



Economic Development

3rd Quarter 2011

Report to JEDO



New Business Attraction

Team Leaders: Dawn Wright and Cindee Williams

GOAL 1: Create substantial prospect activity through suspect lead generation and servicing new qualified projects that have a high level of interest in Topeka/Shawnee County.

Goal 1.1: 1,100 new “suspects” during year with at least three “touch points”

Progress 3rd Quarter:

- 476 suspects
- 51 site consultants contacted

Progress 2nd Quarter:

- 688 suspects
- 865 site consultants contacted

Progress 1st Quarter:

- 539 suspects
- 51 site consultants contacted

Goal 1.2: Development of 100 new prospects (viable project generation)

Progress 3rd Quarter:

- 9

Progress 2nd Quarter:

- 17

Progress 1st Quarter:

- 15

Goal 1.3: 25 new qualified projects (formal proposals submitted to company)

Progress 3rd Quarter:

2

Progress 2nd Quarter:

- 5

Progress 1st Quarter:

- 4

Definitions:

Suspect Touch Points- external inquiries from consultants, partners, or company-generated contacts; marketing outreach and other forms of company contact.

Prospect-viable project determined/generated through Suspect Touch Points

Project-active project for which a proposal has been submitted to the company by GO Topeka

Goal 1.4: Redesign, beta test, and deploy the GO Topeka website that serves both the site selection consultants and those companies doing independent site searches including a maintenance plan and Social Media strategy associated with the site.

Progress 3rd Quarter:

- Continued support to clients and site consultants through website additions and updates on daily basis, keeping content fresh and relevant.

Progress 2nd Quarter:

- www.GoTopeka.com Website Live on 6-15-11. Continue to make adjustments and additions to the site on an ongoing basis.

Progress 1st Quarter:

- Beta test underway. Anticipated to go live by 6-1-11. Enhanced website with new design and navigation system. Currently we are in the testing phase and will become live 2nd Quarter 2011. In addition, new design components will increase Search Engine Optimization (SEO)

Additional Attraction Actions Implemented in 3rd Quarter 2011.

- Email communication blasts to sales leads in targeted sectors
- Developed Kanza Fire Commerce Park brochure
- Face to Face relationship building with 16 site consultants from Chicago area, coordination of logistics with 38 site consultants in Dallas area for 4th quarter meetings.
- Re-tooling Swiftsite buildings and site database to add more GIS layers and more user friendly options
- Coordination of meetings with energy sector targets
- Prospect development and site visits for international companies
- Email communication blasts to Bio-Science/Animal Health sector on Kanza Education and Science Park.

Additional Attraction Actions Implemented in 2nd Quarter 2011

- Email communication blasts to site consultants including Kansas Legislative Report, GO Topeka Website Live Announcement, Mars Announcement. Total of 834 emails opened.
- All new brochures for Targeted Sectors are complete, as well as brochures for Central Crossing Commerce Park, Executive Summary and Value Proposition.
- Targeted industry sectors mailed a new brochure for their sector.
- Face to Face Relationship building with 31 Premier Site Consultants in Atlanta at SEDC Meet the Consultants, New Jersey KDOC Dinner, New Orleans Area Development Consultants Forum, and Los Angeles KDOC Luncheon.
- International BioScience Show in DC-14,000 attendees, booth in conjunction with KS BIO booth.
- NHRA Site Consultants in community event for 12 of the top site consultants in the U.S., familiarization visit to Topeka May 20-21, 2011.

