

**Joint Economic Development Organization Board Minutes
December 10, 2014**

City of Topeka Council Chambers, 214 SE 7th Street, Topeka, Kansas, Wednesday, December 10, 2014.

The Joint Economic Development Organization (JEDO) Board members met at 6:00 p.m. with the following voting Board members present: Shawnee County Commissioners Shelly Buhler, Kevin Cook and Bob Archer, City of Topeka Mayor Larry Wolgast, Deputy City Mayor Denise Everhart, City Councilmember Karen Hiller and City Councilmember Nathan Schmidt.

The following nonvoting JEDO Board member were present: City Councilmembers TJ Brown and Sylvia Ortiz. The following nonvoting JEDO Board members were absent: City Councilmembers Michelle De La Isla, Chad Manspeaker, Elaine Schwartz and Richard Harmon.

Others present who presented and/or spoke before the Board: Rich Eckert, Shawnee County Counselor; Betty Greiner, Shawnee County Financial Administrator; Doug Kinsinger, President/CEO of GO Topeka Partnership/Greater Topeka Chamber of Commerce; Scott Smathers, Vice-President of Economic Development for GO Topeka; Glenda Washington, Vice-President of Entrepreneurial and Minority Business Development for GO Topeka; Brad Owen, CPA, Mize Houser & Company, P.A.; Jeff Wietharn, Legal Counsel for GO Topeka; Joseph Ledbetter, Attorney at Law; Carol Marple; John Hunter, Executive Director, Heartland Visioning; Gina Milsap, Executive Director, Topeka & Shawnee County Public Library; Lucky DeFries, GO Topeka Past Board Chair, Attorney Coffman, DeFries & Nothern; Allan Towle, GO Topeka Board Chair, Fidelity State Bank & Trust Co.; Kurt Kuta, GO Topeka Board Member, CoreFirst Bank & Trust President & CEO; Camille Nohe, League of Women Voters.

ITEM NO. 3: ACTION ITEM: Approval of the September 10, 2014 JEDO Board meeting minutes.

Commissioner Cook stated he believes the minutes were distributed to the Board prior to the meeting being called. Has the Board had an opportunity to review the minutes? Are there any corrections that the Board notes?

Councilwoman Hiller moved to approve the September 10, 2014 JEDO Board meeting minutes. Commissioner Archer seconded.

Public Comment:

Joseph Ledbetter indicated that he would pass on public comment for this agenda item.

Following roll call vote, motion carried unanimously.

ITEM NO. 4: PRESENTATION: JEDO 3rd Quarter Cash Statement – Betty Greiner, Director, Shawnee County Audit Finance.

Betty Greiner, Financial Administrator for Shawnee County is here as Treasurer of the JEDO Finance Committee and has the JEDO 3rd Quarter Cash Statement as of September 30, 2014 to present as follows:

Total Receipts: \$11,231,019.28
City of Topeka = \$5,758,353.64
Shawnee County = \$5,472,363.31
Interest Income =- \$302.33

Total Disbursements: \$14,918,235.75

City of Topeka

Topeka Blvd Bridge Debt Service = \$3,240,650.00

SW 21st Street – City Limits to Urish = \$140,000.00

Shawnee County

County Bridges = \$1,500,000.00

SE 45th Street Adams to California = \$4,432,174.66

NW 46th St & N Topeka Blvd = \$1,850,665.07

GO Topeka = \$3,749,999.94

Publication Expense for RFP = \$378.72

Audit Charges = \$4,235.00

Bank Charges = \$132.36

Net Receipts (Disbursements) = (\$3,687,216.47)

Bank Balance on January 1, 2014 = \$6,897,910.67

Balance as of September 30, 2014 = \$3,210,694.20

ITEM NO. 5: ACTION ITEM: Approve Service Contract for JEDO 2014 Audit – Betty Greiner, Shawnee County Audit Finance.

Betty Greiner, Financial Administrator for Shawnee County is here as Treasurer of the JEDO Finance Committee. The JEDO Finance Committee is asking for approval to engage the services of Cochran Head Vick & Co., P.A. for the 2014 JEDO Audit. As they will recall last year, we had an extensive review of the correct method of reporting the fund balance. And that review was not only with the JEDO auditors but it also included the City of Topeka auditors as well as the Shawnee County auditors. The recommendation of the JEDO Finance Committee is to retain Cochran Head Vick & Co., P.A. as our auditors for 2014 for proper continuity and implementation of that reporting. Their proposed fee for the 2014 audit is \$4,500. That is compared to the 2013 fee of \$4,325 or an additional \$175. So she asks for their approval and she would be happy to answer any questions.

Mayor Wolgast moved to approve the service contract with Cochran Head Vick & Co., P.A. for the JEDO 2014 Audit. Commissioner Archer seconded.

Public Comment:

Joseph Ledbetter indicated that he would pass on public comment for this agenda item.

Following roll call vote, motion carried unanimously.

ITEM NO. 6: ACTION ITEM: Approve 2015 Economic Development Strategic Business Plan and Budget – GO Topeka staff.

Doug Kinsinger, President/CEO of GO Topeka Partnership/Greater Topeka Chamber of Commerce stated tonight members of his team are going to give an overview of the Strategic Plan and Budget for them to consider. Couple of things he would like to reference to remind them. We thank you for your support earlier this year when they gave their trust and confidence in awarding GOTopeka a three year contract starting in 2015. We take that responsibility very seriously and we have been working hard this year and will continue to be working hard for them in the future.

To give them just a quick update before we go into the next year's plan and budget, just to give them a sense, for this year we have had 33 new projects that we have opened with new business attraction. Roughly one-fourth of those were in the manufacturing area and a little less than 20% of those were in back office. The remainder of those inquiries or prospects have been in a variety of other areas all the way from logistics to a variety of other companies. One thing he does want to emphasize, this year we have seen the size of interest from the companies we are speaking to increase. So in the past where we saw many more inquiries or prospects looking at 5, 10, 20, 30 acres, over half of our prospects this year were looking at sites that are 100 acres or more and he just wanted to make them aware of that.

Now a little bit of good news before we get into the Plan and Budget, and that is certainly new business is important, but again existing business and even all the new companies that we have attracted to town that are here now and growing are equally important. We've been working with them and continuing to help make sure that they stay here and grow. Some good news he wanted to share that just came out last week. The Kansas Department of Labor presented their October workforce and unemployment numbers and for year-to-date October, 2014, we increased 2,511 employees in October, 2014 compared to October, 2013. Actually we were tied in the State for the biggest drop in our unemployment rate, we went from 5.2% to 4.0%. And that's roughly, while that is a 1.2% drop, when you look at the percentage of unemployment, we lowered our number of unemployed people by about 23% which is a great thing in the last year. But a lot of credit goes out for a lot of the great companies that we have helped attract and retain here. So he would like Scott Smathers to come forward and he is going to give an overview of the Strategic Plan and we will see if there are questions related to that and then we will have the Budget presentation and both Mr. Smathers and Brad Owen will walk through the Budget.

Mayor Wolgast questioned if the materials they received tonight any different than what they received earlier last week because he has notes written down.

Mr. Kinsinger indicated yes they are exactly the same materials.

Scott Smathers, Vice-President of Economic Development for GO Topeka presented the following regarding the Strategic Plan:

New Business Attraction:

- Focused on target markets (currently under evaluation)
- Will be updating marketing materials
- Moving forward with a new website
- About to start a Labor Study
- Growing our regional partnerships with organizations and educational entities
- Expanding quality site selector visits including an in-community event
- Will complete signage & landscape needs for Kanza Fire

Commissioner Cook asked that when he says they are going to do some improvements to Kanza Fire, what specifically are they looking at?

Mr. Smathers replied they are looking at entryway signs, lighting up the corners a little more. If you have been there at night it is a little dark at that turn in when you are heading into Mars and the truck stop. So we are trying to see if we can improve the look and feel of the entryways coming in and landscaping.

Commissioner Cook questioned if they have a cost in mind or is that something we will take up during the budget?

Mr. Smathers indicated it is in the budget.

Existing Business/Workforce Development:

- Continue to support our existing businesses
 - ✓ Coordinate group efforts
 - ✓ Headquarters visits
 - ✓ Individual business assistance
- Planning to hold a Financial Services Summit
- Moving forward with Manufacturer's in the Classroom
- Continuing to participate in the M-Tech program
- Looking at ways to expand welding training programs
- Working on expanding our youth training program and potentially young professional development opportunities
- Evaluating new programs as they relate to veterans & separately, the reintegration of previous offenders
- Continue the Washburn Tech scholarship program
 - ✓ 47 scholarships
 - ✓ \$18,500 awarded
 - ✓ Type of degree/certification
 - 27 medical
 - 17 manufacturing, equipment, machinery
 - 3 culinary

Commissioner Cook asked if Mr. Smathers could give a refresher on the Manufacturers in the Classroom program.

Mr. Smathers stated basically what we have with the MTEch program is where we were training people in the food processing industry and in other industries like Goodyear and Innovia have participated. The Manufacturers in the Classroom program is where we are actually going into the high school classrooms at this stage of the game and letting them know this is what manufacturing is like. Because as we have talked about multiple times here what manufacturing was back when he worked in manufacturing when was younger is different than what they are doing right now. It is a lot more automated, it's a lot more computers involved, it's a whole different skill set and there are a lot more robotics involved and things like that. So what we are really trying to do is explain to them this is what it is, what it looks like, what's expected and it's both the good and the bad. You know you tell them they are still going to have to show up for work, they are going to have to be on time and have to have their badge. So that's part of it but it's also not just sitting there and continually repeating the same things over and over, there is a real skill set to the manufacturing and that is really what we are trying to get across as well as the money that is involved.

Commissioner Cook stated that it was noted we have a real need for welders in the community and that is one field that we maybe are a little bit short on when it comes to labor. In the scholarships that were awarded (27 medical, 17 manufacturing, equipment, machinery and 3 culinary), why aren't we seeing more scholarships for welding?

Mr. Smathers replied there is some welding in that manufacturing piece, it was included. There were a couple of AST students. They are the people that really have the skill set to be able to do any kind of repair work at a manufacturing facility so they know welding, electric, plumbing; just across the board they have the skill set and there was one or two other welders that were included as well.

Commissioner Cook asked as we move forward and talking about the budget later are they anticipating making recommendations that we look at more welding scholarships or more welders towards that labor force?

Mr. Smathers yes they are.

Councilman Schmidt stated he was curious out the Manufacturers in the Classroom and MTech programs and at looking at ways to expand welding training. Have we explored any incorporation with the new 712 Innovations Makerspace concept. He can see a lot of parallels between Manufacturers in the Classroom and the programs that we have at Washburn University as well as having people working in makerspaces. Whether it's one providing students to the other so that they can learn how to make things or a sharing of equipment and facilities. He knows 712 Innovations is still getting off the ground so he understands that those relationships aren't developed yet but has that been discussed or explored at all?

Mr. Smathers replied that it really hasn't at this stage in the game. He thinks it is something we can look at. One of the things we have talked about though is trying to tie it in with the schools. Letting kids come in and take a look at it. Where the facility is at right now there is going to be a limit as far as how much welding can actually go on in that particular area. As far as the manufacturing and things like that, yes that is an area that we are going to have some equipment that people can come and do some prototyping of ideas and there will be classes offered as well on some of that equipment that will also help them.

Councilman Schmidt responded that he is talking more of a joint relationship when you have people working in the makerspace, but he can see a relationship where you have enrollment in a program at Washburn Tech as well as in the makerspace and working together to share facilities and to share students and ideas.

Mr. Smathers replied in that case the answer is yes. They have had both discussions with Washburn University as well as Washburn Tech in regards to how maybe they can tie in with 712 Innovations. Those discussions have been just in the preliminary stages at this point but yes discussions have been had with both entities in regard to that.

Councilman Brown stated that he said they were evaluating new programs and maybe they are not ready to do this but could he perhaps go maybe a layer deeper on their intentions in regard to the veterans programs and the reintegration of offenders programs.

