

**BOARD OF DIRECTORS MEETING AGENDA**  
VIA MICROSOFT TEAMS CALL [www.shorturl.at/BBV02](http://www.shorturl.at/BBV02)  
**APRIL 16, 2020 AT 9:00AM**

- 1. CALL TO ORDER AND ROLL CALL @ 9:00 AM**
  - (1.1) Confirmation of Meeting Notice
  - (1.2) Public Comments
  
- 2. APPROVAL OF MINUTES**
  
- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
  - (4.1) February Financial Reports
  - (4.2) March Financial Reports
  - (4.3) Potential Budget Changes Due to COVID-19 Virus
  
- 4. DIRECTOR'S REPORT**
  - (5.1) Activity Updates
  - (5.2) Prospect Update
  
- 5. EXECUTIVE SESSION**
  - (7.1) Discussion of Prospective Industry (15 minutes)

*I move that the Salina Community Economic Development Organization board of directors recess into an executive session for ten (10) minutes to discuss the subject of a specific economic development project based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts and individual proprietorships pursuant to K.S.A. 75-4319(b)(4). The open meeting will resume in this room at \_\_\_\_ AM.*

- 6. ADJOURNMENT**

**CITY OF SALINA, KANSAS**  
**REGULAR MEETING OF THE SALINA COMMUNITY ECONOMIC DEVELOPMENT**  
**ORGANIZATION, INC.**  
**February 27, 2020**  
**9:00 a.m.**

**CALL TO ORDER AND ROLL CALL**

The Regular Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 9:02 AM by Frank Hampton, Board President. Robinson confirmed that the meeting notice was made public. Hampton introduced newly appointed board member Michelle Griffin. She is filling a vacant position held by the City of Salina.

Those present and comprising a quorum: Lloyd Davidson, Frank Hampton, Brian Richardson (in at 9:20 AM), Paula Fried, Pete Brungardt, Michelle Griffin, and Cheryl Murray

Also present:

Mitch Robinson, Salina Community Economic Development Organization Executive Director; Robin VanAtta, Salina Community Economic Development Organization Administrative Assistant; Robert Vidricksen, Saline County, County Commissioner; Sheriff Roger Soldan, Saline County Sheriff's Office; Jeff Lane, Architect, TreanorHL; Hannah Stambaugh, Deputy County Administrator, Saline County; Phillip Smith-Hanes, County Administrator, Saline County; Tim Rogers, Executive Director, Salina Airport Authority; Mike Schrage, City Manager, City of Salina; Joan Ratzlaff, Citizen of Salina, Salina Area Workers' Coalition; Sheryl Brown, Retired Teacher, Salina; Alan Eikelberger, Sunflower Bank, President; Melissa Bixby, First Bank Kansas; and Eric Brown, Salina Area Chamber of Commerce, President.

Not present: John Gunn and Jeff Thompson.

**1.2 Public Comment**

Joan Ratzlaff, citizen of Salina, thanked the board for hearing comments made at the December 2019 meeting regarding the EDO's website wording around "affordable wages".

**MONTHLY SPOTLIGHT - SALINE COUNTY JAIL UPDATE**

Saline County Sheriff Roger Soldan updated the board on the current jail situation. Key points included:

- 278 currently incarcerated
- Jail has been over capacity since 2010
- Saline County has paid out over \$7M to house inmates in other counties
- The County pays \$35 per day to move a housed inmate out of Saline County
- Moving inmates in/out of the county is dangerous and overtaxing for staff.
- Current incarcerated inmates are not there for possession of marijuana. Those individuals usually get processed and then released for pending court.

- Four possible options as recommended by a hired consultant:
  1. New 12-acre greenfield site
  2. Renovation of current jail
  3. Off-site Induction
  4. Maintain current process of housing inmates out-of-county.

### **APPROVAL OF MINUTES**

Moved by Davidson, seconded by Richardson, to approve the January 16, 2020 as written.  
Aye: (7). Nay: (0). Motion carried.

### **APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE**

#### **(4.1) January Financial Report**

Moved by Richardson, seconded by Fried, to approve the January 2020 financial statements.  
Aye: (7). Nay: (0). Motion carried.

