



# JEDO Board Meeting Agenda

## December 13, 2023

### 4:00 P.M.

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### 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](mailto: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](mailto: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.

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**1. CALL TO ORDER**

**2. ROLL CALL**

**3. ACTION ITEMS:**

**A. APPROVAL of September 13, 2023 JEDO Board Meeting Minutes**

**B. APPROVAL of the 2024 GO Topeka Budget and Business Plan**

**C. APPROVAL of the 2024 Cash Carry-Forward Agreement in the amount of \$17,600,000 for the purpose of providing economic development services.**

*(The agreement is for one-year from January 1, 2024 to December 31, 2024.)*

**4. PRESENTATIONS:**

**A. GO Topeka Quarterly Report**

**B. 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](mailto: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](mailto:cclerk@topeka.org) on or before the date of the meeting.

**6. REMINDER: 2024 JEDO Board Meeting Dates per the JEDO Operational Rules:**

February 14, 2024

May 8, 2024

September 11, 2024

December 11, 2024

**7. ADJOURNMENT**



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

**JEDO Board Meeting  
December 13, 2023 - 4:00 P.M.**

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**JEDO Board Meeting Minutes  
September 13, 2023**

**Joint Economic Development Organization Board Minutes**  
**September 13, 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: Present: City of Topeka Councilmember Karen Hiller -1. Absent: Councilmembers Christina Valdivia-Alcala, Sylvia Ortiz, Brett Kell, Spencer Duncan and Michelle Hoferer - 5.

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](mailto:cclerk@topeka.org) by no later than 5:00 p.m. on September 13, 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](mailto:cclerk@topeka.org) on or before September 13, 2023.

THE PLEDGE OF ALLEGIANCE was recited by meeting participants.

Mayor Padilla stated he has been asked by Henry McClure to add an action item to the agenda as Item 3D relative to the Travelers' Inn located at 3846 SW Topeka Boulevard. He announced JEDO Operating Rules allow additions to the agenda by any voting member subject to the approval of at least four voting members.

Mayor Padilla moved to add the item to the agenda as requested by Henry McClure. The motion seconded by Deputy Mayor Dobler carried unanimously on roll call vote. (7-0-0)

**APPROVAL of the May 10, 2023 JEDO Board Meeting Minutes, was presented.**

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

**APPROVAL of the 2022 JEDO Board Audit Report, was presented.**

Stacey Hammon BT & Co., Certified Public Accountants, referenced the Consolidated Financial Statements Year ended December 31, 2022 and the Report to Board of Directors dated August 4, 2023. She summarized the conclusion from the audit process and noted there were no significant findings.

Commissioner Mays moved to approve the 2022 JEDO Audit Report. The motion seconded by

09-13-23 (DRAFT)

Commissioner Cook carried unanimously on roll call vote. (7-0-0)

**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, was presented.**

Ashley Lehman, GO Topeka Director of Business Development, reported the proposal for 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 company success they recommend approval of the following amendments to the previously approved incentive contract dated July 2021:

1. Adjustment to base employment from 367 to 23. The 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.
2. 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.

Deputy Mayor Dobler moved to approve the Incentive Agreement Amendment No. 1 with Polo Custom Projects in the amount of \$140,000. The motion seconded by Councilmember Emerson carried unanimously on roll call vote. (7-0-0)

**A PROPOSAL for the Topeka Travelers' Inn was presented by Henry McClure. (The item was added to the agenda.)**

Henry McClure referenced the South Topeka Boulevard "Bring Back the Boulevard" initiative and provided an overview of the Travelers' Inn proposal located at SE 3846 SW Topeka Boulevard, Topeka. He requested the demolition of the Travelers Inn Building for the purpose of having shovel ready land to continue the development of the area. He noted the development at SW 32th Street and Topeka Boulevard was moving along as planned.

Commissioner Cook asked Henry McClure if he has permission by the owner of the Travelers' Inn to request the demolition. He also asked for confirmation of the highest demolition bid proposal in the amount of \$217,000 for the Travelers' Inn and questioned why no action was being requested on the Country Club Motel located at 3732 SW Topeka Boulevard. He stated JEDO Board does not have operational funds available and they would have to make a request to GO Topeka for the use of economic development funds. He also questioned if the owner would agree to levy a lien against the property for the cost of demolition to be paid back into a special fund created specifically for additional demolitions.

Henry McClure stated GO Topeka has never accepted retail development as a qualifying type of business to receive funding.

Deputy Mayor Dobler expressed his appreciation for the proposal; however, the Board has hired a contractor to expend economic development funds and would oppose the use of multiple contractors. He questioned the functionality of placing a lien on the property.

Mary Feighny, Deputy City Attorney, reported the lien would be structured similar to a loan on a property with a payment due, and nonpayment would result in a mortgage on the property.

Deputy Mayor Dobler stated regardless of what the JEDO Board decides Mr. McClure will have to follow the proper procedure and present his proposal to GO Topeka for consideration and then to the JEDO Board for final approval.

Mayor Padilla stated he concurs with Deputy Mayor Dobler, however, he expressed the importance of making sure the redevelopment of South Topeka Boulevard continues to move forward.

Henry McClure noted he sold property to GO Topeka 17 years ago and it was still not developed.

Commissioner Mays spoke in support of the proposed demolition of the Travelers' Inn; however, the demolition proposal from Mr. McClure was more of a concept than a redevelopment plan. He stated he would support structuring the funds in the form of a loan and noted, the area could become part of the existing TIF District allowing the developer to be reimbursed on certain expenses. He stated he believes the first step of plan would be securing a Letter of Intent for Travelers' Inn and the Country Club Motel.

Henry McClure provided an overview of his proposed plan to make the property shovel ready. He questioned the purpose of the City of Topeka Land Bank and suggested treating his proposal as a Land Bank opportunity while he was in the process of finalizing a Letter of Intent.

Deputy Mayor Dobler asked Staff to explain how Countywide Half-Cent Sales Tax revenue was allocated and if they anticipated funds being left over.

Rachelle Mathews, City of Topeka Administrative & Financial Services Deputy Director, reported GO Topeka receives \$5 million annually generated from the Countywide Half-Cent Sales Tax with the remaining divided between the City and County. Shawnee County receives 52% and the City of Topeka receives 48% and left-over funding was not anticipated.

Deputy Mayor Dobler expressed concern with having enough Countywide Half-Cent Sales Tax revenue to fund the projects approved by the voters.

Councilmember Emerson stated he concurs with Commissioner Mays and would like to see a project plan as well as how TIF District incentives could be utilized. He suggested Mr. McClure meet with GO Topeka Staff members and draft a proposal.

Henry McClure stated he intends to meet with GO Topeka while continuing to work on a master plan for the property he controls. He spoke in support of all parties involved figuring out a way to do things differently for economic development in the community.

Councilmember Emerson suggested Mr. McClure work with the City on the demolition proposal.

Commissioner Riphahn stated he believes the proposal was a good start; however, he would like to see more visuals in regards to an economic development plan.

Commissioner Cook asked Greater Topeka Partnership to comment on past demolition and innovation projects as well as retail and infill development.

Molly Howey, GO Topeka President, confirmed there have been initiatives, however, there remains a need to close the gap. She stated GTP Staff welcomes the opportunity to have a bigger conversation about the subject matter.

Matt Pavarnik, Greater Topeka Partnership President & CEO, confirmed they would like to be part of the solution to demolish both hotels as it was important to the development of South Topeka Boulevard. He expressed the need to have conversations with the owner.

Henry McClure thanked the JEDO Board for listening to his proposal idea and providing him with options to consider.

**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 the Global Grain (Project GiGi) Incentive Agreement Amendment No. 2 in the amount of \$45,400. 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.

**AN UPDATE on the Countywide Half-Cent Retailers Sales Tax Projects, was presented.**

Curtis Niehaus, JEDO Finance Committee Chair, provided a brief overview of the status of County and City projects. (See Attachment A)

Councilmember Emerson inquired on how project expenses were determined.

Commissioner Cook asked from a public works aspect why the NE Rochester Road project was an important project.

Chairman Niehaus reported the County and City independently determined a best estimate of project costs at this time; and the NE Rochester Road improvement project was important because it would bring people into the city as well as serve area school districts.

Deputy Mayor Dobler asked how projects were prioritized to accommodate the low range revenue scenario or if there was an increase in prices beyond what was anticipated, specifically as it relates to delta revenue.

Shawnee County Public Works Director Niehaus stated the projects were altered to fit the project budgets.

City of Topeka Public Works Director Braxton Copley stated the scope of projects were reduced or projects were eliminated.

Deputy Mayor Dobler encouraged Staff to reduce the scope of projects as they progress when possible. He expressed his appreciation to Staff for their careful consideration of each project.

Commissioner Cook inquired on the specifics of the ballot question approving sales tax projects.

Mary Feighny, Deputy City Attorney, reported 18 specific projects were listed and approved by the voters; however, the JEDO Board has the authority to prioritize the projects.

Councilmember Hiller asked if Shawnee County plans to use ditches as opposed to storm sewers.

County Public Works Director Niehaus reported they have considered the pros and cons of both options.

Councilmember Emerson expressed his confidence in the County and City Public Works Directors to have the knowledge to manage or reduce the scope of projects as needed.

Commissioner Riphahn asked if there would be interest earned on the sales tax funds.

Freddy Mawyin, City Chief Financial Officer, confirmed interest would be earned on the funds; however, it was anticipated revenue would become level and not continue to increase at the same rate.