Mr. Smathers responded that in regards to the veterans programs, as he stated he has talked with Mr. Ledbetter who gave him the names of some people he thought we ought to talk to. We have reached out and had an initial discussion with the Topeka Rescue Mission and seeing if there are any veterans on there and he has talked to them and will be going back and talking with them. He has talked to Washburn Tech regarding potentially how we might be able to tie into that as well with their programs. There are rules associated with the veterans programs that he still has to learn. You have to be very careful when giving them money or they can lose some of their veteran money although we might be able to come up with a way, for instance, we can acquire the books for them or something like that. So there are various angles that we have. We have not gone into a great deal of detail on the veterans program on either side because that program has not been authorized by JEDO yet, so didn't want to go too far down the road without the blessing from the JEDO Board.

As far as the reintegration of offenders program, we have had a couple meetings with Mr. Grays. And his idea, he has pulled together a group of people, which he believes includes Councilman Manspeaker, and they are looking at the idea of how to set somebody up to learn the construction trade. So he is trying to figure out a way to tie in that program. We have looked at it and said we could probably look at coming up with funds to look at the person to do the training, possibly the materials and books. Mr. Grays has a pretty aggressive program that he is looking at trying to put together. And if he can do that it would pull in multiple entities throughout the state and the area to try to help with that as well. Mr. Grays is much more knowledgeable on that as well as others, so right now he (Mr. Smathers) is just one on a committee looking to see what resources we can provide and fill a void that is there.

Councilwoman Hiller stated that he was discussing two different programs. One is the Manufactures in the Classroom and the program at Washburn Tech which is the MTech program. She has questions about both. In the classroom, how old is that program?

Mr. Smathers responded that they have only done some prototype presentations and have been tweaking the program. The idea is actually to have industry people go in and give that program as well. That is one that is just being launched.

Councilwoman Hiller asked if they have metrics that they started with on that program in terms of how many students usually go into manufacturing professions and how many they want to see go in and ways in mind to track that?

Mr. Smathers replied that they have not established that yet.

Councilwoman Hiller asked if they have any metrics in place on the WashTech program in terms of what the need is?

Mr. Smathers responded the need from our business point of view is from the MTech program it's been that the businesses have been hiring the people. Before they had the last class finished, through the people who had taken that program, they had 50% of the people who had taken the MTech program had gotten a job. Now not all of them had gone into the food business but they had all gotten a job because part of that training program is where you are giving them training on the basics of just manufacturing in general. From talking to our businesses, the demand that our business said they were going through, just from the food manufacturers, was that they need as a group probably anywhere from 150 to 200 employees a year. So that is why the program was initially established because we knew the demand was there from the businesses for hiring. Now does every business hire just MTech people? Absolutely not and they all have their own hiring process and their own time schedule. But it was simply an opportunity for them and a need that we heard from them and that's how it got started really was from the businesses saying we need people, what can you do to get us trained people who have the food safety and the basic manufacturing skills. Because by going through the MTech program they are able to hit the ground running faster than the company having to take them through all the basic training that they are going to have to go through as well from a safety point of view

As far as the Manufacturers in the Classroom goes, he knows that we have a little over about 60% of our population he believes that does not have colleges degrees. And from that point of view that's why we sit there and say there has got to be a demand, whether it is manufacturing or whatever in that area. That's why we have kind of made the assumption that there is a demand there, plus we have been tying it in again with our existing businesses. So anyone who has an instance in, and he is just going to pick one, Goodyear, they have been heavily involved in this

and have been great partners with us. If you have an interest in working at Goodyear, their guy Whitney gets out there and is one of the people who does the presentation and so it gives people an idea and it helps Goodyear as well because it gets the word out about them to the people and says hey maybe you want to think about coming to apply at our organization when you finish high school.

Councilwoman Hiller asked, and she may have missed it, there was a lot of information in the plan. But there was quite a bit of discussion about the robotics programs at Highland Park as well as at Washburn Tech in recent years. It seems like she saw it scratched through in one of these documents. How is that program going?

Mr. Smathers responded that it is going ok. The school district, USD 501, had a super star guy that was there and we had actually been moving down the road and tying that in with Washburn Tech to where people were going to be able to earn credits in taking the class at 501 and they were going to figure out a way we could roll it into Washburn Tech credits. So we were moving down that road. He knew the high school was having to find a new person. Unfortunately the gentleman left to go be a professor at Kansas State. It was a great partnership and to be honest with you we haven't spent a great deal of time going back on that. But we can look into it and get it back going for them if they would like.

Glenda Washington, Vice-President of Entrepreneurial and Minority Business Development for GO Topeka stated that she met with a young lady today that they have place over at Highland Park so we were actually doing some more synergy with that program so it should be coming back online.

Entrepreneurial and Minority Business Development:

- Continue to market and develop the loan fund
 - ✓ 2 new loans this quarter
 - ✓ Loan amount expansion has helped
- Provide training programs to both new & existing businesses
- Assist individuals & businesses as needed
- Expand data availability to both developers & business owners
- Continue improving events:
 - ✓ Small Business Development Conference
 - ✓ Women's Professional Forum
 - ✓ Small Business Awards Banquet
- Support 712 Innovations development
- Expand the Washburn/Washburn Tech pitch competition
- Support the SBDC efforts
- Look at creating a forgivable loan fund for small and medium sized businesses
- Continue efforts to improve small business purchasing and procurement potential
- Look at other potential programs to expand small business development in our market (e.g. commercial kitchen)

Councilman Schmidt asked regarding the expansion of the Washburn pitch program, which he followed the progress of that and thought it was a pretty amazing program. How are we looking to expand that? Are we looking at expanding it to universities in the area, expanding it outside the university or what are the ideas for expanding that program?

Mr. Smathers responded that they haven't had too many discussions on it since it just finished but a few that come to his mind right off the bat - #1 Washburn was a tremendous partner on this and we could not have done it without them and they have been a great partner. We were heavily involved with the

Washburn Business School and he would like to see if maybe we can look at making sure the other schools are aware of it as well. Washburn Tech had one entry in it he believes and he would really like to see about marketing it and can get them doing it a little more. And then you have a question, what about the graduate students? We kind of set it up for the undergraduates but there are graduate students at Washburn University, we actually got contacted by one of them and they will be meeting with him next week hopefully in regards to some ideas that he has. He will joke about it but this gentleman is actually a lawyer but they do business too. He brings some very good points that they are investing and creating a lot of businesses, even a lot of the students that go to law school don't want to practice law necessarily. They are doing it as part of their business. So those are just some. Would we look at expanding it to other universities, possibly. He is not ruling that out by any means. Initially he thinks there are still opportunities for growing it here to start with and then maybe we look at it going outside.

Mayor Wolgast stated that a number of the programs and plans that he described here are plans they are considering and looking at to go in the direction of, which he thinks is important. In the budget they are presenting tonight, are the means there to do these things that they are looking at without having to come back to get permission from the JEDO Board?

Mr. Smathers responded that yes they have built these items in and he has been asked to go over the operational part of the budget with them as well so he will cover that at that time. But yes we have built approval of those programs into this budget for their approval at this time.

Councilwoman Hiller asked if we could go back to the Pitch Program which was just an outstanding success as an event. It got a lot of people out and it really worked well. How does that fit in their overall goals? What is the purpose of doing that and what are they looking to get out of it?

Mr. Smathers replied that they are looking to get, especially the first year for us, 1 or 2 new business was going to be a home run for us. And the fact that 2 new businesses are already kicking off of it is wonderful for us. And what we are hoping to do is get more of those businesses that submitted, to actually come in for help. What we are trying to get across to people is that even if they didn't win, that shouldn't stop them from coming in and seeing us and saying "how can you help me get started" and that's why we are looking at some of these other programs we are also putting in place because to be honest with you we are really trying to generate new small businesses out of it.

Councilwoman Hiller replied just to follow up - good. Good answer. Are those 2 business that got started businesses that would not have gotten started if they had not had this opportunity?

Mr. Smathers responded he wouldn't want to say that is the case. He doesn't want to speak for them but if nothing else what we are hoping it did was it helped move them along maybe a little more because they were able to put together the plan, now we have resources allocated to them that hopefully will help them with some of the other things that they are trying to achieve.

Operational Budget Overview:

Mr. Smathers stated from the budget point of view, he will start at page 59 of the packet. Our Existing Business budget stayed pretty similar to what we had previously. The primary difference is that we have added in some finances for the Financial Services Seminar and so that is why that budget is a little higher, we cut a couple other areas but that's really the big difference in that particular section. For Existing Employer Support we had previously budgeted about \$12,000 and we have about \$28,000 now allocated to that now to try to help us. Part of what we are looking at trying to do there is get somebody to come in and actually speak relating into that seminar as well and normally there are expenses associated with that.

Unless they would like him to, he won't go through each line item as it is very similar to their previous budget.

Commissioner Cook asked would there be any highlights that he would really want to touch on.

Mr. Smathers responded really that was the primary one. We still do our two Headquarter meetings, we are still going to be out meeting with the industries, we still want to do events where we celebrate their successes. We have talked about the successes of our businesses before and we would like to continue in doing those items. So all that will still stay. Unfortunately we lost Jo Feldmann and so we are in the process now of trying to find somebody new to fill that void.

Commissioner Cook asked given that are there any questions that anyone might have regarding the Business Plan Components.

Deputy Mayor Everhart stated she is not sure if this is exactly the right time but she assumes he is talking about the budget as well as the business plan. She thinks we should be proceeding and she thinks it is probably in the best interest to proceed with the budget but she believes as a Board, this Board should set up and establish a list of its own specific performance measures that can be used to determine or judge whether or not GO Topeka is meeting the requirements that JEDO has and what their accomplishments are. And she thinks JEDO could do that by having and identifying specific objectives with targeted activity levels that would be something that JEDO as a Board have put together. She thinks then we can actual look and judge the results to see whether or not it is meeting the objectives of this Board. So she would like to make that motion and also include that within 90 days JEDO would put together its own set of objectives.

Commissioner Cook asked if she could clarify the motion for him just a little bit or narrow it down.

Deputy Mayor Everhart responded that her Motion would be that within the next 90 days, the JEDO Board establish performance measures to ensure that the GO Topeka Board is meeting the JEDO Board's objectives.

Commissioner Archer asked if she had a list of objectives and metrics. It's always good to make a proposal but without a starting point or a list to begin with it can be very difficult to do. And it is sort of a late date to be doing something like that for 2015. So he is not sure if he understands the purpose.

Deputy Mayor Everhart replied that is why she within the next 90 days. And no she did not have it tonight because it's not something she thinks that just one member of this Board should put together. She thinks it is something as a Board that we can put together by jointly working on it or submitting suggestions, etc. There has been a lot of comment about whether the Board itself is putting anything together to look at the merits. It's not saying that GO Topeka hasn't performed well it's just that then we are doing our own examination if we have a specific list of objectives that we want to see and a set of performance measures to do that as to what activity levels they've been doing. So that is her intent. She thinks it is probably a good idea because we are the Board that is responsible for looking over and measuring.

Commissioner Archer responded he agrees that is a great idea. Something like that needs to have a champion. Needs somebody to make proposals, make lists, coordinate the efforts, facilitate the process. Is that something that Ms. Everhart would want to take on?

Deputy Mayor Everhart stated she would certainly be willing to try to coordinate and work with other members of the Board to put something together for review within the next 90 days, if there is a second on the motion and if there is an interest.

Commissioner Cook stated he might also comment that he mentioned doing an RFP and then he ended up being in charge of it so sometimes it happens that way. But there is a Motion before the Board, is there a second?

Councilwoman Hiller seconded.

Commissioner Cook asked that the Motion again, try to make sure he gets it in the right format, is that the JEDO Board, within the next 90 days, would establish a list of performance measures regarding the strategic plan. Is that correct?

Deputy Mayor Everhart responded yes and how the performance has been from GO Topeka and whether they are meeting their goals.

Commissioner Buhler asked would this be in addition to the performance measurements that have been laid out to us tonight. So we would have another list of performance measurements? If she is correct, we have the ability to alter the ones GO Topeka has presented. She what she hears is that we have performance measurements listed in the plan but that we are going to have another list of performance measurements.

Deputy Mayor Everhart stated she thinks that as a Board we could have a separate list from what GO Topeka has presented.

Commissioner Buhler replied that according to contract we have with GO Topeka, she would think if they are abiding by that contract, she doesn't know why we would have another list of performance measurements. She is just wanting clarification. She certainly agrees with performance measurements and they are very important but she just wants to make sure we are clear on what we are going to do.

