agenda Item No. 3A

**JEDO Board Meeting
February 8, 2023 - 6:00 P.M.**

**JEDO Board Meeting Minutes
December 14, 2022**

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

In-Person and Via Zoom
City Council Chambers
214 SE 8th Street, 2nd Floor
Topeka, Kansas 66603
Wednesday, December 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, William Riphahn and Kevin Cook; City of Topeka Mayor Michael Padilla and Deputy Mayor Spencer; Councilmember Hannah Naeger. 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:

The following JEDO Board Members were absent: City Councilmembers Karen Hiller, Christina Valdivia-Alcala, Sylvia Ortiz, Tony Emerson, Brett Kell and Michelle Hoferer.

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 September 14, 2022 JEDO Board Meeting Minutes was presented:

Commissioner Mays made a motion to amend the minutes to reflect actual numbers on page 4. The Top City Interns had 200 Interns, 23 companies and 6 in-person events.

Commissioner Mays moved to approve the Minutes of September 14, 2022 as amended. The Motion seconded by Commissioner Riphahn carried unanimously. (5-0-2)

APPROVAL of Project Bolt Incentive Agreement and Announcement was presented:

Ashley Lehman, GO Topeka Business Development Manager, spoke about Project Bolt and was proud to announce that Project Bolt is Torgeson Electric. Project Bolt is an existing business in Topeka in the manufacturing industry. They are planning to add 44 new jobs over the next 5 years with an average wage plus benefits of \$40,000. They will have a Capital Investment of \$7 million dollars with a total economic impact over the next 10 years of \$156 million dollars and the total requested incentive is \$268,000. As of all incentives, this is performance based. With us here to say a few words is their CFO, Eric Duncan.

Eric Duncan, CFO Torgeson Electric spoke how grateful they are for the opportunity and excited to continue to put down roots in the Topeka/Shawnee County area.

Mayor Padilla moved to approve the Motion. The Motion seconded by Commissioner Cook carried unanimously. (5-0-2).

APPROVAL of Project Pages Incentive Agreement and Announcement was presented:

Ashley Lehman, GO Topeka Business Development Manager, spoke about Project Pages and was proud to announce that Project Pages is One Source Magazine. Project Pages is a new business attraction in the Distribution Industry. They are planning to add 20 new jobs over the next 5 years with an average wage plus benefits of \$40,000. They will have a 61% return on investments with a total economic impact over the next 10 years of \$62 million dollars and the total requested incentive is \$100,000. She explained that the company could not be here tonight but they did record a message from the owner, Tom Tarbert. He said he wanted to show his appreciation for all the support of his company.

Commissioner Riphahn moved to approve the Motion. The Motion seconded by Mayor Padilla carried unanimously. (5-0-2).

APPROVAL of Project Kool-Aid Incentive Funding for \$190,000 was presented:

Ashley Lehman, GO Topeka Business Development Manager, spoke about Project Kool-Aid Incentive Funding. Project Bolt is an existing business in Topeka in the manufacturing industry. They are planning to add 30 new jobs over the next 5 years with an average wage plus benefits of \$48,000. They will have a Capital Investment of \$2.1 million dollars with a total economic impact over the next 10 years of \$175 million dollars and the total requested incentive is \$190,000. As of all incentives, this is performance based.

Commissioner Mays moved to approve the Motion. The Motion seconded by Mayor Padilla carried unanimously. (5-0-2).

GO Topeka Quarterly Update was presented:

Molly Howey, GO Topeka President of Economic Development, started it off by stating that instead of going over the Go Topeka Quarterly report, which was distributed in the packet, they had several people there who were going to speak on their experiences and journeys working with the team through Small Business Incentives.

Glenda Washington, GO Topeka Chief Equity & Opportunity Officer, introduced the following small business owners who came up to share their stories: Pedro Conception, Chris Witeready, Nakisha Bryant, Lamona with Chef Lamona, Leslie Florance, Rodney Harman, Renea Anderson. Glenda went on to say how happy she is everyone was able to here from the small business owners, and they were only a fraction of the people they have helped through Go Topeka.

Laurie Pieper, GO Topeka VP Entrepreneurship & Small Business, introduced the new Chairman for the Small Business Council, Tobias Harvey.

Tobias Harvey, Chairman Small Business Council, spoke how a \$5,000 equipment loan several years ago helped to really propel his business forward and he truly believes the Go Topeka

Incentives are a great asset to the small business community. He stated that he is really happy to represent Small Business Council, represent Go Topeka, and to represent all the small businesses.

Laurie Pieper, GO Topeka VP Entrepreneurship & Small Business, gave an update on the University Engagement Strategy. The Agreement with Washburn University was signed on November 17, 2022. They are wanting to create more student retention and attraction through entrepreneurship so students and faculty will stay here in the community. She explained that they will be working with a large group of people to help get the students and faculty engaged in social entrepreneurship. They will be announcing in January their partnership with Kansas State University.

APPROVAL of 2021 JEDO Audit Report was presented:

Dana Splekal, a CPA with SSC CPA's spoke on the Audit report. She referenced to the two documents in the packet. One was the financial statements and one with the report to the board. She explained that they audit the financial statements, confirm as much as they can and look at as much information they can to make sure the information is correct. She stated that they did not have any disagreements or any significant difficulties in issuing their report. There was one finding for improvement, which is included in your packet. She said the staff was able to address it and respond to it to where they were comfortable moving forward and issuing the report. She stood for questions or comments.

Commissioner Mays moved to approve the Motion. The Motion seconded by Commissioner Riphahn carried unanimously. (5-0-2).

