



JEDO Board Meeting Agenda

September 13, 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 May 10, 2023 JEDO Board Meeting Minutes.

B. APPROVAL of the 2022 JEDO Audit Report.

(BT & Co., P.A. will provide an overview of the Financial Statements of the Joint Economic Development Organization for the year ended December 31, 2022.)

C. APPROVAL of Amendment No 1 to the Incentive Agreement between Growth Organization of Topeka/Shawnee County, Inc., (GO Topeka) and Polo Custom Products in the amount of \$140,000.

(Polo Custom Products (Project J2) was previously awarded incentive funds for jobs and training approved by GO Topeka and JEDO in 2021.)

4. PRESENTATIONS:

A. Countywide Half-Cent Sales Tax Project Annual Update

(The City-County Interlocal Agreement requires an annual sales tax project update.)

B. GO Topeka Quarterly Report

C. Astra Innovation Center Update

(The Astra Innovation Center is a \$13 million innovation campus being developed by BioRealty, Inc., and GO Topeka.)

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

Wednesday, December 13, 2023

7. ADJOURNMENT



Agenda Item No. 3A

**JEDO Board Meeting
September 13, 2023 - 6:00 P.M.**

**JEDO Board Meeting Minutes
May 10, 2023**

Joint Economic Development Organization Board Minutes
May 10, 2023

The Joint Economic Development Organization (JEDO) Board Members met at 6:00 p.m. in the City Council Chambers, Topeka, Kansas, with the following voting Board Members present: City of Topeka Deputy Mayor Neil Dobler, City of Topeka Councilmembers Tony Emerson and Hannah Naeger; and Shawnee County Commissioners Bill Riphahn, Kevin Cook and Aaron Mays -6. City of Topeka Mayor Michael Padilla presided -1.

Non-voting Board Members absent: City of Topeka Councilmembers Karen Hiller, Christina Valdivia-Alcala, Sylvia Ortiz, Brett Kell, Spencer Duncan and Michelle Hoferer - 6.

Public comment for the meeting was available via Zoom or in-person. Individuals were required to contact the City Clerk's Office at 785-368-3940 or via email at cclerk@topeka.org by no later than 5:00 p.m. on May 10, 2023, after which the City Clerk's Office provided the Zoom link information and protocols prior to the meeting start time. Written public comment was also considered to the extent it was 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 May 10, 2023.

THE PLEDGE OF ALLEGIANCE was recited by meeting participants.

APPROVAL of the MINUTES of the JEDO Board Meeting of February 8, 2023, was presented.

Deputy Mayor Dobler moved to approve the minutes. The motion seconded by Commissioner Riphahn carried unanimously on roll call vote. (7-0-0)

Councilmember Ortiz joined the meeting remotely.

APPROVAL of AMENDMENT NO. 2 to the Incentive Agreement between GO Topeka and Project Gigi (*Global Grain*) was presented.

Ashley Lehman, GO Topeka Director of Business Development, reported the proposal was an amendment to the Incentive Agreement for Global Grain seeking to invest another \$725,000 and add an additional six new jobs with an average salary of \$60,000. The economic impact over six years would be \$51.5 million with a 41% return on investment. GO Topeka Staff recommended approval of the contract amendment.

Commissioner Mays moved to approve a funding amendment in the amount of \$45,400 for Global Grain (Project GiGi). The motion seconded by Commissioner Cook carried unanimously on roll call vote. (7-0-0)

Ryan Boxterman, Global Grain, thanked JEDO Board members for the opportunity and reported the business was growing.

APPROVAL of Contract No. C-01-2023 an AMENDMENT to the 2022 Cash Carry-Forward Agreement between GO Topeka and the Joint Economic Development Organization to increase the amount from \$15,600,000 to \$15,663,522, was presented.

Molly Howey, GO Topeka President, reported the final deferred JEDO revenue balance should have been \$15,663,522 for 2022. The original proposal of the cash carryforward agreement was for \$15,600,000, resulting in overage of \$63,522 that was not taken into account when the estimate was made. She stated they received a payment from Kansas Gas Service in the amount of \$235,000 in February 2022. At that time, their finance team excluded this number from the JEDO revenue calculation because it was related to capital expenditures from a decade ago and they did not think they had recognized JEDO revenue when that cash was originally spent. After further research during the 2023 audit, the team realized the amount had been recognized as JEDO revenue at the time the cash was spent for capital expenditures. She noted any rebate related to those expenditures should reduce the amount of JEDO revenue recognized by GO Topeka causing an overage.

Commissioner Riphahn moved to approve the agreement. The motion seconded by Councilmember Naeger carried unanimously on roll call vote. (7-0-0)

APPROVAL of the 2022 GO Topeka Audit Report was presented.

Karen Linn, BT & Co., CPA referenced the Consolidated Financial Statements Years Ended December 31, 2021 and 2022; and the Report to the Board of Directors dated April 27, 2023. She summarized the conclusion from the audit process and noted there were no significant findings.

Commissioner Cook questioned if the additional revenue amount (\$63,522) approved in the previous agenda item would have an impact on the audit results.

Karen Linn stated it would not have a negative impact on audit results and would be considered deferred revenue.

Commissioner Cook moved to approve the 2022 JEDO Audit Report. The motion seconded by Deputy Mayor Dobler carried unanimously on roll call vote. (7-0-0)

PRESENTATION on the 2023 Growth Organization of (GO) Topeka 1st Quarter Report, was presented.

Molly Howey, GO Topeka President, reported a strategy session was facilitated by Metropolitan Topeka Transit Authority (MTAA) to discuss the future of the Forbes and Billard Airports with over 40 people in attendance. She stated since that time, regular meetings have been conducted with JEDO Board members and other community members to discuss continued progress at both airports. She noted a new MTAA employee has been hired and will work closely with the Greater Topeka Partnership (GTP) to be closely aligned with strategies for growing this aviation asset, attracting jobs and capital investment to the community. She reported they will have two site visits from aviation related companies that are considering locating at Forbes and Billard Airports. She

invited JEDO Board members to join them in welcoming this new industry sector they are trying to grow in the Topeka-Shawnee County area. She stated they are discussing the feasibility of a formal research project being conducted by Washburn University and Washburn Technology to determine the type of training needed to fill these types of jobs at all levels. She commented on the Business Retention Expansion (BRE) Survey that was responded to by 75 companies. She reported 50% of the companies plan to substantially increase their capital investment and 70% of the companies plan to add new employees over the next six months.

Commissioner Cook stated the majority of industries located along the South Topeka Boulevard corridor were considered blue-collar jobs and he would like to see white-collar jobs being pursued to build on the core of other business areas in the city.

Molly Howey stated they are in the process of revising incentive guidelines to increase average wages.

Councilmember Ortiz inquired on transportation options available to employees and if companies are willing to participate in the transportation incentive program.

Molly Howey reported GTP consistently discusses and encourages companies to implement incentive guidelines encouraging employees to be located in a transit area that offers public transportation. She stated they have funding set aside for workforce barrier support and remind companies the funding could be used for creative solutions brought forward by companies for their workforce. She noted it was also offered from an entrepreneurial aspect.

Ashley Lehman, GO Topeka Director of Business Development, highlighted the 1st Quarter Trends for New Businesses. She reported there were six active manufacturing projects ranging from plastic goods to farm equipment including two international companies. She stated there were seven other projects they could not accommodate as they were seeking square footage as opposed to acreage as well as access to rail transportation with acreage. She noted overall there are 25 active projects in the pipeline with the majority being manufacturing.

Deputy Mayor Dobler asked how many jobs were generated in the 1st Quarter as a result of new business efforts.

Ashley Lehman stated she would have to report back to the JEDO Board with that information.

Glenda Washington, Chief Equity and Opportunity Officer, highlighted the following events for the Minority and Women Business Development (MWBD) Program:

- Social Entrepreneurship in Neighborhoods
- DEI Summit: Changing Mindsets, Shifting Culture on August 31, 2023
- Co-Hosting Doing Business with the City of Topeka on May 11, 2023
- Equity & Opportunity Advisory Board Committee

Commissioner Cook expressed concern with the Social Entrepreneurship in Neighborhoods and how it would create economic development opportunities for the community.

Matt Pivarnik, Greater Topeka Partnership President and CEO, clarified the program addresses a social need in the community and creates an entrepreneurship opportunity to start a business.

Councilmember Ortiz expressed concern with the application process timeline and asked if they could extend the application deadline in order to accommodate Neighborhood Improvement Association (NIA) meeting deadlines and approvals.

Glenda Washington reported the program has been in place for approximately three months and Network Kansas requires the funds be spent by May 24, 2023, however, she would inquire on an extension.

Councilmember Hiller expressed her appreciation for their efforts to empower neighborhoods as well as the downtown area.

Rhett Flood, Executive Director of Forge Young Talent, highlighted program events, new member growth and marketing recruiting efforts for the 1st Quarter of the 2027 Forge Program.

Commissioner Riphahn asked what Forge was hearing from young people in regards to living and working in the Topeka-Shawnee County area.

Rhett Ford reported the majority of the comments received relate to the lack of night life in Topeka for people under 21 years of age; however, there seems to be a gap in knowledge of the good things that Topeka has to offer.

Trina Goss, GO Topeka Director of Business & Talent Initiatives, highlighted the Choose Topeka 2.0 Program including the new “Make It Yours” Website and the new “SkillFit” Website Platform. A short video was displayed on the websites.

Mayor Padilla commended GTP for the “SkillFit” website.

