



JEDO BOARD MEETING AGENDA
Wednesday, September 11, 2024 - 6:00 p.m.
Cyrus K. Holliday Building
620 SE Madison Street - First Floor Conference Room
Topeka, Kansas

JEDO BOARD MEMBERS

VOTING MEMBERS

Kevin Cook	Shawnee County Commissioner
Aaron Mays	Shawnee County Commissioner
Bill Riphahn	Shawnee County Commissioner
Michael Padilla	City of Topeka Mayor
Christina Valdivia-Alcala	City of Topeka Deputy Mayor
David Banks	City of Topeka Councilmember
Spencer Duncan	City of Topeka Councilmember

NON-VOTING MEMBERS

Karen Hiller	City of Topeka Councilmember
Sylvia Ortiz	City of Topeka Councilmember
Brett Kell	City of Topeka Councilmember
Marcus Miller	City of Topeka Councilmember
Neil Dobler	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 County Counselor's Office (call 785-251-4042 or email counselors@snco.us) before 5:00 p.m. on the date of the meeting. Members of the public will be allowed 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.

AGENDAS are furnished at least five (5) business days prior to each meeting and posted on JEDO's website at <https://www.jedoecodevo.com/Meeting-Documents/>.

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

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

1. CALL TO ORDER

2. ROLL CALL

3. ACTION ITEM

- A. APPROVAL of May 8, 2024 JEDO Board meeting minutes.
- B. APPROVAL of Incentive Agreement for Project Queen Bee.
- C. APPROVAL of Incentive Agreement for Project Oriole.
- D. APPROVAL of Incentive Funding for Project Finish Line.
- E. APPROVAL of Incentive Funding for Project Brick.
- F. APPROVAL of 2023 GO Topeka Audit.

4. PRESENTATION

- A. GO Topeka Quarterly Update Q2 2024.

5. PUBLIC COMMENT

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

Wednesday, December 11, 2024

7. ADJOURNMENT.

City of Topeka & Shawnee County



Agenda Item No. 3A

**JEDO Board Meeting
September 11, 2024**

ACTION ITEM:

APPROVAL of May 8, 2024 JEDO Board Meeting Minutes

**Joint Economic Development Organization Board Minutes
Wednesday, May 8, 2024**

City Council Chambers
214 SE 8th Street, 2nd Floor
Topeka, Kansas 66603

The Joint Economic Development Organization (JEDO) Board members met at 6:00 p.m. in-person with the following voting Board members present: Shawnee County Commissioners Kevin Cook, Aaron Mays and Bill Riphahn; City of Topeka Deputy City Mayor Christina Valdivia-Alcala, City Councilmembers David Banks, Sylvia Ortiz by proxy for Mayor Michael Padilla, Karen Hiller by proxy for Spencer Duncan. Shawnee County Commissioner Kevin Cook presided as JEDO Chair.

The following JEDO Board members were absent: Mayor Michael Padilla, City Councilmembers Spencer Duncan, Brett Kell, Marcus Miller, Neil Dobler and Michelle Hoferer.

Commissioner Cook noted that Mayor Padilla will be absent and granted his proxy to Councilmember Ortiz and Councilmember Duncan will also be absent and granted his proxy to Councilmember Hiller for voting purposes.

APPROVAL of February 14, 2024 JEDO Board Meeting Minutes, was presented.

Councilmember Ortiz moved to approve the Minutes of February 14, 2024. The motion seconded by Councilmember Hiller carried unanimously. (7-0)

APPROVAL of Incentive Funding for Project Oriole was presented.

Ashley Lehman, GO Topeka Director of Business Development, presented. She gave a brief explanation on JEDO's Incentive Guidelines. She then gave the outline of the first proposed Incentive Funding for Project Oriole, which included:

- Local manufacturing plant
- Capital Investment of \$31 Million in real property, machinery and equipment
- 60 new jobs over the next five years
- \$50,000 average wages
- Qualified for employment incentives based on annual salary
- \$240.2 Million Economic Impact over the next 10 years
- 246% Return on Investments
- Total Requested Incentives of \$272,000

Commissioner Cook asked if the Capital Investment included a new facility or improvements to the existing facility.

Ms. Lehman stated that it included new improvements to the facility as well as new equipment and machinery.

Commissioner Cooked asked if we could talk about the employment incentive and how we calculate that.

Ms. Lehman explained that it was based on the annual salary of 15 of the new jobs that would earn at least \$50,000 or more.

Commissioner Mays moved to approve the Incentive Funding for Project Oriole. The motion seconded by Councilmember Banks carried unanimously. (7-0)

APPROVAL of Incentive Funding for Project Queen Bee was presented.

Ashley Lehman, GO Topeka Director of Business Development, presented. She gave the outline of the second proposed Incentive Funding for Project Queen Bee, which included:

- Local manufacturing plant
- Capital Investment of \$47.2 Million in real property, machinery and equipment
- 182 new jobs over the next five years
- Average wages from \$60k to \$120k
- Qualified for employment and training incentives based on annual salary
- \$1,293,351,371 Million Economic Impact over the next 10 years
- 1782% Return on Investments
- Total Requested Incentives of \$1,590,4000

Councilmember Hiller stated that the City was working hard on developing more affordable housing. The response we received from Go Topeka in the past is that we could not ask the employers how many of their employees lived in Topeka/Shawnee County, but we did develop a program where those companies helped us market those areas.

Ms. Lehman explained that it varies depending on the Companies and what their HR Department is providing. It is written in the contract that the company pushes for their employees to live in Shawnee County, such as offering information about Choose Topeka or in their hiring videos. We also checking in with them on their annual verification process.

Commissioner Cooks asked about the relatively higher requested incentive amount than Project Oriole and is that based on the income? He also wanted to point out that these are paid out based on performance.

Ms. Lehman answer that is the largest contributing factor is the amount of jobs and the amount of wages and that every year the company has to go through an annual verification process to ensure the numbers before the incentives are paid out.

Councilmember Banks asked what is the formula they use to come up with the numbers for the total economic impact.

Ms. Lehman responded that it is software that calculates the numbers. What they enter is the industry, capital investment, specific industry, wages and number of jobs.

Commissioner Mays asked if this is something we will see come to fruition, or is this just another step in the process.

Ms. Lehman explained that this is something they had to bring to the executive committee just to get it in front of JEDO tonight because they are moving fast and wanted to get it done now.

Councilmember Ortiz asked how the training incentives worked and what if the employee is completing multiple trainings?

Ms. Lehman explained that those incentives will go into a “training bank” for the company. Each new position is allotted a certain amount. Then the company will submit the receipts and we will reimburse them out of the “training bank”. She noted that if an employee is doing multiple trainings, they could submit the receipts for both.

Commissioner Mays moved to approve the Incentive Funding for Project Queen Bee. The motion seconded by Councilmember Ortiz, carried unanimously. (7-0)

A PRESENTATION on Funds for Socially and Economically Disadvantaged Individuals was presented.

Rich Eckert, Shawnee County Counselor, gave a presentation on how JEDO designates funds for Socially and Economically Disadvantaged Individuals. He explained that he does not think that JEDO needs to change its policy, rather make sure we are staying on top of the issue and working with Go Topeka closely to watch how we’re spending that money and that we are staying in compliance with the law. The Interlocal Agreement states “JEDO shall ensure that not less than Ten Percent (10 %) of the Five Million Dollars (\$5,000,000.00) will be targeted to support economic development for socially and economically disadvantaged individuals and/or business enterprises and, further, Urban economic development programs related to youth employment and the rehabilitation of blighted, derelict and underutilized facilities and infrastructure (for the purpose of attracting economic development prospects) have been considered for inclusion.” He further states that the Agreement with Go Topeka has a lot of the same language as the Interlocal Agreement. It states, “GO Topeka agrees that at least ten percent (10%) of the funds shall be used for the purposes identified in the Interlocal Agreement related to socially and economically disadvantaged individuals/business enterprises. To facilitate the expenditure of these funds, Go Topeka shall create and retain a Minority and Women Business Development Advisory Council with the responsibility of approving a disadvantaged business enterprise budget and whose approval shall be required for any expenditure exceeding three thousand dollars (\$3,000).” Mr. Eckert explains a Supreme Court Case, Students for Fair Admissions v. Harvard, which held that it is unconstitutional for colleges and universities to consider race as a factor in the admissions project. This shows how the Supreme Court might also rule in these kinds of things going forward. He went on to say that Title VII that governs private employers remains the same in that they Cannot consider race, sex, religion, national origin, or color in any employment decisions (including hiring and promotions) unless bona fide occupational qualification (BFOQ). He went on to explain what has happened since the Supreme Court decision. Attorneys General from 13 states (including Kansas) and Senator Tom Cotton of Arkansas warned business leaders about potential risks associated with their DEI programs. The Letter suggested using the US Supreme

Court language regarding “eliminating racial discrimination means eliminating all of it” to challenge DEI policies and activities. The Letter argued that the use of quotas or racial preferences (including in regards to vendors and contractors) is “definitively closed” following the US Supreme Court decision. However, on the other side of this, Attorneys General from 21 states sent a letter in response underscoring the legality and necessity of DEI initiatives. He explains that though the JEDO program is not the same as the DEI programs, it is similar. He explained a list of possible aftermaths to these lawsuits to include:

- The American Alliance for Equal Rights has filed suit against several entities, including the Fearless Fund, alleging grant programs ran or administered by those entities violate 42 U.S.C. Section 1981 of the Civil Rights Act of 1866 which prohibits discrimination on the basis of race in the making or enforcement of contracts.
- Section 1981 has also been used to challenge DEI practices used in employment decisions.
- Per Reuters, as of December of 2023, at least 25 publicly traded companies had received shareholder letters since 2021 claiming their DEI programs constitute illegal discrimination and a breach of the directors’ duties to investors.
- EEOC: America First Legal is pressuring the EEOC to investigate the hiring practices at Kellogg’s, Macy’s, Hershey, Alaska Airlines, and others.
- Lawsuits:
 - v. Fearless Fund: venture capital group that awards grants to African-American female entrepreneurs
 - v. Perkins Coie and Morrison Foerster: lawsuit challenging minority fellowship and scholarship programs that are part of the firms’ DEI efforts
 - v. Nordstrom: lawsuit challenging employer’s goal of increasing representation of Black and Latino employees in management by 50% by end of 2025
 - v. Gannet: class action lawsuit by current and former employees alleging internal policy to better represent demographics of community by 2025 has effect of discriminating against white employees.
- Companies that have scaled back their DEI Initiatives on their own:
 - American Airlines
 - BlackRock
 - JPMorgan Chase
 - Kontoor Brands (Levi Jeans)
 - Lowe’s
 - Yum! Brands (Pizza Hut)
 - Pfizer
 - Comcast
 - Hello Alice (lawsuit alleging grant program offered in partnership with Progressive Insurance Company unlawfully discriminated against business owners based on race)
 - Goldman Sachs (“shut down diversity-driven investment fund”)

Mr. Eckert went on to explain that a program is most at risk when it confers a preference on certain individuals; the preference is given to members of a legally protected group (race, color, religion, national origin, and sex); and the preference relates to a palpable benefit (job promotion, pay raise, work assignment, access to training and development opportunities, or, in this case, grant funding opportunities). He stated that as of today he believes it is permissible to build a more diverse and inclusive culture overall, so long as it does not affect the benefits or opportunities of individual workers or applicants. We can value diversity; improve and broaden recruiting efforts to ensure a

diverse applicant pool; maintain outreach to diverse networks; support community organizations focused on inclusion efforts and issues; and avoid quotas and eligibility requirements based on race or other protected categories. He reiterated that he believes that JEDO does not need to amend the language but be wary of how the funds are expended and the Legal staffs of the County and City should provide training to the entities who will decide how the money will be spent.

Deputy Mayor Valdivia-Alcala stated that she wanted to make a personal comment that in her own opinion anybody that knows the history of this country knows that is a inane decision by the Supreme Court because we know the level of inequity in this Country and we know the level of racism in this Country. She also asked what would the training of staff look like and will the boxes on forms to check for ethnicity be taken off?

Mr. Eckert replied that they would get with the vendor and go through their list and compare to our list of what we know is permissible. As long as we stay within what is permissible then we are fine. He also stated that he would not advise to change the forms at all. It actually would protect ourselves by knowing who we are giving the monies to.

A PRESENTATION on Washburn Tech East 2nd Floor Buildout was presented.

A representative from Washburn Tech East asked for permission to spend some of their own dollars on a building that JEDO owns. She explained that Washburn Tech received \$1.5 million for capital investment funds. She gave an overview of Washburn Tech facts and what programs they have. She said they are still expanding and that's where the need for the second floor buildout comes. She explained that the proposed project was designed by HTK Architects, Inc., it will have classrooms, a meeting room and a student area. The first floor will also have minor enhancements. The projected cost is \$1.2 million and they are proposing to use Kelly Construction. She stated that they designed this to be as flexible as possible because over time the needs and programs will change.

Commissioner Cook stated that JEDO is excited for this project and we are thankful that they decided to spend their money on our building. He asked what are some of the programs we could expect to be on the second floor of Washburn Teck East?

Scott Smathers, Washburn Tech Dean, explained that they will start out by expanding their English Language acquisition programs and high school programs. They will change as the needs change.

Commissioner Cook clarified with the County Counselor, Rich Eckert, that they did not have to vote on this item. He also asked what the timeline was for the project.

The Washburn Tech representative explained that they are ready to begin the planning and get started as soon as they can. She thanked JEDO for their support

A PRESENTATION on Finance Committee's Project List Update was presented.