APPROVAL of 2023 GO Topeka Budget and Business Plan was presented:

Josh Patterson, GO Topeka Senior VP of Finance, presented first on the Operations and Administration Budgets: Salaries/Benefits had a 2.0% increase over 2022. Administration/Finance/HR/Marketing had an 11.4% increase over 2022. Administration increased due to updated allocation of staff. Marketing increased due to additional focus on translation support. Finance and HR remained relatively flat. Shared Costs increased 6.0% over 2022, and the rent step in 2022.

Molly Howey, GO Topeka President of Economic Development, presented on the Department Budgets. The first department was New Business & Existing Business/Expansion. There was a 14.4% increase over 2022, excluding incentives. New Business costs include: Advertising, technology assets for site visits and visualization, in-person marketing/meetings with prospects & site selectors, KCADC investment, aviation strategy partnership and marketing material development. The costs for Retention/Expansion include: cost for third party incentive audits, HQ visits and industry roundtable meetings.

The second department includes Innovation/Entrepreneurship/Small Business. There was a 3.8% decrease over 2022, again excluding the small business incentives. Some major components include: physical and digital infrastructure for innovation, scholarships for Plug and Play startups, programming and support for Washburn SBDC.

The third department presented was MWBD/Redevelopment. It had a 13.7% increase over 2022 (due to addition of Redevelopment). The costs for MWBD include: DEI Summit, MED Week,

Athena Program, Supplier Diversity Event. Some costs for Redevelopment include: Predevelopment/Due Diligence Program, Fam Tours.

The fourth department was Talent Initiatives. Those costs increased 2.4% over 2022. The Program Event Costs include: Top City Teachers, Manufacturing Day and Housing & Child Care Taskforces. Costs for Sponsorships/Contributions include: Forge, Junior Achievement, Discovery Kindergarten Program and Washburn Leadership Institute. Also the continuation of the Washburn Tech and Washburn Tech East Scholarships.

Josh Patterson, GO Topeka Senior VP of Finance, took back over to present on General & Administrative costs which have decreased 0.5% over 2022. Some reasons include: Software, Website Improvements, PR Services and Organizational Dues (IEDC, IAMC, etc.). Lastly, Special Initiatives have increased 0.8% over 2022. Those costs include the Innovation Center and Choose Topeka. He gave a summary including:

- Total ongoing programming expensed (excluding incentives) were flat at \$2.79 million.
- Committed incentives of \$7.5 million, up from & million in 2022. (in packet).
- Total JEDO Budget = \$11.2 million (\$6.2 million use of carryforward funds).

Councilmember Dobler asked a Small Business Incentive Question: he stated that he is disappointed that the incentive for small businesses is not only the smallest pot but also the smallest percentage left of those once those expenses are paid. He stated that we have to figure out how to get better considering that the majority of our businesses are small businesses. Just like all the people we heard from tonight.

Ms. Howey responded that that is a great segue for something that they wanted to talk about in February. So they will first speak with all of them separately. And then that will be a special ask for the budget at a later time.

Mayor Padilla moved to approve the Motion. The Motion seconded by Commissioner Riphahn carried unanimously. (5-0-2).

PUBLIC COMMENT on Item 5F was provided by the following:

Lazone Grays expressed concern on the statistics of the Topeka/Shawnee County unemployment and poverty rates. He believes it should be shared and put out there that black unemployment and poverty rates are much higher and should be addressed.

APPROVAL of 2022-2023 Cash Carry Forward Agreement was presented:

Josh Patterson, GO Topeka Senior VP of Finance, reported that the total 2023 carry-forward amount is \$15,600,000. The breakdown for that is included in the packet.

Commissioner Mays moved to approve the Motion. The Motion seconded by Commissioner Cook carried unanimously. (5-0-2).

PUBLIC COMMENT was provided by the following:

Lazone Grays expressed concern that the sales tax money should be used for the “target” economically and socially disadvantaged population. He believes that not all small businesses are economically and socially disadvantaged.

Commissioner Mays made a motion to extend the public comment 3 more minutes.

Commissioner Mays moved to approve the Motion. The Motion seconded by Commissioner Riphahn carried unanimously. (5-0-2).

NO FURTHER BUSINESS appearing the meeting was adjourned at 6:57 p.m.

DRAFT

City of Topeka & Shawnee County



Agenda Item No. 3B

**JEDO Board Meeting
February 8, 2023 - 6:00 P.M.**

Project GiGi Funding Amendment



Project GiGi Incentive Proposal Amendment

02.01.23

GO Topeka is working with an existing company with the following request for an incentive funding amendment to a previously approved contract:

- Additional Capital Investment over the next 5 years
 - Construction/Facility Improvements: \$325,000
 - Machinery & Equipment: \$400,000
- 6 new jobs (beyond the original contemplated amount) over the next five years, with an average wage of at least \$60,000

Real Property Incentive

GO Topeka may offer a cash incentive of \$2,600 to offset the cost of construction and/or improvement to the company's existing facility in Shawnee County.

The value of real property investment incentive offered is: \$2,600

Equipment Incentive

GO Topeka will offer a cash incentive of \$800 for the investment in equipment at the Topeka site.

The value of the equipment incentive offered is: \$800

Employment Incentive

Based on the scope of the project, the company would bring 6 additional new jobs to Shawnee County over the next five years with an average annual salary of \$60,000. GO Topeka may offer a performance-based cash grant payable over five years in an amount of \$6,000 per employee.

The value of the employment incentive offered is: \$36,000

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 6 employees.