Stephanie Moran, Senior Vice President of Innovation, announced Stephanie Norwood would serve as the new Director of Small Business Incentives. She provided an update on the Small Business Program including the award of \$133,000 in small business incentives across 29 different incentive categories with the majority related to equipment, construction and marketing. She noted, there have been incentives related to architecture and design as well as proof of concept supporting the Innovation industry. She also reported they are working with a startup business to automate the small business application process.

Troy Flare, TFMCOMM, Inc., spoke to the importance of small business incentives and the assistance provided by GTP.

Stephanie Moran continued to report on the Plug and Play Innovation Program and announced a Plug and Play Innovation Summit would be held June 15, 2023, hosting approximately 20 startup business from around the world. She encouraged JEDO Board members to actively engage with businesses.

Commissioner Mays asked for an update on the Astra Innovation Center, a \$13 million innovation campus being developed by BioRealty, Inc. and GO Topeka.

Stephanie Moran reported BioRealty, Inc, has received \$1.2 million of base grant funding; the project cost has increased by \$2.5 million from two years ago; 50% of the building must be preleased before they can begin construction; and they have applied for New Market Tax Credits to be announced in the 4th Quarter. She stated if they receive tax credits it would allow them to start construction in January 2024 regardless if the preleasing threshold has been met.

Commissioner Cook asked if they are losing potential leases because of the time it has taken to get the project started.

Stephanie Moran stated more than likely the project timeline has caused the loss of potential leases. She stated they continue to seek renters for the space and she believes the securing of New Market Tax Credits will advance the project.

In conclusion, GO Topeka presented a short marketing video.

Deputy Mayor Dobler referenced the City-County Interlocal Agreement requirement to provide Countywide Sales Tax Project status updates to the JEDO Board by May 17 of each year. He requested an update on the projects be added to the September 13, 2023 JEDO Board meeting agenda. He spoke to high inflation rates and significant increases of construction costs and reminded the Board they will need to consider the next steps if required projects are not completed.

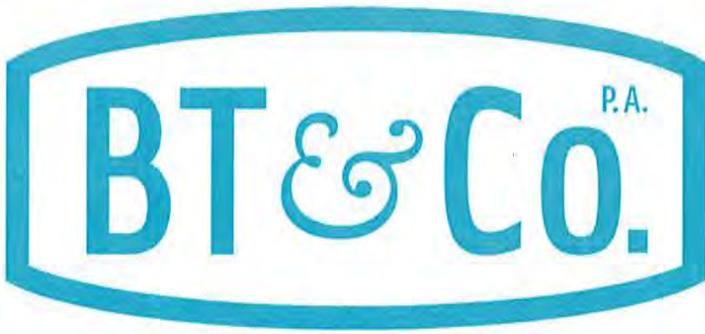
NO FURTHER BUSINESS appearing the meeting adjourned at 7:12 p.m.



Agenda Item No. 3B

**JEDO Board Meeting
September 13, 2023 - 6:00 P.M.**

2022 JEDO Audit Report



Certified Public Accountants

JOINT ECONOMIC DEVELOPMENT ORGANIZATION

FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2022

JOINT ECONOMIC DEVELOPMENT ORGANIZATION
FINANCIAL STATEMENTS
Year Ended December 31, 2022

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Joint Economic Development Organization

Opinion

We have audited the financial statements of the governmental activities and the major fund of the Joint Economic Development Organization (JEDO), as of and for the year ended December 31, 2022, and the related notes to the financial statements, which collectively comprise JEDO's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and the major fund of JEDO, as of December 31, 2022, 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 (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of JEDO, 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 JEDO's ability to continue as a going concern within one year after the date that the financial statements are issued or available to be issued.

Auditors' 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 auditors' report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not

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a guarantee that an audit conducted in accordance with GAAS 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 GAAS, 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 JEDO'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 JEDO'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.

BT & Co., P.A.

August 4, 2023
Topeka, Kansas

JOINT ECONOMIC DEVELOPMENT ORGANIZATION
STATEMENT OF NET POSITION AND GOVERNMENTAL FUND BALANCE SHEET
December 31, 2022

	General Fund	Adjustments	Statement of Net Position
ASSETS			
Cash and cash equivalents	\$ 839,544	\$ -	\$ 839,544
Receivables:			
City of Topeka	3,035,310	-	3,035,310
Shawnee County	1,852,116	-	1,852,116
Total assets	\$ 5,726,970	-	5,726,970
LIABILITIES			
Accounts payable:			
City of Topeka	\$ 2,147,617	-	2,147,617
Shawnee County	2,326,585	-	2,326,585
Total liabilities	4,474,202	-	4,474,202
FUND BALANCES/NET POSITION			
Fund balances:			
Restricted for economic development and infrastructure improvements	1,252,768	(1,252,768)	-
Total liabilities and fund balances	\$ 5,726,970		
Net position:			
Restricted for economic development and infrastructure improvements		1,252,768	1,252,768
Total net position		\$ 1,252,768	\$ 1,252,768

See accompanying notes to financial statements.

JOINT ECONOMIC DEVELOPMENT ORGANIZATION
STATEMENT OF ACTIVITIES AND GOVERNMENTAL FUND REVENUES,
EXPENDITURES, AND CHANGES IN FUND BALANCES
For the Year Ended December 31, 2022

	<u>General Fund</u>	<u>Adjustments</u>	<u>Statement of Activities</u>
Revenues:			
Sales taxes:			
City of Topeka	\$ 11,332,164	\$ -	\$ 11,332,164
Shawnee County	10,012,339	-	10,012,339
Interest income	46,125	-	46,125
	<u>21,390,628</u>	<u>-</u>	<u>21,390,628</u>
Total revenues			
Expenditures/expenses:			
Economic development:			
Go Topeka	5,000,000	-	5,000,000
City of Topeka	7,841,810	-	7,841,810
Shawnee County	8,495,294	-	8,495,294
Professional services and other	86,968	-	86,968
	<u>21,424,072</u>	<u>-</u>	<u>21,424,072</u>
Total expenditures/expenses			
Net change in fund balances	(33,444)	33,444	-
Change in net position	-	(33,444)	(33,444)
Fund balances/net position, beginning of year	1,286,212	-	1,286,212
Fund balances/net position, end of year	<u>\$ 1,252,768</u>	<u>\$ -</u>	<u>\$ 1,252,768</u>

See accompanying notes to financial statements.

JOINT ECONOMIC DEVELOPMENT ORGANIZATION
NOTES TO FINANCIAL STATEMENTS
December 31, 2022

1 - 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's 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.

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

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 FINANCIAL STATEMENTS
(Continued)

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 and unrestricted investment earnings are reported as general revenues.

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

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.

Governmental fund financial statements are reported using the current financial resources measurement focus 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.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash in demand accounts at financial institutions and short term, highly liquid investments that are readily convertible to cash. Interest bearing deposit accounts are reported at cost plus accrued interest.

Accounts Receivable

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

Equity Classifications

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

JOINT ECONOMIC DEVELOPMENT ORGANIZATION
 NOTES TO FINANCIAL STATEMENTS
 (Continued)

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, 2022, the fund balance of the general fund is restricted.

2 - Deposits and Cash Equivalents

Cash and cash equivalents consisted of the following at December 31, 2022:

Demand deposits	\$ 1,000
Repurchase agreements	838,544
	839,544
Total cash and cash equivalents	\$ 839,544

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, 2022.

3 - 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's 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 a 180-day notice.

JOINT ECONOMIC DEVELOPMENT ORGANIZATION
NOTES TO FINANCIAL STATEMENTS
(Continued)

4 - 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 (QLICIs). 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 3, 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 was classified as an expense for economic development on the financial statements and the loan proceeds were 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 the 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.

After the seven-year period is complete and all tax credits have been claimed, control over ETLC will default to JEDO.

JOINT ECONOMIC DEVELOPMENT ORGANIZATION
NOTES TO FINANCIAL STATEMENTS
(Continued)

5 - Subsequent Events

JEDO has evaluated subsequent events through the date of the independent auditors' report, which is the date the financial statements are available to be issued.



Certified Public Accountants

JOINT ECONOMIC DEVELOPMENT ORGANIZATION

Report to the Board of Directors
August 4, 2023



August 4, 2023

Board of Directors
Joint Economic Development Organization
Topeka, Kansas 66603

Attention: Members of the Board of Directors

We are pleased to present this report related to our audit of the financial statements of the Joint Economic Development Organization (JEDO) for the year ended December 31, 2022. This report summarizes certain matters required by professional standards to be communicated to you in your oversight responsibility for JEDO's financial reporting process.

This report is intended solely for the information and use of the Board of Directors and is not intended to be and should not be used by anyone other than these specified parties. It will be our pleasure to respond to any questions you have about this report. We appreciate the opportunity to continue to be of service to JEDO.

BT & Co., P.A.

4301 SW Huntoon St., Topeka, KS 66604 | t: 785.234.3427 | toll-free: 800.530.5526 | f: 785.233.1768 | w: btandcccpa.com

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JOINT ECONOMIC DEVELOPMENT ORGANIZATION
Report to the Board of Directors
August 4, 2023

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Required Communications

Generally accepted auditing standards (AU-C 260, *The Auditor's Communication with Those Charged with Governance*) require the auditor to promote effective two-way communication between the auditor and those charged with governance. Consistent with this requirement, the following summarizes our responsibilities regarding the financial statement audit as well as observations arising from our audit that are significant and relevant to your responsibility to oversee the financial reporting process.