Additional Attraction Actions Implemented in 1st Quarter 2011

- Marketing promotion to generate Suspects by targeted Email blasts to begin 2nd Quarter 2011 using new Email marketing tool
- Site Consultant In-Community Marketing Event. Twelve top Site Location Consultants from throughout the United States are confirmed to attend May 19 & 20, 2011 during NHRA Summer Nationals at Heartland Park Topeka.
- White Paper produced on Frito-Lay's Biomass Boiler for Site Location Consultants and Food Manufacturing Industry Executives. E-blast to be sent second quarter.
- Face to Face Relationship Building with 15 Premier Site Consultants – 1st Quarter. Dallas Mission Trip and Roundtable in the Rockies

GOAL 2: Generate new community and individual wealth and prosperity through new capital investments and new/retained primary jobs that pay the average wage or higher for Shawnee County and provide health insurance for the employees.

Goal 2.1: Attract new capital investment (new and expanding primary employers)

Progress 3rd Quarter

- No report in 3rd Quarter

Progress 2nd Quarter

- \$250,000,000.00 Capital Investment announcement of Mars Chocolate North America Phase One

Progress 1st Quarter:

- No report in 1st Quarter

Goal 2.2: Attract new primary jobs (wages must be equal to or exceed County average for new jobs; equal the company average for the existing companies)

Progress 3rd Quarter:

- No report in 3rd Quarter

Progress 2nd Quarter:

- 200 employees Phase One Mars Chocolate North America
425 employees total

Progress 1st Quarter:

- No report in 1st Quarter

Goal 2.3: Increase the per capita income in Shawnee County over time by attracting employers that pay at least the Shawnee County average wage of new employers

Current average: \$39,016 (2009 most recent available)

Source: Kansas Department of Labor

Progress 3rd Quarter:

- No report in 3rd Quarter

Progress 2nd Quarter:

2011 Average of New Employers: \$ 43,000.00

Percent of County Average: 110.2 %

Progress 1st Quarter:

- No report in 1st Quarter

Existing Business

Team Leader: Jo Feldmann

Goal 3: Increase contact with existing businesses and top employers in the County and provide support for primary employers to retain and/or add jobs.

Goal 3.1: At Least 220 business visits including top 50 employers (mandatory to qualify). Visit inputs will be recorded on a consistent format.

Progress 3rd Quarter:

- 41 visits with 12 being to major employers. (Total visits to date 187) List available upon request.

Progress 2nd Quarter:

- 103 visits with 23 being to major employers. (Total visits to date 146) List available upon request.

Progress 1st Quarter:

- 43 visits with 12 being to major employers. (Total visits to date 43) List available upon request.

Goal 3.2: At least four (4) "Walk-Around" visits in four separate business districts in Topeka/Shawnee County. Must have contact with at least 20 businesses each time to count. Visit inputs will be recorded on a consistent format.

Progress 3rd Quarter:

- Walk around visit completed on September 2, 2011 with City Councilwoman Karen Hiller.
- A walk around visit was completed on September 8, 2011 with Commissioner Shelly Buhler.
- Staff will work toward scheduling two additional walk around visits for 2011.

Progress 2nd Quarter:

- District 1(City) walk around scheduled for Friday, September 2
- District 3(City) walk around to be scheduled
- District 5(City) walk around scheduled for Wednesday, September 7
- District 7(City) walk around scheduled for Tuesday, September 6
- District 9 (City)walk around scheduled for Thursday, September 8
- District 1 (County) walk around scheduled for Tuesday, September 6

Progress 1st Quarter:

- June & September visits planned – exact dates dependent upon schedules of elected officials

Goal 3.3: At least four (4) visits each quarter to an existing primary employer headquarter office located outside Topeka/Shawnee County. This should involve a GO Topeka Board member in addition to staff.

Progress 3rd Quarter:

- Visits were conducted in late September of 2011 with two company headquarters: Home Depot
Innovia Films
Staff attending these visits were Doug Kinsinger and Dawn Wright. Both organizations requested additional information for future visits to Topeka/Shawnee County. Staff will begin working on these projects in the 4th quarter.
- Staff will be meeting with AT&T headquarters in October.