Braxton Copley, City of Topeka Public Works Director explained that the Finance Committee is comprised of the City and County Public Works Directors He stated that since the project list was

initially budgeted back in 2016 there has been record numbers of inflation and costs. They had adjusted those numbers last September. However they have not changed the priority of the projects. He went over some of the numbers and the shortfalls they will have in their budget. Those numbers and project lists is in the Agenda Packet.

Commissioner Cook inquired about what happens with the projects based on the budgetary shortfalls? Do we know what projects may not be completed? Or will the governing bodies have to put in the remaining amount.

Mr. Copley responded that it is entirely up to the governing body. Would they want to change the scope of the projects so they can be completed, do they want to take off some of the projects or do they want to supplement funding.

Commissioner Cook mentioned the County's most ambitious project be NW Rochester Road. He then asked about all the City's projects and how will they determine what projects they want to keep.

Mr. Copley stated that his intentions is to go to the Governing Body with options for them to decide. Then each entity would have to decide what they wanted to do.

Commissioner Cook asked the Counselor if these Items are listed in the Interlocal Agreement between the City and the County?

Rich Eckert, County Counselor explained that they were part of the Sales Tax Ballot question. He stated that sometimes this happens when there is shortfalls or surplus. The problem comes when we start taking projects of the list and replacing them with other projects. He advises that the best thing to do would be to consider the scope.

Councilmember Ortiz asked how short they were in funds.

Mr. Copley went over the numbers again using the 2%, stating that would mean they are \$16.7 million short at the current scope. Using the 6%, they are \$3.2 million short.

Commissioner Cook stated that at the time this was placed on the ballot, the City and the County had contemplated thing such as sales tax on food. If the legislature was to eliminate sales tax on food that would greatly reduce the amount of sales tax we would receive.

Commissioner Mays stated that it does not affect local sales tax, only state sales tax.

County Counselor, Rich Eckert stated that the legislature would have the power to potentially eliminate local sales tax also, which would greatly impact the projected income.

Councilmember Hiller thanked the JEDO members that suggested we do this review periodically. She asked how often should we bring this back to look over?

Mr. Copley replied that they are required under the Interlocal Agreement to supply JEDO with an updated project list yearly. He touched back on some of the most important projects right now such as 12th Street, Topeka to 21st and engineering contract with Huntoon.

Curt Niehaus, Shawnee County Public Works Director commented on some of the County's projects to include 46th Street to Rochester, and NW Rochester Road. He reiterated what Braxton said about the 2014 estimates being significantly different than they are today.

Councilmember Valdivia-Alcala commented that the public comment meetings are a great idea to be able to listen to the people and what they want.

Mr. Niehaus stated that they anticipate the Rochester Road project to have multiple public comment meetings.

A PRESENTATION on 2024 GO Topeka First Quarter Report was presented.

Molly Howey, GO Topeka President of Economic Development, presented. She stated that the Quarterly Report is in the Agenda Packet and they will just go over some updates since that has been published. The report contained their quarterly metrics as well.

Stephanie Moran, Senior VP of Innovation for GO Topeka, presented an update of the innovation center since the last JEDO Meeting. She stated they have confirmed economic viability of phased project approach and BioRealty has all their financing now in place. They have identified their senior lender and signed term sheets. They identified lease agreements and contracts with tenants are now ready to execute. The incentive agreement has one issue that they are currently working on. The following things have changed since the February JEDO meeting which include:

1. General Contractor would require 90% completed plans (vs. 65%-70%) to issue a GMAX. This added an additional 3 months and \$350 k of additional upfront expense.
2. The length of time it would take to resolve the Incentive and other key agreements.

Stan Wendzel, Principle of BioRealty added that the GMAX is the guaranteed maximum price for the contractor. Even though the GMAX is being delayed a little, there are other things they have accelerated on. Secondly, they are finding some opportunities for early occupancy.

Ms. Moran explained that they are close to finalizing the Key Agreements except for the one issue of the project start date. The timeline starts with the Architect and Design release is about 4-5 months. The asbestos abatement could initiate by July 1st and would take approximately 8 weeks to complete. The lead-based paint remediation is in tandem with the abatement. While the GMAX Contract is waiting to get done they can do permits, demo and construction. That leaves 1 year completion date.

Councilmember Hiller asked if they could have copies of the slides.

Ms. Moran then presented on an update on the K-State 105 Partnership. She stated that Go Topeka was awarded funding of \$315,000 to support the following initiatives they have going:

1. Plug and Play Partnership – GO Topeka/Kansas State

2. Utilizing K-State Expertise to provide technical support to early-stage startups, both locally and within the Plug and Play cohorts. Critical to ensuring success and expansion into the region.
3. Community Asset Map. Go Topeka has contracted with SourceLink to conduct the asset mapping project to be complete in August 2024.
4. Business Concierge Support. Fall 2024 following Asset Mapping, launch Business Concierge Support Office, identifying temporary location during buildout of Innovation Center.

Lastly, she gave a reminder of Plug and Play Expo June 5th and 6th. She said this is the biggest batch of start-ups they have had to date. She also played a video about the expo.

Commissioner Cook asked what are some of the products from the start-ups?

Ms. Moran stated there will be Landprint, Seise Me, alternate proteins, sustainability products and lab research.

Stephanie Norwood, GO Topeka Director of Entrepreneurship and Small Business, presented on the Community Health Map and where the districts that the incentives are. Per the Boards request she also provided a City Council District Map. She went over a graph of approved incentives by Industry, some of those including Accommodation and Food Service, Health Care and Social Assistance and Manufacturing. She also went over investments by type, equipment being the most heavily used in Q1. It also included training on these incentives and resources.

Councilmember Hiller asked how they measure how successful these incentives are?

Ms. Norwood replied that they send a survey to the recipients to fill out.

Ashley Lehman, GO Topeka Director of Business Development, presented on the current Project Pipeline. She explained these are companies that come from outside of Shawnee County and are looking to move into our community. Top industries include manufacturing and aviation. She said they have been meeting and talking with other economic development organizations and sight selectors. Some of those hot topics include cost of living, housing and incentives, population, supply demands, average worker age, power needs and cost of doing business.

Commissioner Cook asked if since Covid, are we seeing a demand for office space or is there still a lot of hybrid work? Also, what is Go Topeka doing to identify the open office spaces and get people in them? He also wanted to know what is the percentage of vacant office spaces.

Ms. Lehman explained they are mostly still seeing hybrid. She said they reach out to local brokers to identify office space as well as their own database. She said she would get the numbers for the vacant office spaces.

Trina Goss, GO Topeka Director of Business and Talent Initiatives, presented on some of the things coming up here in Topeka. She stated that the State of Kansas has recognized the need to grow the population in our state with the number of large businesses. They are working to target the boomerang talent pool. They will be launching a talent marketing campaign called Love

Kansas to bring people to the state. Topeka is on there and they are working to get Topeka information up on their website. Next, she spoke about the Childcare Initiative grant they received for \$3.1 million for expanding child care capacity and for communities to increase the talent pool for child care workers and possibly raise the average pay for child care providers. She went over the family forward website they have at familyforwardnow.com/families. It has information for Businesses, parents, and job seekers as well as scholarships. Lastly, she spoke on the Education and Industry Summit. It is taking place on July 25th at TPAC. The speaker will be Mark Perna.

Rhet Flood, Executive Director of Forge Young Talent spoke about their special initiative for the City of Topeka Flag. He announced that they got the flag passed to be an official license plate for the State and it is now available to purchase for a \$50 set-up fee.

PUBLIC COMMENT was provided by the following:

Henry McClure spoke about the Sales Tax Ballot, the Interlocal Agreement and the public works projects. He also talked about the grants and incentives and stated that we need to do what the voters wanted.

James Bolden spoke Arch Fletcher, the civil rights movement and how all people were created equal. He spoke about Go Topeka hiring consulting firms. He was wondering about the housing and urban development programs and who enforces the programs.

The Clerk announced the next JEDO Board meetings will be held on September 11, 2024 and December 11, 2024.

NO FURTHER BUSINESS appearing the meeting was adjourned at 7:45 p.m.

City of Topeka & Shawnee County



Agenda Item No. 3B

**JEDO Board Meeting
September 11, 2024**

ACTION ITEM:

APPROVAL of Incentive Agreement for Project Queen Bee

INCENTIVE AGREEMENT

This Incentive Agreement is effective May 8th, 2024, and is entered into between the following parties:

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

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

PROJECT QUEEN BEE

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

WHEREAS, PROJECT QUEEN BEE is contemplating investing approximately Forty-Seven Million Two Hundred Thousand Dollars (\$47,200,000.00) to construct improvements and equip additional production space in Shawnee County, Kansas; and

WHEREAS, PROJECT QUEEN BEE intends to expand its operations and, in the process, create one hundred eighty-two (182) full time jobs over the next approximately five (5) years; and

WHEREAS, GO TOPEKA desires to assist and promote PROJECT QUEEN BEE by offering up to One Million Five Hundred Ninety Thousand Four Hundred Dollars (\$1,590,400.00) in employment, training and investment incentives; and

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

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

WITNESSETH:

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

1. **Local Employment Incentive.** GO TOPEKA agrees to provide to PROJECT QUEEN BEE an employment incentive of up to One Million Two Hundred Twenty-Seven Thousand Dollars (\$1,227,000.00) (the “Employment Incentive”) for net new Full Time Employment Positions created by PROJECT QUEEN BEE over five (5) years, subject to the limitations and requirements outlined herein. The eligibility for Employment Incentive of a new Full Time Employment Position is based on annual employee compensation as follows:

<u>Annual Compensation</u>	<u>Total Employment Incentive</u>	<u>Per Year</u>
• \$50,000 - \$59,999	\$5,000	\$1,000
• \$60,000 - \$69,999	\$6,000	\$1,200
• \$70,000 - \$79,000	\$7,000	\$1,400
• \$80,000 - \$89,999	\$8,000	\$1,600
• \$90,000 - \$99,999	\$9,000	\$1,800
• \$100,000 - \$109,999	\$10,000	\$2,000
• \$110,000 - \$119,000	\$11,000	\$2,200
• \$120,000 or more	\$12,000	\$2,400

A Full Time Employment Position receiving compensation of less than \$50,000 annually is not eligible for an Employment Incentive.

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

and pays all federal, state and local employment taxes attributable to the employee. More than one position cannot be aggregated to qualify for an Employment Incentive.

Only new Full-Time Employment Positions shall be eligible for the Employment Incentive. A “new” Full Time Employment Position is an otherwise eligible Full Time Employment Position that is in excess of and in addition to the 378 Full Time Employees employed by PROJECT QUEEN BEE as of May 8th, 2024.

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

Notwithstanding anything to the contrary herein, a maximum Employment Incentive available hereunder shall not exceed One Million Two Hundred Twenty-Seven Thousand Dollars (\$1,227,000) in the aggregate. Generally, the maximum annual Employment Incentive payment shall be Two Hundred Forty-Five Thousand Four Hundred Dollars (\$245,400); however, if PROJECT QUEEN BEE is experiencing faster than anticipated growth and the GO TOPEKA budget allows, the yearly Employment Incentive may exceed the noted maximum at the direction of the President of GO TOPEKA.

Installments of the Employment Incentive shall be available to be earned for up to five (5) consecutive years, with the first qualifying year beginning on May 8th, 2024 (with the Employment Incentive installment relating to Full Time Employment Positions established in 2024 paid in 2025), and the last qualifying year (depending when a position was added) ending on May 7th, 2029 (with the first Employment Incentive installment relating thereto paid in the third quarter of 2029).

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

- New Full Time Employment Positions hired between May 8th, 2024 and December 31, 2024 will be eligible to receive the first incentive payment installment in 2025;
- New Full Time Employment Positions hired between January 1, 2025 and December 31, 2025 will be eligible to receive the first incentive payment installment in 2026;

- New Full Time Employment Positions hired between January 1, 2026 and December 31, 2026 will be eligible to receive the first incentive payment installment in 2027;
- New Full Time Employment Positions hired between January 1, 2027 and December 31, 2027 will be eligible to receive the first incentive payment installment in 2028;
- New Full Time Employment Positions hired between January 1, 2028 and December 31, 2028 will be eligible to receive the first incentive payment installment in 2029;
- New Full Time Employment Positions hired between January 1, 2029 and May 7th, 2029 will be eligible to receive the first incentive payment installment in the third quarter of 2029;

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

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

For purposes of illustration, if PROJECT QUEEN BEE hires throughout the period between January 1, 2025 and December 31, 2025 three (3) new Full Time Employment Positions receiving compensation of at least \$60,000.00 and one (1) new Full Time Employment Positions receiving compensation in excess of \$120,000.00, it would be eligible to receive an Employment Incentive installment in the amount of \$6,000 [(3 x 1,200) + (1 x 2,400)] in 2026 upon receipt and verification of appropriate documentation.

2. Employment Incentive Calculation Documentation. When and as reasonably requested by GO TOPEKA, PROJECT QUEEN BEE shall provide GO TOPEKA with state and federal employment tax returns and/or other information reasonably necessary to establish employment levels in Shawnee County, Kansas, for purposes of calculating Employment Incentives and monitoring PROJECT QUEEN BEE's performance hereunder. GO TOPEKA is granted the right to audit payroll and human resources records at any time during the term of this Agreement. GO TOPEKA is granted the right to reduce payments made to PROJECT QUEEN BEE by amounts found to be improper, unauthorized or unsubstantiated. GO TOPEKA shall

have sole authority in this regard and shall base its decision upon information submitted, including absence of documents to substantiate expenditure.

3. Employee Training Incentive. PROJECT QUEEN BEE may earn an Employee Training Incentive in an amount not to exceed One Hundred Eighty-Two Thousand Dollars (\$182,000.00) (the “Employee Training Incentive”).