Area	Comments
Our Responsibilities with Regard to the Financial Statement Audit	Our responsibilities under auditing standards generally accepted in the United States of America have been described to you in our arrangement letter dated February 8, 2023. Our audit of the financial statements does not relieve management or those charged with governance of their responsibilities, which are also described in that letter.
Overview of the Planned Scope and Timing of the Financial Statement Audit	We have issued a separate communication dated February 21, 2023 regarding the planned scope and timing of our audit and identified significant risks.
Accounting Policies and Practices	<p>Preferability of Accounting Policies and Practices</p> <p>Under generally accepted accounting principles, in certain circumstances, management may select among alternative accounting practices. In our view, in such circumstances, management has selected the preferable accounting practice.</p> <p>Adoption of, or Change in, Accounting Policies</p> <p>Management has the ultimate responsibility for the appropriateness of the accounting policies used by JEDO. JEDO did not adopt any significant new accounting policies nor have there been any changes in existing significant accounting policies during the current period.</p> <p>Significant Accounting Policies</p> <p>We did not identify any significant accounting policies in controversial or emerging areas for which there is a lack of authoritative guidance or consensus.</p>

Area	Comments
	<p>Significant Unusual Transactions</p> <p>We did not identify any significant unusual transactions.</p>
Audit Adjustments	<p>There were no audit adjustments made to the original trial balance presented to us to begin our audit.</p>
Uncorrected Misstatements	<p>We are not aware of any uncorrected misstatements other than misstatements that are clearly trivial.</p>
Observations About the Audit Process	<p>Disagreements with Management</p> <p>We encountered no disagreements with management over the application of significant accounting principles, the basis for management's judgments on any significant matters, the scope of the audit, or significant disclosures to be included in the financial statements.</p> <p>Consultations with Other Accountants</p> <p>We are not aware of any consultations management had with other accountants about accounting or auditing matters.</p> <p>Significant Issues Discussed with Management</p> <p>No significant issues arising from the audit were discussed with or the subject of correspondence with management.</p> <p>Significant Difficulties Encountered in Performing the Audit</p> <p>We did not encounter any significant difficulties in dealing with management during the audit.</p> <p>Difficult or Contentious Matters That Required Consultation</p> <p>We did not encounter any significant and difficult or contentious matters that required consultation outside the engagement team.</p>
Significant Written Communications Between Management and Our Firm	<p>Copies of certain written communications between our firm and the management of JEDO, including the representation letter provided to us by management, are attached.</p>



Audit Finance Department
Betty Greiner
200 SE 7th Street
Topeka, Kansas 66603
Ph. 785.251.4307
Email: betty.greiner@sncos.org

August 3, 2023

BT&Co., P.A.
4301 SW Huntoon Street
Topeka, Kansas 66604-1659

This representation letter is provided in connection with your audit of the basic financial statements of Joint Economic Development Organization (JEDO) as of and for the year ended December 31, 2022 for the purpose of expressing an opinion on whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

We confirm, to the best of our knowledge and belief, having made such inquiries as we considered necessary for the purpose of appropriately informing ourselves, that as of the date of the auditors' report:

Financial Statements

1. We have fulfilled our responsibilities, as set out in the terms of the audit arrangement letter dated February 8, 2023 for the preparation and fair presentation of the financial statements referred to above in accordance with U.S. GAAP.
2. We have identified and included all organizations that are a part of our financial reporting entity as defined in Section 2100 of the Governmental Accounting Standards Board (GASB) Codification.
3. We are a jointly governed organization as defined in Section 2100 of the GASB Codification.
4. We have reported the major governmental fund as required by GASB Statement No. 34, *Basic Financial Statements—and Management's Discussion and Analysis—for State and Local Governments*, as amended.
5. We acknowledge our responsibility 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.
6. We acknowledge our responsibility for the design, implementation, and maintenance of controls to prevent and detect fraud.
7. Related-party transactions have been recorded in accordance with the economic substance of the transaction and appropriately accounted for and disclosed in accordance with the requirements of U.S. GAAP.



8. Types of related party transactions engaged in include those with other organizations for which the nature and significance of their relationship with JEDO are such that exclusion would cause JEDO's financial statements to be misleading or incomplete.
9. The financial statements properly classify all funds and activities in accordance with GASB Statement No. 54, *Fund Balance Reporting and Governmental Fund Type Definitions*, as amended.
10. JEDO is following paragraph 18 of GASB Statement No. 54 to determine the fund balance classifications for financial reporting purposes.
11. All events subsequent to the date of the financial statements, and for which U.S. GAAP requires adjustment or disclosure, have been adjusted or disclosed.
12. The effects of all known actual or possible litigation and claims have been accounted for and disclosed in accordance with U.S. GAAP.
13. Management has followed applicable laws and regulations in adopting, approving and amending budgets.
14. Risk disclosures associated with deposit and investment securities are presented in accordance with GASB requirements.
15. Components of restricted net position and classifications of restricted fund balance are properly classified and, if applicable, approved.
16. JEDO has recorded and disclosed in the financial statements all:
 - a. Repurchase agreements.
 - b. Risk financing activities.
17. We have no plans or intentions that may materially affect the carrying value or classification of assets or liabilities.
18. JEDO has no:
 - a. Material transactions that have not been properly recorded in the accounting records underlying the financial statements.
 - b. Violations or possible violations of laws or regulations whose effects should be considered for disclosure in the financial statements or as a basis for recording a loss contingency. In that regard, we specifically represent that we have not been designated as, or alleged to be, a "potentially responsible party" by the Environmental Protection Agency in connection with any environmental contamination.
 - c. Other material liabilities or gain or loss contingencies that are required to be accrued or disclosed.
 - d. Compensating balance arrangements or other legal restrictions of cash balances.
 - e. Lines of credit or similar arrangements.



Audit Finance

Audit Finance Department

Betty Greiner

200 SE 7th Street

Topeka, Kansas 66603

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- f. Financial guarantees or other contingent liabilities.
 - g. Security agreements as defined in the Uniform Commercial Code.
 - h. Liens or encumbrances on assets or revenues, or assets or revenues which were pledged as collateral for any liability, or which were subordinated in any way.
 - i. Contractual obligations for construction or capital assets not included in the liabilities or encumbrances recorded on the books.
 - j. Liabilities that are subordinated in any way to any other actual or possible liabilities.
 - k. Debt issue repurchase options or agreements or sinking fund debt repurchase ordinance requirements.
 - l. Debt issue provisions.
 - m. Leases.
 - n. Significant estimates and material concentrations.
 - o. Authorized but unissued debt.
 - p. Special or extraordinary items.
 - q. Arbitrage rebate liabilities.
 - r. Impairments of capital assets.
19. We have no direct or indirect legal or moral obligation for any debt of any organization, public or private, that is not disclosed in the financial statements.
20. We have complied with all aspects of laws, regulations and provisions of contracts and agreements that would have a material effect on the financial statements in the event of noncompliance. In connection therewith, we specifically represent that we are responsible for determining that we are not subject to the requirements of the Single Audit Act because we have not received, expended or otherwise been the beneficiary of the required amount of federal awards during the period of this audit.
21. We have no knowledge of any uncorrected misstatements in the financial statements.

Information Provided

22. We have provided you with:
- a. Access to all information of which we are aware that is relevant to the preparation and fair presentation of the financial statements such as records, documentation, and other matters.
 - b. Additional information that you have requested from us for the purpose of the audit.
 - c. Unrestricted access to persons within JEDO from whom you determined it necessary to obtain audit evidence.
 - d. Minutes of the meetings of the governing board and committees, or summaries of actions of recent meetings for which minutes have not yet been prepared.



23. All transactions have been recorded in the accounting records and are reflected in the financial statements.
24. We have disclosed to you the results of our assessment of risk that the financial statements may be materially misstated as a result of fraud.
25. It is our responsibility to establish and maintain internal control over financial reporting. One of the components of an entity's system of internal control is risk assessment. We hereby represent that our risk assessment process includes identification and assessment of risks of material misstatement due to fraud. We have shared with you our fraud risk assessment, including a description of the risks, our assessment of the magnitude and likelihood of misstatements arising from those risks, and the controls that we have designed and implemented in response to those risks.
26. We have no knowledge of allegations of fraud or suspected fraud, affecting JEDO's financial statements involving:
 - a. Management.
 - b. Employees who have significant roles in internal control.
 - c. Others where the fraud could have a material effect on the financial statements.
27. We have no knowledge of any allegations of fraud or suspected fraud affecting JEDO's financial statements received in communications from employees, former employees, analysts, regulators, or others.
28. We have no knowledge of noncompliance or suspected noncompliance with laws and regulations.
29. We are not aware of any pending or threatened litigation and claims whose effects should be considered when preparing the financial statements. We have not consulted legal counsel concerning litigation or claims.
30. We have disclosed to you the identity of all of JEDO's related parties and all the related-party relationships and transactions of which we are aware.
31. We are aware of no significant deficiencies, including material weaknesses, in the design or operation of internal controls that could adversely affect JEDO's ability to record, process, summarize, and report financial data.
32. There have been no communications from regulatory agencies concerning noncompliance with, or deficiencies in, financial reporting practices.
33. During the course of your audit, you may have accumulated records containing data that should be reflected in our books and records. All such data have been so reflected. Accordingly, copies of such records in your possession are no longer needed by us.



Audit Finance

Audit Finance Department

Betty Greiner

200 SE 7th Street

Topeka, Kansas 66603

Ph. 785.251.4307

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34. With respect to the financial statement preparation services performed in the course of the audit:
- a. We have made all management decisions and performed all management functions;
 - b. We assigned an appropriate individual to oversee the services;
 - c. We evaluated the adequacy and results of the services performed, and made an informed judgment on the results of the services performed;
 - d. We have accepted responsibility for the results of the services; and
 - e. We have accepted responsibility for all significant judgments and decisions that were made.