The value of the training incentive offered is: \$6,000

Real Property Investment Incentive	\$2,600
Equipment Incentive	\$800
Employment Incentive	\$36,000
<u>Training Incentive</u>	<u>\$6,000</u>
Total GO Topeka Incentive Value	\$45,400



Agenda Item No. 3C

**JEDO Board Meeting
February 8, 2023 - 6:00 P.M.**

Project KoolAid Incentive Agreement

INCENTIVE AGREEMENT

This Incentive Agreement is effective _____, 2023, 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 KOOLAID

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

WHEREAS, PROJECT KOOLAID is contemplating investing approximately Two Million One Hundred Thousand Dollars (\$2,100,000.00) in real property located in Shawnee County, Kansas; and

WHEREAS, PROJECT KOOLAID intends to expand its operations and, in the process, create thirty (30) full time jobs over the next approximately five (5) years; and

WHEREAS, GO TOPEKA desires to assist and promote PROJECT KOOLAID by offering up to One Hundred Ninety Thousand Dollars (\$190,000.00) in employment, capital investment and training incentives; and

WHEREAS, PROJECT KOOLAID acting in reliance upon the incentives set forth in this Agreement, has decided to 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 KOOLAID an employment incentive of up to One Hundred Forty-Four Thousand Dollars (\$144,000.00) (the “Employment Incentive”) for new Full Time Employment Positions created by PROJECT KOOLAID 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 annual employee compensation as follows:

<u>Annual Compensation</u>	<u>Total Employment Incentive</u>	<u>Per Year</u>
• \$48,000 or more	\$4,800	\$960

A Full Time Employment Position receiving compensation of less than \$48,000.00 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 KOOLAID 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 KOOLAID, 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 KOOLAID 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 KOOLAID 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 KOOLAID as of December 14, 2022. To qualify for the Employment Incentive, the Full Time Employment Positions must commence on or after December 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 KOOLAID 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 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 Forty-Four Thousand Dollars (\$144,000.00) in the aggregate. Generally, the maximum annual Employment Incentive payment shall be Twenty-Eight Thousand Eight Hundred Dollars (\$28,800.00); however, if PROJECT KOOLAID 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 December 14, 2022 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 KOOLAID 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 KOOLAID'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 KOOLAID hires one (1) new Full Time Employment Position between December 14, 2022 and December 31, 2023 and maintains that position through 2025, plus hires two (2) new Full Time Employment Positions throughout the period between January 1, 2024 and December 31, 2024 and the annual compensation of each of the three (3) positions is at least Forty-Eight Thousand Dollars (\$48,000), PROJECT KOOLAID would be eligible to receive an Employment Incentive installment in the amount of Two Thousand Eight Hundred Eighty Dollars (\$2,880) (3 x \$960) in 2025 upon receipt and verification of appropriate documentation.

2. Employment Incentive Calculation Documentation. When and as reasonably requested by GO TOPEKA, PROJECT KOOLAID 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 KOOLAID'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 KOOLAID 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 KOOLAID may earn an Employee Training Incentive in an amount not to exceed Thirty Thousand Dollars (\$30,000.00) (the "Employee Training Incentive").

For the Full Time Employee Training Incentive, GO Topeka shall reimburse PROJECT KOOLAID 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 December 14, 2022 to December 31, 2027 in accordance with the following provisions. PROJECT KOOLAID 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 thirty (30), created by PROJECT KOOLAID. Thus, for PROJECT KOOLAID to receive all Thirty Thousand Dollars (\$30,000.00) in Full Time Employee Training Incentive the company's full time employment would need to increase to at least _____ (____).

A Full Time Employee Training Incentive payment may be made to PROJECT KOOLAID starting in 2024 for training costs incurred by any full time employee (new or existing) at PROJECT KOOLAID in 2023 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 2024 will be based on net new Full Time Employment Positions created by PROJECT KOOLAID in 2023. For example, if PROJECT KOOLAID created ten (10) net new Full Time Employment Positions in 2023, increasing the company's full time employee count to _____ (___), PROJECT KOOLAID could receive a reimbursement of up to \$10,000.00 in 2024 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 KOOLAID 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 Twenty-Five Thousand Dollars (\$525,000.00) in expenditure made by PROJECT KOOLAID between December 14, 2022 and December 31, 2027 for the improvement of real estate located at _____ (address) in Shawnee County, Kansas GO TOPEKA shall pay an incentive to PROJECT KOOLAID of Four Thousand Dollars (\$4,000.00) (The "Real Estate Investment Incentive"). The aggregate of said real estate investment incentive payments shall not exceed Sixteen Thousand Dollars (\$16,000.00). PROJECT KOOLAID's real estate investment in Shawnee County is expected to be Two Million One Hundred Thousand Dollars (\$2,100,000.00). The real estate incentive payments shall be made to PROJECT KOOLAID upon GO TOPEKA's receipt of documentary evidence showing the improvement of its real estate. Expenditures related to the Real Estate Investment Incentive must be made by PROJECT KOOLAID between December 14, 2022 and December 31, 2027.

5. Use of Funds. The funds received by PROJECT KOOLAID 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 KOOLAID 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 KOOLAID shall provide prompt advance notice to GO TOPEKA of any material change in PROJECT KOOLAID's ownership, control or management, including issues of insolvency or bankruptcy, or other material changes that could reasonably result in a default by PROJECT KOOLAID 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 KOOLAID 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. 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 KOOLAID 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 KOOLAID.

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 KOOLAID advance notice of any reduction of funds when practical. PROJECT KOOLAID 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 KOOLAID. 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 KOOLAID 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 KOOLAID 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 KOOLAID 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.

t. Any dispute or claim arising out of or relating to this Agreement shall be submitted to mediation utilizing a mediator jointly selected by the parties from a pool of candidates who regularly provide mediation services in northeast Kansas. The parties will each be responsible for paying fifty percent (50%) of the fees, costs and expenses of mediation. If the parties are unable to resolve their dispute through mediation, the parties hereby agree to submit their dispute to binding arbitration under the rules and procedures of the American Arbitration Association (www.adr.org).