**PRESENTATION on the 2023 Growth Organization of (GO) Topeka 2nd Quarter Report, was presented.**



Molly Howey, GO Topeka President, recognized Trina Goss for being selected to participate in the U.S. Chamber Foundation Education and Workforce Fellowship Program. She referenced the 2<sup>nd</sup> Quarter Report included in the agenda packet and stated they have created a dashboard outlining year-to-date as of June 30, 2023 matrix numbers in a more simplified form.

Stephanie Norwood, Director of Entrepreneurship and Small Business Incentives, asked small business owners of two separate companies to provide comments regarding the small business incentives they have received for equipment and marketing.

Paul & Regina Brown, owners of Automation Controls, thanked GO Topeka Staff and Washburn Tech for their partnerships in helping them move their business forward.

Jeremy Mace and Mark Burdick, Mark's Overhead Doors, thanked GO Topeka Staff for their partnership in helping them move their business forward.

Senior Vice President Moran continued to report on the new pilot program targeting the growing Hispanic and Latino community. She stated the new program offers information sessions in a location that was accessible and neutral through translation and the building of trust. She provided an overview of the areas of the city and county along with demographics that are receiving small business incentives. She highlighted marketing and Small Business Council efforts

Stephanie Moran, Senior Vice President of Innovation, reported on the Plug and Play Innovation Program Summit held on June 15, 2023 with 176 in attendance and 740 million reached on media coverage. She stated the Summit resulted in approximately 23 startup business with 11 of those focusing on animal health as well as 12 in Agricultural Technology.

Ashley Lehman, GO Topeka Director of Business Development, highlighted the 2nd Quarter Trends for New Businesses. She reported on Aviation efforts and New Business Attraction materials. She distributed a copy of the economic development booklet to be used as a resource for new business attractions.

Glenda Washington, Chief Equity and Opportunity Officer, highlighted the following 2<sup>nd</sup> Quarter events for the Minority and Women Business Development (MWBD) Program. She stated should would share the survey results with the Board via email.

- Celebrating Black-Owned Businesses
- DEI Summit: Changing Mindsets, Shifting Culture on August 31, 2023
- The Fusion Network
- Community Conversations

Rhett Flood, Executive Director of Forge Young Talent, highlighted the TopCity Interns Program hosting five events in seven weeks, supporting 400 interns and 40 participating employers resulting in more integration between interns and Forge members. He stated they are in the process of collecting data from employers for future years.

Trina Goss, GO Topeka Director of Business & Talent Initiatives, announced they were awarded the Child Care Accelerator Grant in the amount of \$2,762,113 creating an additional 451 childcare slots in Shawnee County through nine projects and eight additional classrooms. She stated the grant period began on July 1, 2023, with Countryside United Methodist Preschool opening nine additional slots; Saint Prep Academy opening two classrooms that were previously closed offering 10 additional slots; and the new Patterson Family Infant and Toddler Care Center will host their ground breaking ceremony on September 30, 2023, offering an additional 31 slots when completed. She also reported on the receiving of the Innovative Communities Grant in the amount of \$249,875 for workforce recruitment and retention and public/private funding partnerships. She noted most of the work for the grant will be handled by Childcare Aware of Eastern Kansas a project consultant and GTP will manage funding allocations. She stated the grant funding would be used for gap funding childcare needs, family scholarships to pay for childcare; and to fund substitute teachers.

Commissioner Riphahn asked if the childcare numbers have recovered after the 2020 COVID-19 pandemic.

Director Goss stated she would report back to the JEDO Board on the actual number.

Molly Howey, GO Topeka President, announced GO Topeka will be working with Advisors Excel in researching demographics and data for the best use of the Westridge Mall space. She reported GO Topeka has been working extensively on their 2024 Operating Budget and they are ready to conduct one-on-one meetings with JEDO Board members to answer questions.

**AN UPDATE on the Astra Innovation Center was presented.**

Stanley Wenzel, BioRealty, Inc., provide a brief presentation on the status of the project. He thanked JEDO Board members for their efforts and support of the project to make it financially feasible. The presentation included a brief history of the project and the conclusions of the viability assessment, the pre-leasing and economic gaps, a summary of the escalating construction costs, the plan moving forward, the status of New Market Tax Credits and project readiness.

Commissioner Cook asked if they anticipate receiving the New Market Tax Credits in the next 60 days and if not, was there an alternate plan. He expressed concern with the 50% prelease threshold and when should they reassess this requirement of the project.

Mr. Wenzel stated they do anticipate the award of tax credits until October and construction began in April 2023; however, if they do receive the tax credits they will complete the project in phases or reduce the project scope and reduce the preleasing threshold to 15%.

Commissioner Cook asked GO Topeka to report back to the JEDO Board at the December 13, 2023 JEDO Board meeting.

**PUBLIC COMMENT was provided by the following individual.**

LaZone Grays provided an update on his visit to Microsoft Headquarters regarding the Kansas Microsoft Techspark program providing workforce training services to low-income youth and adults receiving or eligible for public assistance. He announced Microsoft executives will be visit Topeka for two days in October and requested meeting with stake holders and community partners. He highlighted the building blocks of progress to bridge the digital divide.

Mayor Padilla announced the next JEDO Board meeting would be held on December 13, 2023.

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



## 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](mailto:curt.niehaus@snco.us)

Website: [www.snco.us/publicworks/](http://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	
<b>LOW RANGE - 1.0%</b>											
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)	
<b>Yr End Balance</b>		<b>10,672,461</b>	<b>14,089,642</b>	<b>16,241,824</b>	<b>14,078,268</b>	<b>12,003,438</b>	<b>6,148,070</b>	<b>1,916,908</b>	<b>(2,221,573)</b>	<b>(6,267,261)</b>	
Rev % change		1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	
<b>AVERAGE RANGE - 2.5%</b>											
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)	
<b>Yr End Balance</b>		<b>10,672,461</b>	<b>14,217,071</b>	<b>16,628,573</b>	<b>14,860,808</b>	<b>13,322,957</b>	<b>8,984,605</b>	<b>5,743,574</b>	<b>2,756,598</b>	<b>29,189</b>	
Rev % change		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	
<b>UPPER RANGE - 4.0%</b>											
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)	
<b>Yr End Balance</b>		<b>10,672,461</b>	<b>14,344,500</b>	<b>17,019,144</b>	<b>15,658,927</b>	<b>14,682,153</b>	<b>11,965,301</b>	<b>9,805,262</b>	<b>8,093,992</b>	<b>6,848,577</b>	
Rev % change		4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	
<b>PROJECTS</b>											
		<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	<b>12,000,000</b>	-	685,592 1	11,314,408	2023-2026	In Design			
NW Rochester - Walmart to NW 50th		13,700,000	<b>26,500,000</b>	-	-	26,500,000	2027-2031	Not Yet Started			
Stormont Vail Events Center		45,000,000	<b>45,000,000</b>	18,026,000	26,974,000 2	-	2017-2031	Project Complete			
County Bridges		32,500,000	<b>44,000,000</b>	12,150,000 4	4,250,000 3	27,600,000	2017-2031	In Process			
<b>TOTAL</b>		<b>100,500,000</b>	<b>127,500,000</b>	<b>30,176,000</b>	<b>31,909,592</b>	<b>65,414,408</b>					
<b>NOTES</b>											
1: \$685,592 = Contract for design and CE				↑ Notes					↑ Notes		
2: Debt service payments											
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. 3B**

**JEDO Board Meeting  
December 13, 2023 - 4:00 P.M.**

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**2024 GO Topeka Budget & Business Plan**



# **Growth Organization of Topeka/Shawnee County 2024 Public Funding Program Overview and Budget**

## **Executive Summary**

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

In 2024, GO Topeka will continue to implement the Momentum 2027 Strategy. GO Topeka plays an integral part in moving Topeka & Shawnee County forward and it's imperative the organization stays fresh and innovative with new initiatives that will continue to support a business climate ripe for development.

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





Dr. Shakhar Challa, Chair  
 JuliAnni Mazachek, Chair-elect  
 John Dicus, Immediate Past Chair  
 Doug Wolff, Treasurer

**EXECUTIVE LEADERSHIP TEAM**

Molly Howey  
 Bob Ross  
 Stephanie Moran  
 Sean Dixon  
 Michelle Cuevas Stubblefield

Matt Pivarnik  
 Glenda Washington  
 Josh Patterson  
 Ashley Gilfillan  
 Juliet Abdel



Calla Haggard  
 Chair

Neal Spencer  
 Chair-elect

Jim Klausman  
 Immediate Past Chair

Molly Howey  
 President

Stephanie Moran  
 SVP Innovation

Stephanie Norwood  
 Director of  
 Entrepreneurship &  
 Small Business

Trina Goss  
 Director, Bus. Retention  
 & Talent Initiatives

Ashley Lehman  
 Director of Business  
 Development

Israel Sanchez  
 Director of Equity &  
 Business Development

Patrick Altener  
 Economic Advisor

Manuel Castro  
 Executive Coordinator

Rhett Flood  
 Executive Director, Forge

Elle Browne  
 Executive Coordinator



Rob Bergquist  
 Chair

Carlos Cortez  
 Chair-elect

Dene Mosier  
 Immediate Past Chair

Sean Dixon  
 President

Kate Garren  
 Executive Coordinator

Mike Bell  
 VP, Sports & Sales

Melissa Sowers  
 VP, Convention  
 & Sales

Sandy Tucker  
 Client Services  
 Manager

Vacant  
 Hospitality  
 Specialist



Mackenzi Mandesir  
 Chair

Megan Schwerdt  
 Chair-elect

Jennifer Souik  
 Immediate Past  
 Chair

Ashley Gilfillan  
 President

Jessyca Moreno  
 Manager of DTI &  
 River Strategies

Janice Purney  
 Executive  
 Coordinator

Paul Cervantez  
 District  
 Maintenance  
 Specialist

Josh Sturm  
 Director of  
 Every Plaza

Dylan Tyler  
 Manager of  
 Every Plaza



Patrick Vogelsberg  
 Chair

Beth Easter  
 Chair-elect

Justin Glasgow  
 Immediate Past Chair

Juliet Abdel  
 President

Janice Purney  
 Executive Coordinator

**SHARED SERVICES**

**Finance, Resource Development & Administration**

Josh Patterson  
 SVP of Finance

Megan Pletcher  
 Accounting Manager

Andrea Bailey  
 VP of Admin. & Facilities

Rosa Cavazos  
 VP of Resource Dev.