Commissioner Cook asked for his own clarification, as the JEDO Board meets on a quarterly basis and we do an oversight of what GO Topeka has done, doesn't that serve as our check in as to whether they are meeting their expectations and meeting the strategic plan already? He is failing to see what additional metrics there would be that would show us what we are already doing.

Deputy Mayor Everhart replied that when we haven't developed them yet, that would be hard to determine as to whether or not there would be other things. But there has been a lot of discussion, at least from the City's side, as to whether or not as a Board we are actually reviewing and looking and there are a lot of changes in economic development and how you proceed on economic development within a community. So she thinks the fact that we would maybe determine if we had some structure that we wanted to put in place and some performance measures that we thought might also be important. Not to say that this replaces or changes or alters what has already been presented by GO Topeka but she thinks that is probably a process that we ought to start thinking about having in place. She doesn't know how else to explain it. If they don't think we need to do it, that's fine. She has made the motion and she doesn't know what else to add.

Councilwoman Hiller stated that now that we have seconded the motion and have it moving she is thrilled to hear this motion. She had not talked with Deputy Mayor Everhart in advance and was going to make a motion like this herself. In terms of one of the questions that was asked earlier in terms of the chart that we have that we look at. As far as she is concerned, having worked with outcomes and performance

measurements as a manager for a long time, pretty much everything that is in the chart that we have that's in the performance measurements column is simply an action step. It might be something that a manager would assign to their employees and make sure that they do but it does not measure the goals that we have or the outcomes that we have. You know, did businesses grow; did jobs that would not have otherwise been created get created with this activity? And they are wonderful measures because they help you look back. And even if you have two activities, both of which are well executed and they are well done, if one of them advances you towards that performance goal, it did create jobs, it did expand business in the community and the other one was a wonderful event but it did not add value to that goal, then it might be something that you then go back to and say well that was good activity but it didn't help so we are going to focus our activities more in other ways to achieve those job development and business growth goals.

The question she would have, and she thinks it is wonderful that Deputy Mayor Everhart has offered to chair something like this, the only question she would have is whether we as a JEDO Board can come up with those goals ourselves or whether we would want to seek some professional assistance to do that. Not only right now but maybe long term. We are looking at 17 more years of doing this economic development and so if she could ask the question across the board to her colleague, does she feel that we could do that at least this round on our own?

Deputy Mayor Everhart responded she would hope so and she appreciates Councilwoman Hiller's comments. As they all know she is not exactly well and so she feels like she is not being as coherent as she should be about this. But Councilwoman Hiller said some of the things well that she was trying to say. She thinks that within both the City and the County there are people we can rely on and get advice from to make sure we are putting together something to bring back to the entire Board. And that's how she would hope that the Board would proceed. She doesn't think we need to hire consultants or anything like that to do this. A lot of expertise, Commissioner Archer is good with figures. So she is sure among ourselves as well as City and County staff we should be able to do this.

Commissioner Cook asked whether Deputy Mayor Everhart was anticipating that then over the next 90 days, as we look at upcoming meetings in February, 2015, that we would be taking that action as a Board as to how to we measure whether GO Topeka is meeting our expectations or not.

Deputy Mayor Everhart responded that she thinks that would be the intent if we could agree on what we needed to establish as a Board and we could look at them then.

Commissioner Cook asked is that then part of GO Topeka's strategic plan or is that part of JEDO's?

Deputy Mayor Everhart replied that she would think it would be part of JEDO's. She thinks the intent is that we have been asked many times by the community that we are the Board that oversees and that maybe we need to have our own separate function that does that.

Mayor Wolgast stated he was hearing this for the first time so just to get it clear again, Deputy Mayor Everhart is really talking about performance standards on the plan that is being presented tonight, correct? He knows there has been some discussion about should we JEDO, GO Topeka look at the goals of GO Topeka or of JEDO. Rather than look at only performance standards for this plan, maybe we should look at is JEDO going, with GO Topeka and it's plan, the direction that JEDO wants to go. You see the difference? He doesn't know if we need to do more for this until we know where we want to go or what is the future for economic development in the world, in the United States, are there new trends that we should be aware of that maybe we should be directing things toward. Perhaps we do that before we look at another set of performance standards than what we already are doing.

Deputy Mayor Everhart responded that she doesn't see why we couldn't do that and include it in this motion. She thinks that the intent is that we are not just repeating what the goals and objectives of GO Topeka would be. That we would establish our own which she thinks could look at other industry standards and could look at what we think needs to happen in the arena of economic development as a Board.

Commissioner Archer asked just so he knows where we are going and for clarification, does Deputy Mayor Everhart have some examples of goals or measurements or metrics or exactly where she thinks we are going with this? Any examples at all? He is just trying to figure out where we are going and how we are going to get there.

Deputy Mayor Everhart replied no.

Councilwoman Hiller stated that as an example, like one of the questions she asked earlier about going into the high schools, which she thinks it is wonderful to be there. But if we aren't tracking how many high school students are going into manufacturing what our goal is and therefore how much time we need to take and follow up and make sure that our time spent in the high school is actually generating more welders or whatever we need, who are staying in the community. If it is and that was our goal then we were successful. If it's not, for a great classroom speakers and everyone loves having us there but it is not making a change in the workforce then we would have those kinds of measures. You can't always measure them instantly. You can measure an education program for instance by whether people felt like they learned something and they had an interest let's say in a career, but then longer term if you are creating jobs, if you are wanting to move people into positions, we have got to measure that to know that we accomplished something.

Councilman Schmidt stated that he very much likes the concept of this idea as the entity entrusted with protecting and seeing that the public monies that are allocated to economic development are spent wisely and with intent. He thinks it should be something initiated from this Board. Not necessarily that anything in this strategic plan from GO Topeka is ineffective or not working but it should come from us. And where he would have some degree of disagreement is while he does think it should come from us, he is not so sure that it is a good idea for it to just come from us. He thinks maybe we should entertain the idea of seeking the independent outside consultation for the things that Mayor Wolgast suggested, growing trends in economic development, where we should be directing this. And he thinks it is almost unfair to put that burden on GO Topeka because they are the ones we are contracting with to do that and we are also asking them to set their own goals. And while he thinks they do a fine job in a lot of areas he thinks that is almost unfair to have them do that. And he doesn't think there would be a great deal of objection to the idea of coming up with a strategic plan that generates from the elected officials who are charged with overseeing the implementation of this economic development money. But he thinks we also need to entertain the idea that we might want to create a committee or we could do this as a committee of the whole but we are probably going to need resources from the outside as well or at least entertain the possibility that we need alternate resources.

Councilman Brown stated as a nonvoting member he would like to lend his support to this proposal. He thinks it is an excellent idea. This isn't a criticism of GO Topeka but when he looks at the performance measurements there are few that are quantified, a great number of them are not quantified, they are more action items than a goal per se and he thinks this would be an excellent idea in consultation with GO Topeka. It would be unfair to set metrics upon them without them being involved in the process.

Commissioner Cook stated that having had an opportunity to think about the motion, his concern is if this is better served as being an agenda item for our February, 2015 meeting to where we might have the opportunity to maybe develop this a little bit more, have examples of what metrics we would be looking

at so that this is maybe a little bit more formulated then it is tonight so we know as a Board what exactly what it is that we are looking at doing for these strategic goals or objectives.

Deputy Mayor Everhart stated that if someone would want to make a substitute motion that it be handled at the next meeting, she wouldn't object to that but she thinks it is something that we need to bring forward.

Mayor Wolgast stated that he agrees with Commissioner Cook's statements and thoughts. He always becomes concerned when we take a major action before making the plan, writing the legislation as we discuss it and usually the next, second or third day we see better, our hindsight is great. He really questions whether we want to set it to 90 days, he questions if we want to say we can do this ourselves, until we really see what we want to do and then we look at it in that aspect and he thinks come with a proposal that we can review in advance and understand and really be a part of. So whatever the Chair would think is the best way, he would move to defer action on this until the next meeting or is that appropriate and the way the Chair would like to handle it?

Commissioner Cook stated we have a motion and a second as it stands currently.

Commissioner Buhler questioned that this is not an agenda item, correct? So to her knowledge nothing has been added to the agenda for the Board to act on. She would defer to legal counsel for clarification.

Richard Eckert, Shawnee County Counselor responded that is correct how Commissioner Buhler has summarized it.

Commissioner Cook asked then whether it would be best then to table this until the February meeting. When there has been a motion and a second, can that just be tabled by the movant?

Mr. Eckert stated that the easiest way to do it would be to withdraw the second and then have a new motion.

Councilwoman Hiller stated that she didn't want to withdraw her second quite yet until she asks a question if she may. And that would be a question to Deputy Mayor Everhart, what was her thought about what we would do with this today? Was her thought that we would defer approval of the whole plan for 90 days or what would we do with what's on the table?

Deputy Mayor Everhart as she opened she said she would have to objection to proceeding with the plan and the budget as presented by GO Topeka. She just simply was making a motion that we also as a Board develop our own performance measures, etc. So no she was not but if this motion is, she is not exactly sure based on what counsel has said as to how we are supposed to proceed because if we remove this motion and we have another motion, is it the motion to just add something to the agenda in February, because he just said if it is not on the agenda then we can't vote on it so how to you vote on a motion to add something to a February agenda. The City's rules are different than the JEDO rules.

Mr. Eckert stated that the position we have had in the past is that any JEDO member can add anything to an agenda as long as they do it before the deadline. So you wouldn't need a motion she could just add it on her own accord. Next year it will be the City, but his office sends a request out a couple weeks before the deadline asking if anyone has anything to add to the agenda. If it comes from a JEDO member, it automatically goes on the agenda.

Councilwoman Hiller questioned that we do. She does not believe she received such an email. She is trying to think through how, she likes the idea that Deputy Mayor Everhart feels that she could lead a group to do this and if we do want to do it, to do it within the next 90 days she would hate to wait and not start on that process until February. And if she is willing to do that and bring it forward, that is only 60 days away but if it is possible, if we were going to pass this tonight and then come with at least a proposed set of performance guidelines to the pre-scheduled meeting in February, with or without a motion to do that, would that work and Deputy Mayor Everhart would that be too soon?

Deputy Mayor Everhart stated she is not sure she followed that entirely. Her motion wasn't to adopt any performance measures tonight; her motion was that we would establish them. She didn't think that would be too difficult in the next 90 days. But if people are uncomfortable and don't even want to work on that for 90 days, that's fine. Then we will add it to the agenda in February. She is not really sure how to answer Councilwoman Hiller's question.

Commissioner Cook asked if Councilwoman Hiller was willing to withdraw or does the motion stand as seconded?

Councilwoman Hiller asked if the Motion could be reread.

Commissioner Cook stated that what he has the motion is that within the next 90 days the JEDO Board would adopt its own performance measures for the GO Topeka strategic plan. Deputy Mayor Everhart is that accurate?

Deputy Mayor Everhart responded that it is primarily accurate she is not sure that she said necessarily for the GO Topeka strategic plan but the performance of GO Topeka in how we determine the measurements. But she thinks he was getting the gist of it that was the motion.

Councilwoman Hiller stated as the person who seconded that motion, she would like to leave it on the floor and go ahead and move it if it is alright with our rules to leave that as an active motion at this meeting, she would like to move it.

Commissioner Cook stated that the motion then stands as read. Are there any other comments?

Commissioner Buhler stated again this is not an action item on the agenda. She doesn't know how we can be voting on something that has not been noticed, not been on the agenda. And again, she wants to make sure we are doing this correctly but she has a concern because if we just start adding agenda items and then voting on them, she has concerns with that.

Commissioner Cook questioned if it was a new item as part of the strategic plan and our part of the strategic plan?

Mr. Eckert stated there are a couple questions on the floor so let him answer this way, per the JEDO Operational Rules, items may be added to the agenda by any voting member subject to the approval of at least 4 voting members and if there is any problem with the interpretation of that, the Chair gets to interpret how that particular rule applies. So with regards to the prior question, that would be the answer. Even though it wasn't noticed, you still have the ability to add an item so you would actually have to make a motion to add it and then vote on it.

Commissioner Cook stated so then the proper procedure, if we wanted to go in that route, would be to add this as an item to tonight's agenda.

Mr. Eckert responded yes.