Very truly yours,

JOINT ECONOMIC DEVELOPMENT
ORGANIZATION

Betty J. Greiner

Betty Greiner, Secretary

Date Signed 8/4/2023

Rachelle Mathews

Rachelle Mathews, Treasurer

Date Signed 8/4/23



Agenda Item No. 3C

**JEDO Board Meeting
September 13, 2023 - 6:00 P.M.**

**Polo Custom Products
Amendment No. 1 to Incentive Agreement**



Project J2 - Polo Custom Products - Amendment to Incentive Contract

06.01.23

Polo Custom Products (Project J2) was previously awarded incentive funds for jobs and training approved by GO Topeka and JEDO in 2021. Through annual incentive verification, GO Topeka noted an error in the baseline employment and an opportunity to incentivize more training, based on the company's success.

Based on the above, we recommend approval of the following amendments to the previously approved incentive contract dated July 2021:

- Adjustment to base employment from 367 to 23
 - Company inadvertently included employees from all their sites in multiple states in original contract. 23 were based in Shawnee County at the time of the original contract.
- Additional training funds in the amount \$140,000 for a total of \$200,000 including the \$60,000 previously approved.
 - This supports reimbursement of training costs at up to \$1,000 per employee for up to 200 individuals.

GO Topeka Cash Incentives

<u>Total Additional Funds</u>	<u>\$140,000</u>
--------------------------------------	-------------------------

AMENDMENT NO. 1 TO INCENTIVE AGREEMENT

This Amendment No. 1 to Incentive Agreement (the “Amendment No. 1”) is effective as of _____ (the “Amendment Effective Date”) and is entered into by and between Growth Organization of Topeka/Shawnee County, Inc. (“GO Topeka”) and Polo Custom Products (sometime referred to as “Business”);

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

WHEREAS, GO Topeka and Polo Custom Products are parties to an Incentive Agreement effective July 31, 2021 (the “Agreement”) concerning the expansion of Business (as defined in the Agreement) in Topeka/Shawnee County; and

WHEREAS, Business is experiencing faster than anticipated growth; and

WHEREAS, Business is contemplating training One Hundred Forty (140) additional incarcerated individuals beyond the amount considered in the Agreement; and

WHEREAS, Business has trained at least Sixty (60) incarcerated individuals; and

WHEREAS, Business has earned the full Incarcerated Employee Training Incentive of Sixty Thousand Dollars (\$60,000) as defined by the Agreement; and

WHEREAS, GO Topeka desires to assist and promote Business by offering up to One Hundred Forty Thousand Dollars (\$140,000) in additional training incentives; and

WHEREAS, the parties wish to amend the Agreement to reflect the foregoing and to make related changes, as further set forth herein.

WITNESSETH:

NOW, THEREFORE, in consideration of the foregoing and of the mutual covenants and agreements expressed herein, the parties agree that the Incentive Agreement shall be amended as follows:

1. **Definitions.** Capitalized terms not otherwise defined herein shall have the meanings assigned to such terms in the Agreement.
2. **Amendments.**

(a) The fourth full paragraph of Section 1 “Local Employment Incentive” of the Agreement is hereby amended, effective as of the Amendment Effective Date, to correct a technical and calculation error. The fourth full paragraph shall be amended to read as follows:

“Only new Shawnee County based 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 Twenty-Three (23) Shawnee County based Full Time Employees employed by Polo Custom Products as of July 31, 2021. To qualify for the Employment Incentive, the Full Time Employment Positions must commence on or after July 31, 2021 and be hired and receiving compensation by December 31, 2026.”

(b) Section 3 “Employee Training Incentive” of the Agreement is hereby amended, effective as of the Amendment Effective Date, to add the following additional paragraph:

“In addition to the Incarcerated Employee Training Incentive already earned by Polo Custom Products as contemplated by this section, Business may earn Additional Incarcerated Employee Training Incentive of up to One Hundred Forty Thousand Dollars (\$140,000) over and above the previously funded Sixty Thousand Dollars (\$60,000). To be eligible for the Additional Incarcerated Employee Training Incentive, the individuals must be trained between January 27, 2023 and December 31, 2026 and verifiable training costs must be incurred from January 27, 2023 to December 31, 2026. The Additional Incarcerated Employee Training Incentive shall be subject to the terms of this Agreement applicable to the Incarcerated Employee Training Incentive.”

3. **Effect as to Agreement.** There are no changes or amendments other than those set forth in Section 2 “Amendments” above. All other terms and provisions of the Agreement not affected by the amendments stated above shall continue in full force and effect.

4. **Entire Agreement.** The Incentive Agreement effective July 31, 2021 as amended by this Amendment No. 1, and the documents referred to herein, contain the entire agreement made by the parties hereto as to the subject matter hereof, superseding any and all previous representations, warranties or agreements, oral or written, relating thereto.

5. **Amendment.** This Amendment may be varied only by a written instrument signed by the duly authorized representatives of each party.

6. **Captions.** The captions that appear in this Amendment have been inserted for the convenience of the reader and do not limit or in any other way affect the meaning of its terms and conditions.

7. **Counterparts.** This Amendment may be executed in multiple counterparts, and by the parties hereto in separate counterparts, each of which shall be deemed an original, but all of which, taken together, shall constitute one and the same instrument.

8. **Electronic Signature.** The parties acknowledge and agree that this Agreement may be executed or accepted using electronic, stamped or facsimile signatures, and that such a signature shall be legally binding to the same extent as a written cursive signature by a party's authorized representative. Each party waives any legal requirement that this Agreement be embodied, stored or reproduced in tangible media, and agrees that an electronic reproduction shall be given the same legal force and effect as a signed writing.

9. **Public Event.** Polo Custom Products and GO Topeka will use reasonable efforts acting in good faith, to agree upon a mutually acceptable date, time, and agenda for, and if agreed will participate in a public event in Shawnee County, Kansas. Such event would include general recognition of Business's expansion and GO Topeka's involvement and assistance.

IN WITNESS WHEREOF, the parties hereto have caused their respective representatives hereunto duly authorized to execute this Amendment as of the Amendment Effective Date.

POLO CUSTOM PRODUCTS

3601 SW 29th Street

Topeka, KS 66614

By: _____

Printed Name: _____

Title: _____

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

By: _____

Printed Name: Molly Howey

Title: President, GO Topeka



Agenda Item No. 4A

**JEDO Board Meeting
September 13, 2023 - 6:00 P.M.**

**Countywide Half-Cent Sales Tax
Project Update**



Public Works Department

Department of Public Works

Curt F. Niehaus, P.E., Director & County Engineer

1515 NW Saline St., Suite 200

Topeka, Kansas 66618-2867

Ph. 785.251.6101

Email: curt.niehaus@snco.us

Website: www.snco.us/publicworks/

Date: August 22, 2023

To: Joint Economic Development Organization (JEDO) Board Members

From: Curt F. Niehaus, P.E. *CFN*
JEDO Finance Committee Chairman

Re: Annual Information Only Project Status Update

In conformance with Mutual Covenant 6 of the Shawnee County (County) / City of Topeka (City) Interlocal Agreement relating to the 2017-2031, ½ Cent, Countywide Sales Tax, attached are separate County and City project status updates. The City's update also includes an updated project priority list. Please note that County sales tax projects were not prioritized in the agreement's Exhibit A.

Included with the project updates, each entity has provided its projections for its revenue and project expenses for the period 2023 through 2031. Highlights from the projections is as follows:

County: Uniform annual revenue increases of 1%, 2.5% (most likely) and 4%, representing an average increase over the remaining life of the program, result in a 2031 year-end balance ranging from a shortfall of \$6.3MM to a surplus of \$6.8MM.

City: Projected revenue increases start out at 8.0% between 2023 & 2024, and decrease to 1.9% between 2030 & 2031. The declining yearly revenue increases are intended to account for the greater uncertainty in projecting revenues as the number of projecting year's increases. For comparison purposes, this declining revenue model equates to an average annual revenue increase of 4.1% over the remaining life of the program.

As already illustrated in the County highlights, small changes in growth of the County's revenue share (1%, 2.5% and 4%) can have a significant impact on the 2031 year-end balance due to the compounding nature of the annual increases over the remaining 8-9 years of the sales tax program. Therefore, the potential for significant permanent decreases (especially beginning in the next 2-3 years) in sale tax revenue cannot be overlooked.

As an example - although I cannot quantify the actual portion of sale tax program revenues that come from the sale of groceries, it's not outside the realm of possibility for the complete removal of sales tax on groceries to amount to the loss of total sales tax program revenues on the order of 10% to 15%. This permanent loss in revenue would seriously impact both entities' ability to complete all of the program's intended projects.

