

MINUTES

MEETING: GO Topeka Board of Directors

PLACE: Chamber Board Room

TIME: 7:30 a.m.

DATE: December 1, 2006

Present: Carl Koupal, Andy Jetter, Rick Jackson, Lucky DeFries, Jim Haines, Mike Wilson, Dan Woodard, Connie Goodnow, Kris Kitchen, Matt Sabatini, Mike Engler, Neil Fisher, Alonzo Harrison, Carlos Gomez, Dr. Jerry Farley, David Stremming, Mike Humberd, Commissioner Vic Miller, Norton Bonaparte, Mayor Bill Bunten

Guests: Harry Craig, Curtis Pitts

Carl Koupal thanked everyone for attending the meeting. Dave Stremming introduced Mike Humberd, who will be serving as President of MTAA upon Dave's retirement. The board welcomed Mr. Humberd to the group.

Lucky DeFries moved, Dr. Farley seconding, that the minutes of the November 3, 2006 meeting be approved. The motion carried.

Rick Jackson presented financials for the period indicating a good cash position, and that expenses are in line with budget. Jackson and Kinsinger discussed incentives to be paid and those pending. Kinsinger discussed the incentive to Goodyear and that conversations with Larry Robbins, Plant Manager, indicate that Goodyear will not make application for the incentive this year. David Kerr moved, Andy Jetter seconding, that the financials be approved. The motion carried.

Kathy Moellenberndt advised that at the last GO Topeka meeting the board approved the 2007 budget. After the meeting it was discovered that one item had been inadvertently left off, which covers production, postage and handling for the mailing of the 4th GO Topeka Newsletter. The intent of sending the newsletter is to reach a broader base of the community by inserting it into the newspaper and also sending it to all registered voters in Rossville and Silver Lake. The cost of extra mailing costs will be approximately \$12,000 to be added to the Marketing and Promotion line item. The JEDO board approved the increase. Dr. Farley moved, Andy Jetter seconding, that the Marketing and Promotion line item be increased by \$12,000. The motion carried.

Doug Kinsinger discussed the target market study to be undertaken by the Competitive Strategies Group. The first meetings will be held on December 12th and 13th, after which they will compile the information from these meetings along with other data they have accumulated to present a plan to the board in February.

Doug Kinsinger discussed a letter from Ken Daniel, Midway Wholesale, which is located at 3rd & Chandler. Daniel wants to expand his business, and it will cost approximately \$1 million to construct a facility for the sales and distribution building. Ken Daniel made a request to the JEDO board and the JEDO board approved the proposal. Staff clarified that there will be no new jobs but the retention of current jobs. GO Topeka would commit \$250,000 forgivable loan to Wohlgemuth & Daniel Investments when documentation of completion of the building is received at a cost of \$1 million and investment of \$250,000 in additional capital by Midway's stockholders and the retention of current employees. A claw-back provision was included in the ten-year period.

Kathy Moellenberndt advised that Frito-Lay continues to work with the city on their property tax exemption, a multi-million dollar expansion with 50-75 new jobs at \$18-\$19/hr. plus benefits. Moellenberndt discussed Ag Pro, another company staff has been working with for about a year. The company needs 250 to 300 acres of land and represents over \$100 million investment. Staff is hopeful an announcement will be made by the end of the year. Project Crystal, a manufacturing operation, is a \$100 million investment, is looking at 3 to states for this project. Staff met with the company and Topeka is one of proposed sites. Logistics and costs are a concern at this point.

[REDACTED]

Carl Koupal advised that the board should consider officers and directors for the next term. He appointed a nominating committee of the Executive Committee and Matt Sabatini, Mike Engler, and Lucky DeFries. A report will be presented to the board in February. Kathleen Urbom moved, Kris Kitchen seconding that the committee meet, consider names, and report to the board. The motion carried. Koupal further advised that the GO Topeka Executive Committee will meet on Wednesday, December 20, 2006 at 7:30 a.m.

Carl Koupal advised that the Chamber/GO Topeka Annual Meeting will be held on January 18, 2007 at the Ramada Inn with speaker Scott Meadow, who is a partner in a venture capital firm in Chicago.

Carl Koupal and Doug Kinsinger discussed the private sector funding campaign that has been in place for the last three years. While commitments run through 2007, it is time to consider renewing that effort and implementing another campaign. Kinsinger advised that a professional fund raising company was hired, Capital Funding Strategies, who raised \$2.5 m over five years. The board discussed whether to consider an RFP or to use the same firm again. Mike Wilson moved, Connie Goodnow seconding, that staff engage Capital Funding Strategies as long as their costs are competitive. The motion carried.

Carlos Gomez discussed a request that came to the DBE regarding the Living the Dream project and underwriting the function on Monday, January 8, 2007 at 11:30 a.m. at the Ramada Inn. The speaker will be Barrett Hatches, President of Swope Health Services of Kansas City, KS. He will also lead a discussion during the Economic Development and Diversity Forum and meet with local high school students. Andy Jetter moved, Kris Kitchen seconding, that the function be funded at \$7,000. The motion carried.

Doug Kinsinger reported on the visioning process requested by the joint board retreat. Henry Luke, a nationally known consultant spoke to the "Fat Wed" group and received their enthusiastic support for the process. Kinsinger explained Luke's process and fees. The board agreed that it did not want to see an additional study completed that would just sit on the shelf. Harry Craig, a member of "Fat Wed" discussed their potential involvement in the process. He further indicated that unless the community wants change, there will be no change. Kinsinger indicated a series of meetings will be held in January/February with Mr. Luke and local groups.

Doug Kinsinger advised that over 70 people attended the recently held "Deal Makers' Expo" with good dialogue being had regarding economic development.

Dan Schemm advised that a meeting was held with the Chinese Consulate General on November 14th. Another meeting will be held in March.

Dave Stremming invited the board to a reception for his retirement on December 15th from 2-5 p.m. at MTA. He thanked the board for their hard work in moving the community ahead and expressed appreciation for his tenure on the board.

The meeting adjourned.