Commissioner Cook stated then we would first need to vote to see whether or not 4 members of the Board wish to add this to tonight's agenda.

Mr. Eckert responded correct.

Commissioner Cook stated given that, he would call a vote to see if there are 4 members that would wish to add this to tonight's agenda.

Following roll call vote, motion to add item to tonight's agenda failed 3-4 with Deputy Mayor Everhart, Councilwoman Hiller and Councilman Schmidt voting in favor and Commissioner Buhler, Commissioner Cook, Commissioner Archer and Mayor Wolgast dissenting.

Commissioner Cook stated that there were not 4 votes in favor so this would not then be added to tonight's agenda for discussion but that would not prevent us from having it as an agenda item for the meeting in February, which would then be chaired by Mayor Wolgast.

Mr. Eckert responded that is correct.

Commissioner Cook asked going back to the budget is there further discussion or recommendations to the budget or explanation of the budget.

Mr. Smathers stated there are a few additional items from the operational budget that he just wanted to bring up beyond the new business. Under Workforce Development you will see in there we have both the veterans program, we are looking at the welding training program and the reintegration programs that we talked about. That is why they see a higher number then we had previously then last year's budget. That is why this budget is higher as far as what we are proposing; we are just putting more money towards training programs.

In the New Business Attraction, we are going to finish the target marketing and updating our market study and updating our marketing materials. We have tied the bioscience program just back into the regional marketing efforts. You will see we've added a labor study in there that we talked about previously and something that we didn't really talk about but we want to hold a site consultant event here. It is called a familiarization tour and what we do is we bring site consultants into our market, kind of show them around and let them see what's available in our market. So it is something that is done and is very successful as far as letting people know.

Mayor Wolgast asked on the Economic Development Sales which is C.2 on page 7 (page 61 of the agenda packet), he would note that is a \$42,000 increase.

Mr. Smathers responded it is a drop of \$42,000.

Mayor Wolgast replied could he talk about that. He thinks Mr. Smathers explained it.

Mr. Smathers stated they dropped the Economic Development Sales portion a little bit because first of all we are going more with electronic meetings and we are doing a lot more of electronic with Go-To-Meeting and some of the other things we are doing so we just figured out efficiencies. Once again, we are also focusing our efforts on certain events rather than trying to hit, where we may not be necessarily hitting as many events, but our focus is to hit the events where we get to spend the quality time with the site consultants and/or businesses, where we get to spend the 20-30 minutes with them rather than just

going to the events where you might be 5 minutes here or there with them. We think the quality time is better spent on doing that so it is just a cost cut that we've put into place.

Mayor Wolgast responded and with that this is a new business attraction section and the total is down about \$70,000 from last year.

Mr. Smathers replied yes he believes that is correct.

Mayor Wolgast asked if philosophically is this a change of direction or emphasis?

Mr. Smathers responded not so much. The other thing that we've done though out of those numbers is we have also pulled out the Governor's Military Council amount which was \$25,000 that we paid for out of our regional budget last year. And we pulled it out into the actual government section of the budget but it is in the government section portion of the budget now and that's where \$25,000 came out because we thought it was a little more open and straightforward.

From the EMBD (the Minority and Women-Owned Business Development) the budgets are the same. We have moved and changed some programs, we have a little bit more into marketing. Our business training is still there and those are just some ideas on the business training programs. We run a survey in January and try to find out also what the people and the locals need and so we have that as another way and we will do some programs there plus we will be doing some of these other programs that you see. You will see we have a new initiatives amount that is there and we have talked about that. That is where we are talking about the small business weeks and maybe the commercial kitchen and some other ideas there. We put out a separate column for the Professional Business Womens' Roundtable which was a highly successful event that we put on brand new this year. Glenda and Mary Ann did a super job with that, had over 200 participants and went very well so we budgeted there. And you will see based on what we have talked about at our last meeting we have given our allocation for 712 Innovations for next year as well. So that is the \$75,000 that is in there on that budget.

Under Entrepreneurial Development, last year there was an effort by this Board and you said you would like more money going towards small business development and new ideas, so that is where we used it this past year with 712 Innovations and the Pitch Contest. This year we are proposing to expand the Pitch Contest and also look at possibly the creation of forgivable loan funds. And we are always looking for opportunities in how we can help small businesses and that is our fund to do that.

Under Research you will see that we added a little money for additional data acquisition we are not only acquiring the demographics but now we are getting data that we are actually going to be able to put on our new website so people will just be able to go to our website and pull down or download information in a much easier fashion. And we were also acquiring specific business data from a large business point of view so we can call on them direct a little more, it will give us a better idea of who is looking at expanding through data that they have.

Mayor Wolgast state that he knows they have 712 Innovations in the Minority and Women-Owned Business Development rather than Entrepreneurial Development. He is sure there is logic there. He knows it started there.

Mr. Smathers responded yes is started there and we had funded a large portion of it out of that budget previously and so we have just left the funding out of that particular budget. If as an organization they say they don't want it coming out of that and they want to take it out of the Entrepreneurial Development

budget that is fine and we will try to reverse the other. We can work it either way from their point of view. He knows we have an allocation to the small business development section of \$500,000 but we are not from anything that we have seen limited to that amount and so from our point of view as new programs come up that we can help small and middle-sized businesses be effective and expand in our market, we make those funds allocated. So that is why with this Entrepreneurial Development section that is really what we are doing, we are simply setting aside money to help us do that.

He also wanted to mention under the Government Relations Consultant you will see that is where we have put the Governor's Military Council and what that is, that is an organization that the Governor has set up that helps us maintain our military bases throughout the state and so we contribute and Wichita contributes and others contribute around the state to try to help. As you know when you get into the discussions you want to make sure that you have got your arguments already put together and already having been out there and talking to the various entities to try to keep those businesses in our state and obviously in Topeka with the National Guard.

He apologizes if he ran through those rather quickly on the operational budgets. Brad Owen, CPA, Mize Houser & Company, P.A. can talk to them about the rest of it. Do any of them have any questions about the operational budget portion side?

Commissioner Archer asked if they are including Heartland Visioning in the operational budget?

Mr. Smathers responded no. That is going to be the next discussion.

Brad Owen, CPA, Mize Houser & Company, P.A. stated he would be addressing the schedule on page 68 of the agenda packet. This is kind of a summary, broad brush overview of the budget. We prepare this every year so they can see the prior year budget, an estimate of where we think we are going to come out for the year and the proposed budget for 2015. So it is kind of a big picture look. He will point out some highlights and then stand for any questions.

The receipts are pretty obvious, it is the \$5 million agreement and we have some other income that comes in. There is some crop income that comes in on idle land so that is what that is. On the expenditures side, the salaries you see here are for 5 ½ FTE's (full-time equivalent). We have another 1 ½ FTE's which we categorize in Minority and Women-Owned Business. We do that so you can see that we are hitting the 10% mark as required by the contract. The salaries for the 5 ½ FTE's we are budgeting at 1.8% increase over last year's budget. You will see that we are estimating that we won't use all of last year's budget. We had a few positions that were not filled or fully occupied during the year. Payroll taxes and benefits, you see a significant decline there from the budget. Management has been working to manage those health care costs so that is down quite a bit. And Mr. Smathers has gone over the departmental activities, the total of \$1,362,450. We have other operating expenses that include rent, legal, accounting, auditing and things of that nature; that is down just a bit from the prior year budget but pretty close. So if you go about halfway down the page you see a line that says "Total Receipts over Operating Expenditures" which is \$2,932,973 for the proposed budget for 2015. We think we will be at about \$3 million when we are done with this year and then the budget was \$2,936,725 for last year. So from an operational perspective we are very close to where we were a year ago.

You can see that we have added back into the proposed budget Heartland Visioning of \$60,000. Then below that we list out Incentives and Site Expenditures. The first line is anticipated expenditures on current commitments. When you get the financial statements there is always a schedule of commitments in the back and if you look at the 2015 column in the last quarter, that will be the \$1,034,600. So those are the current obligations we have to pay in 2015. You can see

the expected is down a bit from the approved 2014 budget. The largest part of that is because one of the incentives was deferred from 2014 into 2015. There are always a few incentives that aren't fully earned so that is part of the decline but for the most part it was just a deferral of one of the incentives. We always have some indirect site/incentive expenditures. There are expenses related to monitoring compliance with those incentive agreements. There are legal fees involved in setting up new agreements and things of that nature and also property taxes on the land so all those things get put into that line.

The new incentives of \$1.5 million, you can see that last year we estimated \$1.45 million that was not used so management has basically set aside \$1.5 million for those new incentives that would develop. And that number is loosely based on pending deals that are being discussed. 49th Street Improvements, management feels that street will eventually have to be improved so this \$350,000 represents expected development costs and that is really more planning and design work. You can see Kanza Fire Infrastructure, Mr. Smathers said that is substantially complete so there is no budget for that specific line, although we are moving the signage and entryway number from last year's budget into this year since that was not done. Same for the next line site options/acquisitions Kansas Fire Phase II that was not done in 2014, we expect to make an option payment on that land for another year and so we have simply moved forward the estimated acquisition price of that.

So when you get done with all those additions and subtractions, if we do all of those things we will use \$2,731,627 more than the \$5 million we bring in and that will come from existing cash.

Commissioner Archer indicated he has a question. Last year the Board had a long discussion of taxpayer money going to Heartland Visioning. And we decided that wasn't a good expenditure of taxpayer money and after 5 years of subsidies, \$300,000 of taxpayer money going to Heartland Visioning and yet here it is back \$60,000 and he would like to ask why.

Mr. Kinsinger responded that it was their anticipation from comments we have heard from individual JEDO members that you at least wanted to discuss this as part of their budget consideration so it is up to their option whether or not to consider that. We have heard comments from several of them that you wanted to at least discuss that option this year.

Commissioner Archer questioned what would happen if we took that money out? Would the private sector make up the \$60,000? Is it that important to the private sector?

Mr. Kinsinger replied that it would not be appropriate for him to comment for John Hunter, Executive Director, Heartland Visioning.

Commissioner Cook would note that Mr. Hunter is scheduled to speak before them tonight.

Mayor Wolgast questioned and maybe this would be perhaps for Mr. Kinsinger or Mr. Smathers, would they list positions. They have listed there the salaries of 5 ½ positions, would they list the titles of those positions. He thinks it is good to know who is included in this budget. And that is a bit unfair he understands not having that in advance.

Mr. Smathers stated he does apologize that he doesn't know all the titles. We have the Director of New Business Development which is Molly Howey, we have our Research Analysis, we have our Executive Assistant, we have the half-time person who is really pretty much full-time allocated to the small business but we cover half of it in our general budget, and we have our Existing Business person, we have a couple of other half-time people, one person does social media and marketing materials.

Mayor Wolgast responded again he knows it is unfair question but he thinks it is just helpful for us to see what we have and what we fund.

Councilwoman Hiller questioned on the new land acquisition and the \$2.5 million that he talked about, that is specifically for an already identified parcel at Kanza?

Mr. Kinsinger responded yes this is part of the Phase 2 extension of Kanza Fire which is on the west side of Highway 75. This Board had previously authorized that as part of the overall concept. They approved previously, we have acquired 40 acres that is in the middle of that. There is actually 560 acres that are left in Phase 2, as we have continued to do more engineering work and analysis of that site we think there are actually probably about 270-300 acres that is really good viable, usable land. And so this cost represents a portion of that site, not all of the 560 acres. We don't really want to acquire it until there is a need. We have 250 acres directly adjacent to Mars in Phase 1 but we continue to have companies who are looking at that site and we have had projects that have looked at needing more than the 250 acres. We have actually pitched that site on another project that we are currently under consideration for. Being able to assemble those size of sites is not easy, especially where you have got good highway or infrastructure and having that available is quite an asset that makes us more competitive. But we are not proposing to buy it, if you will notice under the footnote, it does say it is contingent on further approval of both the GO Topeka Board and the JEDO Board. So we are just trying to prepare to budget in case but we are not here tonight to ask for your permission to proceed.

Councilwoman Hiller asked if we were to consider another different parcel for some other business that came in, that would be other funds then?

Mr. Kinsinger replied that we would have to come back to this body for approval and they could take it from those funds if they want or out of the incentive funds if they want.