Progress 2nd Quarter:

- Home Depot – Scheduled for August. Working with local team to finalize exact date
- Reser's Fine Foods – Scheduled for September 27. Working with Mark Reser at the corporate headquarters.
- Target Distribution Center – Finalizing a visit in October
- Fourth and final visit to be determined. Goodyear and Del Monte have declined for this year.

Progress 1st Quarter:

- Visits anticipated in June, September, October, November

Goal 4: Provide education, training and recognition for existing business, with an emphasis on primary employers that will enhance their operations and sustainability in Topeka/Shawnee County.

GOAL 4.1: Twelve (12) quality seminars that meet the educational needs of the existing employers with at least 25 attendees (exclusive of staff) and an average evaluation of 4.5 out of 5.

Progress 3rd Quarter:

- Executive Communication Skills
 - 4 attendees
- Due to a staffing vacancy during the 3rd Quarter, seminars were limited.
- As business needs are assessed, seminars will be held in the 4th Quarter.

Progress 2nd Quarter:

- Managing Cross Generational Workforces
 - 23 attendees with 4.75 rating
- Directions in Organizational Leadership
 - 25 attendees with a 4.8 rating
- Making the Right Hire
 - 19 attendees with a 4.6 rating
- Human Resource Laws, Issues and Trends
 - 18 attendees with a 4.6 rating
- Executive Communications
 - 17 attendees with a 5.0 rating
- Executive Communication Skills

Progress 1st Quarter:

- Managing Cross Generational Workforces
 - 23 attendees with 4.75 rating

GOAL 4.2: Two (2) recognition events for primary employers that include an event at the NHRA Summer Nationals and a major event to recognize primary employers and their contributions to the community and its economy that includes an Economic Outlook component

Progress 3rd Quarter:

- As part of GO Topeka's recognition events planned for 2012, staff delivered recognition awards displaying large aerial photos of Home Depot and Bimbo Bakery's facilities. These photos were framed and presented to the general managers at each facility. Staff is researching opportunities for another event for 2011.

Progress 2nd Quarter:

- NHRA event, May 22, 2011 – 28 business leaders attended this event at Heartland Park.

- Primary Business Recognition Luncheon will be held November 2, 2011 at Security Benefit, recognizing businesses that export their goods or services, and bring new money into the community.

Progress 1st Quarter:

- NHRA event, May 22, 2011
- Major recognition event in 4th Quarter 2011

GOAL 4.3: Continue the WorkKeys testing of high school seniors and development of a report from the first two years of testing providing insights on the skills attainment over the first two years.

Progress 3rd Quarter:

- Testing is wrapping up for the senior class of 2012. Staff will continue working with Heartland Works/Kansas Department of Commerce on finalizing all test scores for 2012.

Progress 2nd Quarter:

- WorkKeys testing has been completed for all school districts. Heartland Works is providing certificates to the students to sign up. Awaiting results from Seaman and Hayden High Schools.
- Seniors in Shawnee County for 2011 – 11 platinum scores, 236 Gold scores, 627 Silver scores, 245 Bronze scores.

Progress 1st Quarter:

- WorkKeys testing has been completed for all school districts. Heartland Works is providing certificates to the students to sign up. Awaiting results from Seaman and Hayden High Schools. Once those results are turned in a report from the first two years will be completed.

Other Actions implemented in Existing Business projects for 2011:

- **Value of Manufacturing Program**
The first meeting of the Value of Manufacturing group was held on March 18, 2011. This group is comprised of manufacturers, Washburn Tech, GO Topeka and the school districts. The purpose of the group is to build our manufacturing workforce by introducing the value of manufacturing careers to students and non-traditional demographics.
- **Surviving Progress**
GO Topeka partnered with the City of Topeka to alert businesses about the ½ cent sales tax projects for 2011; gave them information about surviving during construction and provided appropriate contact information for any questions the businesses might have. Public meetings were held on March 23rd and April 27th. These meetings allowed businesses to talk with project managers and engineering firms about projects that will impact their businesses. In addition, GO Topeka sent letters to the businesses and individually visited each impacted business. Staff made 80 Surviving Progress visits.

