

# Attachment A

**Go Topoka  
2010 Budget - Public**

**WORKING DRAFT  
DISCUSSION PURPOSES ONLY**

|  | Proposed<br>Budget<br>2010 | Approved<br>Budget<br>2009 | Estimated<br>2009 |
|--|----------------------------|----------------------------|-------------------|
| <b>Revenues:</b>   |                            |                            |                   |
| Sales tax  | 5,000,000                  | 5,000,000                  | 5,000,000         |
| Investment MV change (reversing prior yr gains)                    |                            |                            | (81,694)          |
| Investment income & other(excl. dba)                               | 70,000                     | 250,000                    | 131,786           |
| <b>Total Revenues</b>  | <b>5,070,000</b>           | <b>5,250,000</b>           | <b>5,050,092</b>  |
| <b>Expenses:</b>   |                            |                            |                   |
| Salaries   | 526,722                    | 531,818                    | 496,155           |
| Payroll taxes and benefits   | 124,824                    | 121,811                    | 100,495           |
| <b>Total Staffing <sup>(3)</sup></b>                               | <b>651,546</b>             | <b>653,629</b>             | <b>596,650</b>    |
| <b>Departmental activities <sup>(5)</sup>:</b>                     |                            |                            |                   |
| Existing Business  | 87,936                     | 48,507                     | 35,000            |
| New business attraction  | 532,259                    | 473,964                    | 379,171           |
| Marketing and promotion  | 564,276                    | 513,800                    | 462,420           |
| Workforce development  | 63,880                     | 123,980                    | 33,149            |
| Government relations   | 66,100                     | 66,100                     | 62,885            |
| Small Business Innovation Center                                   | 22,160                     | 16,580                     | 35,962            |
| Research   | 42,250                     | 46,800                     | 34,404            |
| Disadvantaged Business Enterprises <sup>(1)(2)</sup>               | 649,848                    | 578,251                    | 404,767           |
| <b>Total Departmental</b>  | <b>2,028,709</b>           | <b>1,867,962</b>           | <b>1,447,758</b>  |
| Other operating expenses   | 330,200                    | 329,300                    | 324,712           |
| <b>Total Operating Expenses</b>                                    | <b>3,010,455</b>           | <b>2,850,891</b>           | <b>2,369,120</b>  |
| <b>Total Revenues over Operating Expenses</b>                      | <b>2,059,545</b>           | <b>2,399,109</b>           | <b>2,680,972</b>  |
| Heartland Visioning <sup>(4)</sup>                                 | 60,000                     | 60,000                     | 60,000            |
| <b>Incentives and Site Expenditures:</b>                           |                            |                            |                   |
| Anticipated expenditures on current commitments                    | 891,453                    | 429,720                    | 236,786           |
| Industrial Park Maintenance/Property Taxes                         | 22,720                     |                            | 16,121            |
| Master Plan for Science and Innovation Park                        | 20,000                     |                            |                   |
| New Incentives   | 1,500,000                  | 1,500,000                  | 316,667           |
| Site Improvements - Commerce Park <sup>(5)</sup>                   | 173,000                    |                            |                   |
| Site Improvements - 49th St  | 1,500,000                  | 1,500,000                  |                   |
| Site Improvements - New Park                                       | 2,358,000                  |                            |                   |
| Site option/acquisition  | 14,225                     | 3,500,000                  | 4,135,978         |
| <b>Total Incentives and Site Expenditures</b>                      | <b>6,479,398</b>           | <b>6,929,720</b>           | <b>4,705,552</b>  |
| Transfer from (to) cash, investments and land held for development | 4,479,853                  | 4,590,611                  | 2,084,580         |
| <b>Net revenues over expenses and incentives</b>                   | <b>0</b>                   | <b>0</b>                   | <b>0</b>          |

(1) Includes salaries and benefits budgeted on 1.5 and 2.5 FTEs of \$99,036 in 2010 and \$171,010 in 2009, respectively.

(2) Amount exceeds 10% of budgeted revenues; excess will be charged against any remaining carryover funds. Also, this amount includes DBE direct salaries as well as DBE income programs.

(3) Budget for 2010 is based on 6.78 FTEs and 2009 is based on 6.78 FTEs. Excludes DBE.

(4) Potential equal contributions on behalf of the City and County, subject to their approval.

(5) Includes direct departmental expenses only.

(6) \$153,000 is matching share to EPA grant.