Angel Lang  
 Executive Coordinator  
 Resource Development

Callie Zirkle  
 Membership Sales  
 Manager

Ashlee Spring  
 Investor Relations  
 Director

Elle Browne  
 Executive Coordinator

Glenda Washington  
 Chief Equity &  
 Opportunity Officer;  
 SVP, MWBD

Matt Pivarnik  
 CEO

**Research**

Patrick Altener  
 Economic Advisor

**Strategy Leadership**

Michelle Cuevas  
 Stubblefield  
 SVP of Strategy

Angel Lang  
 Executive Coordinator

**Human Resources**

Matt Pivarnik  
 CEO

Jessica Ohse  
 HR Manager

**Marketing, Communications & Events**

Bob Ross  
 SVP of Mktg. &  
 Communications

Jared Hitchens  
 Marketing Director

India Yarborough  
 Dir. of Communications

Carolyn Lang  
 Brand Manager

Erin Young  
 Marketing Account  
 Manager

Cassie Carlson  
 Marketing Account  
 Manager

Alona Harrison  
 Marketing Account  
 Manager

John Koop  
 Events Director

Claire Thomas  
 Events Coordinator

Autumn Denham  
 Social Media  
 Coordinator

Kate Garren  
 Executive Coordinator

## Budgeted Expenditure Summary

<b><u>GO Topeka Programs</u></b>	<b><u>Proposed 2024</u></b>	<b><u>Approved 2023</u></b>
Business Attraction & Retention	\$ 393,409	\$ 361,660
Small Business, Innovation & Entrepreneurial Development	240,136	247,604
Minority & Women Owned Business Support	244,014	298,814
Talent Initiatives	212,630	197,576
General Economic Development Activities	206,731	107,526
<b>Total Programming (excl salaries)</b>	<b>\$ 1,296,920</b>	<b>\$ 1,213,180</b>
Economic Development Salaries	853,124	910,263
Full-time equivalent headcount	8.00	8.75
Marketing/Communications Services	248,000	234,000
Finance/Administration/HR Services	337,000	262,000
General & Administrative Expenses	100,969	166,471
<b>Total Operating Expenses</b>	<b>\$ 2,836,013</b>	<b>\$ 2,785,914</b>
Estimated % of countywide .5 cent sales tax	16.0%	15.4%
Large Business Incentives	2,779,152	3,097,999
Small Business Incentives	400,000	300,000
Special Initiatives	5,227,428	5,213,388
<b>Total Expenditures</b>	<b>\$ 11,242,593</b>	<b>\$ 11,397,301</b>

## Budgeted Revenue Summary

	<b><u>Proposed 2024</u></b>	<b><u>Approved 2023</u></b>
Economic Development Sales Tax	\$ 10,985,862	\$ 11,157,970
Program Sponsorships and Other	39,093	51,707
Interest and Investment Income	54,352	53,935
<b>Total Revenue</b>	<b>\$ 11,079,307</b>	<b>\$ 11,251,112</b>

**Greater Topeka Partnership**  
**GO Topeka**  
 Budgeted Statement of Activities by Department - Public  
 As of December 31, 2024

\*Non-GAAP Reporting

	Business Attraction and Retention/Expansion December 31, 2024	Small Bus Dev/Innovation/Ent Dev December 31, 2024	WMBD December 31, 2024	Talent Initiatives December 31, 2024	General & Administrative December 31, 2024	Total On-Going Programming December 31, 2024	Special Initiatives December 31, 2024	ETLC December 31, 2024	Total December 31, 2024
	Budget	Budget	Budget	Budget	Summary	Summary	Budget	Budget	Summary
<b>Revenue</b>									
Event/program rev	0	0	19,651	0	19,442	39,093	0	0	39,093
Public revenue	3,172,561	664,101	438,769	212,630	1,471,009	5,959,070	5,026,792	0	10,985,862
Total Earned revenue	3,172,561	664,101	458,420	212,630	1,490,451	5,998,163	5,026,792	0	11,024,955
Other revenue	0	0	0	0	0	0	0	45,432	45,432
Interest revenue	0	0	0	0	8,500	8,500	0	420	8,920
Total Other revenue	0	0	0	0	8,500	8,500	0	45,852	54,352
Total Revenue	\$ 3,172,561	664,101	458,420	\$ 212,630	1,498,951	6,006,663	\$ 5,026,792	\$ 45,852	11,079,307
<b>Expenses</b>									
Payroll/benefits	0	0	97,148	0	749,896	847,044	0	0	847,044
Other compensation	0	0	800	0	5,280	6,080	0	0	6,080
Professional services	190,800	11,469	17,325	0	37,465	257,059	20,000	0	277,059
Other employee related costs	11,348	15,550	9,500	6,555	30,683	73,636	0	0	73,636
Shared services	0	0	109,000	0	476,000	585,000	0	0	585,000
Total Personnel expenses	202,148	27,019	233,774	6,555	1,299,324	1,768,819	20,000	0	1,788,819
Program/event expense	5,400	94,220	40,616	21,760	10,000	171,997	0	0	171,997
Sales travel	45,075	0	1,200	0	0	46,275	0	0	46,275
Hospitality	7,000	1,500	21,600	2,600	300	33,000	0	0	33,000
Grants/sponsor/contrib/scholar	42,200	82,500	127,002	163,565	3,000	418,267	224,992	0	643,259
Total Program expenses	99,675	178,220	190,418	187,925	13,300	669,539	224,992	0	894,531
Occupancy	0	17,136	6,799	0	47,212	71,147	64,680	0	135,827
Office expense	1,800	2,656	2,294	0	17,320	24,070	0	0	24,070
Dues/subscriptions	0	19,240	12,225	0	59,963	91,428	23,292	0	114,720
Advertising	89,786	13,000	12,250	18,150	48,000	181,186	0	0	181,186
Depreciation/amortization	0	6,830	0	0	17,627	24,457	0	105,069	129,527
Insurance/taxes/fees	0	0	660	0	4,705	5,366	0	12,540	17,905
Interest expense	0	0	0	0	0	0	0	83,028	83,028
Total Operational Expenses	91,586	58,863	34,229	18,150	194,827	397,654	87,972	200,637	686,263
Total Expenses Before Incentives	393,409	264,102	458,421	212,630	1,507,451	2,836,012	332,964	200,637	3,369,613
Business incentives	2,779,152	400,000	0	0	0	3,179,152	4,693,828	0	7,872,980
Total Expenses	\$ 3,172,561	664,102	458,421	\$ 212,630	1,507,451	6,015,164	\$ 5,026,792	\$ 200,637	11,242,593
<b>Total Changes in Net Assets</b>	<b>\$ 0</b>	<b>0</b>	<b>0</b>	<b>\$ 0</b>	<b>(8,500)</b>	<b>(8,500)</b>	<b>\$ 0</b>	<b>\$ (154,785)</b>	<b>(163,285)</b>

# Business Attraction and Business Retention/Expansion

## *Business Retention and Expansion (BRE)*

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

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

## *New Business Attraction*

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

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

As the community grows, assessing the assets to further develop and market to companies looking to expand is key. GO Topeka forms partnerships to help proactively leverage assets and identify opportunities for improvement. Capitalizing on underutilized assets such as the airport and marketing our unique strengths to grow the wealth of our community and help create quality jobs will be the focus of our work in 2024.