Attachments

2017-2031 COUNTYWIDE 1/2 CENT SALES TAX PROGRAM - 2023 PROJECT UPDATE - SHAWNEE COUNTY

	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
LOW RANGE - 1.0%										
Revenue		8,580,247	8,666,049	8,752,710	8,840,237	8,928,639	9,017,926	9,108,105	9,199,186	9,291,178
Expenses	Beginning Balance	(5,163,067)	(6,513,867)	(10,916,267)	(10,915,067)	(10,465,267)	(13,336,667)	(13,339,267)	(13,337,667)	(13,336,867)
Yr End Balance		10,672,461	14,089,642	16,241,824	14,078,268	12,003,438	6,148,070	1,916,908	(2,221,573)	(6,267,261)
Rev % change		1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
AVERAGE RANGE - 2.5%										
Revenue		8,707,676	8,925,368	9,148,502	9,377,215	9,611,645	9,851,937	10,098,235	10,350,691	10,609,458
Expenses	Beginning Balance	(5,163,067)	(6,513,867)	(10,916,267)	(10,915,067)	(10,465,267)	(13,336,667)	(13,339,267)	(13,337,667)	(13,336,867)
Yr End Balance		10,672,461	14,217,071	16,628,573	14,860,808	13,322,957	8,984,605	5,743,574	2,756,598	29,189
Rev % change		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
UPPER RANGE - 4.0%										
Revenue		8,835,106	9,188,510	9,556,050	9,938,292	10,335,824	10,749,257	11,179,227	11,626,396	12,091,452
Expenses	Beginning Balance	(5,163,067)	(6,513,867)	(10,916,267)	(10,915,067)	(10,465,267)	(13,336,667)	(13,339,267)	(13,337,667)	(13,336,867)
Yr End Balance		10,672,461	14,344,500	17,019,144	15,658,927	14,682,153	11,965,301	9,805,262	8,093,992	6,848,577
Rev % change		4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
PROJECTS										
	<u>JEDO Cost Estimate</u>	<u>Current Budget</u>	<u>2017-2022 Expenses</u>	<u>2023-2031 Commitments</u>	<u>2023-2031 Remaining</u>	<u>Project Years</u>	<u>Status</u>			
NW 46TH - Fielding to Rochester	9,300,000	12,000,000	-	685,592 1	11,314,408	2023-2026	In Design			
NW Rochester - Walmart to NW 50th	13,700,000	26,500,000	-	-	26,500,000	2027-2031	Not Yet Started			
Stormont Vail Events Center	45,000,000	45,000,000	18,026,000	26,974,000 2	-	2017-2031	Project Complete			
County Bridges	32,500,000	44,000,000	12,150,000 4	4,250,000 3	27,600,000	2017-2031	In Process			
TOTAL	100,500,000	127,500,000	30,176,000	31,909,592	65,414,408					
NOTES										
1: \$685,592 = Contract for design and CE			↑				↑			
2: Debt service payments			Notes				Notes			
3: Five years (2023 through 2027) of \$850,000 repayments to KDOT for Carlson Road bridge										
4: One year (2017) @ \$1.317M and five years (2018 through 2022) @ \$2.167M										

CITY OF TOPEKA UPDATED PROJECT LIST

JEDO Fund Balance Overview (7/13/2023)

Fund Balance Schedule	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033
Projected End of Year Fund Balance	\$ 8,220,425	\$ 8,958,667	\$ 14,422,846	\$ 17,464,189	\$ 18,847,528	\$ 18,216,582	\$ 13,848,420	\$ 6,554,586	\$ (452,794)	\$ 5,142,536	\$ (5,589,339)	\$ (16,321,214)
Projected Revenues by Year	\$ -	\$ 6,968,942	\$ 7,527,180	\$ 7,991,342	\$ 8,383,339	\$ 8,719,054	\$ 9,008,025	\$ 9,256,217	\$ 9,467,670	\$ 9,645,330	\$ -	\$ -
Projected Expenses by Year	\$ -	\$ 6,230,700	\$ 2,063,000	\$ 4,950,000	\$ 7,000,000	\$ 9,350,000	\$ 13,376,188	\$ 16,550,050	\$ 16,475,050	\$ 4,050,000	\$ 10,731,875	\$ 10,731,875

JEDO Project Estimates 2023 - 2031 (Revised to Reflect Inflation)

Projects	2022 and Prior	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	JEDO Funding
701013 - SW 6th Gage to Fairlawn	\$ 5,600,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,600,000
701016 - 12th Street - Gage to Kansas	\$ 9,600,000	\$ 3,480,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,080,000
701021 - SE California 37th to 45th	\$ 6,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,000,000
701025 - SW 17th St. - I-470 to MacVicar Ave.	\$ 1,450,000	\$ -	\$ -	\$ -	\$ -	\$ 600,000	\$ 4,450,000	\$ 9,475,050	\$ 9,475,050	\$ -	\$ -	\$ -	\$ 25,450,100
701028 - SW Huntoon St. - Gage Blvd. to Harrison St.	\$ -	\$ -	\$ 100,000	\$ 850,000	\$ 1,650,000	\$ 5,300,000	\$ 5,300,000	\$ 5,300,000	\$ -	\$ -	\$ -	\$ -	\$ 18,500,000
701033 - SW 29th St. - Wanamaker Rd. to Shunga Creek Bridge	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,025,000	\$ 500,000	\$ 3,606,875	\$ 3,606,875	\$ 8,738,750
701049 - SW Topeka Blvd. -15th - 21st St. Phase II	\$ -	\$ 1,584,200	\$ 463,000	\$ 3,600,000	\$ 3,600,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,247,200
701055 - SW 37th St. - Burlingame Rd. to Scapa Place	\$ -	\$ -	\$ -	\$ -	\$ 450,000	\$ 2,200,000	\$ 2,200,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,850,000
701056 - SW 17th St. - Washburn Ave. to Adams St.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,425,000	\$ 750,000	\$ 7,125,000	\$ 7,125,000	\$ 16,425,000
701057 - NE Seward Ave. - Sumner St. to Forest Ave.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300,000	\$ 100,000	\$ 1,250,000	\$ 1,250,000	\$ -	\$ -	\$ -	\$ 2,900,000
701058 - SE 37th St. - Kansas Ave. to Adams St.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 525,000	\$ 2,800,000	\$ 2,800,000	\$ -	\$ -	\$ 6,125,000
Master Bikeways Program	\$ 1,500,000	\$ -	\$ 500,000	\$ -	\$ 500,000	\$ -	\$ 500,000	\$ -	\$ 500,000	\$ -	\$ -	\$ -	\$ 3,500,000
Zoo Payments*	\$ 4,757,312	\$ 1,166,500	\$ 1,000,000	\$ 500,000	\$ 800,000	\$ 950,000	\$ 826,188	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000,000

* Zoo funding distribution of funds is tentative

Detailed Project Information 12/31/2022

Projects	Original Priority	Original Years	New Priority	New Years	Status	2022 PCI	2015 Estimate	JEDO Funding	Current Budget	Utility Costs****	Commitments	Expenses	Remaining
701013 - SW 6th Gage to Fairlawn	1	2017 - 2018	1	2017 - 2018	Completed	90	\$ 5,600,000	\$ 5,600,000	\$ 5,600,000	\$ -	\$ -	\$ 5,573,154	\$ -
701016 - 12th Street - Gage to Kansas*	2	2019 - 2022	2	2019 - 2023	Near Completion	90	\$ 13,180,000	\$ 13,080,000	\$ 15,430,000	\$ -	\$ 3,334,164	\$ 10,551,553	\$ 1,544,283
701021 - SE California 37th to 45th	3	2018 - 2020	3	2019 - 2023	Near Completion	NA	\$ 5,600,000	\$ 6,000,000	\$ 6,000,000	\$ -	\$ 1,218,926	\$ 2,986,949	\$ 1,794,125
701025 - SW 17th St. - I-470 to MacVicar Ave.**	4	2021 - 2025	8	2027 - 2030	Pushed	80	\$ 14,600,000	\$ 25,450,100	\$ 25,450,100	\$ 9,000,000	\$ 10,986	\$ 956,648	\$ 24,482,466
701028 - SW Huntoon St. - Gage Blvd. to Harrison St.	5	2024 - 2027	5	2024 - 2029	Public Engagement	60	\$ 11,740,000	\$ 18,500,000	\$ 18,500,000	\$ 3,416,000	\$ -	\$ -	\$ 18,500,000
701033 - SW 29th St. - Wanamaker Rd. to Shunga Creek Bridge***	7	2027 - 2029	10	2030 - 2033	Pushed	72	\$ 6,100,000	\$ 8,738,750	\$ 9,557,390	\$ 1,000,000	\$ -	\$ -	\$ 9,557,390
701049 - SW Topeka Blvd. -15th - 21st St. Phase II	6	2026 - 2028	4	2023 - 2026	Moved Forward	24	\$ 4,900,000	\$ 9,247,200	\$ 9,247,200	\$ 1,350,000	\$ -	\$ -	\$ 9,247,200
701055 - SW 37th St. - Burlingame Rd. to Scapa Place	8	2027 - 2029	6	2026 - 2028	Moved Forward	75	\$ 3,700,000	\$ 4,850,000	\$ 4,850,000	\$ 350,000	\$ -	\$ -	\$ 4,850,000
701056 - SW 17th St. - Washburn Ave. to Adams St.	9	2028 - 2030	11	2030 - 2033	Pushed	73	\$ 8,300,000	\$ 16,425,000	\$ 16,425,000	\$ 3,580,000	\$ -	\$ -	\$ 16,425,000
701057 - NE Seward Ave. - Sumner St. to Forest Ave.	10	2029 - 2031	7	2027 - 2030	Moved Forward	74	\$ 1,500,000	\$ 2,900,000	\$ 2,900,000	\$ -	\$ -	\$ -	\$ 2,900,000
701058 - SE 37th St. - Kansas Ave. to Adams St.	11	2029 - 2031	9	2029 - 2031	Future Project	72	\$ 4,400,000	\$ 6,125,000	\$ 6,125,000	\$ 520,000	\$ -	\$ -	\$ 6,125,000
861010 - 2018 Bikeways Program	NA	2018	NA	2018	Projects out to bid	NA	\$ 500,000	\$ 500,000	\$ 500,000	\$ -	\$ 55,000	\$ 139,646	\$ 305,354
861026 - 2020 Bikeways Program	NA	2020	NA	2020	In Progress	NA	\$ 500,000	\$ 500,000	\$ 500,000	\$ -	\$ 10,249	\$ 163,376	\$ 326,375
861029 - 2022 Bikeways Program	NA	2022	NA	2022	Projects out to bid	NA	\$ 500,000	\$ 500,000	\$ 500,000	\$ -	\$ -	\$ -	\$ 500,000
601071 - 2018 Pavement Management	NA	NA	NA	NA	Completed	NA	\$ -	\$ 3,330,000	\$ 3,330,000	\$ -	\$ -	\$ 3,330,000	\$ -
601093 - 2019 Pavement Management	NA	NA	NA	NA	Near Completion	NA	\$ -	\$ 6,660,000	\$ 6,660,000	\$ -	\$ -	\$ 6,569,627	\$ 90,373
Zoo Payments	NA	2018 - 2030	NA	2018 - 2030	In Progress	NA	\$ 10,000,000	\$ 10,000,000	\$ 10,000,000	\$ -	\$ -	\$ 5,242,688	\$ 4,757,312