- **Six Sigma**
GO Topeka continues to partner with Washburn University on the Six Sigma program. This program is now three years old and has exceeded all expectations. In the first quarter of 2011 we have conducted a white belt, yellow belt and green belt course.
- **Innovation Leadership Institute 3-Day Workshop**
GO Topeka partnered with the Mid American Manufacturing Technology Center (MAMTC) to promote the Innovation Leadership Institute Workshop held March 16-18. Scholarships were provided to three businesses.
- **MAMTC Innovation Jump Start Projects**
In partnership with MAMTC and Washburn University, GO Topeka received a grant from the National Institute of Standards and Technology to create an innovation supply chain for Topeka/Shawnee County. The Existing Business Program has been working with MAMTC to set up 70 Jump Start projects. Twenty Jump Start contracts were signed in the 1st Quarter 2011.
- **Business Assistance**
The Existing Business Program is currently working with two businesses to expand or grow their operation.
- **SME**
Staff is exploring the development of a chapter for Society of Manufacturing Engineers. This group will aid in the support of manufacturing with business and education in Topeka/Shawnee County. Meetings are scheduled in the 4th Quarter to fully explore the development of this group.

Workforce Development

Team Leader: Jo Feldmann

Goal 5: Fully deploy the Competitiveness Center concept to include a scientific survey of employers to determine current and future needs, a regional workforce summit, and development of workforce development strategy in partnership with workforce system providers and private employers.

Progress 3rd Quarter:

- Staff is assisting in the planning of the Field Day for Counselors. Frito Lay will be the first host for this event.
- Staff assisted Washburn Tech in promotion of family day to encourage students to learn about programs available at Washburn Tech.

Progress 2nd Quarter:

- Involved in planning the Washburn Tech Advanced Systems Technology Job and Training Expo

Progress 1st Quarter:

- Employer survey targeted for 3rd Quarter 2011
- Summit targeted for 4th Quarter 2011 that will lead to the development of a comprehensive workforce development strategy

Entrepreneurial and Minority Business Development

Team Leader: Cyndi Hermocillo-Legg

Goal 6: Increase the knowledge and capacity of minority- and women-owned businesses as well as emerging entrepreneurs through education, training, development and support services.

Goal 6.1: Provide at least four (4) Breakfast Buzz Programs with an evaluation score of 4.5 out of 5.

Small Business Breakfast Buzz –

Third Quarter (August 24, 2011) Evaluation Scoring:

Attendance	Use of Info	Easy to Understand	Speaker
Total Attendance = 41 Evaluations Turned In=59%	4.92	4.79	4.92

Second Quarter (May 25, 2011) Evaluation Scoring:

Attendance	Use of Info	Easy to Understand	Speaker
Total Attendance =52 Evaluations Turned In=55%	4.71	4.57	4.57

First Quarter-(February 23, 2011) Evaluation Scoring:

Attendance	Use of Info	Easy to Understand	Speaker
Total Attendance =59 Evaluations Turned In=56%	4.56	4.50	4.61

Goal 6.2: Conduct four (4) traditional First Step FastTrac programs (FSFT)

	FSFT Class #28	FSFT Class #29	FSFT Class #30	FSFT Class #31
Scheduled Dates	First Quarter Jan. 27 – March 24	Second Quarter April 07- June 23	Third Quarter July 07-Sept. 22	Sept. 29 – Dec. 15
Graduation Statistics	Graduates= 9 Minority=55% Women=55% LMI= 55% (85) in attendance at FSFT graduation ceremony, Dr. Pryor – Keynote Speaker	Graduates= 7 Minority=71% Women=86% LMI= 57% (48+) in attendance at FSFT graduation ceremony, Karl Klein – Keynote Speaker	Graduates= 8 Minority=62% Women=75% LMI= 50% (37+) in attendance at FSFT graduation ceremony, Bernard Hurd– Keynote Speaker	In Process