GO Topeka shall reimburse PROJECT QUEEN BEE for verifiable training costs including, but not limited to, tuition, registration fees, computer software for in-house training and other direct training costs incurred from May 8th, 2024 to May 7th, 2029 in accordance with the following provisions. PROJECT QUEEN BEE shall be eligible for up to One Thousand Dollars \$1,000 in Employee Training Incentive for up to one hundred eighty-two (182), net new Full Time Employment Position (as defined in Section 1 “Local Employment Incentive”), created by PROJECT QUEEN BEE. Thus, for PROJECT QUEEN BEE to receive all One Hundred Eight-Two Thousand Dollars (\$182,000) in Employee Training Incentive the company’s full-time employment would need to increase to at least five hundred sixty (560).

An Employee Training Incentive payment may be made to PROJECT QUEEN BEE starting in 2025 for training costs incurred by any full-time employee (new or existing) at PROJECT QUEEN BEE in 2024 upon proof of approved training expenses in the form of paid invoices, or other verifiable records confirming payment for approved training expenses. The amount of Employee Training Incentive available in 2025 will be based on net new Full Time Employment Positions created by PROJECT QUEEN BEE in 2024. For example, if PROJECT QUEEN BEE created twenty-five (25) new Full Time Employment Positions in 2024, increasing the company’s full time employee count to four hundred three (403) PROJECT QUEEN BEE could receive a reimbursement of up to \$25,000 in 2025, for expenses incurred to train any existing or new full-time employee. Payment for training expenses incurred shall be available on a yearly basis thereafter through 2029 based on the previous year’s job creation and verifiable training costs. GO TOPEKA shall not reimburse PROJECT QUEEN BEE wages paid to an employee while they are in training or incidental costs associated with training such as travel expenses, meals, and lodging.

4. Real Estate and Equipment Investment Incentive. For each One Million Dollars (\$1,000,000) in expenditure made by PROJECT QUEEN BEE between May 8th, 2024 and May 7th, 2029 for the improvement of its real property located at

_____, Topeka in Shawnee County, Kansas GO TOPEKA shall pay an incentive to PROJECT QUEEN BEE of Eight Thousand Dollars (The “Real Estate Investment Incentive”). The aggregate of said real estate investment incentive payments shall not exceed One Hundred Sixteen Thousand Dollars (\$116,000). PROJECT QUEEN BEE’s investment in its real property in Shawnee County is expected to be Fourteen Million Five Hundred Thousand Dollars (\$14,500,000). The Real Estate Incentive payments shall be made to PROJECT QUEEN BEE upon GO TOPEKA’s receipt of documentary evidence showing the investment and improvement (construction/remodel) in the real property.

For each One Million Dollars (\$1,000,000) in expenditure made by PROJECT QUEEN BEE between May 8th, 2024 and May 7th, 2029 for the purchase of equipment to be housed at its real estate located in Shawnee County, Kansas GO TOPEKA shall pay an incentive to PROJECT QUEEN BEE of Two Thousand Dollars (\$2,000) (The “Equipment Investment Incentive”). The aggregate of said equipment investment incentive payments shall not exceed Sixty Five Thousand Four Hundred Dollars (\$65,400). PROJECT QUEEN BEE’s investment in its equipment is expected to be Thirty-Two Million Seven Hundred Thousand Dollars (\$32,700,000). The Equipment Investment Incentive payments shall be made to PROJECT QUEEN BEE upon GO TOPEKA’s receipt of documentary evidence showing the purchase of said equipment.

5. Use of Funds. The funds received by PROJECT QUEEN BEE pursuant hereto shall be used for the purpose of purchasing and improving real estate and equipment in Shawnee County, Kansas and for the employment and training of persons to be employed in Shawnee County, Kansas.

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

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

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

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

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

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

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

f. Time is of the essence of this Agreement.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

“PROJECT QUEEN BEE”

By: _____
_____, _____

“GO TOPEKA”

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

By: _____
Molly Howey, President

City of Topeka & Shawnee County



Agenda Item No. 3C

**JEDO Board Meeting
September 11, 2024**

ACTION ITEM:

APPROVAL of Incentive Agreement for Project Oriole

INCENTIVE AGREEMENT

This Incentive Agreement is effective May 8th, 2024, and is entered into between the following parties:

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

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

PROJECT ORIOLE

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

WHEREAS, PROJECT ORIOLE is contemplating investing approximately Thirty-One Million Dollars (\$31,000,000.00) to construct improvements and equip additional production space in Shawnee County, Kansas; and

WHEREAS, PROJECT ORIOLE intends to expand its operations and, in the process, create sixty (60) full time jobs over the next approximately five (5) years; and

WHEREAS, GO TOPEKA desires to assist and promote PROJECT ORIOLE by offering up to Two Hundred Seventy-Two Thousand Dollars (\$272,000.00) in employment, training and investment incentives; and

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

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

WITNESSETH:

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

1. **Local Employment Incentive.** GO TOPEKA agrees to provide to PROJECT ORIOLE an employment incentive of up to Seventy-Five Thousand Dollars (\$75,000.00) (the “Employment Incentive”) for up to Fifteen (15) new Full Time Employment Positions created by PROJECT ORIOLE over five (5) years, subject to the limitations and requirements outlined herein. The eligibility for Employment Incentive of a new Full Time Employment Position is based on annual employee compensation as follows:

<u>Annual Compensation</u>	<u>Total Employment Incentive</u>	<u>Per Year</u>
• \$50,000 or above	\$5,000	\$1,000

A Full Time Employment Position receiving compensation of less than \$50,000.00 annually is not eligible for an Employment Incentive.

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

Only new Full Time Employment Positions shall be eligible for the Employment Incentive. A “new” Full Time Employment Position is an otherwise eligible Full Time Employment Position that is in excess of and in addition to the 390 Full Time Employees employed by PROJECT ORIOLE as of May 8th, 2024.

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

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

Notwithstanding anything to the contrary herein, a maximum Employment Incentive available hereunder shall not exceed Seventy-Five Thousand Dollars (\$75,000) in the aggregate. Generally, the maximum annual Employment Incentive payment shall be Fifteen Thousand (\$15,000); however, if PROJECT ORIOLE is experiencing faster than anticipated growth and the GO TOPEKA budget allows, the yearly Employment Incentive may exceed the noted maximum at the direction of the President of GO TOPEKA.

Installments of the Employment Incentive shall be available to be earned for up to five (5) consecutive years, with the first qualifying period beginning on May 8th, 2024 (with the Employment Incentive installment relating to Full Time Employment Positions established in 2024 paid in 2025), and the last qualifying period (depending when a position was added) ending on May 7th, 2029 (with the first Employment Incentive installment relating thereto paid in the third quarter of 2029). The Employment Incentives shall not exceed Fifteen Thousand Dollars (\$15,000) in any one calendar year.

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

- New Full Time Employment Positions hired between May 8th, 2024 and December 31, 2024 will be eligible to receive the first incentive payment installment in 2025;
- New Full Time Employment Positions hired between January 1, 2025 and December 31, 2025 will be eligible to receive the first incentive payment installment in 2026;
- New Full Time Employment Positions hired between January 1, 2026 and December 31, 2026 will be eligible to receive the first incentive payment installment in 2027;
- New Full Time Employment Positions hired between January 1, 2027 and December 31, 2027 will be eligible to receive the first incentive payment installment in 2028;
- New Full Time Employment Positions hired between January 1, 2028 and December 31, 2028 will be eligible to receive the first incentive payment installment in 2029;

- New Full Time Employment Positions hired between January 1, 2029 and May 7th, 2029 will be eligible to receive the first incentive payment installment in the third quarter of 2029;

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

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

For purposes of illustration, if PROJECT ORIOLE hires throughout the period between January 1, 2025 and December 31, 2025 three (3) new Full Time Employment Positions receiving compensation of at least \$50,000 and one (1) new Full Time Employment Positions receiving compensation less than \$50,000.00, it would be eligible to receive an Employment Incentive installment in the amount of \$3,000 [(3 x 1,000) + (1 x 0)] in 2026 upon receipt and verification of appropriate documentation.

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

3. Employee Training Incentive. PROJECT ORIOLE may earn an Employee Training Incentive in an amount not to exceed Sixty Thousand Dollars (\$60,000.00) (the "Employee Training Incentive").

GO Topeka shall reimburse PROJECT ORIOLE for verifiable training costs including, but not limited to, tuition, registration fees, computer software for in-house training and other

direct training costs incurred from May 8th, 2024 to May 7th, 2029 in accordance with the following provisions. PROJECT ORIOLE shall be eligible for up to One Thousand Dollars \$1,000 in Employee Training Incentive for up to sixty (60) net new Full Time Employment Position (as defined in Section 1 “Local Employment Incentive”), created by PROJECT ORIOLE. Thus, for PROJECT ORIOLE to receive all Sixty Thousand Dollars (\$60,000) in Employee Training Incentive the company’s full-time employment would need to increase to at least four hundred fifty (450).

An Employee Training Incentive payment may be made to PROJECT ORIOLE starting in 2025 for training costs incurred by any full-time employee (new or existing) at PROJECT ORIOLE in 2024 upon proof of approved training expenses in the form of paid invoices, or other verifiable records confirming payment for approved training expenses. The amount of Employee Training Incentive available in 2025 will be based on net new Full Time Employment Positions created by PROJECT ORIOLE in 2024. For example, if PROJECT ORIOLE created five (5) new Full Time Employment Positions in 2024, increasing the company’s full time employee count to three hundred ninety-five (395) PROJECT ORIOLE could receive a reimbursement of up to \$5,000 in 2025, for expenses incurred to train any existing or new full-time employee. Payment for training expenses incurred shall be available on a yearly basis thereafter through 2029 based on the previous year’s job creation and verifiable training costs. GO TOPEKA shall not reimburse PROJECT ORIOLE for wages paid to an employee while they are in training or incidental costs associated with training such as travel expenses, meals, and lodging.

4. Real Estate & Equipment Investment Incentive. For each One Million Dollars (\$1,000,000) in expenditure made by PROJECT ORIOLE between May 8th, 2024 and May 7th, 2029 for the improvement of its real property located at _____, Topeka in Shawnee County, Kansas GO TOPEKA shall pay an incentive to PROJECT ORIOLE of Five Thousand Dollars (\$5,000) (The “Real Estate Investment Incentive”). The aggregate of said real estate investment incentive payments shall not exceed One Hundred Twenty-Five Thousand Dollars (\$125,000). PROJECT ORIOLE’s investment in its real property in Shawnee County is expected to be Twenty-Five Million Dollars (\$25,000,000). The Real Estate Incentive payments shall be made to PROJECT ORIOLE upon GO TOPEKA’s receipt of documentary evidence showing the investment and improvement (construction/remodel) in the real property.

For each One Million Dollars (\$1,000,000) in expenditure made by PROJECT ORIOLE between May 8th, 2024 and May 7th, 2029 for the purchase of equipment to be housed at its real estate located in Shawnee County, Kansas GO TOPEKA shall pay an incentive to PROJECT ORIOLE of Two Thousand Dollars (\$2,000) (The “Equipment Investment Incentive”). The aggregate of said equipment investment incentive payments shall not exceed Twelve Thousand Dollars (\$12,000). The equipment investment incentive payments shall be made to PROJECT ORIOLE upon GO TOPEKA’s receipt of documentary evidence showing the purchase of said equipment.

5. **Use of Funds.** The funds received by PROJECT ORIOLE pursuant hereto shall be used for the purpose of purchasing and improving real estate and equipment in Shawnee County, Kansas and for the employment and training of persons to be employed in Shawnee County, Kansas.

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

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

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

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

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

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

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

f. Time is of the essence of this Agreement.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

“PROJECT ORIOLE”

By: _____
_____, _____

“GO TOPEKA”

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

By: _____
Molly Howey, President

City of Topeka & Shawnee County



Agenda Item No. 3D

**JEDO Board Meeting
September 11, 2024**

ACTION ITEM:

APPROVAL of Incentive Funding for Project Finish Line



Incentive Funding Proposal | Project Finish Line

July 2024

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

- Capital Investment of \$57M (\$37M in real property; \$20M in machinery & equipment)
- 300 new jobs over the next five years
- \$51,000 annual wage

Real Property Incentive

GO Topeka is offering a cash incentive of \$296,000 paid upon performance for the investment in the company's Topeka facility expansion.

Equipment Investment Incentive

GO Topeka is offering a cash incentive of \$40,000 paid upon performance for investing in equipment at the Topeka site.

Employment Incentive

Based on the scope of the project and the projected average annual salary, GO Topeka will incentivize up to 300 new jobs with an annual salary of \$50,000 - \$59,999 at a rate of \$5,000 per new job, paid out over a period of five years as earned. The total value of the employment incentive offered is \$1,500,000

Cash for Training

The community recognizes the importance of a skilled workforce. All new jobs (up to 300) will qualify for training incentives in the form of reimbursement at a rate of \$1,000 per new employee added for a total maximum training incentive of \$300,000.

GO Topeka Cash Incentives	
Real Property Investment Incentive	\$296,000
Equipment Investment Incentive	\$40,000
Employment Incentive	\$1,500,000
<u>Training Incentive</u>	<u>\$300,000</u>
TOTAL	\$2,136,000



Agenda Item No. 3E

**JEDO Board Meeting
September 11, 2024**

ACTION ITEM:

APPROVAL of Incentive Funding for Project Brick



Proposed Incentives | Project Brick

Revised 08.12.24

GO Topeka has been working with a local company to assist in the growth of their company. The details of the proposed employment incentives for Project Brick are below.

Employment Cash Incentive

Based on the scope of the project and the projected annual salary range of \$60,000 - \$110,000 plus benefits, GO Topeka will offer a performance-based cash incentive payable over five years as earned per employee for up to 13 employees.