#### **(4.2) TEAM Kansas 2020 Pledge Contribution**

The 2020 contribution of \$5,000 would include 4 marketing/outreach events hosted by TEAM Kansas. Moved by Davidson, seconded by Murray, to approve the \$5,000 pledge to TEAM Kansas. Aye: (7). Nay: (0). Motion carried.

### **DIRECTOR'S REPORT**

#### **(5.1) Activity Updates**

Robinson would still like to plan an Annual Meeting in early-to-mid May and invite Commerce Secretary David Toland to the meeting to provide an update on the state's strategic plan process.

Salina is sending a delegation of interested stakeholders to Garden City, KS on March 4<sup>th</sup> and 5<sup>th</sup>. Garden City officials will be presenting their findings from the childcare initiatives that they have put into place of the past several years. Robinson will be attending on behalf of the EDO.

#### **(5.2) Prospect Update**

##### **Project 19-15 – Project Toys**

- Meeting with the City of Salina Development Review Team the week of March 2nd
- 20-acre site across from Philips on South 9<sup>th</sup>

##### **Project 19-7- Project Petal**

- April 2020 decision timeline

### **EXECUTIVE SESSION**

Moved by Brungardt, seconded by Davidson to move that the Salina Community Economic Development Organization board of directors recess into executive session for ten (10) minutes to discuss the subject of a specific economic development project based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts and

individual proprietorships pursuant to K.S.A. 75-4319. The open meeting will resume in this room at 9:35 AM. Aye: (7). Nay: (0). Motion carried.

The board of directors recessed into executive session at 9:40 AM and reconvened at 9:50 AM. No action was taken.

Also present in executive session: City Manager Mike Schrage, Salina Airport Authority Executive Director Tim Rogers, and the Salina Chamber of Commerce President Eric Brown.

**ADJOURNMENT**

Moved by Davidson, seconded by Richardson to adjourn the meeting. Aye: (7). Nay: (0). Motion carried. Hampton adjourned the meeting at 10:00 AM.

\_\_\_\_\_  
Frank Hampton, Board President

ATTEST:

\_\_\_\_\_  
Paula Fried, Board Secretary

**Profit & Loss**

February 2020

	<u>Feb 20</u>
Ordinary Income/Expense	
Income	
Investments	
Interest-Savings, Short-term CD	244.31
Total Investments	<u>244.31</u>
Total Income	<u>244.31</u>
Gross Profit	244.31
Expense	
Business Expenses	
Memberships	300.00
Miscellaneous Expense	20.00
Total Business Expenses	<u>320.00</u>
Contract Services	
Accounting Fees	1,005.00
Total Contract Services	1,005.00
Operations	
StartUp Salina Expenses	200.00
Dues & Subscriptions	5,000.00
Training Fees	35.00
Advertising/Promotion	2,619.40
Printing and Copying	31.20
Supplies	192.01
Telephone, Telecommunications	137.78
Total Operations	8,215.39
Other Types of Expenses	
Depreciation	125.26
Other Costs	29.53
Total Other Types of Expenses	<u>154.79</u>
Payroll Expenses	
Employee Health Ins	419.19
Director Health & Life Ins	1,998.36
Car Allowance	500.00
Wages & Salaries	13,104.18
Total Payroll Expenses	16,021.73
Travel and Meetings	
Meals	20.10
Travel	877.27
Total Travel and Meetings	<u>897.37</u>
Total Expense	<u>26,614.28</u>
Net Ordinary Income	<u>-26,369.97</u>
Net Income	<u><u>-26,369.97</u></u>

**Salina Community Economic Development Organization, Inc.**  
**Statement of Activities w/Prev Year Comparison**  
**February 2020**

