

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
AUGUST 19, 2021 AT 9:00AM

- 1. CALL TO ORDER AND ROLL CALL @ 9:00 AM**
 - (1.1) Confirmation of Meeting Notice/ Visitor Introductions
 - (1.2) Public Comments

- 2. APPROVAL OF MINUTES**

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) July Financial Reports

- 4. UPDATE WORKFORCE PROMOTION EFFORT – ERIC BROWN/RENEE DUXLER**

- 5. DIRECTOR’S REPORT**
 - (5.1) Budget Process Update – County Approval/City Approval / Airport
 - (5.2) Prospect Updates – See Attached Chart

- 6. EXECUTIVE SESSION**
 - (6.1) Discussion of Prospective Industry (__ minutes)
I move that the Salina Community Economic Development Organization Board of Directors recess into an executive session for ____ 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.

- 7. ADJOURNMENT**

**CITY OF SALINA, KANSAS
REGULAR MEETING OF THE SALINA COMMUNITY ECONOMIC DEVELOPMENT
ORGANIZATION, INC.**

July 15, 2021

9:00 a.m.

Via in person and Zoom Link

CALL TO ORDER AND ROLL CALL

The Regular Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 9:01 AM by Lloyd Davidson, Board President.

(1.1) Confirmation of Meeting Notice

Robinson confirmed that the meeting notice was made public via email, news release, and social media.

Those present and comprising a quorum:

In person:

Frank Hampton
Pete Brungardt
Lloyd Davidson
Cheryl Murray
Paula Fried
Brian Richardson

Zoom (Z):

John Gunn

Also present:

Mitch Robinson, Salina Community Economic Development Organization Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Lauren Driscoll, Director, Community and Development Services, City of Salina
Cody Heiman, Vice President Loan Officer, First Bank Kansas
Diane Brazdzionis, Salina citizen (Z)
Renee Duxler, Economic and Workforce Development Director, Salina Chamber of Commerce
Phillip Smith-Hanes, County Administrator, Saline County
Mike Hoppock, City Commissioner, City of Salina
Roger Sparks, County Commissioner, Saline County
Mike Schrage, City Manager, City of Salina
Tim Rogers, Executive Director, Salina Airport Authority (Z)

Absent: Jim Maes, Max Wellbrock-Talley

(1.2) Public Comment

Commissioner Hoppock gave some feedback to the EDO board for guidelines when presenting recommendations to the Commission. Provide a one-page synopsis of project with recommendation. Information regarding the board's recommendation needs to be outline in more detail for the City Commission going forward.

APPROVAL OF MINUTES

Moved by Fried, seconded by Brungardt, to approve the June 17, 2021 minutes.
Aye: (7). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) June Financial Reports

Moved by Brungardt, seconded by Richardson, to approve the June 2021 financial statements.
Aye: (7). Nay: (0). Motion carried.

UPDATE OF SALINA HOUSING PLAN - LAUREN DRISCOLL

Key points:

- Most significant need for housing since the 1950s
- 90% of multi-family housing is restricted by age or income (\$38K income cap)
- Need housing for long-term and short-term employees
- Housing for construction workers for two large expansions
 - 400 more construction workers anticipated over the next year
- Great Plains has new employees coming in February 2022
- Updated housing study just completed for the City of Salina

DIRECTOR'S REPORT

(5.1) Budget Process Update - County Approval / City of Salina Approval / Airport
Saline County has approved a \$35,000 contribution per year through 2024. A request of \$275K has been submitted to the City of Salina. The Salina Airport Authority will meet during July to confirm their 3-year commitment.

(5.2) Prospect Updates - See Attached Chart

EXECUTIVE SESSION

No executive session needed

ADJOURNMENT

Moved by Brungardt, seconded by Richardson, to adjourn the meeting at 10:20 AM. Aye: (7).
Nay: (0). Motion carried.

Lloyd Davidson, Board President

ATTEST:

Cheryl Murray, Board Secretary

Statement of Financial Position

As of July 31, 2021

	<u>Jul 31, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	218,505.02
First Bank Kansas	74,313.39
Total Checking/Savings	292,818.41
Other Current Assets	
Prepaid Health Insurance	9,097.51
Total Other Current Assets	9,097.51
Total Current Assets	301,915.92
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,919.74
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-774.25
Total Fixed Assets	-774.25
TOTAL ASSETS	<u>301,141.67</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-681.94
Total Accounts Payable	-681.94
Credit Cards	
VISA - First Bank Kansas	406.32
Total Credit Cards	406.32
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-597.34
Medicare Taxes	117.14
Federal W/H Taxes	1,186.56
State W/H Taxes	489.43
Federal Unemployment Taxes	0.01
State Unemployment Taxes	-922.00
Payroll Liabilities - Other	-765.20
Total Payroll Liabilities	-491.40
Total Other Current Liabilities	-491.40
Total Current Liabilities	-767.02
Total Liabilities	-767.02
Equity	
Retained Earnings	237,231.10
Net Income	64,677.59
Total Equity	301,908.69
TOTAL LIABILITIES & EQUITY	<u>301,141.67</u>