Total value of the employment incentive offered is: \$99,000

Cash for Training

The community recognizes the importance of a skilled workforce. As part of the incentive package GO Topeka will offer a cash training incentive of \$1,000 per new employee for up to 13 employees.

Total value of the training incentive offered is: \$13,000

GO Topeka Cash Incentive

Employment Incentive Value	\$99,000
Training Incentive Value	\$13,000
Total GO Topeka Incentive Value	\$112,000

City of Topeka & Shawnee County

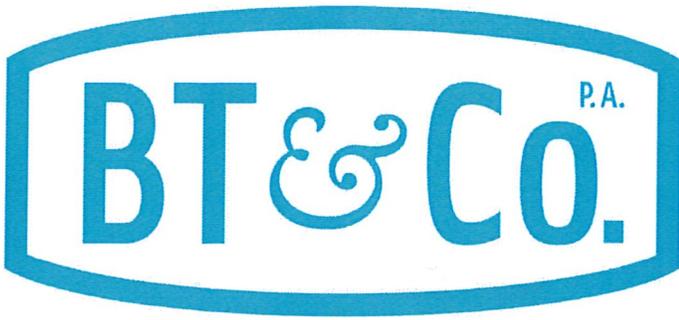


Agenda Item No. 3F

**JEDO Board Meeting
September 11, 2024**

ACTION ITEM:

APPROVAL of 2023 GO Topeka Audit



Certified Public Accountants

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE
COUNTY, INC. AND SUBSIDIARY

Report to the Board of Directors
May 2, 2024



May 2, 2024

Board of Directors
Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary
Topeka, Kansas 66603

We are pleased to present this report related to our audit of the consolidated financial statements of Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary (the Organization) as of and for the year ended December 31, 2023. This report summarizes certain matters required by professional standards to be communicated to you in your oversight responsibility for the Organization's financial reporting process.

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

BT & Co., P.A.

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

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GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.
AND SUBSIDIARY
Report to the Board of Directors
May 2, 2024

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Required Communications

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

Area	Comments
Our Responsibilities With Regard to the Financial Statement Audit	Our responsibilities under auditing standards generally accepted in the United States of America have been described to you in our engagement letter dated February 16, 2024. Our audit of the consolidated financial statements does not relieve management or those charged with governance of their responsibilities, which are also described in that letter.
Overview of the Planned Scope and Timing of the Financial Statement Audit	We have issued a separate communication dated March 6, 2024 regarding the planned scope and timing of our audit and identified significant risks.
Accounting Policies and Practices	Preferability of Accounting Policies and Practices Under accounting principles generally accepted in the United States of America, in certain circumstances, management may select among alternative accounting practices. In our view, in such circumstances, management has selected the preferable accounting practice. Adoption of, or Change in, Accounting Policies Management has the ultimate responsibility for the appropriateness of the accounting policies used by the Organization. The Organization did not adopt any significant new accounting policies, nor have there been any changes in existing significant accounting policies during the current period. Significant Accounting Policies We did not identify any significant accounting policies in controversial or emerging areas for which there is a lack of authoritative guidance or consensus.

Area	Comments
	<p>Significant Unusual Transactions</p> <p>We did not identify any significant unusual transactions.</p>
	<p>Management's Judgments and Accounting Estimates</p> <p>Summary information about the process used by management in formulating particularly sensitive accounting estimates and about our conclusions regarding the reasonableness of the estimate is in the attached Summary of Significant Accounting Estimates.</p>
Audit Adjustments	<p>There were no audit adjustments made to the original trial balance presented to us to begin our audit.</p>
Uncorrected Misstatements	<p>We are not aware of any uncorrected misstatements other than misstatements that are clearly trivial.</p>
Observations About the Audit Process	<p>Disagreements With Management</p> <p>We encountered no disagreements with management over the application of significant accounting principles, the basis for management's judgments on any significant matters, the scope of the audit, or significant disclosures to be included in the consolidated financial statements.</p> <p>Consultations With Other Accountants</p> <p>We are not aware of any consultations management had with other accountants about accounting or auditing matters.</p> <p>Significant Issues Discussed with Management</p> <p>No significant issues arising from the audit were discussed or were the subject of correspondence with management.</p> <p>Significant Difficulties Encountered in Performing the Audit</p> <p>We did not encounter any significant difficulties in dealing with management during the audit.</p>

Area	Comments
<p>Shared Responsibilities for Independence</p>	<p>Difficult or Contentious Matters That Required Consultation</p> <p>We did not encounter any significant and difficult or contentious matters that required consultation outside the engagement team.</p> <p>Independence is a joint responsibility and is managed most effectively when management, audit committees (or their equivalents), and audit firms work together in considering compliance with American Institute of Certified Public Accountants (AICPA) independence rules. For BT&Co., P.A. to fulfill its professional responsibility to maintain and monitor independence, management, the Board of Directors, and BT&Co., P.A. each play an important role.</p> <p>Our Responsibilities</p> <ul style="list-style-type: none"> • AICPA rules require independence both of mind and in appearance when providing audit and other attestation services. BT&Co., P.A. is to ensure that the AICPA's General Requirements for performing non-attest services are adhered to and included in all letters of engagement. • Maintain a system of quality management over compliance with independence rules and firm policies. <p>The Organization's Responsibilities</p> <ul style="list-style-type: none"> • Timely inform BT&Co., P.A., before the effective date of transactions or other business changes, of the following: <ul style="list-style-type: none"> – New affiliates, directors, or officers. – Changes in corporate structure impacting affiliates. • Provide necessary affiliate information such as new or updated structure charts, as well as financial information required to perform materiality calculations needed for making affiliate determinations. • Understand and conclude on the permissibility, prior to the Organization and its affiliates, officers, directors, or persons in a decision-making capacity, engaging in business relationships with BT&Co., P.A.

Area	Comments
<p>Significant Written Communications Between Management and Our Firm</p>	<ul style="list-style-type: none"> <li data-bbox="795 247 1404 426">• Not entering into relationships resulting in close family members of BT&Co., P.A. covered persons, temporarily or permanently acting in an accounting, or financial reporting oversight role at the Organization. <p data-bbox="779 436 1404 583">Copies of significant written communications between our firm and the management of the Organization, including the representation letter provided to us by management, are attached.</p>

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC.

Summary of Significant Accounting Estimates Year Ended December 31, 2023

Accounting estimates are an integral part of the preparation of the financial statements and are based upon management’s current judgment. The process used by management encompasses their knowledge and experience about past and current events, and certain assumptions about future events. You may wish to monitor throughout the year the process used to determine and record these accounting estimates. The following summarizes the significant accounting estimates reflected in the Organization’s consolidated financial statements:

Significant Accounting Estimate	
Fair value of investments	
Accounting policy	The fair value of investments is computed by the custodians of the Organization’s investments.
Management’s estimation process	Management of the Organization obtained and reviewed the year-end valuations prepared by the custodians.
Basis for our conclusion on the reasonableness of the estimate	Review of the investment information prepared by the custodians resulted in our conclusion that the estimates appear reasonable.



May 2, 2024

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

This representation letter is provided in connection with your audits of the consolidated financial statements of Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary (the Organization), which comprise the statements of financial position as of December 31, 2023 and 2022, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements (collectively, the financial statements), for the purpose of expressing an opinion on whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

We confirm, to the best of our knowledge and belief, that as of the date of the auditors' report:

Financial Statements

1. We have fulfilled our responsibilities, as set out in the terms of the audit engagement letter dated February 16, 2024, for the preparation and fair presentation of the financial statements referred to above in accordance with U.S. GAAP.
2. We acknowledge our responsibility for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.
3. We acknowledge our responsibility for the design, implementation and maintenance of controls to prevent and detect fraud.
4. The methods, data, and significant assumptions used by us in making accounting estimates and their related disclosures are appropriate to achieve recognition, measurement, or disclosure that is reasonable in the context of U.S. GAAP, and reflect our judgment based on our knowledge and experience about past and current events, and our assumptions about conditions we expect to exist and courses of action we expect to take.
5. Related-party relationships and transactions have been appropriately accounted for and disclosed in accordance with the requirements of U.S. GAAP.
6. All events subsequent to the date of the financial statements, and for which U.S. GAAP requires adjustment or disclosure, have been adjusted or disclosed.
7. The effects of all known actual or possible litigation and claims have been accounted for and disclosed in accordance with U.S. GAAP.

8. In the audit engagement letter dated February 16, 2024, we requested that you perform the following accounting services in connection with your audit:
 - a. Draft the financial statements;
 - b. Tax return preparation services.

With respect to these services:

- a. We have made all management decisions and performed all management functions;
 - b. We assigned an appropriate individual to oversee the services;
 - c. We evaluated the adequacy and results of the services performed, and made an informed judgment on the results of the services performed;
 - d. We have accepted responsibility for the results of the services; and
 - e. We have accepted responsibility for all significant judgments and decisions that were made.
9. We have no knowledge of any uncorrected misstatements in the financial statements.

Information Provided

10. We have provided you with:
 - a. Access to all information of which we are aware that is relevant to the preparation and fair presentation of the financial statements such as records, documentation and other matters.
 - b. Additional information that you have requested from us for the purpose of the audit[s].
 - c. Unrestricted access to persons within the Organization from whom you determined it necessary to obtain audit evidence.
 - d. Minutes of the meetings of the governing board and committees, or summaries of actions of recent meetings for which minutes have not yet been prepared.
11. All transactions have been recorded in the accounting records and are reflected in the financial statements.
12. We have disclosed to you the results of our assessment of risk that the financial statements may be materially misstated as a result of fraud.
13. We have no knowledge of allegations of fraud or suspected fraud affecting the Organization's financial statements involving:
 - a. Management.
 - b. Employees who have significant roles in internal control.
 - c. Others where the fraud could have a material effect on the financial statements.

14. We have no knowledge of any allegations of fraud or suspected fraud affecting the Organization's financial statements received in communications from employees, former employees, regulators or others.
15. We have no knowledge of noncompliance or suspected noncompliance with laws and regulations. Additionally, we specifically represent that we are responsible for determining that we are not subject to the requirements of the Single Audit Act because we have not received, expended or otherwise been the beneficiary of the required amount of federal awards during the period of this audit.
16. We are not aware of any pending or threatened litigation and claims whose effects were considered when preparing the financial statements.
17. We have disclosed to you the identity of all of the Organization's related parties and all the related-party relationships and transactions of which we are aware.
18. We are aware of no deficiencies in internal control over financial reporting, including significant deficiencies or material weaknesses, in the design or operation of internal controls that could adversely affect the Organization's ability to record, process, summarize and report financial data.
19. There have been no communications from regulatory agencies concerning noncompliance with, or deficiencies in, financial reporting practices.
20. In accordance with the terms and conditions set forth in the audit engagement letter, we have:
 - a. Notified you of all planned transactions involving investments of 20% or greater in or acquisitions of other entities by the Organization, sufficiently in advance of their effective dates to enable the Organization and BT&Co., P.A. to identify and eliminate potential impermissible services and relationships between BT&Co., P.A. and those potential subsidiaries or equity-method investees, prior to the effective dates.
 - b. Made you aware, to the best of our knowledge and belief, of any nonaudit services that the Organization or any of our affiliates has engaged BT&Co., P.A. to perform.
21. During the course of your audits, you may have accumulated records containing data that should be reflected in our books and records. All such data have been so reflected. Accordingly, copies of such records in your possession are no longer needed by us.

Supplementary Information

22. With respect to supplementary information presented in relation to the financial statements as a whole:
 - a. We acknowledge our responsibility for the presentation of such information.
 - b. We believe such information, including its form and content, is fairly presented in accordance with U.S. GAAP.
 - c. The methods of measurement or presentation have not changed from those used in the prior period.

- d. When supplementary information is not presented with the audited financial statements, we will make the audited financial statements readily available to the intended users of the supplementary information no later than the date of issuance of the supplementary information and the auditors' report thereon.

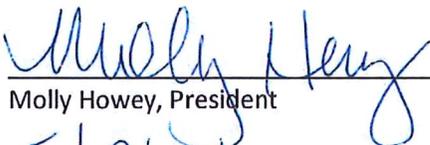
GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY



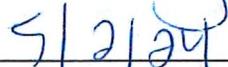
Josh Patterson, Chief Financial Officer



Date Signed



Molly Howey, President



Date Signed



Certified Public Accountants

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE
COUNTY, INC. AND SUBSIDIARY

CONSOLIDATED FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2023 AND 2022

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary
Topeka, Kansas

Opinion

We have audited the consolidated financial statements of Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary (the Organization), which comprise the consolidated statements of financial position as of December 31, 2023 and 2022, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Organization as of December 31, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the consolidated financial statements are issued or available to be issued.

An Independently Owned Member, RSM US Alliance

RSM US Alliance member firms are separate and independent businesses and legal entities that are responsible for their own acts and omissions, and each are separate and independent from RSM US LLP. RSM US LLP is the U.S. member firm of RSM International, a global network of independent audit, tax, and consulting firms. Members of RSM US Alliance have access to RSM International resources through RSM US LLP but are not member firms of RSM International.

Auditors' Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS, we:

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

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

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information on pages 19 - 22 is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the accompanying supplementary information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

BT&Co, P.A.