* Supplemented with Federal Funds (\$2,350,000)

** Project has been pushed back due to costs

***The portion from Fairlawn to Wheatfield Village Entrance was completed in 2021 for net expenses of \$395,361 (not included in table above) Portion also includes GO Bond Funding (\$818,640)

****Only includes Water and Wastewater; Storm Water is included in Current Budget Column ; these numbers do draw from the JEDO fund

<https://www.jedoecodevo.com/Documents/JEDOInterlocalAgreementbetweenSNCOandCOT-2017salestax.pdf>



Agenda Item No. 4B

**JEDO Board Meeting
September 13, 2023 - 6:00 P.M.**

GO Topeka Quarterly Report

JEDO
Quarterly
Report

Q2

2023

go
>topeka

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Choose
Topeka



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

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GO Topeka
Dashboard



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2023 GO Topeka
Board of Directors



In The Press



Trina Goss Selected for U.S. Chamber Foundation Education and Workforce Fellowship Program

WASHINGTON, D.C. – The U.S. Chamber of Commerce Foundation today announced Trina Goss, Director of Business & Talent Initiatives for GO Topeka, was selected to participate in the eighth cohort of its premiere business leadership program. The Business Leads Fellowship Program trains and equips leaders from state and local chambers of commerce, economic development agencies, and trade associations with resources, access to experts, and a network of peers to build their capacity to address the most pressing education and workforce challenges.

“I’m extremely excited and honored to be named a Business Leads fellow,” Goss said. “This program is a great opportunity, and I look forward to connecting with inspiring professionals from across the country, as we learn and grow in this space together. In Topeka and Shawnee County, we’re aiming to do a better job of connecting educators and employers, so area students are more aware of the amazing careers that are available in our community. Through the Business Leads fellowship, I hope to share insights we’re learning through that process, while also gaining perspective on the tough challenges other communities are facing, along with the innovative solutions they’re proposing.”

“We created the Business Leads Fellowship Program in response to the needs of our state and local chamber partners,” said Cheryl Oldham, Senior Vice President of the Center for Education and Workforce. “They, better than anyone, see the critical link between education and economic development, and we are glad to be able to support them as they take on this critical leadership role in their community.”

Following a competitive application and selection process, Goss was selected — along with 34 other state and local chamber executives, economic development professionals, and association leaders — to participate in the eighth class of this program. The six-month program, consisting of both in person and virtual meetings, will cover the entire talent pipeline, including early childhood education, K-12, postsecondary education, and workforce development.

Choose 2.0

GO Topeka has been working with local and national partners to spread the word about new incentive opportunities offered through the reconfigured Choose Topeka talent attraction program. We collaborated with our national public relations partner, Violet PR, to draft a press release that could be posted to PR Web and pitched to top-tier and trade publications interested in writing about the topic. Meanwhile, an advertisement focusing on the new boomerang component was created for TK Business Magazine, and The Partnership is looking for additional opportunities to get the word out about the program’s new elements.



Plug and Play Expo- A Note from Matt

This past month, Topeka proudly hosted its first Plug and Play Expo, and I'm confident it won't be our last. This momentous occasion brought more than 200 investors and innovators from around the world to our community, allowing us to showcase the limitless opportunities, abundant resources, and invaluable connections available right here in the heart of Kansas. The event served as a beacon, drawing fresh faces to our vibrant community and paving the way for some of those faces to return. In fact, the GO Topeka team heard from at least one international startup with plans to establish their U.S. presence elsewhere, that they are now considering Topeka as their potential stateside hub. That's huge! This community continues to make our case to the world, and that pitch is drawing people in.

At the Plug and Play Expo, we witnessed the convergence of ambitious startup companies in the animal health and agricultural technology sectors. These trailblazers seized the opportunity to pitch their visionary business ideas to fellow startups, Plug and Play Topeka's esteemed corporate partners, and a plethora of potential investors. The event was a testament to the spirit of collaboration and innovation that thrives in our community and across our region. That spirit and the growth of our entrepreneurial ecosystem is on the rise.

The impact of events like the Plug and Play Expo cannot be overstated. They play an instrumental role in placing Topeka firmly on the map as an exceptional destination to start, nurture, and operate a business. By bringing together diverse stakeholders, we foster an ecosystem that encourages entrepreneurship and catalyzes economic growth. Our commitment to providing a supportive environment for businesses, both established and emerging, is manifesting itself in tangible and transformative ways.

The Expo is just one example of a broader movement taking place in Topeka. We are witnessing a groundswell of local initiatives, investments, and collaborations aimed at nurturing innovation and accelerating business growth. Our community is stepping up, embracing change, and pioneering new paths for economic prosperity. And each of us has a part to play.

Looking back, it is astonishing to see how far we have come since Plug and Play Topeka was first announced. The progress we have achieved in that short period of time — let alone what we've accomplished over the past decade — is a testament to the indomitable spirit of our residents and the unwavering commitment of our local partners and leaders. We are moving forward with a sense of purpose and audacity, reaching for heights once considered unattainable.

As we continue on this remarkable journey together, know that your input, support, and unwavering belief in the potential of our community is key to our success. I'm proud to say Topeka's future has never looked brighter. Let's work together to make it shine.



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 24 active projects in various industry sectors: 14 manufacturing, two distribution and R&D, six aviation, one general office, and one bioscience.

24

ACTIVE PROJECTS



Manufacturing

14



Aviation

6



R&D & Distribution

2



Office

1



Bioscience

1

JEDO Support Leads to Global Grain Expansion



At the May meeting of Topeka and Shawnee County's Joint Economic Development Organization, the JEDO board voted to approve an incentive agreement that will aid in the expansion of Global

Grain, an existing business in Topeka's manufacturing industry that helps connect farmers in the region with opportunities to market and export their agricultural products.

Previously referred to as "Project GiGi," the expansion is expected to result in six new positions with an average salary of \$60,000, plus benefits, with Global Grain also expected to make a \$725,000 capital investment. Economic development incentives of up to \$45,400 are being offered to the business through JEDO to aid in the company's growth. With a projected economic impact locally of \$51.5 million over 10 years, the incentives are expected to result in a 41% return on investment for the community.

Furthermore, those new investments represent an amendment to a previous Global Grain-JEDO contract initiated in 2018, as the company has met the original performance metrics and is looking to invest further in its Topeka facilities. The prior agreement, known as "Project Eagle," created 10 new jobs and led to \$5 million in capital investments."

PRESS RELEASE
May 10, 2023

Global Grain Doubling Down on Its Investment in Topeka, Generating \$51.5M Economic Impact

Capital Investment:
\$725K

New Jobs:
6

Resulting In:
Economic Impact - \$51.5M
Return On Investment - 41%



GO Topeka Dashboard

**New Business · Retention & Expansion · Small Business
· Women & Minority · Choose Topeka
YTD as of 06/30/23**

111 New Projects	45 Completed Projects	37 Active Projects
61 New Jobs	403 Retained Jobs	41 Training Investment (number of people impacted)
71 Outreach/Assisted (number of companies)	\$3,985,326 Capital Investment	

Please Note:

- Active Projects reflect the subtraction of completed or lost project totals from new projects received.
- New Jobs - First batch of Annual Surveys for 2022 Small Business Projects sent out in July, this will capture current jobs, additional investment and/or other impacts from incentives projects.



Innovation & Entrepreneurship

GO Topeka and Plug & Play Expo 2023 Media Coverage

Pieces of coverage: 5

Estimated views: 540K

Audience: 740M

Engagements: 33

Fall Propeller Journey Launching in August

The Fall Journey of Propeller will launch in August. Propeller is GO Topeka's mentorship network to support and grow entrepreneurs in our ecosystem. Propeller is designed to allow for maximum flexibility and helps spur organic connections between entrepreneurs and people with valuable experience. Participants are each connected with up to three others, with special guests invited to networking sessions. Propeller's advisory committee include Scott Gales of Architect One, Chris McGee of Endeavor Private Wealth, and Susie Pryor of the Kansas SBDC.

To get involved as a mentor or mentee, please contact:

Stephanie.Norwood@TopekaPartnership.com

For more information, visit GoTopeka.com/propeller

Plug and Play Expo

GO Topeka and Plug and Play joined forces in June to host the inaugural Plug and Play Animal Health and Ag Tech Summit. This event brought more than 200 people together in mid-June for two days of innovation-themed networking and learning. Participants included startup companies, world-class keynote speakers, and investors, who together discussed issues and trends across the AgTech and Animal Health industries, and the need for continued innovation in these critical sectors. The expo event kicked off with an engaging panel discussion on day one, allowing startups to connect with local resource providers and discover the unique advantages our region offers.