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Comparison
January through July 2021

	Jan - Jul 21	Jan - Jul 20	% Change
Ordinary Income/Expense			
Income			
Investments			
Interest-Savings, Short-term CD	407.87	1,001.87	-59.3%
Total Investments	407.87	1,001.87	-59.3%
Member Contributions	218,250.00	92,875.00	135.0%
Other Types of Income			
Miscellaneous Revenue	33.05	0.00	100.0%
Total Other Types of Income	33.05	0.00	100.0%
Total Income	218,690.92	93,876.87	133.0%
Gross Profit	218,690.92	93,876.87	133.0%
Expense			
Business Expenses			
Memberships	0.00	495.00	-100.0%
Miscellaneous Expense	185.97	155.45	19.6%
Business Registration Fees	40.00	40.00	0.0%
Total Business Expenses	225.97	690.45	-67.3%
Contract Services			
Accounting Fees	2,132.79	3,334.96	-36.1%
Outside Contract Services	850.00	0.00	100.0%
Total Contract Services	2,982.79	3,334.96	-10.6%
Operations			
StartUp Salina Expenses	3.18	343.10	-99.1%
Donations	50.00	0.00	100.0%
Dues & Subscriptions	1,123.88	5,195.00	-78.4%
Training Fees	0.00	695.28	-100.0%
Repairs & Maintenance	128.97	326.25	-60.5%
Advertising/Promotion	12,813.00	6,906.71	85.5%
Books, Subscriptions, Refere...	3,182.70	3,294.00	-3.4%
Postage, Mailing Service	0.00	58.80	-100.0%
Printing and Copying	53.56	53.00	1.1%
Supplies	879.49	779.86	12.8%
Telephone, Telecommunicatio...	2,189.51	1,397.15	56.7%
Total Operations	20,424.29	19,049.15	7.2%
Other Types of Expenses			
Depreciation	876.82	876.82	0.0%
Insurance - Liability, D and O	5,437.00	4,863.65	11.8%
Other Costs	52.01	59.82	-13.1%
Total Other Types of Expenses	6,365.83	5,800.29	9.8%
Payroll Expenses			
Retirement Contribution	5,526.34	0.00	100.0%
Employee Health Ins	2,934.33	2,934.33	0.0%
Director Health & Life Ins	5,388.74	6,032.76	-10.7%
Car Allowance	3,500.00	3,250.00	7.7%
Payroll Taxes	7,683.03	0.00	100.0%
Wages & Salaries	98,384.61	98,228.29	0.2%
Total Payroll Expenses	123,417.05	110,445.38	11.7%

Salina Community Economic Development Organization, Inc.

Statement of Activities w/Prev Year Comparison

January through July 2021

	Jan - Jul 21	Jan - Jul 20	% Change
Travel and Meetings			
Meals	158.21	409.53	-61.4%
Conference, Convention, Meet...	0.00	729.73	-100.0%
Travel	439.19	1,178.74	-62.7%
Total Travel and Meetings	597.40	2,318.00	-74.2%
Total Expense	154,013.33	141,638.23	8.7%
Net Ordinary Income	64,677.59	-47,761.36	235.4%
Net Income	64,677.59	-47,761.36	235.4%

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Budget Comparison
January through July 2021