May 2, 2024
Topeka, Kansas

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
December 31, 2023 and 2022

	2023	2022
<u>ASSETS</u>		
Current assets:		
Cash and cash equivalents	\$ 11,422,183	\$ 9,906,789
ETLC restricted cash	1,587,479	1,627,355
Investments	6,529,644	6,229,820
Grants receivable	-	11,225
Accounts receivable	39,876	498
Due from Greater Topeka Partnership Foundation	6,500	1,500
Prepaid expenses	76,981	60,403
	19,662,663	17,837,590
Property and equipment, net	4,034,289	4,129,724
Other assets:		
Right of use operating lease asset	134,852	178,035
Land held for economic development	1,787,305	1,787,305
	25,619,109	23,932,654
	\$ 25,619,109	\$ 23,932,654
<u>LIABILITIES AND NET ASSETS</u>		
Current liabilities:		
Lease liability - current	\$ 47,079	\$ 41,927
Accounts payable	68,459	81,484
Due to Visit Topeka	-	3,400
Due to Greater Topeka Partnership	311,328	271,152
Deferred revenue	17,056,016	15,600,075
Other current liabilities	15,791	44,041
	17,498,673	16,042,079
Other liabilities:		
KFCP Improvement Fund	427,934	430,934
Lease liability - long-term	91,104	138,183
Long-term debt, net of loan fees	6,212,264	6,202,537
	24,229,975	22,813,733
Net assets:		
Without donor restrictions:		
Undesignated	(398,171)	(668,384)
Board designated	1,787,305	1,787,305
	1,389,134	1,118,921
Total liabilities and net assets	\$ 25,619,109	\$ 23,932,654

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF ACTIVITIES
Years Ended December 31, 2023 and 2022

	2023	2022
Support and revenues:		
JEDO grant revenue	\$ 3,615,146	\$ 3,687,323
Other grant revenue	(59)	52,152
Other income	88,070	347,673
Sponsorship revenue	219,676	210,478
Sponsorship revenue, nonfinancial	27,188	-
Event revenue	42,763	40,500
Interest and investment income	331,143	66,655
Affiliate support revenue	285,559	240,726
	4,609,486	4,645,507
Total support and revenues		
Expenses:		
Program expenses:		
Economic development	2,915,207	3,413,943
Events	161,712	47,943
East Topeka Learning Center (ETLC)	205,339	226,709
Marketing	469,953	389,947
	3,752,211	4,078,542
Total program expenses		
Supporting services expense:		
General and administrative	587,062	569,312
	4,339,273	4,647,854
Total expenses		
Change in net assets	270,213	(2,347)
Net assets, beginning of year	1,118,921	1,121,268
Net assets, end of year	\$ 1,389,134	\$ 1,118,921

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
Year Ended December 31, 2023

	Economic Development	Events	ETLC	Marketing	General and Administrative	Total Expenses
Payroll/benefits	\$ 907,261	\$ -	\$ -	\$ -	\$ -	\$ 907,261
Other compensation	5,262	-	-	-	-	5,262
Professional services	157,334	10,717	-	5,678	28,801	202,530
Other employee related costs	47,170	780	-	-	1,969	49,919
Shared services	-	-	-	271,000	407,000	678,000
Total personnel expenses	1,117,027	11,497	-	276,678	437,770	1,842,972
Program/event expense	40,572	51,675	-	-	-	92,247
Sales travel	12,095	-	-	-	-	12,095
Hospitality	53,947	58,800	-	1,553	-	114,300
Grants/sponsor/contrib/scholar	370,965	30,759	-	12,176	-	413,900
Total program expenses	477,579	141,234	-	13,729	-	632,542
Occupancy	242,614	-	-	-	90,479	333,093
Office expense	7,222	527	12,540	1,225	12,388	33,902
Dues/subscriptions	80,817	383	1,300	175	2,803	85,478
Advertising	-	5,446	-	178,144	-	183,590
Depreciation	-	-	105,069	-	28,818	133,887
Insurance/taxes/fees	18,583	2,625	3,406	2	14,804	39,420
Interest expense	-	-	83,024	-	-	83,024
Total operational expenses	349,236	8,981	205,339	179,546	149,292	892,394
Total expenses before incentives	1,943,842	161,712	205,339	469,953	587,062	3,367,908
Business incentives	971,365	-	-	-	-	971,365
Total expenses	\$ 2,915,207	\$ 161,712	\$ 205,339	\$ 469,953	\$ 587,062	\$ 4,339,273

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
Year Ended December 31, 2022

	Economic Development	Events	ETLC	Marketing	General and Administrative	Total Expenses
Payroll/benefits	\$ 1,029,860	\$ -	\$ -	\$ -	\$ -	\$ 1,029,860
Other compensation	6,073	-	-	-	-	6,073
Professional services	180,944	1,395	-	-	25,986	208,325
Other employee related costs	67,727	693	-	-	530	68,950
Shared services	-	-	-	230,000	400,000	630,000
Total personnel expenses	1,284,604	2,088	-	230,000	426,516	1,943,208
Program/event expense	53,049	19,466	-	-	32	72,547
Sales travel	10,348	-	-	-	-	10,348
Hospitality	48,621	18,015	-	-	255	66,891
Grants/sponsor/contrib/scholar	451,423	-	-	-	-	451,423
Total program expenses	563,441	37,481	-	-	287	601,209
Occupancy	248,124	-	-	-	94,565	342,689
Office expense	8,996	1,193	16,942	-	8,334	35,465
Dues/subscriptions	63,291	-	1,500	150	9,556	74,497
Advertising	-	5,389	-	159,797	-	165,186
Depreciation	-	-	105,069	-	9,346	114,415
Insurance/taxes/fees	11,534	1,792	20,174	-	15,862	49,362
Interest expense	-	-	83,024	-	-	83,024
Bad debt expense	-	-	-	-	4,846	4,846
Total operational expenses	331,945	8,374	226,709	159,947	142,509	869,484
Total expenses before incentives	2,179,990	47,943	226,709	389,947	569,312	3,413,901
Business incentives	1,233,953	-	-	-	-	1,233,953
Total expenses	\$ 3,413,943	\$ 47,943	\$ 226,709	\$ 389,947	\$ 569,312	\$ 4,647,854

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF CASH FLOWS
Years Ended December 31, 2023 and 2022

	2023	2022
Cash flows from operating activities:		
Contributions, grants and other support	\$ 5,680,792	\$ 5,719,095
Cash paid to employees and suppliers	(3,153,479)	(3,077,705)
Cash incentives paid	(971,365)	(1,233,953)
Interest and dividends received	331,143	66,655
Interest paid	(73,297)	(73,297)
Net cash flows from operating activities	1,813,794	1,400,795
Cash flows from investing activities:		
Net purchases of investments	(299,824)	(46,982)
Purchase of property and equipment	(38,452)	(21,557)
Net cash flows from investing activities	(338,276)	(68,539)
Net increase in cash, cash equivalents and restricted cash	1,475,518	1,332,256
Cash, cash equivalents and restricted cash at beginning of year	11,534,144	10,201,888
Cash, cash equivalents and restricted cash at end of year	\$ 13,009,662	\$ 11,534,144
Cash, cash equivalents and restricted cash includes:		
Cash and cash equivalents	\$ 11,422,183	\$ 9,906,789
ETLC restricted cash	1,587,479	1,627,355
	\$ 13,009,662	\$ 11,534,144
Supplemental cash flow information related to leases is as follows:		
Cash paid for amounts included in the measurement of liabilities	\$ 55,249	\$ 54,431
Right-of-use assets obtained in exchange for new lease obligations	\$ -	\$ 217,851

See accompanying notes to the consolidated financial statements.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

1 - History and Organization

The Growth Organization of Topeka/Shawnee County, Inc. was organized to encourage business and industry to locate and develop within the greater Topeka area and to otherwise promote the common economic interest of greater Topeka. The Organization receives funding primarily through a grant from the Joint Economic Development Organization (JEDO) and by donations from the business community.

In 2018, the Growth Organization of Topeka/Shawnee County, Inc. set up and became the sole member of the GO Topeka ETLIC Support Corporation. This entity was organized to hold and finance the East Topeka Learning Center project.

Together, the entities will be referred to as the Organization throughout the footnotes.

2 - Summary of Significant Accounting Policies

Basis of Reporting

Assets, liabilities, net assets, revenues, and expenses are recognized on the accrual basis of accounting. The Organization reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net Assets Without Donor Restrictions - Net assets without donor restrictions represent the portion of funds currently available to support the Organization's operations. The Organization's Board of Directors may designate a portion of net assets without donor restrictions to be used for certain purposes or projects. At December 31, 2023 and 2022, the Board has designated net assets for future incentives related to land held for economic development.

Net Assets with Donor Restrictions - Net assets with donor restrictions are resources that are restricted by a donor for use for a particular purpose or in a particular future period. Some donor-imposed restrictions are temporary in nature, and the restriction will expire when the resources are used in accordance with the donor's instructions or when the stipulated time has passed. Other donor-imposed restrictions are perpetual in nature; the Organization must continue to use the resources in accordance with the donor's instructions. Resources that are restricted but have the restrictions met in the same period are reported as net assets without donor restrictions. As of December 31, 2023 and 2022, the Organization had no net assets with donor restrictions.

Consolidation

The financial statements of Growth Organization of Topeka/Shawnee County, Inc. and GO Topeka ETLIC Support Corporation are consolidated in these financial statements. All intercompany balances and transactions have been eliminated in consolidation.

Revenue Recognition

Revenue from programs, events and other program services is recognized at the point in time the event or program is held.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

A significant portion of the Organization's revenue is derived from contracts and grants with local governments, which are conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when the Organization has incurred expenditures in compliance with specific contract or grant provisions. Amounts received prior to incurring qualifying expenditures are reported as deferred revenue in the statement of financial position.

The Organization recognizes contributions when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met. The Organization has deemed sponsorships and affiliate support revenue to be conditional contributions, and they are accounted for accordingly.

At December 31, 2023 and 2022, conditional contributions, grants and contracts of \$ 17,056,016 and \$ 15,600,075, respectively, have been received in advance but have not been recognized in the accompanying financial statements.

The Organization's customers consist of local government agencies and private customers, primarily located within the state of Kansas. For government grants and contracts, future cash flows depend on the Organization's ability to continue to obtain local government contracts, and indirectly on the amount of funding available to these agencies for new and current government projects. Therefore, a portion of the Organization's operations is dependent upon the level and timing of government funding. As it relates to private customers, credit risk is mitigated because payment is received before, shortly after or at the time the goods or services are provided. For those program services provided before payment is received, continuing services will be considered for termination for significant non-payment, limiting future credit risk.

Investments

The Organization invests in money market funds, mutual funds and U.S. Government Obligations. Investments are stated at fair value. Realized and unrealized gains and losses, dividends and interest on investments are reflected in the statement of activities.

Investment securities are exposed to various risks, such as interest rate, market fluctuation and credit risk. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in risks in the near term could materially affect investments and the amounts reported in the statements of financial position.

Management Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

Land Held for Economic Development

The Organization holds land for the development of the Kanza Fire and Central Crossing Commerce Parks in southwest Topeka, Kansas. The acquisition cost of the land and certain types of improvements are recorded as an asset on the consolidated statements of financial position. Maintenance and certain utility extension costs that result in benefits beyond the park development are expensed as incurred. Management annually reviews the land held for economic development to determine whether carrying values have been impaired.

Land held for economic development is a board designated asset.

Property and Equipment

The Organization capitalizes all expenditures for property and equipment in excess of \$ 1,000, at cost. Depreciation is determined on the straight-line basis, with estimated useful lives as follows:

Equipment	5 years
Furniture and fixtures	7 years
Building	39 years

Maintenance and repairs, which neither materially add to the value of the property nor appreciably prolong its life, are charged to expense as incurred.

Leases

The Organization follows Topic 842 with recognition of leases on their statement of financial position as a right-of-use (ROU) asset representing the right to use an underlying asset and a lease liability representing the obligation to make lease payments over the lease term, measured on a discounted basis. The Organization includes additional disclosures of key quantitative and qualitative information for leasing arrangements as well as the distinction between finance leases and operating leases, with classification affecting the pattern of expense recognition in the statement of activities.

The Organization determines if an arrangement is or contains a lease at inception, which is the date on which the terms of the contract are agreed to, and the agreement creates enforceable rights and obligations. A contract is or contains a lease when (i) explicitly or implicitly identified assets have been deployed in the contract and (ii) the Organization obtains substantially all of the economic benefits from the use of that underlying asset and directs how and for what purpose the asset is used during the term of the contract. The Organization also considers whether its service arrangements include the right to control the use of an asset.

The Organization made an accounting policy election available under Topic 842 not to recognize ROU assets and lease liabilities for leases with a term of 12 months or less. For all other leases, ROU assets and lease liabilities are measured based on the present value of future lease payments over the lease term at the commencement date of the lease. The ROU assets also include any initial direct costs incurred and lease payments made at or before the commencement date and are reduced by any lease incentives. To determine the present value of lease payments, the Organization made an accounting policy election available to non-public companies to utilize a risk-free borrowing rate, which is aligned with the lease term at the lease commencement date (or remaining term for leases existing upon the adoption of Topic 842).

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

Income Taxes

The Growth Organization of Topeka/Shawnee County, Inc. is exempt from federal income tax under Section 501(c)(6) of the Internal Revenue Code and GO Topeka ETLC Support Corporation is exempt from federal income tax under Section 501(c)(3). The Organizations are exempt from federal income taxes pursuant to Section 501(a) of the Code. The GO Topeka ETLC Support Corporation has been classified as other than a private foundation.

Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis. All expenses are identified with a specific program or support service and are charged directly to that program or support service. There are no costs allocated across multiple functions. General and administrative expenses include those costs that are not directly identifiable with any specific program, but which provide for the overall support and direction of the Organization.

Advertising Expense

Advertising costs are expensed as incurred. Advertising expense for the years ended December 31, 2023 and 2022 is \$ 183,590 and \$ 165,186, respectively.

Cash Defined for Statements of Cash Flows

For purposes of the statement of cash flows, the Organization considers cash held in commercial banks with original maturities of three months or less to be cash and cash equivalents.

