

MINUTES

MEETING: **GO Topeka Board of Directors**

PLACE: Chamber Board Room

TIME: 7:30 a.m.

DATE: August 4, 2006

Present: Carl Koupal, Linda Rameriz Gonzalez, Mark Wittenburg, John Moenius, Lucky DeFries, Jim Haines, Maynard Oliverius, Mike Wilson, Dan Woodard, Connie Goodnow, Matt Sabatini, Mike Engler, Duane Fager, Neil Fisher, Carlos Gomez, Bob Schuster, Kathleen Urbom, Dr. Jerry Farley, Commissioner Vic Miller, Norton Bonaparte, Mayor Bill Bunten, David Kerr, Brad Owen

Guests: Mel Chapman, Lori Kravets, Council Member Brett Blackburn

Carl Koupal called the meeting to order. Koupal recognized and thanked Mel Chapman, Cook, Flatt & Strobel, for their sponsorship of the meeting. Koupal introduced Council Member and JEDO Board Member Brett Blackburn. He further indicated that other members of JEDO will be invited to future meetings to keep them abreast of GO Topeka activities.

David Kerr moved, Dr. Jerry Farley seconding, that the minutes of the June 2, 2006 meeting be approved. The motion carried.

Brad Owen presented financials for the period. He explained the changes on the balance sheet are due to the land purchase. Two payments were received from the sales tax in June. Expenses are in line with the budget. Owen explained the list of incentive expenditures, indicating some of these incentives are offers, and some are binding contracts. David Kerr moved, Mark Wittenburg seconding, that the financials be approved. The motion carried.

Christy Caldwell discussed the upcoming Inter-City visit to Little Rock on September 27-29, 2006. Discussions will be held with city, county and chamber personnel on their River Front development and what has happened to downtown as a result of the riverfront development. There will be discussions on their economic development efforts, conventions and tourism. Little Rock's population is approximately 180,000 and their MSA is approximately 350,000, slightly larger than ours. Caldwell encouraged anyone who is interested in participating to contact her.

Doug Kinsinger reported on the financial services prospect from Atlanta and the incentive package previously approved by the board. Staff has been informed that Topeka has been selected for their new location. They indicated they would initially employ 75 to 100 but have not indicated they would employ about 100 to 200 people. The company is negotiating a lease on the South City Plaza building. An announcement should be forthcoming soon.

Doug Kinsinger reported that he understands Ventria has selected another community in the area who has offered the company \$6 m in cash. The board felt that if they locate in the proposed community that it could have benefits to Topeka/Shawnee County. Kinsinger indicated staff has started conversations with venture capital firms in the state.

Jo Beilman updated the board on the 310 Marketing Program. Conversations have been held with the company, their staff has visited the community, and three markets have been targeted: bio-science, keying on pet health; back office; and light manufacturing. 310 should make approximately 900 direct contacts over a span of three months.

Doug Kinsinger reported that Linda Ramirez Gonzalez and GO Topeka are being honored at the Kansas Black Expo's Annual Friends of the Family Awards Luncheon on August 24, 2006. Staff has purchased a table and Kinsinger encouraged board members who would like to attend the event to let him know.

Kathy Moellenberndt advised that GO Topeka completed the transaction on purchasing 78 acres directly adjacent to the Commerce Park.

Doug Kinsinger introduced Lori Kravetz from GO Connection to discuss replenishing the microloan fund. Lori Kravetz explained GO Connection's program and cooperation with GO Topeka and presented a summary of loans made since 2003. To date 39 loans have been made; 30 have gone to DBE recipients; 9 loans were made to non-DBE recipients; 133 jobs have been created; and 47 jobs have been retained. The cost per job created or retained is \$1,695. Kravetz indicated current available microloan pool funds are being very low. Dr. Farley moved, Lucky DeFries seconding, that \$35,000 be approved to GO Connection out of the DBE budget. The motion carried. The board discussed the loan committee's oversight of the loan process and approval rates.

Brian Turner discussed the proposed Grassroots Loan Program advising that these loans could potentially hold more risk. Turner requested that \$50,000 be set aside, a maximum loan of \$5,000 be made, and the interest rate attached to the prime rate. Turner provided a handout listing the eligibility requirements for a loan. After considerable discussion the board requested that the DBE Council look at the commitments, revisit the recommendations, restructure the program, and bring it back to the board.

Kathy Moellenberndt discussed recent incentive offerings for prospects that are considering the community. Three projects are in the works and discussions have been held with the Executive Committee on them. Project [REDACTED]

Kathy Moellenberndt advised that staff is working with a prospect, [REDACTED], who is looking to expand their operations with an investment of [REDACTED]. This company is looking at three to four different states. Staff has proposed an incentive of [REDACTED]. The executive committee approved up to [REDACTED]. Dr. Farley moved, Mark Wittenburg seconding, that the proposed incentive offer be approved, and that the [REDACTED]. The motion carried.

Kathy Moellenberndt discussed a [REDACTED]

Doug Kinsinger mentioned the upcoming trade mission to China sponsored by Washburn University. Anyone interested in participating should contact Dr. Michael Stoica, Professor of Business Strategy at Washburn.

Kathy Moellenberndt advised that a copy of the 2nd Quarter Report to JEDO was at their placed. In the essence of time she suggested that board members look over the report and if they have any questions to please give her a call.

The meeting adjourned.