On day two, the spotlight shone on 15 innovative startups as they presented their products and pitches to attendees. The pitches were accompanied by inspiring partner success stories and captivating conversations on corporate innovation. In the evening on day two, everyone gathered at the Topeka Zoo for a one-of-a-kind reception experience where attendees were able to feed the giraffes and meet lions up close. Alongside the expo programming, startups and investors were able to engage in casual conversations that have already led to new connections and opportunities.

Plug and Play Expo - From the Press

In collaboration with Go Topeka and the Greater Topeka Partnership graduated 14 startup companies from its accelerator program on Thursday.

The global innovation platform connects startups with resources, like corporate partners, to help startups succeed. The program offers tips, training, and mentorship.

"We're really trying to connect to the innovation ecosystem," says Stephanie Moran, Senior Vice-President of Innovation for GoTopeka and the Greater Topeka Partnership. "And by that we mean, what are those resources that really help innovators and entrepreneurs stand up their businesses."

Startup companies face any number of challenges when trying to get started. According to LendingTree, 24.5% of small businesses in Kansas fail within the first year but Plug and Play offers solutions to



many of those problems.

Lindsay Lebahn, Program and Partner Success personnel for Plug and Play Topeka, explained the type of resources and tools they offer startups in their program.

“We do everything from legal help, to regulatory demands, and how they can break into the United States.”

These startups offer innovation to some of Kansas’ biggest industries like health science and agriculture.

“We have a lot of strong startups in animal health and ag tech, and this accelerator program,” said Moran. “Technologies anywhere from alternative proteins, to new spray technologies for crops, to forming technologies for managing livestock and regenerative farming”

Josh Thomas is the CEO and co-founder of Pastoral, a company focused on regenerative livestock farming. He says Kansas and other midwestern states are the perfect place for his company to break into U.S. markets.

“We’re amongst friends here,” said Thomas. “And this is the kind of place where we need to be if we don’t have something right yet, if we’re doing something wrong, if we don’t understand the way a farmer actually works. Here, it’s not about shutting us down and saying you’re wrong. Get out of here. It’s about saying, This is how you could do it better. Let’s have you connect with farmers and learn more to continuously improve and continuously make our product better every single day.”

This is the fifth batch of startups to graduate from Plug and Play’s accelerator program, bringing the total to 54 companies and counting.



Small Business Incentive Program

Incentive Types

Construction

13

Marketing

15

**Architecture
& Design**

5

Equipment

14

Proof of Concept

2

**PREAPPROVAL
2023**

49

**Incentives
Totaling**

\$241,639

LIFE OF PROGRAM

625

**Incentives
Totaling**

\$2,631,164

*Some companies may have been awarded more than one incentive.

DEMOGRAPHICS OF APPLICATIONS IN PROCESS

17

Minority Owned

23

Women Owned

4

Veteran Owned

3

Disabled Owned

1

SBA 8(a)- Certified

Topeka man's golfing invention coming to life with help of GO Topeka, K-State

One Topeka man's golfing invention is coming to life with the help of GO Topeka and K-State's College of Engineering.

Kansas State University announced on Thursday, July 13, that GO Topeka has partnered with the Carl R. Ice College of Engineering to help a local inventor bring a patent-pending product - the Pars A Par surfacing tool - to golf shop shelves.

K-State noted that Jerry Kruger, a Topeka resident with a heart for golf, wanted to create a product that removes scuffs and other damage that can cause golf balls to veer off the course. After he contacted the Kansas Small Business Development Center, Kruger was passed to the Technology Development Institute.

"Given the price of golf balls today, I knew there had to be some way to reuse the balls even if they're scuffed up from hitting the pavement, gravel or what have you," Kruger said. "But you can't just take a sanding block to them because then you'll sand them flat. My solution to this is the Pars A Par surfacing tool."

Officials indicated that the tool has an attachment on the back to allow it to slide onto a finger and ensures the device stays in place during use. The front part

is rounded to match the curvature of the ball and has a textured finish that smoots rough or damaged golf balls and removes surface defects.

TDI said it used its internal innovation funds with the help of a GO Topeka Proof of Concept grant to cover the cost of designing and 3D printing prototypes for testing. It also helped file the patent application and work with the manufacturer to complete the injection mold design so the device may be put into large-volume production.

"The partnership with GO Topeka has allowed us to tap into additional resources to help entrepreneurs such as Jerry to prototype and protect his new invention, and we are excited to continue to support new product development across the state," said Bret Lanz, commercialization director for TDI. "This being the first product that Jerry has patented, he had a number of questions that we were able to answer for him, and the engineering staff did a great job designing and printing his prototypes."

K-State said the partnership seeks to help local entrepreneurs as part of the K-State 105 initiative - to answer the call for a comprehensive economic growth and advancement solution for Kansas. The initiative leverages K-State Research and Extension to deliver the university's collective knowledge.



Small Business Awards

SMALL BUSINESS AWARDS

On Tuesday, May 2, we were pleased to celebrate the finalists and winners of Topeka/Shawnee County's 42nd annual Small Business Awards held at Townsite Avenue Ballroom.

Nine winners were selected from 25 finalists. To be eligible for an award, small businesses had to be located within Shawnee County and have 100 or fewer employees, including the owner(s). Evaluation included review of each business' vision, staying power, growth, innovativeness, response to adversity and community engagement. Below are your 2023 Small Business Awards winners, alongside the categories in which they won:



DIALOGUE COFFEE HOUSE
Young Entrepreneur Award

CIVIUM ARCHITECTURE & PLANNING
Micro Enterprise Award

YES! ATHLETICS
Emerging Innovation Venture Award



CUSTOMSKIN MEDSPA AT HIS AND HER SALON & DAY SPA
Women-Owned Small Business Award

CHAVEZ INC.
Minority-Owned Small Business Award

RICKS ADVANCED DERMATOLOGY & RADIANCE MEDICAL SPA
Veteran-Owned Small Business Award



BIMINI PET HEALTH
Small Business Manufacturer Award

SUPERSONIC MUSIC/TREE HOUSE DRUMS
Small Business Exporter Award

SENNE COMPANY
Top City Small Business of the Year

Equity and Opportunity

Community Outreach

Ongoing involvement and initiatives for the quarter

- Brown V. Board Coalition Community Conversation (40)
- Black American Blueprint Collective (12)
- Summer Youth Program (36)
- Loan Fund (education) (5)
- Celebrate Black Owned Business Week (upcoming - showcase businesses) (50)
- Fusion Network (upcoming) (50)
 - Education
 - Outreach
 - Matchmaking
- NIA Project

Equity and Opportunity Joined KAPPP as Sponsor of Reverse Vendors

The GTP's Equity and Opportunity Office is the Diverse Vendor Sponsor at the KAPPP (Kansas Association for Public Purchasing Professionals). Equity and Opportunity will offer complimentary registration to attend the Trade Fair as a supporting sponsor for a limited number of minority businesses at this fall's Reverse Vendors Tradeshow at the Greater Overland Station.

Becoming Athena Leadership Training Graduates 16



Sixteen women graduated from the 2023 Spring Athena Leadership Cohort embracing the essentials needed to become a woman in leadership. Special guest speakers included Traci Corey (Athena) and Wendy

Doyle, a women's advocate who targets economic and civic engagement related to increase the women's leadership. The graduates are ready to move forward and become community leaders using the eight Athena principles which include live authentically, learn constantly, advocate fiercely, act courageously, build relationships, foster collaboration, give back and celebrate.

Update from Past Business Pitch Winners/Second Annual Business Pitch Contest in September

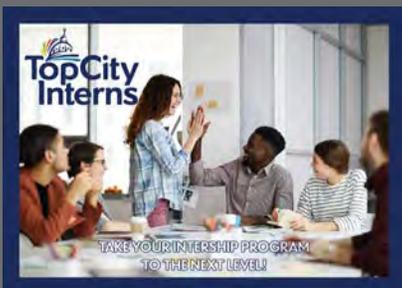
The 2022 Pitch contest provided a platform to support four businesses as they reached goals for their companies. Several minority and women-owned businesses participated, however, only four were successful in winning support for this company. Two of the winners have been featured in locals articles stressing the importance of the program. Deb North's company, YES Athletics, won first place. Funds received assisted with the company fulfilling inventory and expanding the client base, allowing them to reach new clients across the country; Dane Shobe debuted his magazine featuring African American heroes, cartoons and other images that represent African Americans, with a goal to an untapped market and introducing them to his characters. The Second Annual Pitch contest will take place this fall in September.



Forge Young Talent

Events

This year Forge is focused on quality over quantity and we are seeing positive results paying off. Our first event of the year was Forge 101 in partnership with Washburn University. At this event we had some brief programming about Forge and WSGA. We also held a short networking workshop and then hosted a networking bingo. During which Forge had “networking facilitators” placed within the crowd to help facilitate conversations between the students and other attendees. We had over 100 students and Forge members in attendance; building relationships and professional networks. In addition to Forge 101 we hosted a successful Trivia night with 50+ Forge members, a Yoga and Mimosa event, Live Your Dream Symposium, and several volunteer opportunities.



Forge Recruitment Campaign Wraps Up

Forge Young Talent ran a successful recruitment campaign April 17 to June 19. The campaign was broken up into two different stages, with three different ads running during each stage. The campaign was completely digital and targeted the Topeka/Shawnee County, Lawrence, and Manhattan areas. Campaign results are below:

- Total reach of 84,893 across Instagram and Facebook
- 1,146 total clicks on ads
- 2,629 total website visits, with 1,100 of those occurring during the campaign (most viewed webpage on GO Topeka site this year behind home page)
- 74 new members during campaign period, 140 new members this year

TopCity Interns

Interns in the Capital City were able to enjoy some fun after a summer of hard work.