3 - Concentrations of Credit Risk

Cash and cash equivalents includes a repurchase agreement with a local bank. The repurchase agreement represents ownership interest in Federal Agency securities. Other bank deposits are generally maintained within FDIC-insured limits.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

4 - Availability and Liquidity

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of December 31, are:

	2023	2022
Financial assets:		
Cash and cash equivalents	\$ 11,422,183	\$ 9,906,789
Investments	6,529,644	6,229,820
Grants receivable	-	11,225
Accounts receivable	39,876	498
Due from Greater Topeka Partnership Foundation	6,500	1,500
Amounts available for general expenditures within one year	\$ 17,998,203	\$ 16,149,832

In addition to the financial assets available to meet general expenditures over the next 12 months, the Organization anticipates collecting revenue to cover a majority of the general expenditures. The Organization regularly monitors liquidity to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds.

5 - Fair Value Measurements

The disclosure provisions of the Fair Value Measurements and Disclosures Topic of the Financial Accounting Standards Board Accounting Standards Codification (FASB ASC 820) establish a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value.

The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under FASB ASC 820 are described below:

- Level 1 Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities;

- Level 2 Quoted prices in markets that are not considered to be active or financial instruments for which all significant inputs are observable, either directly or indirectly;

- Level 3 Prices or valuations that require inputs that are both significant to fair value measurement and unobservable.

The asset or liability's fair value measurement within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
 (Continued)

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in methodologies used at December 31, 2023 and 2022.

Mutual Funds: Valued at fair value which is determined by quoted market prices on the day of valuation.

U.S. Government Obligations: Valued using trade prices or broker/dealer quotes on the date of valuation.

The following table summarizes the investments recorded at fair value, measured on a recurring basis, based on the valuation hierarchy as of December 31, 2023:

	Fair Value Measurements			
	Total	Level 1	Level 2	Level 3
Mutual Fund:				
Treasury obligation fund	\$ 3,815,329	\$ 3,815,329	\$ -	\$ -
U.S. Government obligations	2,714,315	-	2,714,315	-
Total fair value	<u>\$ 6,529,644</u>	<u>\$ 3,815,329</u>	<u>\$ 2,714,315</u>	<u>\$ -</u>

The following table summarizes the investments recorded at fair value, measured on a recurring basis, based on the valuation hierarchy as of December 31, 2022:

	Fair Value Measurements			
	Total	Level 1	Level 2	Level 3
Mutual Fund:				
Treasury obligation fund	\$ 3,043,510	\$ 3,043,510	\$ -	\$ -
U.S. Government obligations	3,186,310	-	3,186,310	-
Total fair value	<u>\$ 6,229,820</u>	<u>\$ 3,043,510</u>	<u>\$ 3,186,310</u>	<u>\$ -</u>

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

6 - Property and Equipment

Property and equipment consist of the following as of December 31:

	2023	2022
Cost:		
Land	\$ 251,909	\$ 251,909
Buildings	4,202,776	4,202,776
Furniture and fixtures	45,357	43,781
Equipment	19,751	13,376
Software	45,500	15,000
Total property and equipment	4,565,293	4,526,842
Accumulated depreciation	(531,004)	(397,118)
Net property and equipment	\$ 4,034,289	\$ 4,129,724

7 - Land Held for Economic Development

The Organization owns a portion of land at the Kanza Fire and Central Crossing Commerce Parks in southwest Topeka, Kansas. The land is available for the Organization to transfer to companies for economic development.

8 - Restricted Cash

ETLC restricted cash of \$ 1,587,479 and \$ 1,627,355, as of December 31, 2023 and 2022, respectively, represents amounts held in escrow accounts for the specific purpose of funding the East Topeka Learning Center project.

9 - KFCP Improvement Fund

The Organization has an agreement with Mars requiring an amount equal to 10% of their annual property tax abatement to be paid by Mars to the Organization. The funds are to be used for Kanza Fire Commerce Park (KFCP) improvements and a fire station to serve the park. During 2020, JEDO approved the release of fire station funds to be used at Mars' discretion for other improvement projects. During the years ended December 31, 2023 and 2022, Mars approved \$ 3,000 and \$ 53,000, respectively, of expenditures of these funds.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
 (Continued)

10 - Long-Term Debt

GO Topeka ETLIC Support Corporation has two notes payable with Partnerships of Hope XXI, LLC for a total of \$ 6,500,000. The terms of both notes are the same with an interest rate of 1.127641% and a maturity date of July 2053. Interest only payments are due on a quarterly basis on the 5th of March, June, September and December until September 5, 2027. On September 5, 2027, both interest and principal quarterly payments will begin. The notes are collateralized by the East Topeka Learning Center building.

Growth Organization of Topeka/Shawnee County, Inc. is the guarantor on the notes payable. These notes payable are intended to constitute a qualified low-income community investment for the lender and as such GO Topeka ETLIC Support Corporation is required to maintain the status of a qualified active low-income community business throughout the terms of the loans.

As of December 31, 2023, debt maturities are as follows:

2024	\$	-
2025		-
2026		-
2027		107,897
2028		217,624
Thereafter		6,174,479
Less: loan fees		<u>(287,736)</u>
 Total	 \$	 <u>6,212,264</u>

Loan fees are being amortized over the term of the loan using the straight-line method which approximates the effective yield method and is recorded as interest expense. Estimated interest expense for each of the next five years is \$ 9,727.

11 - Related Party Transactions

The Greater Topeka Partnership (GTP) became the sole member of the Organization, effective January 1, 2018. GTP includes Downtown Topeka, Inc., the Greater Topeka Chamber of Commerce, Growth Organization of Topeka/Shawnee County, Inc. and Subsidiary, and Visit Topeka. GTP is the sole member of the Greater Topeka Partnership Foundation. The Foundation is the sole member of The Topeka/Shawnee County First Opportunity Fund, LLC.

The purpose of GTP is to foster economic development and improve the quality of life in Topeka and Shawnee County, Kansas.

Due To/From

The Organization has entered into an agreement with GTP. On a monthly basis, GTP pays for certain operational expenses and requests reimbursement from the Organization. These operational expenses consist of the Organization's dedicated employees' salaries and benefits, shared services employees'

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

salaries and benefits, office rent, parking rent, payment for company credit card charges, property and equipment purchases, accounting support, marketing, and any other expense which is deemed appropriate to be allocated across all of the subsidiaries of GTP. The allocation was determined by completing an annual employee time allocation study. The Organization owes GTP \$ 311,328 at December 31, 2023, which is comprised of \$ 256,963 for payroll paid for the Organization, \$ 66,931 for accounts payable billed by GTP on behalf of the Organization, and \$ 184,853 for shared operating expenses including office and parking rent in the amount of \$ 169,500, less the amount owed to the Organization by GTP of \$ 197,419 for support for interunit transaction settlements for GTP. The Organization owed GTP \$ 271,152 at December 31, 2022, which is comprised of \$ 210,477 for payroll paid for the Organization, \$ 46,770 for accounts payable billed by GTP on behalf of the Organization, and \$ 105,000 for shared operating expenses including office and parking rent in the amount of \$ 81,675, less the amount owed to the Organization by GTP of \$ 91,095 for revenue collected and receivables billed by GTP on their behalf.

At December 31, 2023 and 2022, the Organization was owed \$ 6,500 and \$ 1,500, respectively, from the Greater Topeka Partnership Foundation.

At December 31, 2023 and 2022, the Organization owed \$ 0 and \$ 3,400, respectively, to Visit Topeka for publication funds collected on their behalf.

Revenue

The Organization received contributions of \$ 285,559 and \$ 240,726, during the years ended December 31, 2023 and 2022, respectively from GTP for affiliate support and reimbursement of expenses paid with private dollars.

12 - Leases

The Organization has recognized a lease liability equal to the present value of the remaining lease payments, and a right-to-use asset equal to the lease liability, subject to certain adjustments. The Organization used their incremental borrowing rate for a period comparable to the lease term to determine the present value of the lease payments. The incremental borrowing rate was determined by comparison to recent bank loans with comparable terms.

The Organization leases building space under an operating lease agreement with a term of 42 months. The operating lease contains a renewal option for 12 months. The operating lease cost is recognized on a straight-line basis over the lease term. The lease agreement does not contain any residual value guarantees or restrictive covenants.

The lease includes variable lease costs, which typically represent additional services transferred to the Organization, and are expensed in the period incurred.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(Continued)

The components of lease expense related to leases for the years ended December 31, 2023 and 2022, are as follows:

	2023	2022
Lease cost:		
Operating lease expense	\$ 56,506	\$ 56,506
Variable lease expense	187,365	194,658
	\$ 243,871	\$ 251,164

As of December 31, 2023 and 2022, the weighted average remaining lease term for the operating lease is 2.67 and 3.67 years, respectively. The weighted average discount rate is 8.50% for 2023 and 2022.

Future undiscounted cash flows for each of the next five years and thereafter and a reconciliation to the operating lease liabilities recognized on the statement of financial position are as follows at December 31, 2023:

Right of use operating leased asset	\$ 134,852
Years ending December 31:	
2024	\$ 56,630
2025	58,046
2026	39,337
Total lease payments	154,013
Less imputed interest	(15,830)
Net present value of lease liabilities	\$ 138,183

13 - JEDO Grant

JEDO is a separate legal entity authorized by Kansas Statute 12-2904(a) which was created by an inter-local agreement between the Board of Commissioners of Shawnee County and the City of Topeka. The Organization has an agreement with JEDO that provides for a grant to the Organization for the purpose of providing economic development services, including research, target marketing, existing business retention and expansion, new business recruitment, infrastructure development, site acquisition and development, incentive funds, workforce training and expansion, and other such activities deemed necessary and appropriate. The contract renews automatically every December, unless objections are brought forward.

JEDO has approved carryover of the 2023 and 2022 unexpended grant funds. At December 31, 2023 the carryover fund cannot exceed \$ 17,600,000. The unexpended funds are included in deferred revenue at December 31, 2023 and 2022, and includes approximately \$ 1,454,000 and \$ 1,311,000, for the minority and women-owned business program at December 31, 2023 and 2022, respectively.

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
 (Continued)

14 - Nonfinancial Contributions

The Organization received \$ 27,188 of nonfinancial contributions sponsorships from local marketing organizations to provide advertisements through various media. The contributed nonfinancial assets were all utilized during the period to promote the Organization's programs in the community. Contributed nonfinancial assets were valued at the fair market value of the donated services.

15 - Concentrations and Major Customers

The Organization received 79% of their total revenue from a grant with the Joint Economic Development Organization (JEDO) for both years ended December 31, 2023 and 2022. In the event this grant was discontinued, the activities of the Organization would be curtailed accordingly.

16 - 401(k) Retirement Plan

The Organization participates in a 401(k) retirement plan which is sponsored by GTP. Eligibility is reached when an employee has completed ninety days of continuous employment and is over the age of 21.

The Organization's 401(k) retirement plan expense was \$ 44,911 and \$ 52,700 for the years ended December 31, 2023 and 2022, respectively.

17 - Incentives

The Organization enters into various incentive agreements spanning several years and generally requiring maintenance of employment levels and other obligations. For the years ended December 31, 2023 and 2022, the Organization paid \$ 971,365 and \$ 1,233,953, respectively, for cash incentives, net of amounts recouped from employers that did not maintain employment levels or meet other requirements.

At December 31, 2023, the Organization has outstanding contingent incentive commitments to various companies expected to be payable as follows:

2024	\$	2,353,478	
2025		1,457,256	
2026		1,085,304	
2027		968,150	
2028		621,951	
Thereafter		169,893	
		169,893	
Total	\$	6,656,032	

18 - Subsequent Events

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

SUPPLEMENTARY INFORMATION

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATING STATEMENT OF FINANCIAL POSITION
December 31, 2023

	Growth Organization of Topeka/Shawnee County, Inc.	GO Topeka ETLC Support Corporation	Eliminations	Consolidated
<u>ASSETS</u>				
Current assets:				
Cash and cash equivalents	\$ 11,422,044	\$ 139	\$ -	\$ 11,422,183
ETLC restricted cash	-	1,587,479	-	1,587,479
Investments	6,529,644	-	-	6,529,644
Accounts receivable	39,876	-	-	39,876
Due from Greater Topeka Partnership Foundation	6,500	-	-	6,500
Prepaid expenses	76,983	(2)	-	76,981
	<hr/>	<hr/>	<hr/>	<hr/>
Total current assets	18,075,047	1,587,616	-	19,662,663
Property and equipment, net	52,416	3,981,873	-	4,034,289
Other assets:				
Right of use operating lease asset	134,852	-	-	134,852
Land held for economic development	1,787,305	-	-	1,787,305
	<hr/>	<hr/>	<hr/>	<hr/>
Total assets	<u>\$ 20,049,620</u>	<u>\$ 5,569,489</u>	<u>\$ -</u>	<u>\$ 25,619,109</u>
<u>LIABILITIES AND NET ASSETS</u>				
Current liabilities:				
Lease liability - current	\$ 47,079	\$ -	\$ -	\$ 47,079
Accounts payable	68,459	-	-	68,459
Due to Greater Topeka Partnership	311,328	-	-	311,328
Deferred revenue	17,056,016	-	-	17,056,016
Intercompany due to/from	(1,693,569)	1,693,569	-	-
Other current liabilities	15,791	-	-	15,791
	<hr/>	<hr/>	<hr/>	<hr/>
Total current liabilities	15,805,104	1,693,569	-	17,498,673
Other liabilities:				
KFCP Improvement Fund	427,934	-	-	427,934
Lease liability - long-term	91,104	-	-	91,104
Long-term debt, net of loan fees	-	6,212,264	-	6,212,264
	<hr/>	<hr/>	<hr/>	<hr/>
Total liabilities	16,324,142	7,905,833	-	24,229,975
Net assets:				
Without donor restrictions:				
Undesignated	1,938,173	(2,336,344)	-	(398,171)
Board designated	1,787,305	-	-	1,787,305
	<hr/>	<hr/>	<hr/>	<hr/>
Total net assets	3,725,478	(2,336,344)	-	1,389,134
	<hr/>	<hr/>	<hr/>	<hr/>
Total liabilities and net assets	<u>\$ 20,049,620</u>	<u>\$ 5,569,489</u>	<u>\$ -</u>	<u>\$ 25,619,109</u>