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

“PROJECT KOOLAID”

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
February 8, 2023 - 6:00 P.M.**

**Small Business Incentives Program
Funding Increase**



Small Business Incentive Request
February 7, 2023
Stephanie Moran, SVP Innovation

Update

Several changes were implemented to the Small Business Incentives Program in 2022 to create economic impact through a competitive application process. Even with minimal marketing of the program, the business proposals received in 2022 have exceeded expectations, with applications from 82 businesses with an average request of \$13,500 each, equating to a total request of \$1,100,000 in incentives versus a budget of \$300,000, leaving a significant funding gap to incentivize small businesses throughout the community.

Incentive Recommendation and Request

Based on demand and opportunity to create additional economic impact through the Small Business Incentives Program GO Topeka is requesting to allocate \$200,000 in carryforward funds for the Small Business Incentives program, providing a total budget of \$500,000 for this program in 2023.



Agenda Item No. 3E

**JEDO Board Meeting
February 8, 2023 - 6:00 P.M.**

**Choose Topeka 2.0 Talent Incentive Program
Incentive Funding**



Choose Topeka 2.0
Talent Relocation Incentive Request
February 8, 2023
Trina Goss, Director of Business and Talent Initiatives

Update

The Choose Topeka Relocation Program has been successful in so many ways since the employer match announcement after the December 2019 JEDO Meeting and the remote worker option after the September 2020 JEDO Meeting. In the first three years of the program, employers have submitted 73 employees for the incentive, and 26 remote workers have participated in the program. In total, 99 individuals and/or families have relocated to Shawnee County through the Choose Topeka program, and both rounds of funding have been fully utilized, totaling \$600,000.

Choose Topeka 2.0

After a program review and based on recommendations by the Momentum 2027 steering committee, an enhanced Choose Topeka 2.0 model is being developed for implementation through Momentum 2027. The refreshed program will include a stronger focus on supporting Shawnee County business workforce needs, expanded breadth of target markets, boomerangs, exiting military, a wraparound immersion program and other enhancements.

Proposed Choose Topeka 2.0 Options

Employer Matching Option

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

- Move to Topeka for full time employment position*
- Purchase or rent a home (primary residence only) within Shawnee County
- Employer participation in matching funds
- Eligible to work in the United States*
- NEW: Also available to newly graduating Washburn students as a sign-on bonus
- NEW: Must complete Choose Topeka survey after one year*
- NEW: Must participate in a Choose Topeka immersion program

NEW: Boomerang and Exiting Military Options

- Same as above noted*, in addition to:
- Purchase a home within Shawnee County (no rental option)
- Secure employment with a primary employer and minimum salary of \$50,000

Incentive Recommendation and Request

The Choose Topeka Relocation Incentive continues to be successful in offering options to employers in Topeka and Shawnee County. As we work to strategically affect workforce talent growth, we recommend a continuation of the incentive program with the proposed changes, by offering the next round of funding for the employer match, boomerang and exiting military options with requested funds from carryforward of \$365,000. A portion of the funds will also be used for program enhancements such as immersion services and a career connection tool added to the Choose Topeka website.



Agenda Item No. 4A

**JEDO Board Meeting
February 8, 2023 - 6:00 P.M.**

2022 GO TOPEKA 4th Quarter Report

go
topeka
Quarterly
Report

Q4

2022



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Q4 2022

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Topeka & Shawnee County
Momentum Scorecard



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Workforce
Talent



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

Cover photo:
Small Business Saturday swag deliveries

Inside COVER photo:
MWBD Pitch Contest 1st place winner, Yes! Athletics

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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

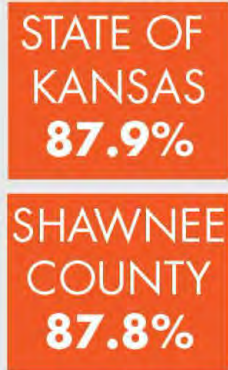
TOPEKA & SHAWNEE COUNTY VITAL STATS

Updated 10.28.2022



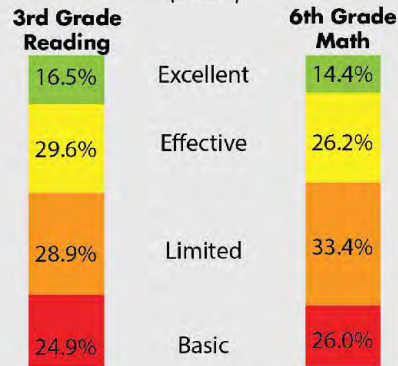
DEVELOP HOMEGROWN TALENT

GRADUATION RATE



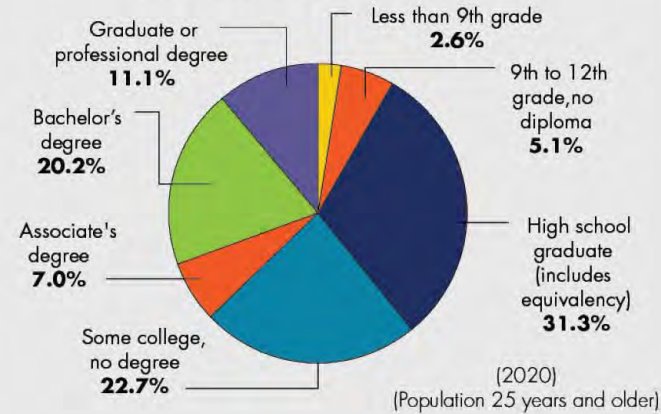
Four-year adjusted cohort formula (all Schools 2020-2021) (1)

STUDENT-LEVEL METRICS (2021)



(1)

EDUCATIONAL ATTAINMENT



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.