Commissioner Cook stated at this time we will move towards public comment regarding the proposed strategic plan and budget. He would note that there is a time limit of 4 minutes unless the Board by majority vote extends the limitation. Debates, questions, answer, dialogue or discussion with Board members will not count towards the 4 minute time limitations. He does have a number of people signed up to speak so he will call the person and then the person after them so we can keep this orderly.

Public Comment:

Lazone Grays stated one of the things that Mayor Wolgast did mention as far as the funding for 712 Innovations, he didn't come to speak to that but he did just want to mention that it was said that the monies were coming out of the Women and Minority funds or should it be in the Entrepreneurial. He does believe that it should be in the Entrepreneurial budget. He thinks that just because money is there, it is not supposed to go for anything, those monies should be targeted to help those designated populations that the monies were geared for. And no disrespect, he is not exactly sure of the demographic of those who will benefit the most really fit into that type of market of what that Women and Minority and Disadvantaged business realm should be. So he would think if there was an ability of getting that same amount of funds, not to derail that but to get the funds from another portion. He thinks that would be much better than the way that it was done.

Reading the agenda he really did not know where the on-ramp was to come to speak to what he is sharing with them here. He doesn't know, not being at the table and not being a part of the contractor that puts together its plan to present to them and how would someone else come in to present what they would like to consider. He understands Deputy Mayor Everhart's look at the

measurements goals and examples, but if you are only getting one side then it makes it hard for people who are not part of their economic development consultancy to share their information. If there is an ability of requesting funds be put into the budget for 2015, he has come here on a consistent basis just when it deal with youth employment. If the definition for economic development isn't just about business and business start up but it is about workforce training. And there is nothing that says it is just about adult workforce training and development but we have young people too. And if looking at the higher unemployment of certain young people in this neighborhood, in this community here, he doesn't know where to continue to go and request funds for youth employment. CDBG (Community Development Block Grant) funds – no. He has come here – no. And so what he has tried to do is lay out what the economic impact of young people in this City what they provide already. And these are some very conservative numbers. And so the reason that whether it is \$60,000 to Heartland Visioning or \$30,000 dedicated to youth employment at least so that the program could be initiated by the summer of 2015, he would like to request that the JEDO find fit to making some monies appropriated there.

He has shared with them copies of the changes of what used to be the Workforce Investment Act which is now the Workforce Innovations and Opportunities Act so that they could realize that it's not just him saying this, but this is sort of a federal or national prioritization of investing in young people especially those that have conditions that must individuals are going to be minority, low income individuals in targeted neighborhoods are going to face. He would like to request additional time to speak for another four minutes.

Commissioner Buhler moved to give Mr. Grays an additional four minutes to speak. Deputy Mayor Everhart seconded. Following roll call vote, motion carried unanimously.

Mr. Grays continued stating there were too many moving parts to talk about there so he would just like to focus his effort on this youth employment portion of it. He thinks that young people are paying into the system and after twelve years, there has never really been anything to do to reinvest back into those for the economic impact that they are putting in. The reason that the program was cut for its budget from the City was because of budgetary reasons. And that was \$45,000 yearly that was being spent. Now even on the lowest number, young people probably spend or directly influence the spending of \$120,000 a year in this City. He doesn't think that this amount is asking too much. Young people normally are not going to get in their car and go and spend their paycheck in Lawrence or Kansas City where adults may do that. There is more than enough information that he has shared over the years here on the values and benefits of youth employment, reducing dropouts, increasing achievement, increasing graduation rates. And so he would like the City, the County to take a stand. If the JEDO is setting priorities and they say that priorities are going to be that we are going to decrease youth unemployment, we are going to decrease the unemployment of black men and other minorities that he has been saying, than he thinks that whoever the contractor is should then structure whatever their plan is around what they have set as a priority, which is what the public wants them to do, is set the priorities. He believes that it is a good investment in young people in this City.

It is not like the program, and he is sorry Mayor Wolgast, when he met with him but he has not been able to find any of the articles that were written on the summer youth employment program, he has not been able to get any feedback from any of the former staff, City or County, that knew more about the program. But he does know that the program wasn't taken away because it was a failed program, it was a budgetary situation from the City's perspective. He believes that a program should be expanded. When you not just look at the JEDO funds, but these are funds that other federal and state funds that are already in play, he believes that there is a better leveraging opportunity of funds that if you have \$30,000 from here that they commit and then the priorities are already set for the new Workforce Investment and Opportunities funds, that leveraging those

funds, possibly CDBG, possibly funds from DCF (Department of Children and Families) so that it wouldn't be a \$30,000 program but it would be more, but it would have the support and investment from the City and the County through the JEDO just so that there is an expectation and anticipation that this summer that there will be a Summer Youth Employment program in the City of Topeka/Shawnee County. Even if that means young people are working in places outside the City but in other parts of the County. So that is really his premise of coming in and speaking here. He does not think that it should be like the program that was run. He thinks that there should be a better program that is put together so that young people who are participating are actually getting some gainful skills that they can move into the workforce. And this age range he is speaking of, the summer program was for 14-15 year olds. Those who are right below the age of getting a regular job. So again, whether they are spending the money or they are influencing the spending, no one can discount the economic impact that young people pay in the City and he believes, without further ado, that they should reinvest in the monies that they spend in this City.

Mayor Wolgast asked regarding the materials provided, and by the way as Mr. Grays mentioned, we have discussed this several times and different possibilities, with the supporting documents he has here this is from Workforce One, so are they promoting this, overseeing it, supporting it, putting it together?

Mr. Grays responded no, Workforce One is really probably the place that disseminates the information about what the policies are. It is the U.S. Department of Labor, Employment and Training Administration that is the one that set the regulations and directives. So that is the body that prioritizes whatever programs that are going to be funded and active out of workforce centers across the United States. Therefore that is why he has added the emphasis on work-based learning which that emphasis from the Department of Labor is summer jobs, apprenticeships. And then how they actually have created new youth elements which includes financial literacy and for the first time ever that funds for and priority for entrepreneurial skills training for youth ages 14-21 has been added. So these are moving parts with new opportunities that he thinks that we need to look at if this is a national direction, he thinks that local government should actually be moving in line with it. So Workforce One is just the portal to get the information and the education, they have a lot of the webinars and bring the people from the federal departments, state departments to talk about and answer questions about what are the new changes in this legislation and to identify some of the best practices that have been going on.

Councilwoman Hiller stated she thinks they got something like this at the Council today, an adult program that was part of Workforce One through the state but she thought that particular program was funded, that it is part of the Department of Labor and that it is part of the workforce programming that they do now on their own. So would this be as well.

Mr. Grays responded again Workforce One is not the U.S. Department of Labor it is just the portal where you can get a lot of the research and information and things of that nature there. If the funds came for, and he received that just as well, and that is more of a state driven initiative other than federal and that is for adults. His being here tonight is for this youth concern. He does have to apologize that the part of the reintegration that Mr. Smathers was talking about, if the ball has been dropped it was because of him, he has personal family issues that he has got to deal with and he is trying to find other men to step up to the plate. He is glad there are some people in the back here who have pledged to work with him on this. But Workforce One is not the federal government, it is just the portal. The directives come from the Department of Labor, Employment and Training Administration, that is where the guidance comes from. Now across the nation we have moved from the Workforce Investment Act, which had its priorities, to the Workforce Innovations and Opportunities Act which has sort of the same but it added and it also says that more emphasis on spending these public funds should go to those programs that at least the certifications for in demand industries and to focus on those individuals who have barriers to employment such as gaps

in employment, ex-felons and things of that nature from the adult side. So he shared with them, and it shows what are the additional conditions, what young people are we talking about. We are talking about those with basic skills deficient, ex-offenders, homeless, foster care, those aging out of foster care, pregnant and parenting, disabled and so on. Things that are not being done, it is not the schools that do these things, it's not DCF that does these things. The bigger picture is that there are other available funds through the Workforce Center, through the state agencies that he thinks could be paired with this here, just to do this one thing – youth employment. And not just summer youth employment, he believes that something should be developed year-round for youth employment, especially targeting those young people who are age 14-15.

Councilwoman Hiller thanked Mr. Grays and stated just a comment to the JEDO Board, she really appreciates that Mr. Grays brings these issue forth but she really thinks as they move forward in this strategic planning that we have discussed today, we need to be looking and just refreshing on whether what our intent was with economic development funds that we have was to create jobs or to do workforce development or where that line is particularly if somebody else is involved. And she doesn't know the answer, she just thinks he raises some really good points.

Mr. Grays responded that he only goes off the definition that was set on economic development and workforce training development is a part of that definition. So he doesn't think he is not adding anything to the table that wasn't already there. He is just trying to make sure that the focus isn't just always on business and startup because the things that are hurting some segments of the population isn't about business, it's about high, chronic, statistically significant unemployment and lack of skills is one of the things that really deters people from getting a job. It is not about job creation, it is about preparing people for the jobs that already exist here.

Joseph Ledbetter, Attorney stated he would like to comment on some of the earlier things that were talked about before he goes into his other concerns. First off it is always a fair question to ask any manager of any unit that is getting public funds how many employees they have. It is a very fair question and they should know, especially if they have been here awhile. He will say that Mr. Smathers and him have met at his office and we have talked about veterans and Mr. Grays is a veteran and he thinks Mr. Grays would be a great resource to help mentor veterans and help veterans. It would be nice if someone would hire him to do some of that. He is a veteran, there are 16,000 veterans in this community, they are certainly not all retired, many of them are looking for jobs and many of them continue to change careers. That is something that happens a lot nowadays. You can go to law school after you are thirty, you can do different things.

So he would tell them that we are in a changing economy and after thirteen years he thinks it would be high time that we had some performance standards from this body. He definitely supports what he heard earlier tonight and seconded, he thinks they should have passed it but anyway. What concerned him was that some of the members here didn't know what the rule was about adding to the agenda. Did they receive the email saying one or two weeks ago you could add something to the agenda? He doesn't know, he is not privy to their emails but it seems like a due process question when people don't know the basic rules and he thinks they should be enlightened so you might go through all those rules some night so that the new voting members know what those are.

Now looking at this budget, first off he is opposed to the Heartland Visioning funding. He did have them out to a Highcrest (NIA) meeting. They had four priorities that they had set by a very small group of people. He didn't see any Eastsiders in that group. He certainly is not an Eastsider anymore, he has been but he certainly represents a lot of people on the East side that have a lot of needs and he brought up some of those needs and they said that is not part of their

priority list. He asked them who made up the priority list so they showed him a Power Point with six individuals on it and he told them that was ridiculous.

Now let him go back to a point he just made about performance standards. If this body after thirteen years of experience and he knows that not all of you have been here that long, but some of you have been here eight years; if you haven't gained enough experience to do that job that's not good. But you do have experts that are readily available to you and they are not going to cost you anything. They are called citizens. You have 172,000 citizens in this County that can readily give you some good ideas. And some ideas for performance standards which we should have already had and setting goals. Goals on employment numbers, on salaries that we are looking for to try to get into this community, not just minimum wage jobs which is a big complaint that he hears. We need performance standards, that was the word that was first used, and we need goals set by this body. And they should have been done it a long time ago. He is glad it is finally being discussed. Thank you Deputy Mayor Everhart. He is going to ask for more time to speak because so far he has just commented on what they were talking about earlier.

Commissioner Cook asked if there was a request for an extension and how much time would Mr. Ledbetter like to ask for. Is it a four minute extension?

Mr. Ledbetter asked how much time did Mr. Smathers get; he would take half of that. He is kidding; he is not going to talk that long.

Deputy Mayor Everhart moved to give Mr. Ledbetter an additional four minutes to speak. Councilman Schmidt seconded. Following roll call vote, motion carried 4-3 with Commissioner Cook, Commissioner Buhler and Commissioner Archer dissenting.

Mr. Ledbetter thanked the four members of the City. Next he would like to talk about the budget on this one page document that has been laid out. His first problem with it is, it's one page. His second problem with it is it has only been out in the public by email for about five days. When we are dealing with \$5 million of public money, this should be noticed up at least 30-45 days out. We should have a copy of it online, we should be able to access it, if we have to call a Clerk's office that's fine but we should be able to get it. And then we can come here prepared to discuss it. That is done with just about every other public budget he has seen and he thinks that it is wrong that these things are just brought up at the last minute.