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

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

## Committed and Pending Incentive Offerings

**Go Topeka, Inc.**  
**Committed/Pending Incentive Offers and Site Expenditures**  
**November 30, 2023**

	Incentive Orig. Date	Pymts to 12/31/2022	Payments 2023	Projected					Total Projected	Total Projected & Paid	
				2023	2024	2025	2026	2027			THEREAFTER
Cash:											
Committed - Performance Based:											
Advisors Excel	2019	692,900	268,000	-	268,000	261,100	-	-	-	529,100	1,490,000
Big Heart Pet 2015	2015	73,595	-	-	82,000	-	-	-	-	82,000	155,595
Bimini LLC	2020	14,400	3,400	-	3,400	3,400	400	-	-	7,200	25,000
Ernest Spencer	2021	21,500	11,700	-	37,000	37,000	37,000	37,000	32,800	180,800	214,000
Futamura USA	2016	194,400	11,600	-	-	-	-	-	-	-	206,000
Global Grain	2020	23,200	9,240	-	21,120	21,120	21,120	19,800	-	83,160	115,600
Goodyear	2022	-	-	-	234,000	117,000	117,000	117,000	-	585,000	585,000
Harris Fabrication (Project Kool-Aid)	2022	-	960	-	53,050	36,050	36,050	36,050	27,840	189,040	190,000
Hayden Tower Service	2020	-	-	-	35,000	35,000	35,000	35,000	94,000	234,000	234,000
Heinen Aviation	2021	3,980	3,970	-	23,800	23,800	23,800	23,800	15,850	111,050	119,000
Hill's Pet Nutrition Colony	2019	171,600	-	-	16,800	7,600	-	-	-	24,400	196,000
Hill's Pet Nutrition Plant	2020	190,200	-	-	85,800	42,900	22,100	-	-	150,800	341,000
HME	2020	136,800	51,600	-	154,600	154,600	154,600	154,600	40,200	658,600	847,000
HME (Cap X Amendment)	2021	19,190	6,681	-	34,129	-	-	-	-	34,129	60,000
Industrial Maintenance	2017	109,447	4,000	-	36,000	34,553	-	-	-	70,553	184,000
J6 Enterprises (THM)	2021	38,800	9,189	-	50,000	50,000	50,000	50,000	36,011	236,011	284,000
LifeTech Sciences	2020	1,940	2,758	-	4,700	1,700	14,300	14,300	36,802	71,802	76,500
Mainline Printing	2022	134,000	-	-	52,000	16,000	16,000	16,000	16,000	116,000	250,000
Mercury Broadband	2021	-	-	-	180,600	168,000	168,000	168,000	155,400	840,000	840,000
Midwestern Metals/Custom Dredgeworks	2020	-	-	-	28,000	17,000	17,000	17,000	17,000	96,000	96,000
OneSource (Project Pages)	2022	-	-	-	20,000	20,000	20,000	20,000	20,000	100,000	100,000
Polo Custom Products	2022	-	28,009	-	6,500	6,500	6,500	6,500	44,891	70,891	98,900
Ryder	2022	-	60,500	-	171,333	100,833	43,334	-	-	315,500	376,000
SE2	2016	956,000	-	-	-	-	-	-	-	-	956,000
Topeka Foundry	2020	50,400	22,900	-	79,100	79,100	79,100	79,100	32,800	349,200	422,500
Topeka Foundry (Cap X Amendment)	2022	-	554	-	9,446	-	-	-	-	9,446	10,000
Torgeson Electric (Project Bolt)	2022	-	-	56,000	44,000	44,000	44,000	44,000	44,000	276,000	276,000
Wal-Mart	2019	3,520,000	-	-	780,000	180,000	180,000	180,000	130,000	1,450,000	4,970,000
<b>Total Committed - Performance Based</b>		<b>6,352,352</b>	<b>495,061</b>	<b>56,000</b>	<b>2,510,378</b>	<b>1,457,256</b>	<b>1,085,304</b>	<b>1,018,150</b>	<b>743,594</b>	<b>6,870,682</b>	<b>13,718,095</b>
Expected:											
Small Business Incentive Program		-	255,504	244,496	400,000	-	-	-	-	644,496	900,000
Workforce Barriers		-	-	-	25,000	-	-	-	-	25,000	25,000
Choose Topeka		357,750	74,750	167,500	-	-	-	-	-	167,500	600,000
Choose Topeka 2.0		-	25,571	5,283	222,784	111,362	-	-	-	339,429	365,000
Innovation Campus		278,770	281,305	4,567,497	100,000	102,000	104,040	106,121	331,267	5,310,925	5,871,000
<b>Total Expected</b>		<b>636,520</b>	<b>637,130</b>	<b>4,984,776</b>	<b>747,784</b>	<b>213,362</b>	<b>104,040</b>		<b>331,267</b>	<b>6,487,350</b>	<b>7,761,000</b>
<b>Total Committed and Expected</b>		<b>6,988,872</b>	<b>1,132,191</b>	<b>5,040,776</b>	<b>3,258,162</b>	<b>1,670,618</b>	<b>1,189,344</b>		<b>1,074,861</b>	<b>13,365,952</b>	<b>21,479,095</b>
Under Consideration:											
Land Acquisitions		-	-	-	-	-	-	-	-	-	-
Pending Cash Incentives		-	-	-	-	-	-	-	-	-	-
<b>Total Under Consideration</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total before MWBD</b>		<b>6,988,872</b>	<b>1,132,191</b>	<b>5,040,776</b>	<b>3,258,162</b>	<b>1,670,618</b>	<b>1,189,344</b>		<b>1,074,861</b>	<b>13,365,952</b>	<b>21,479,095</b>
MWBD Carryover										1,311,000	1,311,000
<b>Total</b>										<b>14,676,952</b>	<b>22,790,095</b>

## Small Business, Innovation, and Entrepreneurial Development

A high-performing innovative and entrepreneurial ecosystem drives the creation of new high-paying jobs, attracts investment, helps to fill gaps in the community and raises awareness of a district, city or region's brand nationally and internationally. Our approach to continue strengthening the Topeka and Shawnee County innovation and entrepreneurial ecosystem is multi-faceted and includes development of resources for high-growth potential companies in the innovation and technology sectors, supporting the growth of existing businesses in Topeka and Shawnee County and generating startup businesses. The strides Topeka and Shawnee County have made to elevate our entrepreneurship ecosystem in the past several years show that this strategy falls on fertile ground here. With our early successes of launching the Plug and Play animal health/ag tech focused accelerator program in 2020 and taking first steps in launching the development of an innovation center, 2024 will be focused on finding new ways of turning opportunity into true economic impact.

In 2024, the small business, entrepreneurship, and innovation budget aligns with the GO Topeka strategic plan and includes the following highlights:

- **Establishing the physical and digital infrastructure to support business attraction opportunities generated by the Plug and Play program and by the establishment of the Topeka Region as a hub of innovation in the animal health corridor** "Place" is at the center or heart of our innovation strategy. By moving forward with the pre-leasing and construction of the Astra Innovation Center the infrastructure is established to provide a future home for innovators, entrepreneurs and startups within our community and throughout the world. The addition of New Market Tax Credits will help close the gap for an estimated Q2 2024 construction state date. The budget reflects costs associated with the innovation campus including marketing, legal fees, operating expenses as required by GO Topeka's stub lease, tenant lease and business incentive agreements. Digital infrastructure was also set in place in 2022 through the launch of the Kansas Innovation Dealroom platform. This platform tracks startup activity in Topeka and surrounding regions while also creating a database of angel and venture capital investors, corporate partners, local business partners and government/non-profit entities that are critical to the success of the ecosystem. Costs associated with management of the platform are accounted for in the budget.
- **Travel Scholarships for Plug and Play startups to host them in Topeka for Expo and Regional Visits.** Plug and Play Topeka hosts cohorts twice per year for a period of 3 months each. Each cohort consists of 8-12 startups from throughout the US and around the world. It is important to showcase the unique strengths of Topeka and the surrounding region by connecting these startups to local and regional partners. By utilizing partnerships such as K-State 105, Animal Health Corridor, Network Kansas, Angel Investors, VC's and other local resource partners we are creating a community for startup attraction, growth and expansion to drive economic prosperity for the community, region and state.
- **Elevate Topeka as a hub of innovation.** Building out the foundation of our ecosystem around our strategic initiatives of Investment, Education & Business Services, Talent Pipeline, and Community Engagement/Involvement further develops and promotes Topeka's value proposition as a hub for innovation. Hosting events such as Plug and Play Expo, Innovation Showcase events and trainings provides an opportunity to connect Plug and Play startups to local resources while also educating our community stakeholders on the importance of programming within the ecosystem. Create an equitable ecosystem by providing entrepreneurial opportunities and resources for youth, collegiate, minority and women as well as entry level, intermediate and advanced stages.

- **Programming.** We will continue to offer programs with successful track records, edit programs to meet the needs of the community and add several new programs to advance efforts to strengthen the entrepreneurial ecosystem:
  - ◆ Propeller Mentoring Program to pair startups and small businesses with mentors who can provide guidance and connectivity to resources
  - ◆ FastTrac accelerator program to equip entrepreneurs with skills, tools and resources to grow their business
  - ◆ Support of the Washburn University Pitch Competition including winners attending Plug and Play Summit in Silicon Valley. Connecting Washburn Students to Youth Entrepreneurship Challenge as mentors for Middle and High School students.
  - ◆ Host the Small Business Awards with the goal of these businesses moving to the national competition.
  - ◆ Small business advocacy and communication through multiple channels including Shop Local, Shop Small Promotions to support our existing local businesses, Small Business Council sponsored networking events, educational opportunities, especially in collaboration with resource partners
  - ◆ Global Entrepreneurship Week (marketing and networking directed toward enhancing the Topeka/Shawnee County entrepreneurial ecosystem with the goal of building more GEW activities and focus on Topeka/Shawnee County over the next several years)
  - ◆ Continuing to build partnerships with SBDC, Shawnee County Startups, Omni, K-State Extension, Network Kansas and other local partners to collaborate on events, trainings, and other resources needed to support the small business and entrepreneurial community.
  
- **Small Business Incentive Program.** 2023 saw continued success with continued increase in applications and strong ROI from participating businesses. The outreach informational sessions and trainings in the Hispanic/Latinx communities is bringing not only an increase in applications but also stronger quality of applications. Transitioning the program to an online application and tracking system has improved the user experience and allowed the team to spend more time working with businesses. In 2024 the program will continue to offer incentives for innovation and commercialization that further development of Topeka's brand as a hub for innovation.
  
- **Continuously improve access to resources and service providers.** In order to support Topeka's entrepreneurs, it is important to provide easy access to local service providers that can help startups launch their businesses faster with a higher probability of success. We are committed to reviewing new technologies to make better use of startups time, improve access to resources and improve tracking of success metrics.

### *Kansas SBDC at Washburn University*

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



# Minority & Women-Owned Business Development (MWBD)

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

2023 brought about collaborations internally and externally to promote accessibility, visibility, and sustainability within the small and minority business ecosystem. This new energy continues to foster growth in the underserved and marginalized communities and will cultivate impact on all levels. The year also closed with the retirement of a devoted leader and advocate, Glenda Washington.