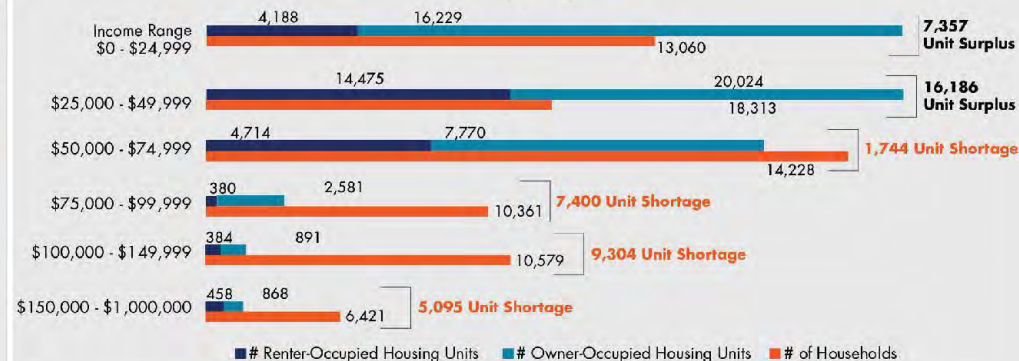
2022 Target: 58 AARP livability index

PEDESTRIAN FRIENDLINESS (2021)



(4)

AFFORDABLE HOUSING (2020)



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

ATTENDANCE AT ATTRACTIONS (2021)

508,519 PEOPLE

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

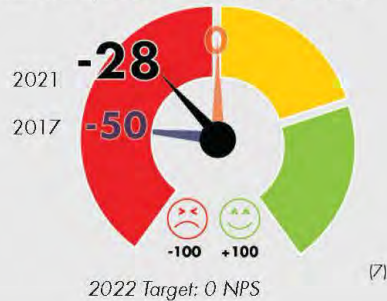
2022 Target: 750,000 people



PROMOTE A POSITIVE IMAGE

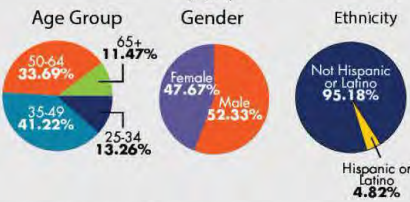
NET PROMOTER SCORE (NPS)

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



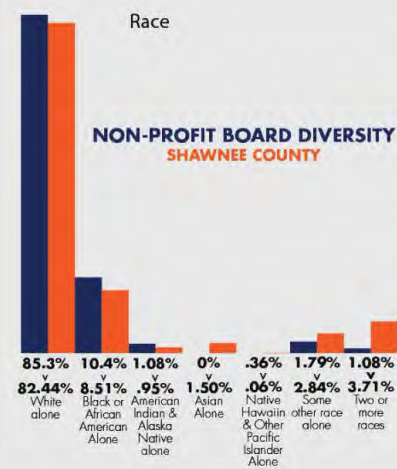
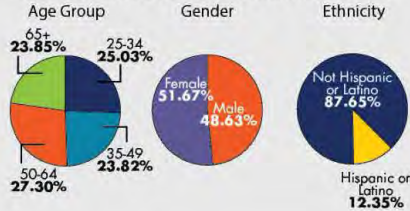
COLLABORATE FOR STRONG COMMUNITY

NON-PROFIT BOARD DIVERSITY (2021)



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

CURRENT SHAWNEE COUNTY DEMOGRAPHICS



PHYSICAL AND MENTAL HEALTH (2021)



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

2022 Target: 2.7 Physical | 3.2 Mental

INFANT MORTALITY RATE (2021)



(9)



GROW A DIVERSE ECONOMY

SHARE OF EMPLOYMENT AT NEW BUSINESSES

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

(New business is any that has been open less than five years)(2020 Q3) (8)

2022 Target: 7,093 people

ANNUAL MEDIAN WAGE IN TOPEKA

\$39,290

(2020 MSA) (6)

2022 Target: \$39,000

PRIVATE CAPITAL INVESTMENT (2022)

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



2022 Target: \$350M

TOTAL PRIVATE JOBS

75,073

(March 2022)
(Private = Non-Government Jobs) (5)

2022 Target: 79,000 jobs

GLOBAL METRICS

GDP OF DOLLARS (10)

\$12.48 BILLION IN 2020

\$10.655 BILLION IN 2017

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

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

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

39,313 OR **38.7%**

2022 Target: 33%

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

\$51,216

2022 Target: \$50,000

STUDENTS ELIGIBLE FOR FREE OR REDUCED LUNCHES (2021)

51.4%

2022 Target: 48%

POVERTY RATE IN SHAWNEE COUNTY (2020) (11)

10.5% TOTAL POVERTY RATE

13.1% CHILD POVERTY RATE

2022 Target: 10%

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

PROVIDED BY





Business Attraction

GO Topeka works continuously to bring awareness of the business assets in Topeka and Shawnee County to site selectors and companies looking to relocate or expand. Currently, the new business attraction portfolio holds 35 active projects in various industry sectors: 23 manufacturing, distribution and R&D, seven aviation, two general office, one food processing and two bioscience.

35

ACTIVE PROJECTS



Manufacturing

23



Aviation

7



Food Processing

1



Office

2



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 Dec. 8 are expected to result in a combined \$218 million economic impact in the area over the next 10 years.