On the land acquisition, \$2.5 million is half of their budget. We do not need more land. We have got about 600 acres of land that is vacant. Some of that is farmland, you see that in the income of \$10,000. We don't need more land. And Bimbo Bakeries only used 20 acres. So every year we hear this hoopla that we are going to need more land and we don't need it, we haven't needed it since the Mars acquisition which was signed in 2011. We have a lot of vacant land. He is concerned about some of the things that were said by Mr. Kinsinger tonight. He said this next phase would be 560 acres, 370 of it is usable. Exactly. He has been saying that a lot of it is wetlands. He got a copy of the site plan from 2009 and he agrees it should not be bought on that part.

He wants to know what part of this budget is going to the Chamber of Commerce. He thinks it is high time we got these numbers and that we had accountability and transparency. We know from an article earlier this year, September 27th, that GO Topeka admitted that they give about \$500,000 a year to the Chamber of Commerce. That is in direct conflict with their 990's that are signed by their President and CEO, which is more like \$900,000 a year. You can go back and check those out; we have made those part of the record from time to time. He would like to know

exactly how much money of this budget that they are being asked to approve is going to the Chamber of Commerce through GO Topeka. He would like that answer tonight, an exact number. And he would like to know how many more FTE's we are paying for with that. That is a second question.

He is opposed to these improvements listed on 49th Street because he thinks 49th should have already been improved. He has seen that in the budget year after year, they have got 75 acres on 49th that they should have developed before they bought any further, so why haven't they developed this street? But just to spend it on design with no anticipation of ever finishing the work, he doesn't believe in that, he thinks that is a waste of money until they decide to finish the street in its entirety. And by the way there is a new bridge there, so that takes up a lot of the costs they were saying they would have to make. That bridge is being built, he thinks it is already constructed but you can go out there and look at it, it is just off Topeka Boulevard. He has got a lot more to say but he does want that transparency and accountability and rather than belabor you with another request, since he only got four the last time, it looks like the County members don't want him to talk, he will just go ahead and sit down for now until the next item.

Carol Marple stated she is a citizen of the County and she would like to thank Mr. Gray, he said it a lot better than she could. She has a proposal, suggestion, whatever and she didn't know how to do it so she is just here and she is going to talk about it. There are other things with the budget that she could talk about but she came here specifically to talk about the zoo. She dislikes waste. She did a KORA (Kansas Open Records Act) and asked what the zoo spends every year on feed. Now she thinks everybody will agree with her that a lot of the voters, voted to extend the sales tax because of the zoo and we want to support the zoo within the County. She just doesn't understand, we have farm ground, we have hay ground, she knows about feeding livestock and zoo animals are basically livestock but in a different form. She did not know until she sat here that they made \$10,000 off of their farm land revenue, she thinks that's not very good. Her proposal is or her suggestion, whatever you want to call it, is since the County owns farm ground and hay ground, let's turn the grain produced and the hay taken off of it, which she is sorry to say she doesn't think there is any because they have not been very good stewards of the land. It is not going to be an overnight thing that we can shift this into production so that the zoo can use it but why spend money for something that we own and that's what we are doing. The zoo has to spend money to go out and buy feed. And just to give you an example, a bushel of corn today costs \$3.44. If you bought the very same bushel of corn, which the zoo is on the buying end, it is going to cost you \$3.75. Now that's \$.31 cents a bushel difference. You take that for a year feeding these animals, you know there is going to have to be some working together. You are going to have to work with the farmer, you are going to have to work with Mr. Wiley (Zoo Director). But why are we buying something that we have? And she is not saying that if we can provide this to the zoo, that the zoo should lose their funding for their feed. She thinks that there are always drought years but if it frees up money that they can make improvements or do different things at the zoo, why not? Especially if we are making \$10,000. Let's manage it correctly and let's get some good out of it for our citizens who all enjoy the zoo.

Commissioner Buhler asked if she had had any discussions with the zoo about these ideas?

Ms. Marple responded yes. She talked with Mr. Wiley one day and she asked him if it had ever been suggested and he said no, I don't think anybody ever thought about it. And then quite frankly she had an appointment with Mr. Wiley, it has been over a year ago, to visit about this and he stood her up and then he was supposed to call her but he never did. So no, she does not know Mr. Wiley's feelings on this but he is a very good zoo director and she would think that if he was provided with some extra money he would be all in favor of it. She is not asking to short the animals or anything like that and on a personal note she can say that the hay we produce in this state is very good. Ben and her sold two barnfuls of hay last year. We had a broker, a middle man, but it all went to a zoo up north. And that zoo bought two

complete barnfuls of hay. So it's not that we are lacking, we have the resources right here to make this work.

John Hunter, Executive Director, Heartland Visioning stated as part of the GO Topeka budget, it is his pleasure to provide for them a brief overall statement regarding our activities during 2014. During 2014, Heartland Visioning has been rebuilding its organizational structure, we have been transitioning our leadership and we have accelerated our grassroots efforts through community engagement process. Currently there are 65 visionary volunteers, most of them are organizational leaders in our community who are addressing the various issues associated with the five priorities that were established all based on community responses. One of our priorities, the dynamic core, has a network team that is chaired by Mayor Wolgast. This team functions as an oversight group, tracking the projects that are under development between 10th Street on the South and Gordon Street on the North. We consider these areas as a major economic development district with obtainable goals and measureable results. And like the NOTO project (North Topeka Arts District) which is a direct result of the Heartland Visioning process. Through the efforts of our community volunteers who are involved in that, today we now know that we have some 31 new businesses that have been added to a very repressed historic district. And that district today, during the course of any month, there are some 2,000 people who will come there visiting and shopping on a monthly basis and we do know that sales tax revenue for that area has risen substantially.

Heartland Visioning is also making an effort through our education of our volunteers and the general population on the multitude of community initiatives that are going on. Things like Heartland Healthy Neighborhoods, the Pine Ridge Project, the Netroach Program in the Highcrest neighborhood. We work in collaboration with throughout the year with groups like Shawnee County Parks & recreation, the Great Overland Station, the Topeka Metropolitan Transit Authority, Downtown Topeka, Inc., Visit Topeka and a host of other important organizations throughout our community. Heartland Visioning has also provided financial support through our grants process for projects like the Topeka Community Conversation on Poverty, the Born Learning Trail at Pine Ridge, the most recent Topeka Tedx Project which was really exciting and the Quincy School and NOTO Partnership which focuses on a creative, safe walkway for our school children. We are driven by issues dealing with improvement to our overall quality of life and economic development. Unique in our process, we pride ourselves on being a voice of the community concerns and we strive to build a trusting community that will brand Topeka and Shawnee County as a fun and exciting place to live.

Throughout the year we have solicited financial support from individuals, businesses and corporations. Our efforts will provide approximately \$130,000 in private support for 2015. We believe this is a clear indication that our business community recognizes the benefits of our organization to bring forth positive and important change. Our mission has not changed since 2008. We still believe that we can create a growing and dynamic community with a superior quality of life and we are excited that five years ago the ideas that came out of the meetings with some 5,000 citizens, that some of those ideas, that were dreams at that time such as the riverfront development, that now within the next five years are in reach and we can look forward to a time when we will possibly be boating on the river between the two bridges so we are excited about that. Visioning is a complex process, it takes time, our vision for 2015 is clear and we hope that through the budget process tonight the financial support required for us to continue our efforts will be approved so that we can continue moving forward with both the City and the County.

Commissioner Archer stated that Heartland Visioning didn't have the tax subsidy for 2014. But it sounds like they are making progress and doing well. What is the community going to be missing if Heartland Visioning doesn't get \$60,000 from GO Topeka?

Mr. Hunter responded that when he came in at the first part of April, one of the first things that he had to do was go line by line through the budget and make some serious cuts because they were minus that funding as well as adjustments that were made as a result of his salary as a consultant instead of a full-time Executive Director position salary. And he can tell them, this has been a very lean and conservative year. There are things that they feel they really need to do and he would like to mention two of them. He has put into the budget, which has been approved by Heartland Visioning's Management Committee; that does include this amount of money, two initiatives that they have been working on. One is with KTWU. Eugene Wilson over the last couple of months has been preparing for what we call an awareness campaign. That campaign is going to be designed to introduce people in the community, not only to Heartland Visioning, but to the various organizations that are doing some profound things in our community, but simply do not have within their budget the ability to advertise all the good that they do. For instance, the Pine Ridge Project, the Netreach Project at Hillcrest. So our plans are to initiate that type of an awareness community campaign that will be aired on KTWU and he hopes the other stations as well.

The second thing that he has done in making budget adjustments, again based on if they receive this funding, is to move Emma Starkey, our Communications Assistant to the position of Director of Communications and Community Engagement. Emma is doing a wonderful job getting out to all of the major organizations such as Heartland Healthy Neighborhoods, Safe Streets and other types of community organizations and he wants to focus her time specifically on community engagement projects that we are planning for 2015. And then to offset that, we are hoping to hire a 20 hour per week, part-time assistant to take over some of the secretarial and administrative types of duties for Emma. Again if we cannot move forward with those two components, we will be an organization that would be functioning with basically one hand tied behind our back. There is only so long that you can continue on in a very conservative budget posture and still be effective.

Gina Milsap, CEO & Executive Director, Topeka & Shawnee County Public Library. It has been her privilege to serve as the Chair of Heartland Visioning for the past three years. This is kind of her final hurrah as a matter of fact so she is hoping for a positive outcome. There is a lot of pressure here folks. She has been involved with Heartland Visioning as a volunteer and a member of the Steering Committee since its inception. She has lived here for nine years, she moved here from Ames, Iowa and is originally from Columbia, Missouri; she doesn't want to hear it. And she will tell them this; this is a different community from when she moved here. It is a very different community. How is it different? There is more optimism about the present and the future, there's a greater willingness to collaborate and partner and leverage resources. And that is in the private sector, the nonprofit sector and government sector and among individuals. There are more people who are committed to creating and implementing a shared vision for this community so that it grows and prospers. And a lot of that stems from our increasing social capital. Communities need a lot of types of capital to succeed. They are talking about that tonight, they are talking about money for a lot of different things. But that also includes social networks that are formed because people, organizations and businesses see a compelling interest in working together to get things done. And that growing social capital has been a priority of Heartland Visioning. It is our bread and butter and we've done it very well and there is no one else in the community that's doing this particular aspect.

So you can't write a check to obtain people's interest and their trust and engagement. But you can invest in Heartland Visioning and trust us to facilitate the collaboration of the private sector, which is already making a significant investment, the nonprofit sector, the government sector and individuals in this community. Because they are the ones doing the hard work to make this a great community. But we are facilitating the collaboration that's making those things happen. And she makes no apologies for bragging about that because it operates under the radar, you

don't necessarily see it but if it is not happening you will notice. So Commissioner Archer asked a very good question – why are we still seeing this in the budget. She sat at the JEDO Board meeting last year when Commissioner Archer said he wasn't going to support Heartland Visioning anymore and she is asking for their support this year. Because first of all we have reinvigorated and reinvented Heartland Visioning. We have new leadership, we have a great new steering community. She will also mention too that the series of community meetings that we conducted in the last quarter of 2013, included 400 people around this community, and that is a statistically significant sample of a population base of 179,000. Can you tell she is a librarian? And so they do have a mandate from the people to focus on the priorities that we set and she thinks they will agree that those are in alignment with both the City and the County.

Commissioner Cook asked as part of Heartland Visioning, she has mentioned that they have received funds from the private sector, are seeking funds from the public sector. What about the Library Board? Has the Library Board helped contribute to the funds?

Ms. Milsap responded that the Library Board has contributed \$5,000 every year since the beginning of Heartland Visioning and her Board continues to support Heartland Visioning.

Commissioner Cook asked if there are other governmental entities that are also contributing outside of the Library Board? Do they receive funds from other governmental entities?

Ms. Milsap replied no not from other governmental entities. She is trying to think who those would be other than the City and the County.

Commissioner Cook questioned if they have ever made a budget request directly to the City or the County to be a part of their budget?

Ms. Milsap responded she thinks initially that was the strategy and the response was that the preference from the City and the County was that the request go through JEDO and that sales tax be utilized to fill the request. That is her understanding.