2024 will bring about re-organization with the addition of Israel Sanchez as Director of Equity and Business Development. This role will serve as a peer and collaborate with the Director of Entrepreneurship and Small Business to assess the needs of the community and realign programming as needed. This will include working diligently with the leadership of East Topeka, Central Topeka, North Topeka and other LMI communities throughout Shawnee County, playing a key role in building an ecosystem that supports all entrepreneurs in our community.

All programming is currently under review to assess community needs, identify gaps and develop strategic programs that support economic prosperity, promote business and community growth that address the elimination of poverty and support a better quality of life. These may include but not limited to:

- ◆ Continue to work with community leaders to address disparities in LMI communities
- ◆ Support minority and women owned business startups by providing educational programs that sharpen their skills and provide access to opportunity
- ◆ Design and implement industry specific business trainings and events that will spur growth and highlight minority and women-owned businesses
- ◆ Minority and Women-owned business pitch contest opportunities to support at various stages of development and growth
- ◆ Continue to support access to funding through First Opportunity Fund and Empowerment Loans
- ◆ Monitor growth, cost, success, collaborations

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

- ◆ Host annual events that will inform and elevate the status of women and the importance of developing strong women business owners, and collaborate with National events such as Minority Enterprise Development Week
- ◆ Promote and advocate for women and minority owned businesses on the local, state, and national level

## Talent Initiatives

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

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

# General Economic Development Activities

## *Economic Analysis*

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

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

## *Administration*

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

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



## **Agenda Item No. 3C**

**JEDO Board Meeting  
December 13, 2023 - 4:00 P.M.**

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**2024 Cash Carry-Forward Agreement**



## 2023-2024 Cash Carry-forward Breakdown

<b>2024 carry-forward amount</b>	\$ 17,600,000
<b>2024 budget transfer to/(from) carry-forward</b>	(5,967,601)
<b>Restricted uses by contract</b>	
MWBD program carryover	(1,523,000)
<b>Future commitments</b>	
Committed incentives	(4,304,304)
Choose Topeka incentives	(111,362)
<b>Reserves for special purpose</b>	
Ongoing innovation campus support	(743,428)
<b>Remaining for future investment</b>	<hr/> <b>\$ 4,950,305</b> <hr/>

**JEDO CONTRACT NO. C-\_\_\_\_ - 2023**

**CASH CARRY-FORWARD AGREEMENT**

**THIS AGREEMENT** is entered into on December 13, 2023 between the GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC., a non-profit Kansas corporation, hereinafter referred to as “GO Topeka” and the JOINT ECONOMIC DEVELOPMENT ORGANIZATION, hereinafter referred to as “JEDO,” a duly organized separate legal entity authorized by K.S.A. 12-2904(a) which was created by the Interlocal Agreement between the Board of County Commissioners of the County of Shawnee, Kansas, hereinafter referred to as “the County,” and the City of Topeka, Kansas, hereinafter referred to as “the City,” dated April 19, 2016.

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

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

1. As approved by JEDO on December 13, 2023, GO Topeka shall be permitted to carry forward into 2024 an amount not to exceed Seventeen Million Six Hundred Thousand Dollars (\$17,600,000) for the purpose of providing economic development services as set forth or referred to in the parties’ current Agreement for Services.
2. The term of this Cash Carry-Forward Agreement shall be for one (1) year from January 1, 2024 to December 31, 2024.
3. This Cash Carry-Forward Agreement may be amended by mutual, written agreement of the parties only.

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

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

**JOINT ECONOMIC DEVELOPMENT ORGANIZATION**

By: \_\_\_\_\_  
Michael A. Padilla, Mayor

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

By: \_\_\_\_\_  
Molly Howey, President



## **Agenda Item No. 4A**

**JEDO Board Meeting  
December 13, 2023 - 4:00 P.M.**

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**GO Topeka Quarterly Report**



**Growth Organization of Topeka/Shawnee  
County, Inc. (Public)**

Financial Statements

September 30, 2023



**Greater Topeka Partnership**  
**GO Topeka Public**  
Statement of Financial Position  
As of September 30, 2023

	September 30, 2023	September 30, 2022	September 30, 2023
	Current Year	Prior Year	Current vs Prior
<b>Assets</b>			
Cash and Cash Equivalents	11,102,130	9,781,608	1,320,522
Accounts receivable, net	1,900	6,000	(4,100)
Other current receivables	127	(7,000)	7,127
Prepays and other current assets	57,171	23,962	33,209
IU Rec/Pay	1,380,551	1,472,206	(91,656)
<b>Total Current assets</b>	<b>12,541,879</b>	<b>11,276,776</b>	<b>1,265,102</b>
Investments	6,445,600	6,182,234	263,366
Fixed assets, net	1,849,801	1,830,787	19,015
<b>Total Assets</b>	<b>20,837,280</b>	<b>19,289,797</b>	<b>1,547,483</b>
<b>Liabilities</b>			
Accounts payable	33,500	269,677	(236,177)
Deferred revenue	16,926,835	15,135,978	1,790,856
Accrued expenses and other	14,122	43,009	(28,885)
<b>Total Current liabilities</b>	<b>16,974,457</b>	<b>15,448,664</b>	<b>1,525,794</b>
Funds held for others	427,935	430,934	(3,000)
<b>Total Liabilities</b>	<b>17,402,392</b>	<b>15,879,598</b>	<b>1,522,794</b>
<b>Net assets</b>			
Total Changes in Net Assets	212,126	248,932	(36,806)
Unrestricted	1,435,457	1,373,962	61,495
Board-designated	1,787,305	1,787,305	0
<b>Total Liabilities and net assets</b>	<b>20,837,280</b>	<b>19,289,797</b>	<b>1,547,483</b>

**Greater Topeka Partnership**  
**GO Topeka Public**  
**Statement of Activities**  
**As of September 30, 2023**

	QTD			QTD	QTD	YTD			YTD	YTD
	September 30, 2023			September 30, 2022	September 30, 2023	September 30, 2023			September 30, 2022	September 30, 2023
	Actuals	Budget	Actuals vs Budget	Prior Year	Actuals vs PY	Actuals	Budget	Actuals vs Budget	Prior Year	Actuals vs PY
<b>Revenue</b>										
Event/program rev	15,455	1,313	14,143	4,987	10,468	25,960	3,500	22,460	13,722	12,238
Sponsorships	60,393	2,499	57,893	19,296	41,097	113,741	7,500	106,241	64,170	49,571
Public revenue	805,572	3,721,600	(2,916,029)	1,239,090	(433,519)	2,503,121	8,975,609	(6,472,488)	3,000,126	(497,005)
Total Earned revenue	881,420	3,725,412	(2,843,993)	1,263,373	(381,954)	2,642,822	8,986,609	(6,343,787)	3,078,018	(435,196)
Contributions	87,295	0	87,296	0	87,296	95,942	7,353	88,589	0	95,943
Total Unearned revenue	87,295	0	87,296	0	87,296	95,942	7,353	88,589	0	95,943
Other revenue	3,570	0	3,570	10,000	(6,430)	39,715	0	39,715	247,724	(208,010)
Interest revenue	60,684	1,500	59,184	15,280	45,404	163,403	7,000	156,403	26,162	137,241
Unrealized gain/loss	23,489	0	23,489	(7,811)	31,300	72,330	0	72,330	(13,670)	86,000
Total Other revenue	87,743	1,500	86,243	17,469	70,274	275,448	7,000	268,448	260,216	15,231
<b>Total Revenue</b>	<b>\$ 1,056,458</b>	<b>\$ 3,726,912</b>	<b>\$ (2,670,454)</b>	<b>\$ 1,280,842</b>	<b>\$ (224,384)</b>	<b>\$ 3,014,212</b>	<b>\$ 9,000,962</b>	<b>\$ (5,986,750)</b>	<b>\$ 3,338,234</b>	<b>\$ (324,022)</b>
<b>Expenses</b>										
Payroll/benefits	196,953	234,200	(37,247)	218,799	(21,845)	560,721	669,762	(109,041)	593,261	(32,540)
Other compensation	1,058	1,625	(568)	1,450	(393)	3,033	4,675	(1,643)	3,950	(917)
Professional services	60,312	91,257	(30,945)	71,309	(10,996)	130,245	234,020	(103,774)	152,193	(21,949)
Other employee related costs	11,229	23,857	(12,628)	20,649	(9,421)	33,811	80,239	(46,428)	43,219	(9,407)
Shared services	124,000	124,000	0	107,750	16,250	372,000	372,000	0	323,250	48,750
Total Personnel expenses	393,552	474,939	(81,388)	419,957	(26,405)	1,099,810	1,360,696	(260,886)	1,115,873	(16,063)
Program/event expense	31,071	29,538	1,533	25,992	5,079	60,689	59,938	751	51,361	9,328
Sales travel	4,029	4,500	(470)	178	3,851	8,370	37,050	(28,680)	6,203	2,166
Hospitality	29,112	10,502	18,610	17,205	11,908	70,815	17,980	52,835	36,413	34,403
Grants/sponsor/contrib/scholar	170,152	213,030	(42,879)	208,958	(38,807)	350,723	551,917	(201,194)	425,387	(74,664)
Total Program expenses	234,364	257,570	(23,206)	252,333	(17,969)	490,597	666,885	(176,288)	519,364	(28,767)
Occupancy	100,628	21,641	78,988	76,472	24,156	261,516	129,602	131,914	214,867	46,649
Office expense	6,564	5,965	599	8,244	(1,680)	23,041	17,895	5,146	20,709	2,332
Dues/subscriptions	20,761	26,538	(5,778)	14,917	5,843	58,559	73,569	(15,009)	51,685	6,874
Advertising	43,999	40,034	3,966	23,249	20,751	129,144	131,999	(2,856)	114,470	14,674
Depreciation/amortization	6,255	6,059	195	2,299	3,956	12,718	18,456	(5,738)	5,899	6,819
Insurance/taxes/fees	4,210	3,153	1,058	2,640	1,570	10,789	9,458	1,331	7,339	3,450
Bad debt expense	0	0	0	0	0	0	0	0	2,000	(2,000)
Total Operational Expenses	182,417	103,390	79,028	127,821	54,596	495,767	380,979	114,788	416,969	78,798
Business incentives	154,011	2,872,847	(2,718,836)	475,325	(321,314)	715,911	6,602,070	(5,886,159)	1,037,096	(321,185)
<b>Total Expenses</b>	<b>\$ 964,344</b>	<b>\$ 3,708,746</b>	<b>\$ (2,744,402)</b>	<b>\$ 1,275,436</b>	<b>\$ (311,092)</b>	<b>\$ 2,802,085</b>	<b>\$ 9,010,630</b>	<b>\$ (6,208,545)</b>	<b>\$ 3,089,302</b>	<b>\$ (287,217)</b>
<b>Total Changes in Net Assets</b>	<b>\$ 92,114</b>	<b>\$ 18,166</b>	<b>\$ 73,948</b>	<b>\$ 5,406</b>	<b>\$ 86,708</b>	<b>\$ 212,127</b>	<b>\$ (9,668)</b>	<b>\$ 221,795</b>	<b>\$ 248,932</b>	<b>\$ (36,805)</b>