At the meeting, it was announced Torgeson Electric Company is projected to make an estimated capital investment of \$7 million over the next five years, and create up to 44 new full-time jobs in the process. Meanwhile, OneSource— a magazine and print publications distributor looking to set up shop in Shawnee County— is expected to result in an estimated economic impact locally of \$62 million over 10 years, with the business expansion creating up to 20 new full-time jobs. Based on the JEDO incentives being offered, the Torgeson and OneSource projects are expected to result in 322% and 61% returns on investments, respectively.

Business Retention & Expansion 4th Quarter Announcements

- » Torgeson Electric Company
- » OneSource Distributing LLC

- » Total Capital Investment: \$218 Million
- » Total New Jobs: 64



Project Press Releases



PRESS RELEASE

December 14, 2022

OneSource Distributing LLC
Opening In Topeka

New Jobs:
20

Resulting In:
Economic Impact - \$62M
Return On Investment - 61%



PRESS RELEASE

December 14, 2022

Torgeson Electric Company Set
To Expand In Topeka

Capital Investment:
\$7M

New Jobs:
44

Resulting In:
Economic Impact - \$156M
Return On Investment - 322%



Entrepreneurship & Innovation

University Entrepreneurship Partnerships

University Entrepreneurship Partnerships GO Topeka has recently entered into partnerships with Washburn University and with Kansas State University to help develop and support the entrepreneurial ecosystem in Topeka and Shawnee County. The university partnerships create opportunities for collaboration to help launch and grow businesses in Topeka and Shawnee County, provide specialized services, attract and retain talent to our community, and create jobs and importation of capital to the region.



Plug and Play - Batch 4 Recap Basics

12 startups accelerated
3 partners

Engagement

25 virtual startup events
1 partner pilot showcase event
1 partner roundtable with CEO of PNP

Results

23 startup introductions
12 continuing conversations
8 NDAs
2 pilots

2022 Recap of Innovation, Plug & Play Efforts

- » 2022 brought about continued growth in developing Topeka and Shawnee County as a hub for innovation. In late March, Stephanie Moran joined the organization as SVP of Innovation. Over the first few months, she participated in the NWA Intercity Visit and met with community and regional partners and the Innovation Advisory Board to identify existing resources and future needs in order to establish Strategic Initiatives for future growth. Key highlights for the year included:
 - » Launching the Kansas Innovation Dealroom platform to further support the ecosystem by connecting startups to funding and resource partners
 - » Finalizing Historic Tax Credits for the ASTRA Innovation Center and hosting an open house for pre-leasing
 - » Holding an Angel Investor Showcase event featuring local startups, in partnership with Plug and Play, Mid America Angels and the Kansas Department of Commerce
 - » Graduating two cohorts from the Plug and Play Topeka Animal Health Vertical, resulting in a number of corporate connections, deep dives, NDAs, pilots and partnerships
 - » Attending Plug and Play summits in June and November and hosting a Plug and Play startup visit in May, ultimately connecting with several local resources and community partners

The Topeka Social Entrepreneurship Engagement Project



- » GO Topeka, Washburn University SBDC, Topeka Community Foundation, Omni Circle Group, and Shawnee Startups recently received a NetWorked Solutions grant to work on a collaborative project with Washburn University to help create engagements, education and inspiration to stimulate businesses that have a social mission that benefits Topeka and Shawnee

County. The project launches in February with a community bus tour with subsequent events running through March. For more information, contact laurie.pieper@topekapartnership.com



2022 Entrepreneurship Recap

- » In 2022, GO Topeka's entrepreneurship efforts included the following:
- » Conducted an Entrepreneurial Ecosystem Survey in the spring
- » Launched Propeller Mentorship Network for Entrepreneurs; held summer and fall "journeys," followed by a joint year-end lunch with the Small Business Council and guest speaker Stuart Aller



>go topeka
propeller

- » Launched Kansas Innovation Deal Room, a platform for connecting startups with investors and resources
- » Supported the Washburn Entrepreneur Pitch Competition
- » In August, Dr. Laurie Pieper participated in the Connecting E-Ship Communities Conference for the Kansas City Metropolitan Statistical Area, connecting with other communities' leaders and entrepreneurs to discuss innovative strategies, recent success stories and continuing challenges to building thriving entrepreneurial communities in northeast Kansas.
- » GO Topeka joined communities around the world in celebrating Global Entrepreneurship Week. Topeka activities included an Innovation Breakfast with Amanda Curtis Burkhardt, a Cultivating Entrepreneurial Mindset Panel Discussion, a Washburn Entrepreneur Showcase, an Opportunities in International Trade Workshop, and a Boots to Business Reboot Entrepreneurship Training for Veterans.



- » Formed the Washburn University/GO Topeka Entrepreneurship Resource Partnership, with the first new collaboration in progress

GEW Sees Success

GO Topeka and its partners held a successful slate of Global Entrepreneurship Week events in Topeka Nov. 14-20. There were more than 175 people estimated to be in attendance at events, not including the GTP's November Business Unwind or the Women in Business Conference organized by the Kansas Chamber of Commerce. Other local GEW activities included an innovation breakfast, entrepreneurship panel discussion, entrepreneur showcase at Washburn University, "Opportunities in International Trade" information session, "Boots to Business Reboot" programming for military families, and more.

Upcoming Event 2/2 Youth Entrepreneurship Challenge

Junior Achievement of Kansas prepares to hold youth entrepreneurship challenge. This challenge has been likened to "Shark Tank" for middle and high-school students. Both teams and individuals will be competing for cash prizes, and the first-place winner will take home a \$1,000 renewable scholarship to Washburn University! A few of GO Topeka staff will be participating as judges.