	Actual	Actual	Actual	Actual	Budget YTD
	July 2021	July 2021	Jan - July 21	Jan - July 20	Jan - July 21
Ordinary Income/Expense					
Income					
Start up Salina Income		-		-	875.00
Marketing Events Sponsorships		-	-	-	-
Member Contributions	72,750.00	10,125.00	218,250.00	92,875.00	145,500.00
Investments-Interest	56.66	49.10	407.87	1,001.87	816.67
Pass Through Income	-	-		-	
Miscellaneous Revenue	-		33.05	-	
Grants	-	-	-	-	
Total Income	72,806.66	10,174.10	218,690.92	93,876.87	147,191.67
Gross Profit	72,806.66	10,174.10	218,690.92	93,876.87	147,191.67
Expense					
Business Expenses					
Pass Through Payments		-		-	
Memberships	-		-	495.00	875.00
Marketing Events	-	-	-	-	5,600.00
Miscellaneous Expense	20.00	23.56	185.97	155.45	291.67
Business Registration Fees	-	-	40.00	40.00	583.33
Total Business Expenses	20.00	23.56	225.97	690.45	7,350.00
Contract Services					
Accounting Fees	211.94	782.15	2,132.79	3,334.96	7,000.00
Outside Contract Services	850.00	-	850.00	-	583.33
Contract Services - Other	-	-	-	-	-
Total Contract Services	1,061.94	782.15	2,982.79	3,334.96	7,583.33
Operations					
StartUp Salina Expenses	-	-	3.18	343.10	758.33
Donations (Outgoing Board Recognition)	-		50.00	-	
Dues & Subscriptions	-	-	1,123.88	5,195.00	2,508.33
Training Fees	-		-	695.28	-
Advertising/Promotion	3,759.76	2,990.31	12,813.00	6,906.71	5,833.33
Repairs & Maintenance	-	-	128.97	326.25	233.33
Books, Subscriptions, Reference	-	-	3,182.70	3,294.00	1,750.00
Postage, Mailing Service	-	-	-	58.80	99.17
Printing and Copying	37.06	6.30	53.56	53.00	291.67
Supplies	56.69	-	879.49	779.86	1,166.67
Telephone, Telecommunications	310.23	236.42	2,189.51	1,397.15	1,516.67
Total Operations	4,163.74	3,233.03	20,424.29	19,049.15	14,157.50
Other Types of Expenses					
Taxes & Licenses	-	-	-	-	23.33
Depreciation	125.26	125.26	876.82	876.82	924.58
Other Costs	6.81	-	52.01	59.82	
Insurance - Liability, D and O	351.50	335.50	5,437.00	4,863.65	2,916.67
Total Other Types of Expenses	483.57	460.76	6,365.83	5,800.29	3,864.58
Payroll Expenses					
Retirement Contribution	-	-	5,526.34	-	6,448.75
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	419.19	419.19	2,934.33	2,934.33	3,208.33
Director Health & Life Ins	672.40	672.40	5,388.74	6,032.76	6,125.00
Car Allowance	500.00	500.00	3,500.00	3,250.00	3,500.00

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Budget Comparison
January through July 2021

	Actual	Actual	Actual	Actual	Budget YTD
	July 2021	July 2021	Jan - July 21	Jan - July 20	Jan - July 21
Payroll Taxes	1,040.72	-	7,683.03	-	8,604.17
Wages & Salaries	13,104.18	13,104.18	98,384.61	98,228.29	105,000.00
Total Payroll Expenses	15,736.49	14,695.77	123,417.05	110,445.38	132,886.25
Travel and Meetings					
Meals	0.00	-	158.21	409.53	1,166.67
Conference, Convention, Meeting	-	-	-	729.73	583.33
Travel	332.79	-	439.19	1,178.74	3,500.00
Travel and Meetings - Other	-	-	-	-	291.67
Total Travel and Meetings	332.79	-	597.40	2,318.00	5,541.67
Total Expense	21,798.53	19,195.27	154,013.33	141,638.23	171,383.33
Net Ordinary Income	51,008.13	(9,021.17)	64,677.59	(47,761.36)	(24,191.66)
Net Income	51,008.13	(9,021.17)	64,677.59	(47,761.36)	(24,191.66)

Salina Community Economic Development Organization, Inc.
Transaction Detail by Account
July 2021

