



## **1. Welcome, Introductions, and Announcements**

Commissioner Dave Unruh, Sedgwick County, welcomed attendees and asked for self-introductions.

## **2. Presentation: Kansas State Fair**

Denny Stoecklein, General Manager of the Kansas State Fair, presented to the Board on the history of the Fair and the economic impact on the community. The Fair grosses about \$2.2 million per year in food and beverage sales in the 10 days that the event is open. Additionally, about \$1.2- \$1.3 million is grossed from ride revenues. The State Fair is a percentage partner in these sales. The Fair employs about 25 full time employees year round. 550-600 seasonal employees are hired by the vendors at the Fair during the event. There are usually eight to ten concerts scheduled, as well as two or three motor sporting events at the grand stands. Only 25 percent of the Fair attendees come for an event at the grand stands.

The Fair has not conducted a Return on Investment study for several years, but hopes to do so following the close of the 2014 Fair to help determine additional community impact.

## **3. Board of Directors Business**

### **A. Approval of Minutes from July 11, 2014**

*Commissioner Brad Dillon, Reno County (Council Member Carl Koster, Cheney) moved to approve the minutes from the July 11, 2014 meeting as presented. Motion adopted.*

### **B. 2015 Legislative and Governmental Relations Services**

On August 5, 2014, REAP issued an RFP for Governmental Relations Services. The RFP Closed on August 22, 2014 at 3:00 p.m. It was posted to the REAP and Workforce Alliance websites, the REAP Facebook and Twitter pages, and advertised in the Kansas City Star, Topeka Register, Wichita Eagle, and Topeka Capital Journal. It was distributed by email to twelve first that are listed as "Topeka based" and have office addresses listed in Topeka, as well as the Association of Government Relations Professionals (AGRP), the national association for lobbyists and government relations professionals. The League was contacted for further suggestions on places to advertise the RFP and had no additional suggestions other than the four print newspapers, noting they knew of no state association.

A bidder's conference was advertised and held on August 12<sup>th</sup>, but no responses or questions were received and no one showed up in person for the meeting.

One proposal was received for the RFP from Bruno & Associates. The response was distributed electronically to the Legislative Committee for review and comment prior to the Board of Directors meeting. No comments or questions were received from the Committee by the time of the Board meeting.

The Board discussed the importance of the governmental relations contractor in rebuilding the reputation of the organization with the Legislature. Commissioner Westfall noted that the Legislative Committee had discussed their desire on several occasions for this person to be

Topeka-based, in order to contact legislators and staff outside of the standard session, when they run into them in the grocery store or at a child's sporting practice. The Committee feels that developing relationships with the staff outside of the session is more helpful to the organization than simply having someone from South Central Kansas be present during the session only.

The Board asked whether the Legislative Committee thought they might need a specialist in a particular area of lobbying for the upcoming session (water, aerospace) as opposed to a generalist covering all issues. Commissioner Westfall noted that a generalist is better for us at this time as we don't know of or have any specific items of legislation that REAP would be advancing, just legislative priorities in general categories of water, workforce development, and transportation.

The Board noted the helpfulness of the weekly legislative calls during the session, and suggested a time other than Friday afternoons for them to increase attendance. The Legislative Committee also noted they would like to use these calls not only for a weekly update but as an opportunity to engage legislators, to visit with them on particular topics of interest.

The Legislative Committee is scheduled to meet on September 25, 2014 to start work on the 2015 legislative priorities and strategies for the upcoming session. Overall, the Board felt that the Legislative Committee should have the final say on approving the contract and negotiating costs and start dates. They Legislative Committee should forward their final recommendation to the Executive Committee for approval.

*Council Member Carl Koester, Cheney (Commissioner Brad Dillon, Reno County) moved to authorize the Executive Committee to enter into an agreement for legislative services, pending approval of the proposal by the Legislative Committee. Motion adopted.*

### **C. 2014 Work Plan and Regional Projects Update**

1. Keith Lawing noted the written reports in the packet regarding the status of the current work plan projects. The South Central Kansas Regional Prosperity Planning effort will be wrapping up in September and October, with a final draft of the plan presented in October at a leadership summit for elected officials in the region.
2. The Regional Export Plan organized by Kansas Global Trade Services is complete and will be distributed in late September to the Board. The next steps in the plan will be to secure funding for implementation in 2015 and beyond.
3. Kelly Bergeron reported on the start of a regional van pool initiative which will be operated by Wichita Transit. Several pilot projects are emerging in Cowley, Butler, and Sedgwick Counties, where employers have identified a need and interest on the part of their employees to participate in a van pool. The vans will be owned, insured and maintained by Wichita Transit. Workers within a company will sign up for a van pool of six or eight people, and one will volunteer to be the driver. The driver will receive training from Wichita Transit. The goal is to decrease the amount of traffic on the road, accidents, rate of tardiness of employees, and improve air quality through reduced emissions. It will also be a cost savings measure for the employees, as the monthly cost of participating in the van pool may equal approximately the cost of one to two tanks of gas in a month.



- Bergeron noted that the next Board of Directors meeting is scheduled for November 7<sup>th</sup> in Kechi at 8:30 a.m. The Board will be voting on revisions to the bylaws and several other items of business to complete the 2014 work plan items. Additionally, the Board requested quarterly meetings in 2015. The proposed meeting dates are on Thursdays from 12:30-2:00 p.m. Lunch will be served as part of the meeting. The 2015 dates are January 22<sup>nd</sup>, April 16<sup>th</sup>, July 23<sup>rd</sup>, and October 15<sup>th</sup>. The Board also requested that the meetings continue to move around in the member jurisdictions as this gives them an opportunity to see other parts of the REAP region.

The 2014 Legislative Policy Summit is scheduled for Friday, December 5, 2014 at Botanica. Details are being finalized and a save the date notice will go out in the coming weeks. If you are interested in sponsoring or have a suggestion for a sponsor please contact Commissioner Westfall or Kelly Bergeron.

#### 4. **Unscheduled Topics**

Wichita Council Member Jeff Longwell noted that the work of the workforce development task force will continue in 2015 as they work to develop a regional branding plan for REAP.

#### 5. **Adjourn**

The meeting adjourned at 10:00 a.m.

#### **Board Members and Alternates**

Commissioner Dave Unruh, Sedgwick County, Chair	Mayor Cindy Proett, Hutchinson
Lunda Asmani, Newton	Randy Riggs, Newton
Bob Conger, Kechi	Mayor Rex Satterthwaite, Bentley
Commissioner Brad Dillon, Reno County	Daniel Shea, Kingman County
Council Member Carl Koster, Cheney	Cody Simms, Wellington
Herb Llewellyn, El Dorado	Anthony Swartzendruber, Harvey County
Council Member Jeff Longwell, Wichita	John Waltner, Harvey County
Commissioner Jim Nickel, Newton	Commissioner Chip Westfall, Harvey County

#### **Guests/Presenters/Staff**

Kelly Bergeron, REAP	Keith Lawing, REAP
Misty Bruckner, WSU	Denny Stoecklein, Kansas State Fair