Small Business Incentive Program

Incentive Types

17

Construction

20

Marketing

6

Architecture
& Design

25

Equipment

1

Proof of Concept

PREAPPROVAL THROUGH
Q3 OF 2022

LIFE OF PROGRAM

69

576

Incentives
Totaling

Incentives
Totaling

\$300,000

\$2,389,525

This includes carryover from 2021

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 Awards Nominations



Every year the Greater Topeka Partnership honors outstanding small businesses across multiple categories for their achievements and contributions to the community. Please nominate your favorite local small businesses for recognition at the awards luncheon being held on May 2nd. Nominations are due by noon on March 1st. To nominate businesses and for information about award categories, eligibility and criteria, go to <https://www.gotopeka.com/small-business-awards/>





2022 Small Business Recap

In 2022, GO Topeka's small business development efforts included the following:

- » Introduced a competitive application process for the Small Business Incentives Program, adding new incentive categories related to innovation and commercialization
- » Dr. Laurie Pieper was elected to the NASBITE International Board of Governors in March and attended the BOG meeting in Annapolis, MD, in September. NASBITE International is the leading organization for setting standards for global trade education, training, credentialing, and practice to grow small businesses strategically through international trade.
- » Dr. Laurie Pieper represented the GTP's Small Business Council at U.S. Chamber of Commerce meetings in Salt Lake City in April and September and joined U.S. Chamber SBC members in Washington, D.C., to advocate for small businesses.
- » The Small Business Awards were held in May, with 23 finalists across nine categories. Tarwater Farm and Home Supply was selected as Top City Business of the Year.
- » The Small Business Council was active in providing feedback to the GTP on issues of importance to the small business community and new member recruitment.
- » The Small Business Council elected Tobias Harvey of Create Uplift to succeed Kathleen Urbom of Urbom Law as council chair.
- » In November, U.S. SBA Kansas City District Director Michael Barrera visited Topeka to meet with the Small Business Council and to offer a Small Business Saturday Proclamation.
- » Held six webinars for entrepreneurs and small-business owners on topics ranging from "How to Create a Value Proposition for New Tech Ventures" to "Strategies for Coping with Inflation"

300+ New Businesses Formed in Shawnee Co. Over Past Year

In Shawnee County, 160 new establishments were formed in the last quarter (between 2022 Q2 and 2022 Q1), and more than 300 new businesses were formed in the last year alone. Overall, the local labor market remains tight but strong, with job-posting data showing a shift in the need for labor. In previous months, jobs in business, finance and health care represented the majority of all available jobs in the county. Now, jobs related to repairs, protections, and health care technicians are seeing the highest level of growth.

Retail Storefront Property Tax Relief Program

During the 2022 Legislative Session, the Legislature passed, and Governor Laura Kelly signed the COVID-19 Retail Storefront Property Tax Relief Program, which invests \$50.0 million to help small businesses recover from the COVID-19 pandemic. The program is open for application until April 15, 2023.

Business owners can learn more about the COVID-19 Retail Storefront Property Tax Relief Program, including eligibility, by visiting <https://www.ksrevenue.gov/taxnotices/notice22-04.pdf>.

An application for the relief program can be completed at <https://www.kdor.ks.gov/Apps/Misc/PropTaxAssistance/StoreFront>. Applicants with questions about this program may contact the Department at (785) 368-8660 for assistance.

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

Specialized Funding Supports Minority-Owned Businesses

According to research, eight out of 10 minority-owned businesses fail in their first 18 months. In combination with Network Kansas and Shawnee Startups, the GTP and its partners have created a set of financial tools that serve as a safety net offering support to minority-owned businesses. Below are the numbers through Quarters 3 and 4:

Funding	Clients YTD	Total
First Opportunity Fund	2	\$150,000
Empower Fund	5	\$78,500
Pitch Contest	4	\$34,000

Upcoming Events

Athena Leadership Program

Women's Forum (Spring)

Women's Legislative Social

MWBD Hosts Initial Athena Programming

GO Topeka's Office of Minority and Women Business Development (MWBD) hosted 30 women in December who showed interest in participating in the 2023 Becoming Athena Women's Leadership Program. The program is scheduled to officially kick off Feb. 7. Phelica Glass and Angel Glass will serve as program facilitators.



MWBD Pitch Contest Winners Announced

Nine Topeka-area entrepreneurs showcased their talents and business concepts at a Minority and Women Business Development Pitch Contest held in early November by GO Topeka. Those nine participants were chosen from a pool of more than 30 entrepreneurs looking to stand up a new business or expand an existing enterprise. Of the nine selected, four business owners with winning ideas took home cash prizes totaling \$38,000. The winners were as follows:

- » 1st place — Yes! Athletics (\$15,000)
- » 2nd place — Sun Hero Magazine (\$10,000)
- » 3rd place — Taper Loc (\$8,000)
- » 4th place — Tender Loving Care Pet Nursing Hotel (\$5,000)



Chief Equity & Opportunity Officer Co-Hosts Listening Session

In conjunction with several local clergy members, the GTP’s chief equity and opportunity officer, Glenda Washington, co-hosted two Consolidated Plan listening sessions in November. The Consolidated Plan, a tool provided by the U.S. Department of Housing and Urban Development, is part of a larger grants management and planning process that can be divided into six phases: determining needs, setting priorities, determining resources, setting goals, administering the programs, and evaluating performance. It is also the resource and allocation document the City of Topeka uses to determine how to deploy its HUD funding. The goal of recent listening sessions was to educate citizens of the community about benefits of the Consolidated Plan and to gather additional input on anticipated needs and/or new projects that would bring positive impacts to the community.

MWBD Hosts Holiday Pop-Up Shop

On Dec. 17, the Office of Minority and Woman Business Development (MWBD) hosted a Holiday PopUp Shop at the Hillcrest Community Center. The purpose of this event was to drive consumers to local micro small businesses. Thirty-five vendors displayed their products to more than 125 consumers participating in the 5-hour event. Most of the businesses were less than three years old and have had some contact with GO Topeka’s services.