	Type	Date	Num	Name	Memo	Cir	Split	Amount	Balance
Payroll Liabilities									
FICA Taxes									
	Check	07/09/2021	2054	Robinson, Mitch	Payroll ending 7/7/2021		First Bank Kansas	-645.10	-645.10
	Check	07/09/2021	2055	Robin M Vanatta	Payroll ending 7/7/2021		First Bank Kansas	-167.36	-812.46
	Check	07/14/2021		Internal Revenue Service	941 Employers Federal Tax - Q2/2021		First Bank Kansas	812.46	0.00
	Check	07/23/2021	2056	Robinson, Mitch	Payroll ending 7/21/2021		First Bank Kansas	-707.12	-707.12
	Check	07/23/2021	2057	Robin M Vanatta	Payroll ending 7/21/2021		First Bank Kansas	-167.34	-874.46
	Check	07/28/2021		Internal Revenue Service	941 Employers Federal Tax Q3/2021		First Bank Kansas	874.46	0.00
	Total FICA Taxes							0.00	0.00
Medicare Taxes									
	Check	07/09/2021	2054	Robinson, Mitch	Payroll ending 7/7/2021		First Bank Kansas	-150.88	-150.88
	Check	07/09/2021	2055	Robin M Vanatta	Payroll ending 7/7/2021		First Bank Kansas	-39.14	-190.02
	Check	07/14/2021		Internal Revenue Service	941 Employers Federal Tax - Q2/2021		First Bank Kansas	190.02	0.00
	Check	07/23/2021	2056	Robinson, Mitch	Payroll ending 7/21/2021		First Bank Kansas	-165.36	-165.36
	Check	07/23/2021	2057	Robin M Vanatta	Payroll ending 7/21/2021		First Bank Kansas	-39.14	-204.50
	Check	07/28/2021		Internal Revenue Service	941 Employers Federal Tax Q3/2021		First Bank Kansas	204.50	0.00
	Total Medicare Taxes							0.00	0.00
Federal W/H Taxes									
	Check	07/09/2021	2054	Robinson, Mitch	Payroll ending 7/7/2021		First Bank Kansas	-942.48	-942.48
	Check	07/09/2021	2055	Robin M Vanatta	Payroll ending 7/7/2021		First Bank Kansas	-90.34	-1,032.82
	Check	07/14/2021		Internal Revenue Service	941 Employers Federal Tax - Q2/2021		First Bank Kansas	1,032.82	0.00
	Check	07/23/2021	2056	Robinson, Mitch	Payroll ending 7/21/2021		First Bank Kansas	-1,062.48	-1,062.48
	Check	07/23/2021	2057	Robin M Vanatta	Payroll ending 7/21/2021		First Bank Kansas	-90.34	-1,152.82
	Check	07/28/2021		Internal Revenue Service	941 Employers Federal Tax Q3/2021		First Bank Kansas	1,152.82	0.00
	Total Federal W/H Taxes							0.00	0.00
State W/H Taxes									
	Check	07/09/2021	2054	Robinson, Mitch	Payroll ending 7/7/2021		First Bank Kansas	-267.00	-267.00
	Check	07/09/2021	2055	Robin M Vanatta	Payroll ending 7/7/2021		First Bank Kansas	-53.00	-320.00
	Check	07/12/2021		Kansas Department of Revenue	Conf # 1174-786N-CB38		First Bank Kansas	335.00	15.00
	Check	07/12/2021		Kansas Department of Revenue	Conf # 1174-MDKT-733P		First Bank Kansas	37.00	52.00
	Check	07/23/2021	2056	Robinson, Mitch	Payroll ending 7/21/2021		First Bank Kansas	-296.00	-244.00
	Check	07/23/2021	2057	Robin M Vanatta	Payroll ending 7/21/2021		First Bank Kansas	-53.00	-297.00
	Check	07/26/2021		Kansas Department of Revenue	Conf # - 1188-3HRN-23Y6		First Bank Kansas	320.00	23.00
	Total State W/H Taxes							23.00	23.00
State Unemployment Taxes									
	Check	07/30/2021		Kansas.Gov	KDOL Unemployment Tax - Q2/2021		First Bank Kansas	146.62	146.62
	Total State Unemployment Taxes							146.62	146.62
Total Payroll Liabilities								169.62	169.62
Investments									
Interest-Savings, Short-term CD									
	Deposit	07/31/2021			Interest		First Bank Kansas-Sweep Acct	-56.66	-56.66
	Total Interest-Savings, Short-term CD							-56.66	-56.66
Total Investments								-56.66	-56.66
Member Contributions									
	Deposit	07/19/2021	00059160		City of Salina Q3 2021		First Bank Kansas	-62,500.00	-62,500.00
	Deposit	07/19/2021	019166		Salina Airport Authority Q3 2021		First Bank Kansas	-5,250.00	-67,750.00
	Deposit	07/19/2021	374897		Saline County Q3 2021		First Bank Kansas	-5,000.00	-72,750.00
	Total Member Contributions							-72,750.00	-72,750.00
Business Expenses									
Miscellaneous Expense									
	Check	07/26/2021		Commercial Internet Banking Fee	July 2021		First Bank Kansas	20.00	20.00
	Total Miscellaneous Expense							20.00	20.00
Total Business Expenses								20.00	20.00
Contract Services									
Accounting Fees									
	Bill	07/13/2021		SS&C Solutions Inc	Accounting Fees - Payroll and Taxes -- June 2021		Accounts Payable	211.94	211.94
	Total Accounting Fees							211.94	211.94
Outside Contract Services									
	Bill	07/13/2021	11913	Wichita State University	Project Wall Street Impact Study- June 2021		Accounts Payable	850.00	850.00
	Total Outside Contract Services							850.00	850.00

Salina Community Economic Development Organization, Inc.
Transaction Detail by Account
July 2021