This year's class of Top City Interns and Forge staff met up at TopCity Golf at GreatLIFE North to remember their work and friendships and show off their skills.

Forge had a record-breaking number of interns this year, 400 working at 40 businesses across Topeka. Interns spent the summer learning about different skills and strategies in real-world situations. They also learned about the various opportunities Topeka has to offer.

“Being able to work out real-world problems in the workforce and just see it in person and not sit down in class and do it, it’s just a totally different perspective,” Abbey Ludders, a 2023 Top City Intern said.

“I think a lot of people look at internships as maybe just a summer job, but I think it can also create momentum in our community,” Cassidy Roberson, Top City intern co-chair said. These can be future leaders that do great things in our community, have families in our community.”

Ludder’s advice to next year’s Top City interns is to put yourself out there because it will open many doors for you.



Workforce & Talent

2023 Q2 Workforce Data

Total Working Age Population
(16 YEARS AND OVER)

101,167
TOPEKA

141,749
SHAWNEE COUNTY

KS 2,276,609
US 266,801,000

Labor Force Participation

64,167
TOPEKA

92,884
SHAWNEE COUNTY

KS 1,521,310
US 166,951,000

Employment

62,198
TOPEKA

90,265
SHAWNEE COUNTY

KS 1,478,263
US 160,994,000

Jobs

86,910
TOPEKA

102,521
SHAWNEE COUNTY

KS 1,506,172
US 161,552,255

Average Wages

\$54,297
TOPEKA

\$54,269
SHAWNEE COUNTY

KS \$56,211
US \$68,838

Labor Force Participation Rate

63.43% TOPEKA

65.5% SHAWNEE COUNTY

KS 66.82%
US 62.58%

Employment-Population Ratio

61.48% TOPEKA

63.7% SHAWNEE COUNTY

KS 64.93%
US 60.34%

Unemployment Rate

3.1% TOPEKA

2.8% SHAWNEE COUNTY

KS 2.8%
US 3.6%

*Total Civilian Non-institutionalized Population



Child Care Task Force

Topeka's Child Care to Benefit from \$3 Million in Grant Funding

Topeka's Child Care Task Force, which was stood up as part of a key initiative of Momentum 2027, is thrilled to announce it has been awarded more than \$3 million in grant funding to support the expansion of child care availability in Topeka and Shawnee County. The funding, secured through the state of Kansas' Child Care Capacity Accelerator program, will help create hundreds of new child care slots across the community.

The Greater Topeka Partnership and Child Care Aware of Eastern Kansas collaborated to apply for the grant, showcasing their shared commitment to addressing the critical need for accessible and high-quality child care services in the region. The GTP and stakeholders across the community reinforced the need for such a commitment by including child care expansion as a key component of the Momentum 2027 strategy. The Topeka Child Care Task Force will now work closely with nine local child care providers to stand up more than 450 new child care slots, positively impacting families, the area's workforce and the community at large.

"We are extremely grateful to the state of Kansas and the Child Care Capacity Accelerator program for recognizing the urgent need to expand child care availability in communities across the state," said Trina Goss, director of business and talent initiatives for GO Topeka, a Partnership organization. "This funding will enable us to create significant positive change and provide essential support to families in Topeka and Shawnee County."

The awarded funds include \$2,762,113 from accelerator grant funds and an additional \$249,875 for the innovative community add-on, bringing the total grant amount to more than \$3 million. This substantial investment in the area's child care sector will both increase capacity and improve the overall quality of child care services in the region.

"Our organization is proud to be involved in this grant process and the work to come," said Reva Wywadis, with Child Care Aware of Eastern Kansas. "This funding will empower us to make a real difference in the lives of families and children in Topeka and Shawnee County. By partnering with local child care providers, we can work with some of the people closest to this issue to effectively address the child care shortage and ensure that parents have access to safe, reliable, and nurturing care options."

"The expansion of child care availability in the greater Topeka area is a clear objective of Momentum 2027, our community's latest five-year strategy," said Michelle Cuevas-Stubblefield, senior vice president of strategy for the GTP. "This is a critical step forward in our efforts to improve outcomes and increase prosperity by bolstering support for families and children. Expanding child care is also, in many ways, an economic development issue, as it is closely linked to companies' abilities to attract employees, and our ability to grow and maintain a viable workforce."



Choose Topeka 2.0 Relocation Incentive

\$77,000

IN TOTAL COMMITTED FUNDS
\$67,000 EMPLOYER MATCH FUNDS
\$10,000 BOOMERANG FUNDS

19

APPROVED
FAMILIES

10

RENTING

9

PURCHASED
HOMES

7

OF STATES
MOVED FROM

17

EMPLOYER
MATCHED

2

BOOMERANG

9

UNIQUE
EMPLOYER
SUBMITTALS

251

PROFILES
CREATED ON
SKILLFIT

ECONOMIC IMPACT ANALYSIS

\$68,597

TOTAL AVERAGE SALARY
\$69,994 EMPLOYER MATCH
\$67,200 BOOMERANG

14.7x

\$669,125
RETURN ON INVESTMENT
IN YEAR 1

75.7x

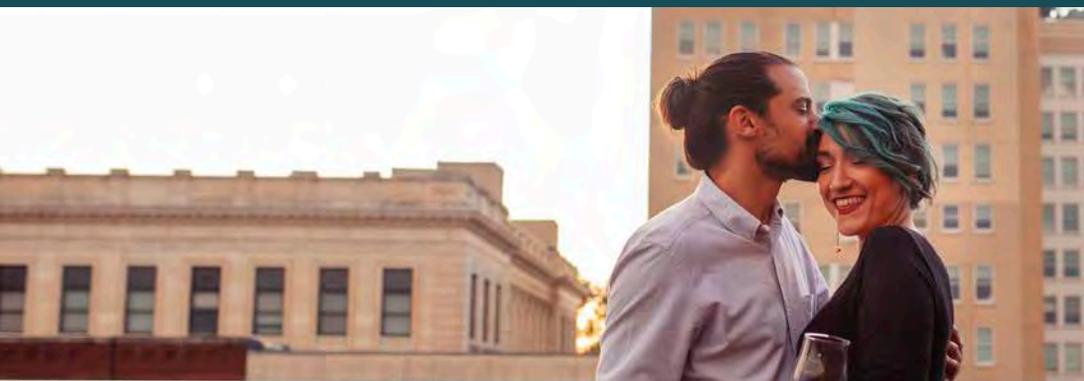
\$3,431,279
RETURN ON INVESTMENT
AFTER 5 YEARS

* INTERESTING FACT *

One of the participating employers relocated their business from Colorado to Topeka, and moved three of their key team members to Shawnee County utilizing the Choose Topeka Program.

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

Molly

Howey



President of
Economic Development

Glenda

Washington



Chief Equity &
Opportunity Officer

Stephanie

Moran



SVP of Innovation

Trina

Goss



Director, Business &
Talent Initiatives

Stephanie

Norwood



Director of
Entrepreneurship
& Small Business

Patrick

Atenor



Economic Advisor

Rhett

Flood



Executive Director of
Forge Young Talent

Ashley

Lehman



Director of Business
Development

Elle

Browne



Executive
Coordinator

Erin

Young



Marketing
Project Manager

Manuel

Castro



Executive
Coordinator

Matt

Pivarnik



CEO, Greater Topeka
Partnership

Meet Manuel Castro

Executive Coordinator

The GTP was excited to welcome Manuel Castro to our team in June to serve as Executive Coordinator for GO Topeka. Manuel will support GO Topeka's Innovation, Small Business, and Equity and Opportunity sectors. Fluent in both English and Spanish, Manuel earned a bachelor's degree in business administration from the University of Kansas, where he also worked for the TRIO SES & STEM Program for several years.





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



2023 Go Topeka Board of Directors

Elected Directors

Linda Briden	Sunflower Association of Realtors
Kevin Rake	HME, Inc
Sara Girard	Central National Bank
Dr. Bob Kenagy	Stormont Vail Health
Martha Piland	MB Piland
Marsha Pope	Topeka Community Foundation
Marvin Spees	Capital City Oil
Tammy Dishman	Capitol Federal Foundation
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
Manny Herron	Haus Property Partners
Travis Morris	Summit Materials

Directors Appointed at Large

Michael Odupitan	Omni Circle
Brittany Crabtree	Topeka Collegiate
Marsha Pope	Topeka Community Foundation
Dr. Kevin Hahn	BioTopeka
Linessa Frazier	American Century Investments
Marvin Spees	Capital City Oil
Neal Spencer	Ernest-Spencer

Directors By Virtue of Position Held

Michael Padilla	City of Topeka, Mayor
Aaron Mays	Shawnee County Commissioner
Neil Dobler	City of Topeka, Deputy Mayor
Eric Johnson	MTAA
TBD	City of Topeka, City Manager
Dr. JuliAnn Mazachek	Washburn University
Carlos Vasquez	DEI Council Chair

go topeka

A Greater Topeka Partnership Organization

INTERNATIONAL ECONOMIC
DEVELOPMENT COUNCIL



Accredited Economic Development Organization



Prepared for JEDO
Joint Economic Development Organization



Agenda Item No. 4C

**JEDO Board Meeting
September 13, 2023 - 6:00 P.M.**

Astra Innovation Center Update
(No Attachments)