	Feb 20	Feb 19	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Investments</b>			
Interest-Savings, Short-term CD	244.31	0.00	100.0%
<b>Total Investments</b>	244.31	0.00	100.0%
<b>Member Contributions</b>	0.00	72,500.00	-100.0%
<b>Total Income</b>	244.31	72,500.00	-99.7%
<b>Gross Profit</b>	244.31	72,500.00	-99.7%
<b>Expense</b>			
<b>Business Expenses</b>			
Memberships	300.00	5,000.00	-94.0%
Marketing Events	0.00	50.00	-100.0%
Miscellaneous Expense	20.00	0.00	100.0%
Business Registration Fees	0.00	550.00	-100.0%
<b>Total Business Expenses</b>	320.00	5,600.00	-94.3%
<b>Contract Services</b>			
Accounting Fees	1,005.00	350.00	187.1%
<b>Total Contract Services</b>	1,005.00	350.00	187.1%
<b>Operations</b>			
StartUp Salina Expenses	200.00	250.00	-20.0%
Dues & Subscriptions	5,000.00	0.00	100.0%
Training Fees	35.00	0.00	100.0%
Advertising/Promotion	2,619.40	4.50	58,108.9%
Books, Subscriptions, Reference	0.00	119.40	-100.0%
Printing and Copying	31.20	0.00	100.0%
Supplies	192.01	189.25	1.5%
Telephone, Telecommunications	137.78	94.47	45.9%
<b>Total Operations</b>	8,215.39	657.62	1,149.3%
<b>Other Types of Expenses</b>			
Depreciation	125.26	125.29	0.0%
Other Costs	29.53	0.00	100.0%
<b>Total Other Types of Expenses</b>	154.79	125.29	23.6%
<b>Payroll Expenses</b>			
Employee Health Ins	419.19	419.19	0.0%
Director Health & Life Ins	1,998.36	676.40	195.4%
Car Allowance	500.00	500.00	0.0%
Payroll Taxes	0.00	1,184.32	-100.0%
Wages & Salaries	13,104.18	12,673.12	3.4%
<b>Total Payroll Expenses</b>	16,021.73	15,453.03	3.7%
<b>Travel and Meetings</b>			
Meals	20.10	80.14	-74.9%
Travel	877.27	417.13	110.3%
<b>Total Travel and Meetings</b>	897.37	497.27	80.5%
<b>Total Expense</b>	26,614.28	22,683.21	17.3%
<b>Net Ordinary Income</b>	-26,369.97	49,816.79	-152.9%
<b>Net Income</b>	<b>-26,369.97</b>	<b>49,816.79</b>	<b>-152.9%</b>

## Statement of Financial Position

As of February 29, 2020

	Feb 29, 20
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	180,190.69
First Bank Kansas	68,543.49
Total Checking/Savings	248,734.18
Other Current Assets	
Prepaid Health Insurance	2,963.83
Total Other Current Assets	2,963.83
Total Current Assets	251,698.01
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-4,726.08
Furniture and Equipment - Other	4,509.89
Total Furniture and Equipment	-216.19
Total Fixed Assets	-216.19
Other Assets	
Other Assets	
Member Contribution Pledges	-5,125.00
Total Other Assets	-5,125.00
Total Other Assets	-5,125.00
<b>TOTAL ASSETS</b>	<b>246,356.82</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	792.12
Total Accounts Payable	792.12
Credit Cards	
VISA - First Bank Kansas	130.71
Visa - Sunflower Bank	119.93
Total Credit Cards	250.64
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-2,096.02
Medicare Taxes	-490.22
State W/H Taxes	53.00
State Unemployment Taxes	282.00
Total Payroll Liabilities	-2,251.24
Total Other Current Liabilities	-2,251.24
Total Current Liabilities	-1,208.48
Total Liabilities	-1,208.48
Equity	
Retained Earnings	224,209.32
Net Income	23,355.98
Total Equity	247,565.30
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>246,356.82</b>

**Profit & Loss**

March 2020

	<u>Mar 20</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Investments</b>	
Interest-Savings, Short-term CD	202.02
<b>Total Investments</b>	<u>202.02</u>
<b>Total Income</b>	<u>202.02</u>
<b>Gross Profit</b>	202.02
<b>Expense</b>	
<b>Business Expenses</b>	
Miscellaneous Expense	20.00
<b>Total Business Expenses</b>	20.00
<b>Operations</b>	
Books, Subscriptions, Reference	204.00
Supplies	115.55
Telephone, Telecommunications	138.57
<b>Total Operations</b>	458.12
<b>Other Types of Expenses</b>	
Depreciation	125.26
Other Costs	38.36
<b>Total Other Types of Expenses</b>	163.62
<b>Payroll Expenses</b>	
Employee Health Ins	419.19
Director Health & Life Ins	672.40
Car Allowance	250.00
Wages & Salaries	13,354.18
<b>Total Payroll Expenses</b>	14,695.77
<b>Travel and Meetings</b>	
Meals	259.39
Travel	597.31
<b>Total Travel and Meetings</b>	<u>856.70</u>
<b>Total Expense</b>	<u>16,194.21</u>
<b>Net Ordinary Income</b>	<u>-15,992.19</u>
<b>Net Income</b>	<u><u>-15,992.19</u></u>