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATING STATEMENT OF FINANCIAL POSITION
December 31, 2022

	Growth Organization of Topeka/Shawnee County, Inc.	GO Topeka ETLC Support Corporation	Eliminations	Consolidated
<u>ASSETS</u>				
Current assets:				
Cash and cash equivalents	\$ 9,906,650	\$ 139	\$ -	\$ 9,906,789
ETLC restricted cash	-	1,627,355	-	1,627,355
Investments	6,229,820	-	-	6,229,820
Grants receivable	11,225	-	-	11,225
Accounts receivable	498	-	-	498
Due from Greater Topeka Partnership Foundation	1,500	-	-	1,500
Prepaid expenses	56,997	3,406	-	60,403
	<hr/>	<hr/>	<hr/>	<hr/>
Total current assets	16,206,690	1,630,900	-	17,837,590
Property and equipment, net	42,783	4,086,941	-	4,129,724
Other assets:				
Right of use operating lease asset	178,035	-	-	178,035
Land held for economic development	1,787,305	-	-	1,787,305
	<hr/>	<hr/>	<hr/>	<hr/>
Total assets	<u>\$ 18,214,813</u>	<u>\$ 5,717,841</u>	<u>\$ -</u>	<u>\$ 23,932,654</u>
<u>LIABILITIES AND NET ASSETS</u>				
Current liabilities:				
Lease liability - current	\$ 41,927	\$ -	\$ -	\$ 41,927
Accounts payable	81,484	-	-	81,484
Due to Visit Topeka	3,400	-	-	3,400
Due to (from) Greater Topeka Partnership	291,550	(20,398)	-	271,152
Deferred revenue	15,600,075	-	-	15,600,075
Intercompany due to/from	(1,712,622)	1,712,622	-	-
Other current liabilities	44,041	-	-	44,041
	<hr/>	<hr/>	<hr/>	<hr/>
Total current liabilities	14,349,855	1,692,224	-	16,042,079
Other liabilities:				
KFCP Improvement Fund	430,934	-	-	430,934
Lease liability - long-term	138,183	-	-	138,183
Long-term debt, net of loan fees	-	6,202,537	-	6,202,537
	<hr/>	<hr/>	<hr/>	<hr/>
Total liabilities	<u>14,918,972</u>	<u>7,894,761</u>	<u>-</u>	<u>22,813,733</u>
Net assets:				
Without donor restrictions:				
Undesignated	1,508,536	(2,176,920)	-	(668,384)
Board designated	1,787,305	-	-	1,787,305
	<hr/>	<hr/>	<hr/>	<hr/>
Total net assets	<u>3,295,841</u>	<u>(2,176,920)</u>	<u>-</u>	<u>1,118,921</u>
	<hr/>	<hr/>	<hr/>	<hr/>
Total liabilities and net assets	<u>\$ 18,214,813</u>	<u>\$ 5,717,841</u>	<u>\$ -</u>	<u>\$ 23,932,654</u>

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATING STATEMENT OF ACTIVITIES
Year Ended December 31, 2023

	Growth Organization of Topeka/Shawnee County, Inc.	GO Topeka ETLC Support Corporation	Eliminations	Consolidated Total
Support and revenues:				
JEDO grant revenue	\$ 3,615,146	\$ -	\$ -	\$ 3,615,146
Other grant revenue	(59)	-	-	(59)
Other income	42,635	45,435	-	88,070
Sponsorship revenue	219,676	-	-	219,676
Sponsorship revenue, in-kind	27,188	-	-	27,188
Event revenue	42,763	-	-	42,763
Interest and investment income	330,663	480	-	331,143
Affiliate support revenue	285,559	-	-	285,559
Total support and revenues	<u>4,563,571</u>	<u>45,915</u>	<u>-</u>	<u>4,609,486</u>
Expenses:				
Program expenses:				
Economic development	2,915,207	-	-	2,915,207
Events	161,712	-	-	161,712
East Topeka Learning Center (ETLC)	-	205,339	-	205,339
Marketing	469,953	-	-	469,953
Total program expenses	<u>3,546,872</u>	<u>205,339</u>	<u>-</u>	<u>3,752,211</u>
Supporting services expense:				
General and administrative	<u>587,062</u>	<u>-</u>	<u>-</u>	<u>587,062</u>
Total expenses	<u>4,133,934</u>	<u>205,339</u>	<u>-</u>	<u>4,339,273</u>
Change in net assets	429,637	(159,424)	-	270,213
Net assets, beginning of year	<u>3,295,841</u>	<u>(2,176,920)</u>	<u>-</u>	<u>1,118,921</u>
Net assets, end of year	<u>\$ 3,725,478</u>	<u>\$ (2,336,344)</u>	<u>\$ -</u>	<u>\$ 1,389,134</u>

GROWTH ORGANIZATION OF TOPEKA/SHAWNEE COUNTY, INC. AND SUBSIDIARY
CONSOLIDATING STATEMENT OF ACTIVITIES
Year Ended December 31, 2022

	Growth Organization of Topeka/Shawnee County, Inc.	GO Topeka ETLC Support Corporation	Eliminations	Consolidated Total
Support and revenues:				
JEDO grant revenue	\$ 3,687,323	\$ -	\$ -	\$ 3,687,323
Other grant revenue	52,152	-	-	52,152
Other income	247,724	99,949	-	347,673
Sponsorship revenue	210,478	-	-	210,478
Event revenue	40,500	-	-	40,500
Interest and investment income	66,163	492	-	66,655
Affiliate support revenue	240,726	-	-	240,726
Total support and revenues	<u>4,545,066</u>	<u>100,441</u>	<u>-</u>	<u>4,645,507</u>
Expenses:				
Program expenses:				
Economic development	3,413,943	-	-	3,413,943
Events	47,943	-	-	47,943
East Topeka Learning Center (ETLC)	-	226,709	-	226,709
Marketing	389,947	-	-	389,947
Total program expenses	<u>3,851,833</u>	<u>226,709</u>	<u>-</u>	<u>4,078,542</u>
Supporting services expense:				
General and administrative	569,312	-	-	569,312
Total expenses	<u>4,421,145</u>	<u>226,709</u>	<u>-</u>	<u>4,647,854</u>
Change in net assets	123,921	(126,268)	-	(2,347)
Net assets, beginning of year	<u>3,171,920</u>	<u>(2,050,652)</u>	<u>-</u>	<u>1,121,268</u>
Net assets, end of year	<u>\$ 3,295,841</u>	<u>\$ (2,176,920)</u>	<u>\$ -</u>	<u>\$ 1,118,921</u>

City of Topeka & Shawnee County



Agenda Item No. 4A

**JEDO Board Meeting
September 11, 2024**

PRESENTATION:

Go Topeka Quarterly Update – 2024 Q2

JEDO
Quarterly Report
2024 Q2

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2024 GO Topeka
Board of Directors



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

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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 27 active projects in various industry sectors: 12 advanced manufacturing, five aviation and aerospace, five data center/tech, and five other

27 ACTIVE PROJECTS



New Business · Retention & Expansion · Small Business · Women & Minority · Choose Topeka YTD as of 6/30/24

143 New Projects	74 Completed Projects	60 Active Projects
269 New Jobs	1087 Retained Jobs	422 Training Investment (number of people impacted)
224 Outreach/Assisted (number of companies/ individuals)	\$79,826,807 Capital Investment	



Equity and Opportunity

Asset Mapping Project

Recently, many of the critical resource partners in our community who serve small businesses owners and entrepreneurs gathered in one room to collaborate, learn about each other's challenges, and how we can all best serve those who are on different levels in their entrepreneurial journey. GO Topeka partnered with Sourcelink, a national organization that does this work, and it was graciously funded by K-State 105. The current step in the process is to collect a survey from those critical partners, with the following steps being a report and asset map from Sourcelink. Network Kansas also joined us in this venture, and we will be using their online navigator to showcase those partners.

Hispanic Outreach

Israel Sanchez, Manuel Castro, and other members of the Go Topeka team joined other GTP Partners in a first of what's many more similar events to come. The intent of the event was to approach the Latino community of business owners, build trust, learn about their challenges, and inform them about the Partnership. Bilingual staff was on hand to translate and communicate with those whose first and only language is Spanish. The event was a success.

How to do Business with the City of Topeka

GO Topeka hosted the City of Topeka's Procurement Department. The presenters spoke to business owners and entrepreneurs on the expectations and requirements to provide their goods and services to the city.

FastTrac Collaboration with Omni Circle

We recently collaborated with Omni Circle on the FastTrac courses. Through this alliance, budding entrepreneurs were equipped with the essential knowledge and skills necessary for success in their ventures. The comprehensive curriculum covered a spectrum of topics vital for entrepreneurial endeavors, ranging from strategic planning to financial management. Participants emerged from the program with a deepened understanding of market dynamics, effective business strategies, and the tools needed to navigate the competitive landscape.

Online Business Directory

The City of Topeka wants to have a diverse pool of sources to contract for goods and services, but their directory was severely outdated. Lazone Grays from IBSA inc., has been working on such directory for the past few years by employing youth to perform those duties, from contacting businesses, to adding them to the online directory using WordPress. Israel Sanchez, Director of Equity and Business Development was able to connect both of those entities and Go Topeka is supporting this endeavor by partnering with IBSA. The youth employed under this project are learning invaluable skills that are preparing them for the workforce.

Youth Scholarship Program

GO Topeka believe in the youth of Topeka and are committed to seeing the next generation succeed. We partnered with Curtis Pitts and his organization to support the Topeka youth develop the skills needed to succeed when they join the workforce. As part of the program, the teenagers receive compensation in the form of VISA gift cards. Up to \$14,000 were allocated for this endeavor for a duration of 10 weeks.



Innovation & Entrepreneurship

Invest Midwest

The Invest Midwest conference was held on April 17th and 18th in Kansas City. This event provides an opportunity to highlight startups in the Midwest region, creating an opportunity for them to connect with investors, raise capital and make important connections for continued success. There were over 120 applications which were narrowed down to 40 presenting companies across AgTech, MedTech, Digital Health and Digital Tech. "It was exciting to see Athian, one of our Plug and Play AgTech current batch companies pitch at Invest Midwest this year and have the opportunity to make additional connections ahead of the Plug and Play Expo in Topeka in June", noted Stephanie Moran, SVP of Innovation with GO Topeka. It was great opportunity to connect and network with investors throughout the region and to learn about exciting new technologies on the horizon.



Plug and Play Selection Day

The Plug and Play Animal Health and Ag Tech Expo was co-hosted by GO Topeka and Plug and Play in Topeka on June 5th and 6th. Plug and Play is a Tech Accelerator program headquartered in Silicon Valley boosting Innovation through accelerator programs spanning 20+ industry segments in cities around the world. Topeka currently hosts the Animal Health and AgTech Accelerator programs. Over the course of two days startups had the opportunity to attend a resource partner event to engage with partners such as Washburn University, Washburn Tech, Kansas State University, University of Kansas, Network Kansas, Grow Kansas, Department of Commerce and Mid America Angels to showcase the support system for startups in Kansas. The following day, investors, corporate partners and community had the opportunity to see the 18 startups pitch their technologies/products and attend demonstrations. The event wrapped up with a reception at the Evel Knievel museum.



Startup Projects with Kansas State University

Through generous funding from the Kansas State 105 partnership, GO Topeka and Kansas State are working on project engagements with 8 startups from the Plug and Play Animal Health and AgTech cohorts. These projects range in scope from validation of ingredient health benefits, new product development with the extrusion lab, soil sample analysis for cost effective regenerative farming, small animal and cattle clinical trials and pathogen diagnostics. One project has been completed, with contracts in place for 4 additional projects which are underway. A panel discussion during Plug and Play Expo featured Bret Lanz with K-State, Mark Majors with Gaia Ag and Sharon Tuttle with 5 Element Food Therapy moderated by GO Topeka's Stephanie Moran where they discussed the types of projects that are taking place and the collaborations between startups that are resulting as they've worked together during the Plug and Play program.



Washburn Student Business Accelerator Fund (SBAF)

On April 19th, Stephanie Moran, SVP of Innovation served as a panelist for the Washburn University Student Business Accelerator Fund pitch event. Students and recent alumni have an opportunity to pitch in 3 categories designed to help develop a business idea or startup a business. The SBAF program provides continued support to recipients as they build their business to ensure they stay on the right track. Each entrepreneur who receives funding for their business can choose to work with a mentor who can advise and aid in the disbursement and management of the funds. Recipients are required to report their progress to the SBAF committee at the end of the first year of operations. This is the ninth year of the program and 9 students pitched their business ideas and were awarded the following funding.

Stacy Briggs, MAcc Degree (Independence, Mo.)

The Golden Bubbler Tap Trailer – Startup Award (\$18,200)

Chris Paez, Washburn alumni (Paraguay)

Atlantis Fragrances – Startup Award (\$9,600)

Shanice Hutson, business major (Barbados)

Bless Fitness – Development Award (\$1,000)

Diana Martinez-Ponce, Washburn alumni (Garden City, Kan.)

Butterfly Effect Marketing – Development Award (\$1,200)

Sydney Achilles, business major (McPherson, Kan.)