Consumers: 125
Vendors: 35

What are we working on?

Pitch Contest

- Winners (4) - \$34,000

Quarterly Outreach Efforts

- 32 Client Outreach
- ACCE Peer Presentation
- 2 Panel Moderation Sessions

Women’s Initiatives

- Fall Women’s Forum (80)
- Athena Orientation (21)

Loan Funds

Funding	Clients (4th Quarter)	Pending (New clients)	Total
First Opportunity Fund	2	2 clients/\$145,000	\$150,000
Empower Fund	5		\$78,500





Forge Young Talent

4th Quarter Programing

OCTOBER 13

Forge: VIP Tour - WIBW

OCTOBER 17

Soups & Ciders

OCTOBER 21

Rooftop Yoga

OCTOBER 26

Trick or Treat on the Trail

NOVEMBER 8

Vote, Dammit! Watch Party

Upcoming Events

FEBRUARY 3

Forge 101- Reconnect with Forge

FEBRUARY 13

Kansas Young Professionals Day at the Capitol

Forge Leadership Selects 2023 Chair-Elect

During Forge’s November board meeting, the Forge Leadership Team voted on the board’s 2023 chairelect. Zac Surritt with R&S Maintenance was chosen to join the executive team and help lead Forge in our effort to make Topeka and Shawnee County a better place for young professionals to live, work, play, lead, and grow. Zac has served on the Leadership Board in 2022 as Chair of our Engage Committee, which is the civic engagement arm of Forge. Prior to his time with Forge, Zac graduated with a degree in Public Administration from Washburn University, served as Washburn’s Student Body President, and was a member of the city council in his hometown of Meriden, Kansas. In addition to his involvement with Forge, he is the Business Development Director for his family’s business, R&S Maintenance, which has served Topeka and the surrounding area for 45+ years. Zac has a passion for public service and looks forward to working with others to create an environment for positive change in our community.



Workforce & Talent



2022 Q4 Workforce Data

Total Working Age Population
(16 YEARS AND OVER)

122,741
TOPEKA

173,701
SHAWNEE COUNTY

KS 2,270,608
US 264,621,500

Labor Force Participation

62,857
TOPEKA

91,020
SHAWNEE COUNTY

KS 1,508,765
US 164,512,500

Employment

60,966
TOPEKA

88,477
SHAWNEE COUNTY

KS 1,468,631
US 158,946,500

Jobs

82,998
TOPEKA

97,509
SHAWNEE COUNTY

KS 1,396,032
US 149,805,902

Average Wages

\$51,917
TOPEKA

\$53,437
SHAWNEE COUNTY

KS \$55,426
US \$69,955

Labor Force Participation Rate

51.21% TOPEKA

52.4% SHAWNEE COUNTY

KS 66.45%
US 62.17%

Employment-Population Ratio

49.67% TOPEKA

50.9% SHAWNEE COUNTY

KS 64.68%
US 60.07%

Unemployment Rate

3.0% TOPEKA

2.8% SHAWNEE COUNTY

KS 2.7%
US 3.4%

*Total Civilian Non-institutionalized Population





Choose Topeka Relocation Incentive

3,200+

CALLS TO DATE
(FROM CANDIDATES & EMPLOYERS)

8,000+

SUBMISSIONS WITH
RESUMES OR QUESTIONS

1000+

REMOTE WORKER
SUBMISSIONS

73

EMPLOYER CANDIDATES
ACCEPTED, EQUALING

26

REMOTE WORKERS
ACCEPTED, EQUALING

\$384,250

IN MATCHING JEDO
FUNDS COMMITTED

\$215,750

IN RELOCATION
INCENTIVES

\$600,000

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

ECONOMIC IMPACT ANALYSIS

99

CANDIDATES

\$86,738

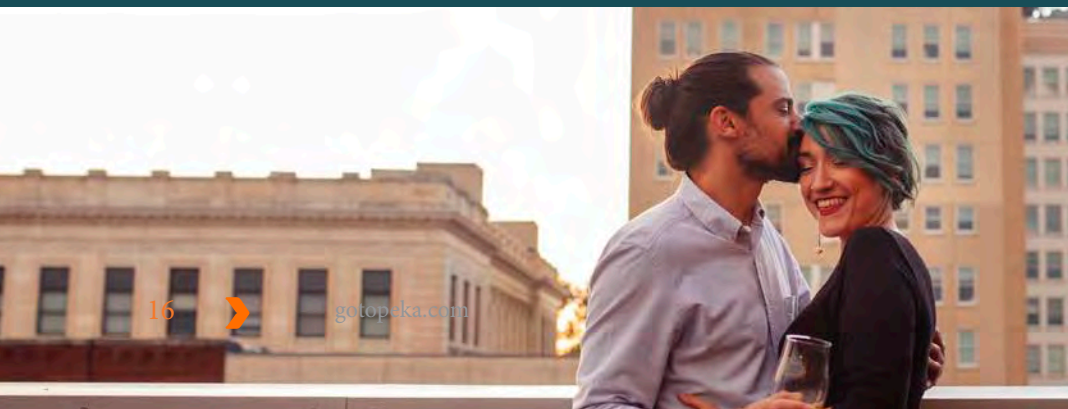
AVERAGE SALARY

26x

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.



GO Topeka Staff



CEO, Greater Topeka Partnership



President of Economic Development



Chief Equity & Opportunity Officer



VP of Entrepreneurship & Small Business



SVP of Innovation



Director, Business & Talent Initiatives



Executive Director of Forge Young Talent



Director of Business Development



Administrative Coordinator



Executive Coordinator





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



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