**Salina Community Economic Development Organization, Inc.**  
**Statement of Activities w/Prev Year Comparison**  
**March 2020**

	Mar 20	Mar 19	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Marketing Events Sponsorships	0.00	3,571.43	-100.0%
Investments			
Interest-Savings, Short-term CD	202.02	0.00	100.0%
<b>Total Investments</b>	202.02	0.00	100.0%
<b>Total Income</b>	202.02	3,571.43	-94.3%
<b>Gross Profit</b>	202.02	3,571.43	-94.3%
<b>Expense</b>			
<b>Business Expenses</b>			
Marketing Events	0.00	-50.00	100.0%
Miscellaneous Expense	20.00	0.00	100.0%
<b>Total Business Expenses</b>	20.00	-50.00	140.0%
<b>Contract Services</b>			
Accounting Fees	0.00	446.60	-100.0%
<b>Total Contract Services</b>	0.00	446.60	-100.0%
<b>Operations</b>			
Dues & Subscriptions	0.00	63.00	-100.0%
Advertising/Promotion	0.00	2,010.28	-100.0%
Books, Subscriptions, Reference	204.00	10.00	1,940.0%
Supplies	115.55	0.00	100.0%
Telephone, Telecommunications	138.57	94.27	47.0%
<b>Total Operations</b>	458.12	2,177.55	-79.0%
<b>Other Types of Expenses</b>			
Depreciation	125.26	125.27	0.0%
Other Costs	38.36	0.00	100.0%
<b>Total Other Types of Expenses</b>	163.62	125.27	30.6%
<b>Payroll Expenses</b>			
Employee Health Ins	419.19	419.19	0.0%
Director Health & Life Ins	672.40	676.40	-0.6%
Car Allowance	250.00	500.00	-50.0%
Payroll Taxes	0.00	1,090.22	-100.0%
Wages & Salaries	13,354.18	12,691.21	5.2%
<b>Total Payroll Expenses</b>	14,695.77	15,377.02	-4.4%
<b>Travel and Meetings</b>			
Meals	259.39	207.03	25.3%
Conference, Convention, Meeting	0.00	150.00	-100.0%
Travel	597.31	123.36	384.2%
<b>Total Travel and Meetings</b>	856.70	480.39	78.3%
<b>Total Expense</b>	16,194.21	18,556.83	-12.7%
<b>Net Ordinary Income</b>	-15,992.19	-14,985.40	-6.7%
<b>Net Income</b>	<b>-15,992.19</b>	<b>-14,985.40</b>	<b>-6.7%</b>

**Statement of Financial Position**

As of March 31, 2019

	<u>Mar 31, 19</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Sunflower Bank - Operating Acct	239,386.63
Total Checking/Savings	239,386.63
Other Current Assets	
Prepaid Health Insurance	1,469.71
Total Other Current Assets	1,469.71
<b>Total Current Assets</b>	<b>240,856.34</b>
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-3,348.09
Furniture and Equipment - Other	4,509.89
Total Furniture and Equipment	1,161.80
<b>Total Fixed Assets</b>	<b>1,161.80</b>
<b>TOTAL ASSETS</b>	<b><u>242,018.14</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	2,000.00
Total Accounts Payable	2,000.00
Credit Cards	
Visa - Sunflower Bank	218.67
Total Credit Cards	218.67
Other Current Liabilities	
Payroll Liabilities	
State W/H Taxes	322.00
Federal Unemployment Taxes	84.00
State Unemployment Taxes	586.76
Total Payroll Liabilities	992.76
Total Other Current Liabilities	992.76
<b>Total Current Liabilities</b>	<b>3,211.43</b>
<b>Total Liabilities</b>	<b>3,211.43</b>
Equity	
Retained Earnings	222,178.13
Net Income	16,628.58
Total Equity	238,806.71
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>242,018.14</u></b>

## **APRIL 2020 DIRECTOR'S REPORT**

### **MARKETING / PROMOTION**

Much has changed since both the State of Kansas and the City of Salina/Saline County has closed down much of normal business operations. Both Robin and myself have been working out of our homes these past 2 weeks. Meetings have been canceled and changed to various conference calls, GoToMeetings, and Zoom calls.