**JEDO**  
Quarterly  
Report

**Q3**

**2023**

go  
>topeka

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Staff



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

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2023 GO Topeka  
Board of Directors



# 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 22 active projects in various industry sectors: 12 manufacturing, six aviation, two R&D and distribution, one general office, and one bioscience.

# 22

## ACTIVE PROJECTS



Manufacturing

# 12



Aviation

# 6



R&D & Distribution

# 2



Office

# 1



Bioscience

# 1



# GO Topeka Dashboard

**New Business · Retention & Expansion · Small Business  
· Women & Minority · Choose Topeka  
YTD as of 09/30/23**

<b>146</b> New Projects	<b>70</b> Completed Projects	<b>38</b> Active Projects
<b>73</b> New Jobs	<b>490</b> Retained Jobs	<b>196</b> Training Investment (number of people impacted)
<b>184</b> Outreach/Assisted (number of companies)	<b>\$4,299,598</b> Capital Investment	

## Please Note:

- Active Projects reflect the subtraction of completed or lost project totals from new projects received.
- Annual Survey for 2022 Small Business Incentive Projects is in development to be sent in Q4. This will aim to capture current jobs, additional investment and /or other impacts from incentive projects..





# Innovation & Entrepreneurship

## K-State 105 Strategic Planning

On August 15th, the K-State 105 Strategic Planning Team held a Legislative Briefing with Representatives Sean Tarwater, Chair House Commerce, Labor, and Economic Development Committee (HCLE); HCLE Vice-Chair Jesse Borjon, HCLE Ranking member Jason Probst; HCLE Mike Dodson and Chair of House Ag & Natural Resources Committee, Ken Rahjes. The group covered topics including 105 alignment across partner organizations, urban and rural objectives, budget, small business support, workforce, childcare and housing development. K-State 105 partners include Kansas State University, K-State Innovation Partners and Technical Development Institute, Network Kansas, SBDC, K-State Extension, NWKEICI and GO Topeka. Stephanie Moran, SVP of Innovation, represents GO Topeka on the K-State 105 Strategic Planning team. K-State 105 is an economic growth and advancement initiative to bring economic prosperity to all 105 counties in Kansas.

## Plug and Play Fall Cohort

Plug and Play Topeka has announced the 11 Animal Health startups and 13 AgTech startups that were selected for the sixth and eighth batches (respectively) of the Animal Health and AgTech Programs. These programs aim to bring global innovation to the heartland by facilitating opportunities for business development and mentorship, as well as pilots and POCs between the selected startups and founding partners of the program—Cargill, Evergy, Bimini Pet Health, and Hill's Pet Nutrition.

The startups—chosen by partners of the program—represent a broad range of new innovations focused on things like automation, soil health, analytics, pet nutrition, alternative protein, and sustainable packaging. The startups also vary in terms of maturity, location, and experience in Plug and Play programming.

The program's events have already begun, and the startups will have access to a wide variety of opportunities. **Mark Majors, CEO of Gaia Ag (a Topeka-based startup)**, has already begun taking advantage of what the program has to offer: "Since the minute we got our introduction materials, it has been nothing short of a whirlwind of information, introductions and ideas. The live feedback from fellow cohort members and the guidance from corporate partners has forced us to re-approach everything about our plan, and when I say that, it's a great thing. We have re-examined everything from how we tell our story to how we can collaborate with others in the program to

make our offering more successful. We're taking full advantage of these incredible resources at our disposal, and each day look forward to what's in store!" Read the full news release on the GO Topeka website.

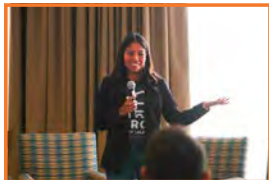
## Plug and Play Topeka Animal Health Vertical Summary (through June 2023)

### By The Numbers



## BioKansas Innovation Festival

The BioKansas Innovation Festival was held August 3rd -5th at Crown Center in Kansas City. GO Topeka team members were in attendance including Stephanie Moran, Stephanie Norwood, Trina Goss, Erin Young and Forge Board Chair Fatima Luthi-Perez. The Innovation Festival featured several tracts in the Bio Science Industry and included pitch competitions and student recruitment events. The GO Topeka team was busy throughout the event sponsoring several student recruitment areas, including travel awards for 4 Kansas State University Students, lunch recruitment tables for 16 students in the biology and chemistry fields, and recruitment presentation for students in the engineering tract. GO Topeka also sponsored the Pitch Competition for the Food and Ag tract, where we were proud to present TeOra (<https://teoralife.com/about>) as the winner of the competition.



## 2023 Animal Health Summit

The 2023 Animal Health Summit was held in Kansas City at the Midland Theater on August 28th and 29th. The Summit included presentations from Emerging Companies, Industry Leader panels and discussions, and 1:1 Business Partnering. GO Topeka and Plug and Play Innovation teams were well represented at the event with the Plug and Play Crypto and Digital Assets team presenting on blockchain and its relevance to the Animal Health industry. In partnership with Animalytix, the Animal Health Corridor presented The Spirit of Service Award to P.A.N.T. (Pet Assistance Network of Topeka) for their work in maintaining the invaluable human-animal bond and helping those less fortunate within our community. As part of the award, P.A.N.T. received \$20,500 to support the continuation of their mission.



## Plug and Play Silicon Valley Summit Dates

Plug and Play will be presenting the 300+ batch startups from 19 of our industry-focused innovation programs: Agtech, Animal Health, Brand & Retail, Crypto & Digital Assets, Energy, Enterprise & AI, Fintech, Food & Beverage, GOAL, Insurtech, Internet of Things, Media & Advertising, Mobility, New Materials & Packaging, Real Estate & Construction, Smart Cities (East Asia), Supply Chain, Sustainability, and Travel & Hospitality. If you have an interest in attending, please contact Stephanie Moran, [stephanie.moran@topekapartnership.com](mailto:stephanie.moran@topekapartnership.com) or Lindsay Lebahn, [l.lebahn@topekapartnership.com](mailto:l.lebahn@topekapartnership.com) for more information.

# Small Business Incentive Program

## Incentive Types

**Construction**

**19**

**Marketing**

**19**

**Architecture  
& Design**

**5**

**Equipment**

**20**

**Proof of Concept**

**3**

**Professional  
Services**

**2**

PREAPPROVAL  
2023

**63**

Incentives  
Totaling

**\$336,197**

LIFE OF PROGRAM

**645**

Incentives  
Totaling

**\$2,725,722**

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

## DEMOGRAPHICS OF APPLICATIONS IN PROCESS

**22**

Minority Owned

**27**

Women Owned

**6**

Veteran Owned

**3**

Disabled Owned

**1**

SBA 8(a)- Certified

## Small Business Council Hosts Training

The Small Business Council marked a significant milestone by hosting its inaugural training session, "Path to Profitability," featuring the esteemed presenter Tracy Jepson. The event provided attendees with a comprehensive insight into the intricacies of business financials, equipping them with the knowledge to enhance profitability through a thorough assessment of expenses, clients, and services. This dynamic training session served as a pivotal step in empowering small businesses to chart a more prosperous future.

Additionally, the Small Business Council announced that training sessions on various topics will be offered every other month, ensuring that businesses have a consistent opportunity to expand their knowledge and expertise, further strengthening the local business community.



# Small Business

## Global Entrepreneurship Week



**UNLEASH TOPEKA'S ENTREPRENEURIAL POWER!**  
Join us this November for Topeka's Entrepreneurship Week – a dynamic celebration of local brilliance and boundless entrepreneurship.

**IGNITE DREAMS, FUEL SUCCESS!**  
Explore a vibrant week filled with inspiring events, workshops, and connections. Meet the Dream Chasers, Opportunity Makers, and Success Creators who drive our city's prosperity.

Scan the QR code to discover the full schedule and be part of the entrepreneurial force shaping Topeka's future.

**EMPOWER TOPEKA. EMBRACE INNOVATION. ENGAGE IN THE JOURNEY TODAY!**



### **Monday 11/13**

Innovation Breakfast, GO Topeka

### **Tuesday 11/14**

Ichabods of Industry, Washburn University  
GTP Business Unwind

### **Wednesday 11/15**

Kansas Women in Business Conference, Kansas Chamber – Presented by GO Topeka  
Youth Entrepreneurship Challenge Kick-Off

### **Thursday 11/16**

Propeller End of Year Celebration  
Equity and Opportunity Pitch Contest, GO Topeka

For questions, email [Stephanie.Norwood@TopekaPartnership.com](mailto:Stephanie.Norwood@TopekaPartnership.com) or visit the website.