Commissioner Cook stated he just asks because in the two years that he has been a commissioner, he has not had a presentation from Heartland Visioning during the budget process of the County. Other groups and organizations have asked for funding from the County but he knows that Heartland Visioning has not so he just didn't know the background.

Ms. Milsap replied that they were instructed to come to this body so that is what they did.

Lucky DeFries, GO Topeka Past Board Chair/Attorney at Coffman, DeFries & Nothern would like to thank them for their collaboration with GO Topeka over the years. He thinks he may be the last remaining member of the GO Topeka Board that was part of the initial group that helped form GO Topeka and ultimately helped create JEDO. He thinks all of us should be proud and pleased with what has evolved over the years and what we have been able to accomplish. He thinks through the engagement and the collaboration that we have had with JEDO especially in recent years, some of the conversations that we have been able to have, he thinks that is laying the groundwork for a lot of things that we can continue to do in the future and some things that we can improve upon. And he thinks the conversations that we've had have helped lay the groundwork for that and he for one looks forward to what we can accomplish in the future. So simply thank you for their help and he would encourage a favorable consideration of the strategic plan and the budget that is being presented tonight.

Councilwoman Hiller stated she will throw something out to Mr. DeFries, and he can react if there is a reaction. She hasn't had the privilege of serving on the GO Topeka Board as some of her colleagues have. But she really appreciates what they are doing. Also in terms of the conversation we had at the beginning of the meeting about JEDO taking the reins and establishing some performance goals and looking at best practices in the future. Her understanding is that members of the GO Topeka Board have had that conversation as well and that is partly what encouraged her to be part of raising that issue here. She hopes she is right because she feels that is a collaborative thing to do.

Mr. DeFries responded that he thinks over the years we have tried to be responsive to JEDO and try and work in a fashion that we are responding to their questions or whatever it might be that they are looking at. So certainly he thinks there has been an attempt to set certain guidelines and criteria, upon which we can be measured and in terms that they are meeting the kinds of goals and objectives that all of us would all like to see in terms of our economic development efforts.

Councilwoman Hiller replied that she put that forth because that is her understanding as well. We don't cross over, oddly, as Boards; the JEDO Board and the GO Topeka Board very often at all. That was one reason why, it's been about two years ago now and she was one of the people who pushed for it, for us to jointly look at best practices and begin to prepare for this time. And we did have two sessions that she thought were very good and very informative and productive and she hopes that we continue to do that as we look forward.

Mr. DeFries responded that he thinks each year as part of presentations, he thinks typically GO Topeka tries to go through and look at what the objectives have been and what the progress has been during the course of the year all of which should go towards whether or not GO Topeka's continuing to meet the needs that all of us are looking for.

Councilwoman Hiller stated again it is her understanding that they have been having those discussions recently as well and she appreciates that.

Jeff Wietharn, Legal Counsel for GO Topeka/Attorney at Coffman, DeFries & Nothern stated he would like to clarify a couple of things real quick. And he is not completely up to speed on it but he would like them to know – there is a question about why GO Topeka hasn't developed 49th Street. 49th Street is in a benefit district and was platted by the City and once we start developing the land to the north or the south, we are going to have help pay for the improvement to that road, so we keep it in the budget but we do not want to spend those monies until we absolutely have to. Also another comment was made regarding the tax return and a recent newspaper article. If he understands the issue or the confusion, the newspaper article focused on the public dollars that were transferred to the Chamber, in the context of the service agreement, so there might be a little difference but generally that was the difference. There are private dollars that also go towards that service agreement so he just wanted to try to clarify that a little bit. He is not the accountant but he thinks that is probably what that confusion is by one of the commentators. He would like to take one more minute and go on a tangent, take his lawyer's hat off and say, we have had a lot of discussions about GO Topeka and their finances. He has practiced law, he has a lot of contacts with accountants, he works with a lot of great accountants in this town and Mize Houser is one of the best and the auditor of GO Topeka is CBIZ, excellent firm as well. We are blessed with great accounting firms in this town. Sometimes there are comments that are made that suggest that something weird is going on. I assure you these guys are excellent, these firms are excellent so just a little bit of an editorial comment there.

Allan Towle, GO Topeka Board Chair/Fidelity State Bank & Trust Co.. He is a lifelong citizen of Topeka, a taxpayer and all of those things that go along with that privilege. First of all he would like to thank them very much for all that they do for the community. He knows as elected officials they get

bombarded with a lot of information and that they have to learn real quick and just because they become elected doesn't mean you automatically know everything about everything, that they do have to do a lot of research to make the right decisions, looking out for what's in the best interests to our community so he appreciates the time and effort that is necessary to do that and the questions that come up as are we doing this right, is this the right way to do it.

He would like to address Councilwoman Hiller's comments. One of the things in the November Board meeting for GO Topeka, there was a lot of discussion, we have a new period of time – 17 years, with the sales tax renewing and are we doing it right. Should we be relooking at has economic development changed, are there best practices out there that are different then what they were. And we had a pretty lengthy discussion on that, sent back some instructions to finding out the pricing to have a consultant to come in and look at that. As he recalls it was the following Tuesday night that the City Council had a very similar discussion about GO Topeka towards the end of their meeting. And so he had to at their December Board meeting, apologize because he derailed going out and asking for a consultant's information because it seemed to him that there was a lot of discussion about should that evaluation be done by GO Topeka or should JEDO or the City of the County or somebody outside of that look at that question. So rather than them looking at it and spending money twice, that might end up having an elected official say "we want to spend that money instead of you", we will let you do that, that's ok. He did talk to Jim Colson, Topeka City Manager and at that meeting kind of to learn a little bit about where that was going.

And he does think that is something that does need to have some future discussion. We have continued the discussion that needs to be done, but really derailed or stopped the process for the immediate time with the hope that we can work with the City and the County and JEDO, however that needs to be done, since he is not as astute to the political side of things, so that we can see that it is done correctly and can be viewed as an independent. And he will tell them personally, as Mr. Wietharn commented, people we hire we believe are independent or we wouldn't hire them to come in and audit us. We do think that is very important that what we are doing with the taxpayer's funds is the right thing for our community. And the reason that we went out and raised money from the private sector was so that we could make sure that the taxpayer's money was being most efficiently used for incentives as most we could to get to that direction.

Mayor Wolgast thanked Mr. Towle for providing that overview of what he sees, or what some people see as a road we go with JEDO. Whether going forward or new priorities and he thinks they should be looked at. And that is one of the things, he is somewhat aware of the conversations that have been held and he thinks that's what we need to do as a body is look at a new direction or things like that. He really thinks there is an interest and support for that and he thinks it is going to be a major, significant, cost some money type study and he thinks maybe it should be through JEDO that it is done rather than the City or the County or GO Topeka. So he thinks that the start is there and he thinks there is support among some of the JEDO members to go in that direction and he appreciates Mr. Towle's comments.

Mr. Towle responded that he does appreciate that and to be honest he doesn't think we will see a lot of new but we will see some refined best practices and things that have shifted a little bit over time. But he fully expects we are going to find out that we are moving in the right direction but there are some things we can tweak and improve on but if we find out we are completely off then we need to get back on track.

Commissioner Cook stated that draws us to a close of the speakers signed up for public comment regarding the strategic business plan and budget. It has taken us 2 ½ hours to get to this point, what is the pleasure of the Board regarding the strategic plan and budget?

Commissioner Archer made a motion to remove the \$60,000 dedicated to Heartland Visioning from the 2015 Budget. Commissioner Cook seconded.

Councilman Schmidt questioned if there was a plan to reallocate that \$60,000 anywhere else or are we just going to carry that over into next year?

Commissioner Archer responded that it would just be carried over, like we did for the 2014 Budget when we removed the funding.

Following roll call vote, motion failed 2-5 with Commissioner Cook and Commissioner Archer voting in favor and Commissioner Buhler, Mayor Wolgast, Deputy Mayor Everhart, Councilwoman Hiller and Councilman Schmidt dissenting.

Commissioner Cook noted that the motion fails. Are there other discussions, motions or thoughts on the strategic business plan or budget?

Councilwoman Hiller asked if JEDO were to undertake in the course of next year, securing a consultant to do the planning that Mr. Towle was talking about and/or decided to get some professional assistance in setting performance goals, would we need to carve money out of that budget to just reserve it or does Commissioner Cook know what JEDO would need to do if anything?

Commissioner Cook responded to answer that he would maybe look to our legal counsel to the specific contract provisions with GO Topeka. Is it for the entire \$5 million or is it for an amount that we would so dedicate?

Mr. Eckert stated that the new contract, which is a three year contract beginning in 2015, it states that JEDO is going to grant at least \$5 million from its economic development fund to GO Topeka for the purpose of... And then it sets forth the goals that we have outlined in the past that they have approved. So they have to get at least \$5 million. So if they agree with JEDO, then JEDO could reserve it, he thinks it would have to be done by agreement but it also says later on that JEDO gets to set the budget. So there is a little bit of conflict in there but he thinks they can certainly do it by agreement and he thinks if GO Topeka refuses to, he thinks they can probably put it in the budget that way.

Commissioner Cook asked if that gave Councilwoman Hiller some clarity to her question.

Mr. Eckert stated it is not completely clear.

Councilwoman Hiller responded no it didn't, thank you. She did not look through the budget to see if there was a line item that was specifically for that purpose already?

Mr. Kinsinger stated he might suggest that the pluck number is the incentives amount and he would suggest that if later next year if they decide they need funds for that, if we do it obviously early enough we should not have expended all of those, he thinks they could direct them to do that and he thinks the GO Topeka Board would favorably consider that. He can't speak for the GO Topeka Board but he thinks that would be an area that would be his recommendation as their President of GO Topeka to suggest where to pull those funds from.

Councilman Schmidt stated that just as a matter of record keeping, before they take this vote and given the discussion that they have had, he would like to formally request that we add an agenda item to the next JEDO meeting to develop the process for a JEDO derived strategic plan and performance measurements of publically allocated economic development funds. It is not a motion just simply a

request, as we were instructed earlier as JEDO Board members we have the ability to request agenda items.

Mr. Eckert stated that the control will turn over to the City next year but what we will do is that we will take your request and make sure that gets to City staff.

Commissioner Cook asked if there are any changes, or perhaps we should take this a two separate measures. Are there any changes, corrections or additions to the strategic business plan that this Board wishes to take? Seeing none, is there a motion to adopt the strategic business plan?

Commissioner Archer moved to approve the 2015 Economic Development Strategic Business Plan. Commissioner Buhler seconded.

Councilwoman Hiller indicated that she simply wanted to make a statement, because of her concerns about the performance measures, she is going to vote no. She is very supportive of GO Topeka so it is simply a statement, because she thinks that's very important. We've sort of got balled up on the issue of establishing those performance measures by the next meeting. She would still like to see that happen. If asking to have an agenda item for a report about progress on developing such measures is a more appropriate way to do it then what we tried before. Can she do that? Can she ask for an agenda item regarding development of performance measures?

Commissioner Cook stated there is a motion on the floor as it stands presently made by Commissioner Archer to adopt the 2015 Strategic Business Plan and was seconded by Commissioner Buhler. Obviously Councilwoman Hiller has made known her concerns with that, but he does not believe this would be the appropriate time to add other qualifiers for the February meeting.

Following roll call vote, motion carried 6-1 with Councilwoman Hiller dissenting.

Commissioner Cook stated that motion passes. Next is there a motion to adopt the 2015 Budget for JEDO.

Commissioner Archer moved to approve the 2015 Budget. Commissioner Buhler seconded. Following roll call vote, motion carried unanimously.

ITEM NO. 7: ACTION ITEM: Approve 2015 Cash Carry-Forward Agreement – GO Topeka staff.

Mr. Kinsinger stated as required in the contract it is up to JEDO to approve carryover of funds for GO Topeka to use in the future year. As in the past, we have come forward with a draft agreement that JEDO's counsel has approved and this is to cover what the balance of the funds are. As they saw earlier in the meeting there are some future commitments for contracts that were approved by JEDO previously so this covers those and also would give us some of the cash for some of the expenditures in the budget.