The SCEDO will be hosting Department of Commerce Secretary David Toland on a conference call on Thursday afternoon of April 16<sup>th</sup>. Secretary Toland will spend 30 minutes with anyone interested in calling in learn what the State of Kansas is doing to assist local business during this crisis period.

### **WORKFORCE TALENT AND HOUSING**

As everyone is aware of the situation has greatly changed with the many business closures across the nation and here in Salina. State agencies are still way behind meeting laid off workers efforts to get signed up for unemployment benefits.

Brady Sherman developer of the "Tiny Mansion" is still working on this model in Wichita. We hope to see a video production showing the first model that has been completed in S.E. Kansas. As soon as the model in Wichita is completed and we are allowed to travel we will take a delegation to Wichita to tour this first model home.

In working with a developer in Wichita we will start making connections with local industries who have needs for apartment space for future employees. This developer has been working with the City of Salina on their development plans.

### **ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT**

The COVID-19 Virus shutdown caused the Wednesday, April 1<sup>st</sup> Startup Salina to be canceled. Much of the activity has been directed to the Salina Strong website developed and maintained by the Chamber staff. The Salina Strong site has the most current information on the various SBA programs for area businesses to learn how to apply for federal assistance for their small businesses.

The May 5<sup>th</sup> SBDC meeting planned for at Kansas State Polytechnic campus will be rescheduled for later in the year and will include how to address coming out of this economic shutdown due to the COVID-19 Virus.

We will be promoting various SCORE and SBA online programs for area residents to take advantage of during this period of reduced activities.

**PROSPECT MANAGEMENT**

We continue to work with a foreign owned company looking to establish a new production facility here in Salina. The project will be discussed at the company’s board meeting in April and then a decision will be made to move the project forward hopefully by the end of April.

We also continue to work with another large project. We hoped to have had an answer on Project Rise in late March/early April. This project just this month has required numerous meetings, phone calls and dozens of emails to provide information to the company and work on developing potential funding sources for this project. A final decision has been stalled due to the COVID-19 Virus.

The remaining prospects have been followed up with and we are maintaining contact where needed. (See the April 2020 Prospect Table)

**SITES / BUILDINGS / TOOLS:**

Additional property and buildings are being identified on an “ongoing basis” to keep an update record of potential locations for new or expanding businesses. Numerous buildings at the Salina Industrial Authority has been leased during the past several months so economic activity is taking place.

**MONTHLY WEB/SOCIAL MEDIA STATISTICS**

Website – (January 2020 reported numbers)

276 users	268 New Users	300 Sessions	1.76 Pgs/Session	1:44 Avg Session
527 Pageviews				

Website – 2/24/2020 through 3/12/2020

78 users	75 New Users	88 Sessions	1.67 Pgs/Session	0:35 Avg. Session
147 Pageviews				

Website – 3/13/2020 through 4/12/2020

278 users	274New Users	302 Sessions	1.77 Pgs/Session	1:22 Avg. Session
534 Pageviews				



**Website - Pages Visited – 3/13/2020 through 4/12/2020**

Page ?	Pageviews ? ↓
	<b>534</b> % of Total: 100.00% (534)
1. /	<b>375</b> (70.22%)
2. /utilities/	<b>42</b> (7.87%)
3. /sites-buildings/search/	<b>18</b> (3.37%)
4. /contact-us/	<b>14</b> (2.62%)
5. /sites-buildings/	<b>13</b> (2.43%)
6. /404.html?page=/13/1/home/myaccount/billing.php&from=	<b>12</b> (2.25%)
7. /404.html?page=/13/1/home/myaccount/access.php&from=	<b>11</b> (2.06%)
8. /workforce-education/	<b>10</b> (1.87%)
9. /government-incentives/	<b>9</b> (1.69%)
10. /target-industries/	<b>5</b> (0.94%)