Goal 6.3: Conduct two (2) Child Care First Step FastTrac programs (FSFTCC)

	FSFTCC Class #5	FSFTCC Class #6
Scheduled Dates	First/Second Quarter March 15 – June 07	Aug. 30 –Dec. 15
Graduation Statistics	Graduates= 14 Minority=57% Women=100% LMI= 79% (62+) in attendance at FSFT graduation ceremony, Clayton Financial Services Keynote Speaker	In Process

-To date a total of 458 FSFT/FSFT child care graduates (55% Low Income, 43 % Minority, 68% Women). FSFT Directory continually updated and available of established FSFT businesses.

Goal 6.4: Increase capitalization of the Topeka/Shawnee County First Opportunity Fund by \$400,000.

Progress 3rd Quarter – Over 55% complete.

- \$221,000 capital received in 3rd Quarter for the T/SCFOF. 75% must be used for loans/loan loss reserve and remainder 25% for operating expenses. This will be received by the end of 4th Quarter.
- Operating Council third quarter meeting held – September 28, 2011.
- Ongoing client processing to for the T/SCFOF.
- Orientation for new Operating Council members.

Progress 2nd Quarter

- Operating Council second quarter meeting held – June 16, 2011.
- Ongoing client processing to for the T/SCFOF.
- Recruitment of three (3) new members to join the Operating Council.
- Marketing RFP designed in 2nd Quarter to be executed in (4th Qtr)
- Additional capitalization – ongoing effort

Progress 1st Quarter

- T/SCFOF Quarterly Operating Council meeting (capacity building)
- Operating Council first quarter meeting held – February 07, 2011.
- Ongoing client processing to for the T/SCFOF
- Additional capitalization – ongoing effort

Goal 7:

Create, support and promote entrepreneurial and economic development in East Topeka through the MWBD Signature Initiative that includes: 1) a partnership with the Heartland Procurement Technical Assistance Center (PTAC) to gain exposure

to Department of Defense contracting opportunities, 2) Advanced Automation Robotics Program at Highland Park High School (HPHS), 3) at least a 10% increase in the MWBD Conference in September 2011, and 4) deployment of the GO Topeka business attraction tool to build economic opportunity for East Topeka.

Progress 3rd Quarter

- Procurement Technical Assistance Center Partnership - In process
 - a. Communication ongoing. Due to the Joplin tornado a partnership will not be completed for 2011.
- EMBD Advanced Automation Robotics: Strategic plan deployment with global private company, USD 501 and GO Topeka, (ongoing).
 - a. August 16, 2011 first USD 501 Robotics Course started at HPHS.
 - b. Half of SES Robotic equipment delivered on site to Highland Park High School.
 - c. August 17, 2011 grounds breaking that included GO Topeka, Motoman, USD 501 and Washburn Tech.
 - d. Partnership meeting July 28, 2011.
 - e. Training set up and established with Motoman for third Merit Certification.
- MWBD 2nd Annual Conference planning ongoing through Signature Initiative Committee Conference planning and program development. Conference set for October 27, 2011 – Ongoing). Contract set up and executed for Linda Alvarado to present as keynote speaker. Continued marketing and development.
- Use of GO Topeka's Attraction Tools-utilized through the Value of Manufacturing roundtables. This podium has provided the ability to share programs with existing businesses and school districts in Topeka/Shawnee County.