Professional Organizing Service – Development Award (\$1,200)

David Huesers, art major (Topeka)

Skapa Water Bottles – Development Award (\$1,300)

Shanise Brooks, MBA (Topeka)

Clean Kicks – Development Award (\$1,000)

Adisyn Stofer, PTA Program (Topeka)

Adi's Art Company - Development Award (\$2,000)

Arnav Pokharel, computer science major, & Rajeshwori Malla, computer science/business major (Nepal)

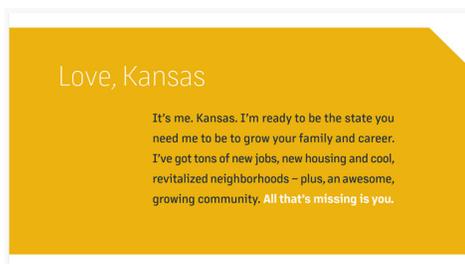
Plexi Network – Development Award (\$1,000)



Talent & Workforce Attraction

Love, Kansas

The Kansas Department of Commerce is partnering with Kansas Tourism to launch a talent attraction campaign aimed at bringing former Kansans back to the Sunflower State! Topeka has the privilege of being selected as a pilot community to help launch this amazing campaign! Love, Kansas is a love letter from the Sunflower State to anyone seeking a new pace of life. We are one of the most cost-effective states in America, and we are reaching out to future Kansas to showcase why our beloved state is a vibrant place to live, work and play. At its core, Love, Kansas will provide insights into our state and city's abundant careers and expanding industries. The campaign will also highlight all of the amazing things Topeka has to offer, from great schools, neighborhoods, quality of life, cost of living, recreational opportunities and more! Be on the lookout for events designed to invite your loved ones back to this great city, and in the meantime, check out the Love, Kansas website at www.lovekansas.com.



Child Care

The Family Forward initiative officially launched in early June, hosted on the steps of Washburn Tech. GTP's Angel Lang shared the stage with other community leaders who play a role in addressing the child care crisis to build momentum around this important initiative. Family Forward is a grant-funded initiative administered jointly by the Greater Topeka Partnership and Child Care Aware of Eastern Kansas to expand child care in Shawnee

County. A severe shortage of quality child care prevents a large number of parents from returning to the workforce after the birth or adoption of a child. In Shawnee County, this child care shortage directly impacts the ability of employers of all sizes to hire the workforce they need. Deliberate action is needed to address this problem. This is something that the GTP hears from employers regularly. Grant funding alone cannot solve this issue. It also requires investment from the business community to create a culture that advocates for and accommodates working parents. The Champions for Child Care initiative encourages the business community to adopt family-friendly and family-forward policies as well as provide financial support for the Family Forward Fund. Family Forward brings businesses, child care providers, families and workforce together to address the child care shortage. Family Forward grant funding has helped child care providers start up and expand so that more quality child care is available. Cite examples of centers that have already expanded or in the process of expanding. Family Forward is also helping child care centers find the workforce they need with an online application, so prospective employees only need to submit one application to be considered for job openings at any of the centers in the program. To learn more about this great initiative, support the fund, and help raise awareness, visit www.familyforwardnow.org. To hear more about how the child care shortage affects our business community and economy as a whole, check out KTWU's I've Got Issues segment, featuring GO Topeka's Director of Workforce & Talent Initiatives Trina Goss, and Sarah Elsen, Executive Director of Child Care Aware of Eastern Kansas. <https://watch.ktwu.org/video/igi-1406-childcare-in-kansas-toqw0v/>



Choose Topeka 2.0 Relocation Incentive

\$294,972

IN TOTAL COMMITTED FUNDS

\$254,972 EMPLOYER MATCH FUNDS

\$30,000 BOOMERANG FUNDS

\$10,000 TRANSITIONING SERVICE MEMBER FUNDS

69

APPROVED
FAMILIES

31

RENTING

36

PURCHASED
HOMES

20

OF STATES
MOVED FROM

61

EMPLOYER
MATCHED

6

BOOMERANG

2

TRANSITIONING
SERVICEMEMBER

22

UNIQUE
EMPLOYER
SUBMITTALS

12,000+

PROFILES
CREATED ON
SKILLFIT

ECONOMIC IMPACT ANALYSIS

\$91,547

TOTAL AVERAGE SALARY

\$99,269 EMPLOYER MATCH

\$76,103 BOOMERANG

16.3x

\$1,517,992

RETURN ON INVESTMENT
IN YEAR 1

83.7x

\$7,816,782

RETURN ON INVESTMENT
AFTER 5 YEARS

INTERESTING FACT

Topeka is now a pilot community for the statewide boomerang talent attraction program launching this summer. We expect to see an increase in boomerangs moving back to Topeka.

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.



Forge Young Talent

TopCity Interns

One of Forge's talent retention programs, TopCity Interns, kicked off this summer with 375 interns representing 35 local Topeka and Shawnee County employers. The TopCity Intern program is a tool designed for employers to help engage interns while they are interning during the summer. The program includes events and programming designed to familiarize interns with Topeka and Shawnee County as well as provide personal

and professional development opportunities. This summer the interns were able to experience some of Topeka and Shawnee County's coolest young professional offerings from The Topeka Zoo, Lake Shawnee and Adventure Cove, TopTracer Golf at Great Life North and networking events at Axe & Ale and GTP's Business Unwind, as well as an opportunity to meet with community leaders at a panel event at Advisor's Excel.



Forge

Forge had a busy quarter 2 with a variety of events that engaged the young professional community in Topeka and Shawnee County. Events include a kickball tournament and tailgate, Mimosa Yoga, Membership Coffee Social, Tour Topeka in partnership with Parks and Rec, a Bar Crawl on the Topeka Metro Route 29, VIP Eats and Beats, Live Your Dream Symposium in partnership with TCALC, and a Golf 101 Panel about doing business on the golf course and other corporate outings.

Membership Campaign

In an effort to maintain membership growth that we've seen the last few years we are continuing our marketing and recruiting campaign. Phase one of the spring campaign launched in April and ran for several weeks. We adjusted our marketing collateral and messaging for phase two which launched in June. A full marketing recap will be available shortly.

Workforce & Talent

2024 Q2 Workforce Data

Total Working Age Population
(16 YEARS AND OVER)

98,420
TOPEKA

138,728
SHAWNEE COUNTY

KS 2,279,955
US 268,250,667

Labor Force Participation

64,451
TOPEKA

93,332
SHAWNEE COUNTY

KS 1,507,696
US 167,907,667

Employment

62,492
TOPEKA

90,692
SHAWNEE COUNTY

KS 1,459,950
US 161,257,667

Jobs

85,588
TOPEKA

99,927
SHAWNEE COUNTY

KS 1,419,561
US 153,189,386

Average Wages

\$58,037
TOPEKA

\$58,025
SHAWNEE COUNTY

KS \$58,883
US \$72,773

Labor Force Participation Rate

65.49% TOPEKA

67.30% SHAWNEE COUNTY

KS 66.13%
US 62.59%

Employment-Population Ratio

63.50% TOPEKA

65.40% SHAWNEE COUNTY

KS 64.03%
US 60.11%

Unemployment Rate

3.0% TOPEKA

2.8% SHAWNEE COUNTY

KS 3.2%
US 4.0%

*Total Civilian Non-institutionalized Population



Small Business Incentive Program

Incentive Types

Construction

13

Marketing

12

Architecture & Design

3

Equipment

21

Proof of Concept

1

Professional Services

4

Global Markets

1

PREAPPROVAL
2024

55

Incentives
Totaling

\$292,525

LIFE OF PROGRAM

731

Incentives
Totaling

\$3,218,997

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

DEMOGRAPHICS OF APPLICATIONS IN PROCESS

9

Minority Owned

19

Women Owned

0

Veteran Owned

0

Disabled Owned

0

SBA 8(a)- Certified

Community Outreach: Small Business Incentives

During the second quarter of the year, our community outreach for the Small Business Incentive program involved re-connecting with previous recipients who's projects have hit their 3 year mark and are now able to reapply. We also saw an uptick in calls and drop ins from interested business owners.

Media

Stephanie appeared on WIBW's Red Couch with Melissa Brunner on June 10th to share about the upcoming Young Innovators Market and Contest held on July 12th at Everygy Plaza. This event featured local 7th-12th graders as they not only sold their own products but engaged customers and learned how to create an appealing booth. Participants all walked away with the income earned from their sales, but also prizes from judging done by secret shoppers.

Small Business

43rd Annual Small Business Awards -

The 43rd Annual Small Business Awards celebrates and honors Small Businesses in our community for their growth and efforts over the year. We were excited to honor 20 local small businesses and members of the Greater Topeka Partnership during our ceremony in the Townsite Ballroom, ultimately leading the winners of each category and an overall winner for TopCity Small Business of the Year. Prior to the awards, Mayor Padilla shared his thoughts and gratitude for those working so hard to achieve their goals and serve our community and Jake Farrant with Mammoth Sports Construction shared about his entrepreneurship journey and his advice.

Finalist Include:

Emerging Innovation - Love Lifesciences

Micro Enterprise - AO Nola Praline Candy

Young Entrepreneur - Circle Coffee Co.

Manufacturer - Automation Controls

Women Owned - Onyx Salon

Veteran Owned - Curb Appeal

Minority Owned - Patterson Family Child Care Center

Top City Business of the Year - Patterson Family Child Care Center

Small Business Council

We're thrilled to announce the latest additions to the Small Business Council, reflecting our commitment to diversity and innovation within our community. Following an influx of submissions, we're proud to welcome 11 newly elected small business owners from our city and county. These individuals bring a wealth of experience, diverse backgrounds, and fresh ideas to the council as they embark on their 3-year terms of service. Join us in welcoming the new members of the Council ;

Amanda Chavez, Chavez Restoration

Amanda Lewis Thompson, Coldwell Banker

Bobby Santacroce, Bobby's Food Co.

Carmen Romero Nichols, La Creperie Co.

Kaylee Champagne – Champagne Made & FORGE Representative

Kelly Schuster, The Linen Tree

Loni Foster, The Mix

Samantha Hill, H&H Designs

Shelby Irick, The Beacon

Staci Williams, Petland

Yvonne Guy, Farmers Union Midwest Agency

Small Business Council Training Series

On April 11th, the Small Business Council hosted their bi-monthly training. This month featured Taylor Overton of the Department of Commerce as she presented on "Unlocking Opportunities", which drew about 50 attendees, all representing minority or women-owned businesses. Hosted in collaboration with the Kansas Department of Commerce Office of Minority and Women Business Development, the session provided essential insights into the certification process, empowering participants to navigate the competitive market with confidence. Throughout the event, attendees received expert guidance on certification eligibility, application processes, and strategies for leveraging certification to access new markets and opportunities.

On June 13th, the Small Business Council hosted a training course titled "Understanding the Basics of Digital Marketing" with Tobias Harvey, SBC Chair. During this session, attendees were able to learn the fundamentals of digital marketing such as social media, search engine strategies, branding, and paid media. Tobias led them through a worksheet activity that helped build their own strategies unique to their organization. This was the 5th occurrence of the bi-monthly trainings, continuing to prove successful in attendance and that it is filling a need in our small business and entrepreneurship community.



GO Topeka Staff

Molly

Howey



President,
GO Topeka

Stephanie

Moran



SVP
of Innovation

Trina

Goss



Director, Business &
Talent Initiatives

Rhett

Flood



Executive Director of
Forge Young Talent

Ashley

Lehman



Director of Business
Development

Israel

Sanchez



Director of Equity &
Business Development

Stephanie

Norwood



Director of
Entrepreneurship
& Small Business

Erin

Young



Marketing
Project Manager

Manuel

Castro



Executive
Coordinator

Michelle

DeWeese



Executive
Coordinator

Matt

Pivarnik



CEO, Greater Topeka
Partnership







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



2024 Go Topeka Board of Directors

Elected Directors

Scott Hunsicker	Kansas Financial Resources
Chris Faulk	McElroy Electric, Inc.
Jim Klausman	Midwest Health
Cassandra Taylor	HTK Architects
Jacob Wamego	Prairie Band, LLC
Doug Wolff	Security Benefit
Jeff Martin	Evergy
Paul Bossert	Premier Staffing
Martha Piland	MB Piland
Sara Girard	Central National Bank
Manny Herron	Haus Property Partners
Dr. Rob Kenagy	Stormont Vail Health
Kevin Rake	HME, Inc.
Travis Morris	Summit Materials
Troy Simoneau	Kansas Gas Service
Dr. Sam Al-Murrani	Bimini
Daina Williams	L&J Building Maintenance
Scott Campbell	The University of Kansas Health System St. Francis
Kurt Kuta	CoreFirst Bank & Trust
Shane Hillmer	Southwest Publishing
Calla Haggard	Community Bank
Joe Caldwell	Bartlett & West
Tammy Dishman	Capitol Federal

Directors Appointed at Large

Michael Odupitan	Omni Circle
Dr. Kevin Hahn	Tri-Source Pharma
Linessa Frazier	American Century Investments
Marvin Spees	Capital City Oil
Neal Spencer	Ernest-Spencer
Ashley Bettis	PTMW, Inc
Joe Hishmeh	Fellowship Bible Church

Directors By Virtue of Position Held

Michael Padilla	City of Topeka, Mayor
Kevin Cook	Shawnee County Commissioner
Rich Eckert	Shawnee County Councilor
Neil Dobler	City Council Member
Curtis Sneden	MTAA
Marshall Meek	Washburn University
Richard Nienstedt	City of Topeka, City Manager
Lt. Col. Chris Hill	190th Refueling Wing



go >topeka

A Greater Topeka Partnership Organization

INTERNATIONAL ECONOMIC
DEVELOPMENT COUNCIL



Accredited Economic Development Organization



Prepared for JEDO
Joint Economic Development Organization