**Facebook – (January 2020 reported numbers)**

979 Page Views      1,935 People Reached      4,723 Post Engagements      475 Page Likes

**Facebook – Feb to March**

986 Page Views      1,565 Posts Reached      373 Post Engagements      478 Page Likes

**Facebook – 3/16/2020 through 4/12/2020**

1,130 Page Views      4,127 Posts Reached      791 Post Engagements      498 Page Likes

**Start Up Salina Facebook Group**

241 members (+2)



# Prospect Table

***This information is strictly CONFIDENTIAL. Discussion of this information outside of this meeting could jeopardize the progress of these pending projects.***

Code #	Project Name	Client Source	Project Status	Contact Date	Milestone / Decision Date	Project Objective	Business Description	Jobs (New)	Average Salary	Investment	Niche	Acreage Required	Square Footage
18-9	Project Destination	Local Entrepreneur Contact from Salina Airport Exec Dir.	Active	6/12/2018	July 20th Real Estate Review	Unique retail opportunity with potential high attraction	Locally owned facility attract visitors to Salina	?	?	?	Unique Retail Opportunity	NA	5000-9000 SF
18-13		Local Researchers/Developers	Active		No Deadline	7 year effort researching use of 3D imaging	Company being dislocated from existing offices seeking new location and project funding/assistance	Currently 2 FT employees plus research team	?	About \$1m to start	Medical, military, media uses	Purchased a local building in November for new office/lab space	office space of 5000-7500 sf
19-7	Project Petal	KS Dept of Commerce/TX Consultant	Active	4/25/2019	April Decision Date	Seeking location for Japanese Company in Midwest	metal fabrication & assembly	455 to start with 795 at year 5	\$19.25 per hour	\$50m	Seeking site in KS	105 acres or purchase existing building	Building size of 520,000 SF
19-8	Project Gemini	Direct Call to Chamber & SCEDO	Active	5/13/2019	Construction Start Fall 2020	Assembly Operation	Local Company looking for additional building to house assembly	100 by first 3 years.	Over \$20 per hour	Approximately \$75 million	South Ohio Street	28 acres	Build 210,000 sf
19-9	Project Stover	Kansas DOC	Active	8/9/2019	Submitted 8/23/2019 Reviewing Submittals	Manufacture products using corn stover	Build various wood products using wood stover	15-17	Average \$14 to \$20/hour	?	Corn Production Region	14-16	Build 10,000 sf
19-10	Project Local	Kansas DOC/Consultant	Eliminated (April 2020)	8/12/2019	Submitted 8/23/2019 Reviewing Submittals	Build food production manufacturing	Build food production manufacturing	400 by Year 3	\$18/hour	\$112 million	Need lease	20+ acres	Build 400,000 sf
19-13	Project Red Air	SAA	Active	8/28/19	Submitted 9/16/19	FL Based Company looking for new location	Foreign Air Force planes fly against US forces	50+	Upper Levels	?	Maintain Anti- US aircraft		60,000 SF



# Prospect Table

Code #	Project Name	Client Source	Project Status	Contact Date	Milestone / Decision Date	Project Objective	Business Description	Jobs (New)	Average Salary	Investment	Niche	Acreage Required	Square Footage
19-14	Project Mobile	Direct Contact	Active	10/10/2019	Reviewing Sites 11/25/19	Company looking for additional Call Center operation space	Servicing small hospital accounting needs	50	?	?		N/A	12,000 SF
19-15	Project Toys	Direct Contact	Active	10/10/2019	Meeting with City Staff So	Company seeking incentives for new retail operation	Retail and service location for farm equipment, ATVs, and watercraft	5	\$18/hr	\$1.5M	Ag & Recreation	Already own 22 acre site	will build 10,000 SF
19-16	Omaha Developer	Direct Contact	Active	12/2/2019	Submitted 12/13/19	Seeking 10-15 acres	Location for Mfg Operation	20-100	\$19/hr	?	Defense Related	Looking for site	Building Up to 100,000 sf
19-17	Project Milk Jug	KDOC	Active	3/13/2020	Submitted 3/13/2020	Seeking 17,000 SF		?	?	?	?		17,000 SF Building