Public Comment:

Joseph Ledbetter, Attorney stated he is looking at this document and it is asking to carry forward \$9,100,000 into future years. He looked at the budget, the one page document, and it says anticipated expenditures on current commitments of approximately \$1,034,600. It seems like this is a very large amount to carry forward especially since they have not committed to buying more land and he certainly hopes they do not. He thinks it's ridiculous and he would also like to ask if they are getting appraisals on that land. That should be part of their best practices, always. It's public money. So he looks at the amount. He says wow they certainly haven't needed all this money in the past; they have got now almost

two years in the bank. So he finds it interesting. He doesn't see any other governments doing this or any governing bodies doing this or they are quasi-governmental the way they are set up kind of as a state actor they do economic development, which is an act of a state type of government. He just doesn't understand why they need to bank two years of budget. And it seem like they didn't need as much as they have been asking for because he is sure that money was accumulated over a long period of time. Anyway, he is not commenting for or against, he is simply raising concerns. As a citizen, he has observed these for a number of years now and he always has questions about it. It seems like a very large number that's left over from funds that were not used and that doesn't mean we need to go buy a bunch of land to try to get it down. We have got 600 vacant acres.

Kurt Kuta, GO Topeka Board Member/CoreFirst Bank & Trust President & CEO stated he is fairly new to Topeka, been here about two years and he has been involved in economic development with the two other communities and the banks that he was with in those communities. And similar to what our librarian speaker testified to, sometimes we don't know what we have and how well we have it. The last two places he has been at they tried to get a sales tax initiative passed several times for both quality of life as well as for incentive packages to attract businesses and never could get it done. So he thinks they should all be commended for how they proposed the sales tax, how they earmark the funds for both quality of life as well as economic development. Second place he was at, we were structured in a very similar way as to how GO Topeka and the Chamber of Commerce are structured. They shared staff, they shared space, had the expenses and we were also funded by the City, the County and the University, but in a different way than sales tax. What we didn't have was the amount of funding in order to take down the land that GO Topeka and JEDO has in order to have shovel-ready dirt available for businesses. You will not get past the first cut of businesses looking to move to a location if you don't have shovel-ready dirt. And so the amount of time it takes for land to get absorbed is a lot longer than one year. You have got to be prepared and so having the cash on hand in order to execute options when the time is right, and as a Board member, we have not decided that the time is right to take down that land, is very key. The absorption period is a lot longer than a normal sales cycle. So the cash carryover piece to that he supports. He would like to thank them for supporting the plan and the budget.

Councilwoman Hiller moved to approve the 2015 Cash Carry-Forward Agreement. Mayor Wolgast seconded.

Councilwoman Hiller stated she just wanted to follow up on what Mr. Kuta said and react to the earlier comments. She thinks it is wonderful that there is money carried over, the alternative is to have just spent it because we had it and it is important to carry it over and she appreciates the stewardship that GO Topeka has had with those dollars and appreciates that we have it to carry forward.

Following roll call vote, motion carried unanimously.

ITEM NO. 8: Public Comment

Lazone Grays stated that he tried to call at 4:49 pm so that he would be last on the list but he guesses that didn't work out. He wishes that carryover could have been gotten passed with less than \$30,000 or some amount to a fund for young people in our community. People come and go, they pop up - \$10 million for a zoo, \$40 million for a hotel. He goes thirteen years or so many and just keeps getting no. Not even getting a clear discussion, or listening to a discussion on how they feel of this being even important as a priority. When it comes to priorities he thinks that the best indicator of if economic development working is if it is reducing unemployment, is it reducing poverty. And he doesn't remember hearing the word poverty at all here. With "X" amount of money, he would think that with a clear path, they could show that they reduce poverty by ".0%", we reduced this demographics unemployment by 2%. By having nothing, by not setting as a priority, things can sound good and each year you can do things, such as the

robotics program which is a good program and good for young individuals. But considering gradeschools.org, that particular high school if 10 is the highest rank and one is 0, then it is still ranked as number 1. So some things sound good, but as he thinks someone had mentioned, when you get down into the weeds, is it actually making a difference.

He spoke about leveraged funds because these are funds here and there are things that will happen throughout the next year, you just never know when they are going to come up. Like the Kansas Broadband Initiative, there is maybe some funds, he doesn't know but it may not be enough to do everything. Why isn't there some process of making sure that monies are not put to the side so that when other opportunities come up to fund some things that it's not just solely one pot of money that's coming up. Part of what he has been doing with the LMI training, there are other funds that will become available. Not that they will need a match but at least the monies will be there so in case that a match is needed, so you can get more money to come into the area to do other things, he would think that would just seem to be sort of prudent. But more importantly is this part about poverty and unemployment an economic development. If economic development can be deemed have you reduced unemployment, have you reduced poverty? If the answer is no then people who are citizens can only look to the elected body to do something about that. We can't set the priorities. If he was to move out of the way when all the people who were here, you talk about community, but that doesn't look like the community. Where are they engaging other people who look like him? At the table where they are made parts of discussions. It's not here. If he didn't come here speaking to these issues year after year, ask yourself who else would be coming here speaking to these specific issues? He is not here for his health because it's not very well but he is concerned that they think that everything is ok but that is not always the case. That they should try to make sure that decision making is encompassing other people at the table who look like this community.

Joseph Ledbetter, Attorney stated it is so exciting to be here and he appreciates the opportunity to speak to the governing body of our economic development funds. He is going to respond to some of those earlier comments. We purchased 75 acres of land on 49th Street in 2006, before any of them were even on this Board, without an appraisal and it is still sitting there. And it was very close to utilities, could have been developed. There is other land still in Central Crossings and he carefully listened to testimony by the GO Topeka Chair in 2012 where he ticked off and listed off the land that had been bought by each of the entities, he still has it, and there was approximately 300 acres left with just that portion of land. Shovel-ready we've got more than enough shovel-ready land, what we don't have is jobs and we have lost a lot of jobs over the last two year, and they know it, but nobody wants to talk about it. But the word that was just mentioned by Mr. Grays was poverty. Poverty has increased over the last several years and before that in Topeka and that should be a concern and yet it's never mentioned on this Board or with these measurements. It should be part of the performance standards and it needs to be a goal that we begin to address and reduce poverty in this community. The poor pay this tax, it is a regressive tax and they pay proportionally more of their income than any of us on this tax for the purchases they make in this County. They need to be considered and year after year he watches Mr. Grays and he is never considered. He finds it reprehensible. That's a good word for it. The carry forward monies, how much of that came out of the small and disadvantaged part of that budget? He has seen those numbers; they have been carried over a lot. How many people could have been helped? He is putting into the record tonight a copy of the service agreement between GO Topeka and the Chamber and it talks about paying for Country Club dues. He's sure that is reducing poverty somewhere. Also putting into the record a letter to the editor on accountability wanted for our tax money. He strongly disagrees that he was confused or anybody else that has talked to him about these numbers, about how much money is being transferred to the Chamber of our GO Topeka public money, he is not confused at all when he reads those. But rather than comment on it, he is going to put some more information into the record and he is going to go back and talk to some more people that brought him those documents originally and they may have a little

more tax expertise than he does, but he knows what he saw and he knows that he is correct, but he is just going to drop it with that and go back and review that. These are expenses that were reimbursed by GO Topeka in four years, this was got through a KORA to the Topeka Capital Journal and they shared those with him and said at no cost, they were able to get that. He is going to ask for an extension to speak at this time.

Commissioner Cook stated there has been a request by Mr. Ledbetter for an extension of time to speak. Is there a motion? Seeing none, thank you very much.

Mr. Ledbetter replied thank you for not listening. He appreciates it.

Councilwoman Hiller indicated that she thinks we need to take a short break.

Commissioner Cook stated that he has been notified that we need to take a short break to change the tape. We almost made it. So Ms. Nohe will be next up on public comment after we change the tape.

Camille Nohe, League of Women Voters stated primarily she wanted to let them know the league has started a study of JEDO. They are six months into what they believe will be a two year study. And they hope to come up with some constructive recommendations for the JEDO at the conclusion of that study. She would like to just bring to their attention, she was very heartened by Deputy Mayor Everhart's discussion that she initiated, she touched on a number of issues that they have considered. And she would like to let them know about some resources that she has come across in doing this study. One is a Pew report, from the Pew Foundation on objectives and performance measures for economic development entities and it has some very good information in it and recommendations. There is also such a thing as a performance audit for economic development entities. She found online the performance audit for the City of San Diego. Google search is a wonderful thing. San Diego is much bigger but they had some constructive recommendations and some criticisms of the San Diego Economic Development, she thinks it is an in-house agency. Also in Topeka, Dr. Paul Byrne at Washburn, he teaches economics and he has an area of expertise in economic development. He is going to come to speak to our JEDO study group in January and she would think he would be a good resource and would know who they could contact to do the kind of setting objectives, goals and performance measures, she just thinks he would be knowledgeable in that area. So she wanted to bring that to their attention.

Commissioner Archer asked if they were working with anyone specifically with GO Topeka or one of the JEDO members. He thinks that might be a good idea.

Ms. Nohe replied not yet but yes they plan to. What they have done is reviewed all of the minutes from JEDO since the beginning and summarized each year. Which they will be glad to make available at some point to people who are new to JEDO. We have looked at what some other cities are doing in terms of their structure and whether they are getting money. We have looked at that Pew Report and spent a lot of time discussing that. We have developed a list of people we are going to interview, which would be past JEDO members, and possibly current JEDO members. She is not sure how much people are willing or able to talk. GO Topeka Board of Directors, current and some past members, so we do want to talk to all of those folks as well and she thinks they have some other people in mind too. So that is why it is taking them two years, they have a long agenda.

Carol Marple stated that she keeps changing her mind on what she wants to say in the public comments. And she does pay attention to protocol so would Commissioner Cook ask Mayor Wolgast and Commissioner Buhler if they have any kind of position on the Heartland Visioning group. Are they on the Board of the Heartland Visioning organization? That is a question for Commissioner Cook to ask to those individuals.

Commissioner Cook responded that historically, traditionally this isn't a question and answer period, although if either one of them wish to speak or respond.

Commissioner Buhler stated yes voluntarily she does serve on the Management Committee; she has served on the Steering Committee and has since the beginning of Heartland Visioning. She is not compensated, it is purely voluntary.

Ms. Marple questioned is that not a conflict of interest to vote to give them money?

Commissioner Buhler responded she does not believe so. This body has to allocate it in the budget and then it has to go to the separate governing bodies as well.

Ms. Marple responded but they allocated it to the budget and she is connected with them.

Mayor Wolgast stated he is on the Steering Committee which is a group of about 60 community people who meet on monthly basis working on the goals and objectives of Heartland Visioning.

Ms. Marple stated to her that doesn't seem right that they are connected to this Board or this organization and they just voted to give them money.

Commissioner Buhler replied that it is fully disclosed on her conflict of interest with Heartland Visioning. And all her conflicts of interest, it is fully disclosed that she serves on the Board of the County Commissioners.

Ms. Marple responded that she kind of thinks that they should have passed on the vote.

Commissioner Buhler replied that is her opinion.

Commissioner Cook asked if Ms. Marple had anymore comments.

Ms. Marple stated yes she did. She would like to thank Commissioner Archer and Commissioner Cook for voting no to fund them for \$60,000. She has sat here for many years and listened. The funding was withdrawn as she remembers and she did not intend to speak about this because we could see no good that it did. And in less than six months, we have funded them again. Now she has heard Mr. Grays speak about poverty, unemployment and to her that's important. That \$60,000 could have better been served by having somebody use it to give jobs to our youth. She doesn't understand the mindset. We are not addressing, she doesn't feel, the needs of our community. We all like to have fun, we like to do things, but if we don't have jobs and we don't keep our children, our young adults out of mischief we are not doing our job. She thinks that is our priority, not Heartland Visioning especially where they have already had money, she believes it was started in 2008 and she could be wrong, they have had years of money from the taxpayer dollar and not done well and Mr. Grays has never had an opportunity to do anything. And since she is out of time and she knows everybody wants to go home she will not make anymore comments.

Commissioner Cook stated he would remind that we do have as upcoming meetings, Agenda Item No. 9, we have upcoming meetings on: Wednesday, February 11, 2015, Wednesday, May 13, 2015, Wednesday, September 9, 2015 and Wednesday, December 9, 2015, which will be chaired by Mayor Wolgast or his designee as the rules so allow. Thank you for the year of allowing him to chair JEDO.

NO FURTHER BUSINESS appearing the meeting was adjourned at 9:05 p.m.