Progress 2nd Quarter

- Procurement Technical Assistance Center Partnership - In process
 - b. Communication ongoing. (Joplin, Mo. –HPTAC main office)
 - c. Fourth quarter deliverable – Not Complete
- EMBD Advanced Automation Robotics: Strategic plan deployment with global private company, USD 501 and GO Topeka, (in process).
 - d. Presentation and approval from GO Topeka Board of Directors
 - e. Presentation to JEDO Board
 - f. Presentation to the Value of Manufacturing Roundtable (Shawnee County Superintendents and HR Departments Heads).
 - g. Equipment ordered and payment issued for 25% of all costs
 - h. Training dates saved.
 - i. Washburn Tech meeting – Phase 2 needs.
 - j. Contract executed by and between Go Topeka/USD 501
 - k. Ongoing needs for USD 501 and firm (curriculum, robotics instructor position).
- MWBD 2nd Annual Conference ongoing planning through Signature Initiative Committee Conference planning and program development. Conference set for October 27, 2011 – Ongoing). Contract set up and execution for Linda Alvarado to present as keynote speaker. Continued marketing and development.

- Use of GO Topeka's Attraction Tools-utilized to further the EMBD Advanced Automation Robotics Program – Ongoing.

Progress 1st Quarter

- Procurement Technical Assistance Center Partnership - In process
 - l. Communication via telephone and Email.
 - m. Exploring the partnership needs of both agencies.
 - n. Fourth quarter deliverable – Not Complete
- EMBD Advanced Automation Robotics: Strategic plan deployment with global private company, USD 501 and GO Topeka, (in process).
 - o. Firm board of directors meeting
 - p. Creation of secondary education curriculum
 - q. Job description built
 - r. Communication between four (4) entities: Go Topeka, MWBD Council, USD 501 (Administrative and HPHS) and global robotics company.
- MWBD 2nd Annual Conference Signature Initiative Committee Conference planning and program development. Conference set for October 27, 2011.
- Use of GO Topeka's Attraction Tools-Not Complete – 3rd & 4th Quarter.

NaviGate Entrepreneurial Partnership

Team Leader: Cyndi Hermocillo-Legg

Goal 8: Fully deploy and implement the NaviGate Entrepreneurial Partnership to foster and nurture emerging entrepreneurs and support the creation of an entrepreneurial culture in Topeka and Shawnee County.

Goal 8.1: In cooperation with MAMTC, complete a second NaviGate Jump Start, use the results to develop a strategy and expand the NaviGate with Appropriate new partners

Progress 3rd Quarter:

- Navigate Entrepreneurial Bootcamp will occur in 4th Quarter

Progress 2nd Quarter – Completed for 2011.

- Entrepreneurial Jumpstart completed on May 24, 2011.
- Ongoing partnership outcomes have been targeted for the NaviGate system.

Progress 1st Quarter

- Entrepreneurial Jumpstart set for second quarter, end of May, (Ongoing).

Goal 8.2: Conduct an Entrepreneurial Boot camp

Attendance	NaviGate Bootcamp
Scheduled Dates	4 th Quarter
Attendance	Has Not Occurred

Other Action Implemented during 3rd Quarter:

- **Number of entrepreneurs/small businesses counseled in 3rd Quarter= 45– (71% come from LMI, Minority-Owned or Woman-Owned populations.)**
 - To Date = 123 (69% come from LMI, Minority-Owned or Woman-Owned populations)
- **Number of entrepreneurs/small businesses materially assisted in 3rd Quarter = 12 or 27% of 3rd Quarter Clients**
 - To Date = 46 or 37% of EMBD clientele

(**) “Materially assisted” means substantive assistance, something beyond a phone call or one-time counsel to include but not limited to assisting with business documents, connecting with financial resources, one-on-one training, business reviews, etc.
- Presented at the Governor’s First Small Business Summit in Western Kansas (110+ attendees).
- Presented for the HCCI Women & Money Series- first small business panel established (65+ attendees). This panel was also broadcast via satellite to 4 other locations in Kansas.
- Small business orientation conducted in partnership with EMBD, SBDC, SCORE and TSCPL every first Tuesday of the month at the Topeka/Shawnee County Public Library – Ongoing.