# Equity and Opportunity



## DEI Summit: Changing Mindsets, Shifting Cultures

The 2023 Diversity, Equity, and Inclusion Summit held at the Prairie Band Casino was a resounding success. Attendees were treated to a day filled with thought-provoking discussions, inspiring speakers, and valuable networking opportunities. Together, we explored crucial topics and shared innovative strategies for building a more inclusive world. This summit was a celebration of diversity and a commitment to equity. We look forward to carrying forward the energy and insights from this event, knowing that each attendee plays a crucial role in driving positive change. Thank you for making the DEI Summit a memorable and impactful experience.

## Brown v Board 70th Anniversary Prayer Breakfast

The Brown v Board Coalition, co-chaired by Beryl New, Glenda Washington, and Cheryl Brown Henderson, have begun the year-long celebration of the 70th Anniversary of the Supreme Court Decision. They have hosted two community conversations with panel discussions covering cultural norms and more. On October 28th there will be a communitywide Prayer Breakfast hosted by the Brown v Board 70th Anniversary Coalition, featuring Dr. Otis Moss.

## Lazone Grays/ISBA Named A Microsoft Techsmart Fellow



Congratulations are in order as Lazone Grays, IBSA Inc., has been named a Microsoft Techsmart Fellow. ISBA is one of 41 organizations selected.

As a result, The IBSA Inc., Lazone Grays and GO Topeka will host a collaborative visit from a representative of Microsoft. The representative will conduct a two-hour workshop where there will be an introduction to Generative AI, Workshop, Tech for Social Impact AI Tools for Small and Midsize Business on November 2.



## The Hy-Vee Connection (Supplier Diversity in Action)

A local confectioner has been granted the opportunity to place her product in Hy-Vee! A O NOLAs Praline Candy can now be found at the local Hy-Vee Grocer. With the help of the Equity Office, a signature New Orleans Candy, has found its way from the farmer's market to the shelves of Hy-Vee. Congratulations to A O NOLAs.

## Black Women in Leadership

The Equity Office is working with a local community leader to promote a series of forums for Black Women in Leadership. The forum provides a platform for Black women to discuss barriers and roadblocks in their communities or in their career.



## Hispanic Outreach

### How to Start A Business Workshop

As our Latinx population continues to grow we project a surge in the start of new businesses. In an effort to ensure that these businesses are knowledgeable and poised to stay in business, the office of Equity and Opportunity has partnered with US Bank to present a “How to Start A Business” workshop, November 4, 9a.m. to noon, 719 S. Kansas Ave, in the board room on the 6th floor of the Greater Topeka Partnership.

This workshop will also include information from US Bank’s business and consumer bankers. Register at <https://bit.ly/RegistroNov2023>.

The entire workshop will be delivered in Spanish. US Bank will also have Spanish speaking bankers on hand.



## Third Quarter Start Up Workshop

The City of Topeka and the Greater Topeka Partnership partnered to host the third quarter “Doing Business With the City” workshop. The workshop demonstrates how to use the City’s portal to identify bid opportunities, respond to RFPs and to track successful bid candidates and sub-contractor opportunities.

# Upcoming Events

## HOW TO BUILD A BUSINESS WORKSHOP

Workshop will be presented in Spanish

Greater Topeka Partnership | Nov. 4, 2023 | 9am-Noon

The “How to Build a Business” workshop, presented by a collaborative effort of GO Topeka, US Bank, and the Small Business Development Center, offers aspiring entrepreneurs a comprehensive guide to navigating the complexities of starting and growing a business successfully. This workshop provides invaluable information for:

- Business Plan
- Obtaining Financing
- Understanding Legal & Regulatory Aspects
- Creating Effective Marketing Strategies

US Bank will present on creating a solid banking relationship and other topics including loans, credit and business operations.

## REGISTER



<https://bit.ly/BizWorkshop23>



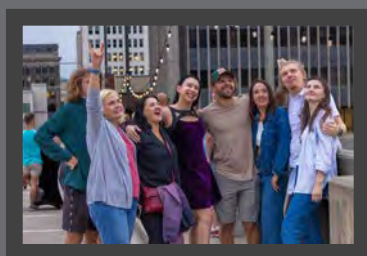
<https://bit.ly/RegistroNov2023>



# Forge Young Talent

## Events

On Monday, October 16 Forge hosted a mixology at Blacksmith Event Center. During the mixology class Forge members were able to learn the basics of making cocktails to help take their home get togethers to the next level. 5 different cocktails and 2 mocktails were on the menu and attendees were able to taste and learn the recipes. The event was sold out to 45 Forge members.



## Forge Makes Progress on the Topeka Flag License Plate

Forge has collected the needed signatures to go to the next phase of getting our own Topeka Flag License Plate. After collecting close to 300 signatures the Topeka Flag License Plate is moving to the design and testing phase. The KDOR is working on getting several license plates created so they can be tested to make sure they fit the legal requirements for an official state license plate. Forge hopes to have the license plate live before the start of 2024.

## Forge Welcomes New Board Members and Chair-Elect

Over the past several months, Forge has been in the process of receiving nominations for new board members. During last month's board meeting the Leadership Team voted to accept the nominations of 4 new board members. Those board members are:

Stacy Briggs – Washburn University

Peyten Lopez – Evergy

Josh Coulter – KW Realtors

Sarahy Soriano – KDHE

They also voted on and accepted the 2 current board members to extend their terms:

Jackie Fox – HTK Architects

Chelsea Huston – Capper Foundation

The Forge Leadership Team also voted on our next Chair- Elect of Forge and have accepted the nomination of Kaylee Champagne as our Chair-Elect.

Congratulations to our new and current board members and thank you to those who have served on the board.



# Workforce & Talent

## 2023 Q3 Workforce Data

**Total Working Age Population**  
(16 YEARS AND OVER)

**98,383**  
TOPEKA

**138,540**  
SHAWNEE COUNTY

KS 2,279,237  
US 267,214,000

**Labor Force Participation**

**64,920**  
TOPEKA

**94,017**  
SHAWNEE COUNTY

KS 1,522,659  
US 168,040,000

**Employment**

**62,737**  
TOPEKA

**91,046**  
SHAWNEE COUNTY

KS 1,474,186  
US 161,693,000

**Jobs**

**88,469**  
TOPEKA

**103,527**  
SHAWNEE COUNTY

KS 1,513,253  
US 162,472,884

**Average Wages**

**\$54,289**  
TOPEKA

**\$54,277**  
SHAWNEE COUNTY

KS \$56,307  
US \$68,501

**Labor Force Participation Rate**

**65.99%** TOPEKA

**67.90%** SHAWNEE COUNTY

KS 66.81%  
US 62.89%

**Employment-Population Ratio**

**63.77%** TOPEKA

**65.70%** SHAWNEE COUNTY

KS 64.68%  
US 60.51%

**Unemployment Rate**

**3.4%** TOPEKA

**3.2%** SHAWNEE COUNTY

KS 3.2%  
US 3.8%

\*Total Civilian Non-institutionalized Population





# Choose Topeka/Workforce Talent

## Telemundo

Telemundo, the world's largest syndicator of Spanish-language television and news, programming in over 100 countries and 35 languages, recently visited Topeka and aired a segment on our community. The report highlighted the Choose Topeka employer match program, our small business incentives for minority businesses, the city of Topeka's welcome approach to immigrants, and Washburn's Spanish language support for first generation student outreach. As a result, Topeka has gone viral on TikTok and we are getting inundated with calls and emails from individuals and families interested in moving to the capital city. This is all super exciting and great coverage for our community!

## Made For Manufacturing

October 6th was National Manufacturing Day, and GO Topeka was thrilled to celebrate our local manufacturing community in Topeka and surrounding areas. At the "Made for Manufacturing" event organized by GO Topeka and sponsored by HF Mixing Group, Goodyear Tire & Rubber and Washburn Tech, local manufacturing companies had the opportunity to connect with over 120 talented high school students in a dynamic career fair setting. This year's theme was "Empowering Tomorrow's Makers!" Special shoutout to GTP member HF Mixing Group for their commitment to the future of manufacturing! They have partnered with Washburn Tech to introduce an apprenticeship program for CNC Machining, paving the way for new talent and growth in our manufacturing industry.



## GO Topeka Sponsorship

### Why Camp Kindergarten

Starting school is a milestone in the life of every child, yet in Shawnee County more than 1,300 children have not had the opportunity for a formal preschool experience. As part of a community-wide goal of having every child ready for school by the age of five, the Kansas Children's DiscoveryCenter invited incoming kindergarten students to the museum with their caregivers on Monday evenings for a free program designed just for them. Participants explored a simulated kindergarten classroom with teachers, practiced skills and learned how to prepare for the first day at school. Greater Topeka Partnership support makes it possible for children to start school ready to learn.

### PARTICIPANTS

The Discovery Center had over 120 families register for Camp Kindergarten this summer. We hosted 134 children and 86 adults as attendees. 17 volunteers and 7 KCDC staff members helped make this program happen.

Community partners from the Topeka and Shawnee County Public Library, Kansas Ballet Academy, USD 345, USD 450, USD 437, USD 501, Topeka Collegiate School, and TARC helped facilitate the event in various capacities.

### FEATURES

Over the four weeks, the Camp Kindergarten program continued to grow as we welcomed new families into our doors.

- We created an immersive simulated classroom complete with picture books, personalized nametags, and classroom decor.
- In our Multimedia Gallery, we set up activity stations where children developed their motor skills and creativity. Activities included sewing, zipping, buttoning, Playdough, a sensory alphabet-letter search, and pattern-making.
- Representatives from Kansas Ballet Academy (KBA) came every session to get kids moving, dancing, and practicing gross motor skills.

See extra attachment for more info!

# Choose Topeka 2.0 Relocation Incentive

## \$128,250

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

### 31

APPROVED  
FAMILIES

### 16

RENTING

### 15

PURCHASED  
HOMES

### 14

# OF STATES  
MOVED FROM

### 17

EMPLOYER  
MATCHED

### 2

BOOMERANG

### 9

UNIQUE  
EMPLOYER  
SUBMITTALS

### 500+

PROFILES  
CREATED ON  
SKILLFIT

## ECONOMIC IMPACT ANALYSIS

## \$82,527

TOTAL AVERAGE SALARY  
\$82,527 EMPLOYER MATCH  
\$67,200 BOOMERANG

## 14.7x

\$669,125  
RETURN ON INVESTMENT  
IN YEAR 1

## 75.7x

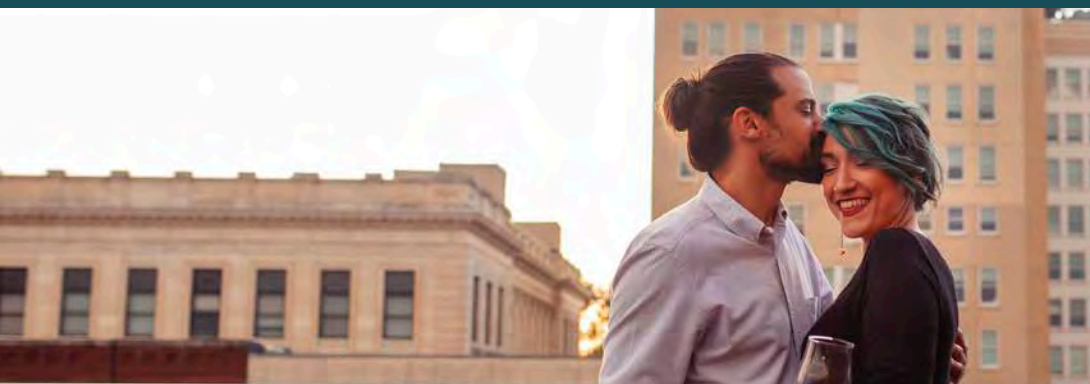
\$3,431,279  
RETURN ON INVESTMENT  
AFTER 5 YEARS

### \* 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. In 2023 we secured the New York Post, Wall Street Journal, NBC News, Telemundo, Telemadrid, and more. This totals an earned media value of \$14M since 2019.



# GO Topeka Staff

**Molly**

**Howey**



President, GO Topeka

**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

**Israel**

**Sanchez**



Director of Equity & Business Development

**Elle**

**Browne**



Executive Coordinator

**Erin**

**Young**



Marketing Project Manager

**Manuel**

**Castro**



Executive Coordinator

**Matt**

**Pivarnik**



CEO, Greater Topeka Partnership



# Celebrating Glenda Washington

**Chief Equity & Opportunity Officer**

The Partnership celebrates Glenda Washington's ten year anniversary with GO Topeka, and the Greater Topeka Partnership. Glenda announced her retirement earlier this month. She will officially leave her role November 30th. We look forward to celebrating her impact on the Topeka community before she leaves. Please join us in thanking Glenda Washington for what she has accomplished.



# Meet Israel Sanchez

**Director of Equity & Business Development**

GO Topeka is proud to announce that Israel Sanchez will be the new Director of Equity and Business Development, following the retirement announcement of Glenda Washington.

Sanchez expressed his excitement for the opportunity, saying, "I am truly honored to step into this role. My experience coming to the United States as a refugee from Cuba as a child has given me a unique perspective. I have seen what the American Dream can be, and I firmly believe that this dream is alive and well in Topeka. I am eager to continue the work of ensuring that all businesses feel represented, heard, and have access to the resources they need to achieve their dreams."

Israel Sanchez will assume his new role on November 6th, 2023.





HERE.  
GREAT  
GROWS  
SMO

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

**Great. Grows. Here.**

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



# 2023 Go Topeka Board of Directors

## Elected Directors

Linda Briden	Sunflower Association of Realtors
Kevin Rake	HME, Inc
Sara Girard	Central National Bank
Dr. Rob Kenagy	Stormont Vail Health
Martha Piland	MB Piland
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
Dr. Kevin Hahn	BioTopeka
Linessa Frazier	American Century Investments
Marvin Spees	Capital City Oil
Neal Spencer	Ernest-Spencer
Joe Caldwell	Bartlett & West
Troy Simoneau	Kansas Gas Service

## Directors By Virtue of Position Held

Michael Padilla	City of Topeka, Mayor
Aaron Mays	Shawnee County Commissioner
Neil Dobler	City of Topeka, Deputy Mayor
Curtis Sneden	MTAA
Marshall Meek	Washburn University
Richard Nienstedt	City of Topeka, Interim City Manager



# 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. 4B**

**JEDO Board Meeting  
December 13, 2023 - 4:00 P.M.**

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**Astra Innovation Center Update**



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**ASTRA Innovation Center  
Project Update for the Innovation Advisory Board  
11/27/23**

**I. Updates on Tenant Prospects:**

- Status:
  - Lab Tenant – Lease LOI signed.
  - Plug n Play – Lease LOI signed.
  - Go Topeka – Lease LOI signed.
- Even though with these tenants we are still well short of our original 50% pre-lease target, having signed LOIs for these tenants greatly facilitates the project and allows BioRealty to complete a more accurate underwriting of the project.

**II. Update on the New Markets Tax Credits / CDEs**

- As a recap: we are seeking \$20M of tax credit allocation from the CDEs.
- Presently, we have 2 CDEs verbally committed for \$11M to \$15M of allocation.
- Additionally, BioRealty is in active discussions with ½ dozen groups for the remaining \$5M to \$9M.
- BioRealty's NMTC consultant believes we will secure the balance of the NMTCs but believes it may take as long as 60 to 90 days. This is due to:
  - Understaffed CDEs with competing priorities.
  - It is a fluid, everchanging process. Priorities and preferences for any given CDE are always shifting.
- The main role BioRealty can play in ameliorating this process is to keep our project at the forefront with these CDEs and to continue to show project readiness – both of which it is doing.
- BioRealty believes it has covered the entire CDE marketplace. The ASTRA IC project is continually in front of those CDEs 1) which received a NMTC allocation in the current year, and 2) whose mandate fits the project.
- 2 CDEs near Topeka, which received NMTC allocation, and should be a fit for the ASTRA IC, but have so far not been willing to commit to the project, include:
  - Enterprise Bank
  - Central Bank of KC – Primary contact is:
    - Bill Dana, Vice Chairman of the Bank and Director of the bank's CDE
      - [bdana@centralbankkc.com](mailto:bdana@centralbankkc.com)
  - If anyone on the IAB has a relationship with either of these banks, we would welcome any assistance they might be able to provide.

**III. Back Up Plan (if additional CDEs not secured):**

- BioRealty is exploring a plan to 1) phase the project and 2) utilize the reduced level of NMTCs or potentially eliminate the use of NMTCs altogether. The latter of which would require additional participation by Go Topeka or additional tenancy.
- BioRealty has both CRB and KBS working with it to come up with a viable phasing plan, but there are two predominant challenges to phasing the project:
  - There are limited opportunities to phase. Roughly 70% to 80% of our project costs are tied to the middle building, which is needed as part of Phase 1 for multiple reasons:
    - To permit the project, we need the elevators, restrooms, and circulation – all of which are in the middle building.
    - Most of the building systems (i.e., HVAC) are to be placed on or in the middle building to save on costs of reinforcing the roof and structure of the older, adjacent buildings.
    - Circulation of people between the three buildings – middle building solves this issue.
    - Common space – the middle building’s central location and floor area make it the logical location for the project’s common area space.
  - Phasing the project will reduce the Phase 1 cost but add overall cost because Phase 2 becomes more expensive if not done with the original construction.
- BioRealty is also reviewing the impact of phasing the project with its lenders, accountants, and HTC investors.
- Once feedback (post-Thanksgiving) is obtained from CRB, KBS, lenders, etc., BioRealty will provide more details on this back up plan.

#### IV. Key Project Readiness Efforts:

- The project readiness efforts are going well, and the project’s readiness is currently perceived by the CDEs as a strength.
- Property Tax Abatement:
  - All of our project readiness efforts are currently on track to allow a construction start in late March 2024, except the property tax abatement. We need to focus on this effort now.
  - We are aware of 3 alternatives for securing a property tax abatement in Topeka:
    - Neighborhood Revitalization Program (NRP)
    - Economic Development Tax Abatement
    - Industrial Revenue Bond
  - According to discussions with City of Topeka officials the project should qualify for a property tax abatement under the NRP Standard Plus program:
    - <https://www.topeka.org/planning/nrp/#gsc.tab=0>
  - Go Topeka and BioRealty need to secure the property tax rebate at this time.

#### V. Key Agreements

- Prior to close BioRealty will need to execute the following key agreements:
  - Leases with Lab Tenant and Plug and Play
  - Lease Amendment with Go Topeka
  - Incentive agreement with Go Topeka (in near final form)
  - Parking agreement with Go Topek (in near final form)
- BioRealty recommends focusing on 1) project readiness efforts and 2) finalizing the NMTCs/plan of finance before finalizing these key agreements.