Other Action Implemented during 2nd Quarter:

- **Small Business Awards** Conducted = 288 attendees, up 15% from 2010 (largest attendance to date). (4) award categories awarded and (3) were new for 2011.
- **Continuation of Surviving Progress (Businesses in Road Construction Zones visits and mailings to owners/businesses:**
 - Attend a monthly engineers and utilities meeting at the City of Topeka
 - **Project T-841010.07** Branner Trafficway & Adams
 - **Project T-841010.13** Sixth Street from Orchard to Topeka Blvd.-
 - **Project T-841010.09** Washburn & Huntoon & Lane
 - **Project T-841012.11** California from 21st to 29th
 - **Project T841012.01** Golden from I-70 to 2nd

- **Innovation Engineering Leadership Institute Project:**
 - GO Topeka Economic Partnership with MAMTC – (9) scholarships for small businesses to attend. To date 17 Shawnee County entrepreneurs attended the IELI training.
 - EMBD sought and was awarded seed money from Heartland Visioning to have small or micro businesses at the IELI opportunity. This effort will continue to help small business to be part of Shawnee County's innovation NIST effort.
- **Number of entrepreneurs/small businesses counseled in 2nd Quarter= 34 – 71%** (LMI, Minority-Owned or Woman-Owned)
 - To Date = 78 -68% (LMI, Minority-Owned or Woman-Owned)
- **Number of entrepreneurs/small businesses materially assisted in 2nd Quarter = 13 or 38% of 2nd Quarter Clients**
 - To Date = 34 or 44% of EMBD clientele

(**) "Materially assisted" means substantive assistance, something beyond a phone call or one-time counsel to include but not limited to assisting with business documents, connecting with financial resources, one-on-one training, business reviews, etc.
- **Number of small business orientation conducted (1) = 9 entrepreneurs serviced**

Other Action Implemented in First Quarter:

- **Small Business Training/Workshops Conducted (2) = 86 Entrepreneur/Small Businesses/Professionals Serviced;** received 4.0 and above evaluation ratings from small business attendees.
- **Surviving Progress (Business in Road Construction Zones Project =**
 - **March 23, 2011- 4:00 to 7:00 p.m.** Surviving Progress Open Meeting partnered with the City of Topeka, GO Topeka Economic Partnership and the Greater Topeka Chamber of Commerce.
 - Attend a monthly engineers and utilities meeting at the City of Topeka
 - **Project T-841010.07** Branner Traffic way & Adams-30-Business mailings, Ongoing - Business visits
 - **Project T-841010.13** 6th St. from Orchard to Topeka Blvd.- 115-Business mailings, Ongoing Business visits
 - **Project T-841010.09** Washburn & Huntoon & Lane= Ongoing – To Be Complete in 2nd Quarter
 - **Project T-841012.11** California from 21st to 29th - = Ongoing – To Be Complete in 2nd Quarter
 - **Project T841012.01** Golden from I-70 to 2nd= Ongoing – To Be Complete in 2nd Quarter
- **Innovation Engineering Leadership Institute Project:**
 - GO Topeka Economic Partnership with MAMTC – (8) scholarships for small businesses to attend
 - EMBD sought and was awarded seed money from Heartland Visioning to have small or micro businesses at the IELI opportunity. This effort will continue to help small business to be part of Shawnee County's innovation NIST effort.

- **Number of entrepreneurs/small businesses counseled in First Quarter= 44 – 66% (LMI, Minority-Owned or Woman-Owned)**
- **Number of entrepreneurs/small businesses materially assisted=21 or 48% of First Quarter Clients**
(**) “Materially assisted” means substantive assistance, something beyond a phone call or one-time counsel to include but not limited to assisting with business documents, connecting with financial resources, one-on-one training, business reviews, etc.
- **Number of small business orientation conducted (2) = 15 entrepreneurs serviced**
- **Washburn Leadership Institute:** Highland Park High School and Topeka High Youth Entrepreneurs to compete in 2-day event. GO Topeka’s EMBD delivered (8) volunteers to help with effort.