Type	Date	Num	Name	Memo	Cir	Split	Amount	Balance
Total Contract Services							1,061.94	1,061.94
Operations								
Advertising/Promotion								
Bill	07/13/2021		Global Site Location Industries, LLC	Elite Prospect Marketing Program (1 year)		Accounts Payable	2,475.00	2,475.00
Bill	07/13/2021		Salina Area Chamber of Commerce	Marketing; 1/2 cost SCC dinner 6/30/21 (Housing Develop		Accounts Payable	402.24	2,877.24
Bill	07/13/2021		Robin Vanatta	Welcome Basket for Housing Developers		Accounts Payable	22.52	2,899.76
Credit Card Charge	07/14/2021		Constant Contact	Monthly Email Marketing Subscription		VISA - First Bank Kansas	65.00	2,964.76
Bill	07/26/2021	257	Business Xpansion Journal	1/4 Page Ad - May/June 2021		Accounts Payable	795.00	3,759.76
Total Advertising/Promotion							3,759.76	3,759.76
Printing and Copying								
Bill	07/13/2021		Salina Area Chamber of Commerce	Copies - May June 2021		Accounts Payable	24.46	24.46
Bill	07/26/2021	45434	Salina Area Chamber of Commerce	Copies - June 2021		Accounts Payable	12.60	37.06
Total Printing and Copying							37.06	37.06
Supplies								
Bill	07/13/2021		Quill	Office Supplies -- Wall clock, paper clips, batteries		Accounts Payable	40.16	40.16
Credit Card Charge	07/22/2021		Amazon.Com	USB-C Hub to HDMI Multiport Adapter - Admin Asst Works		VISA - First Bank Kansas	16.53	56.69
Total Supplies							56.69	56.69
Telephone, Telecommunications								
Credit Card Charge	07/05/2021		Zoom.US	Monthly Zoom (Virtual Meeting Platform) Subscription		VISA - First Bank Kansas	16.37	16.37
Bill	07/13/2021		Salina Area Chamber of Commerce	Internet Service - 3rd QTR 2021		Accounts Payable	150.00	166.37
Bill	07/13/2021		Robinson, Mitch	Cell Phone Allowance - July 2021		Accounts Payable	40.00	206.37
Bill	07/13/2021		Robin Vanatta	Cell Phone Allowance - July 2021		Accounts Payable	40.00	246.37
Bill	07/26/2021		Cox Business	Phone Service - July to August 2021		Accounts Payable	63.86	310.23
Total Telephone, Telecommunications							310.23	310.23
Total Operations							4,163.74	4,163.74
Other Types of Expenses								
Depreciation								
General Journal	07/31/2021	AJE 757		JULY DEPRECIATION		Accumulated Depreciation - F&E	125.26	125.26
Total Depreciation							125.26	125.26
Insurance - Liability, D and O								
Total Insurance - Liability, D and O								
Check	07/09/2021	ACH	Accident Fund	WCV 6138404 004 01		First Bank Kansas	351.50	351.50
Total Insurance - Liability, D and O							351.50	351.50
Other Costs								
Total Other Costs								
Check	07/30/2021			Service Charge		First Bank Kansas	6.81	6.81
Total Other Types of Expenses							6.81	6.81
Total Other Types of Expenses							483.57	483.57
Payroll Expenses								
Employee Health Ins								
General Journal	07/31/2021	AJE 758		JUNE INSURANCE		-SPLIT-	419.19	419.19
Total Employee Health Ins							419.19	419.19
Director Health & Life Ins								
General Journal	07/31/2021	AJE 758		JUNE INSURANCE		Employee Health Ins	672.40	672.40
Total Director Health & Life Ins							672.40	672.40
Car Allowance								
Check	07/23/2021	2056	Robinson, Mitch	Payroll ending 7/21/2021		First Bank Kansas	500.00	500.00
Total Car Allowance							500.00	500.00
Payroll Taxes								
Check	07/09/2021	2054	Robinson, Mitch	Payroll ending 7/7/2021		First Bank Kansas	397.99	397.99
Check	07/09/2021	2055	Robin M Vanatta	Payroll ending 7/7/2021		First Bank Kansas	103.25	501.24
Check	07/23/2021	2056	Robinson, Mitch	Payroll ending 7/21/2021		First Bank Kansas	436.24	937.48
Check	07/23/2021	2057	Robin M Vanatta	Payroll ending 7/21/2021		First Bank Kansas	103.24	1,040.72
Total Payroll Taxes							1,040.72	1,040.72
Wages & Salaries								
Check	07/09/2021	2054	Robinson, Mitch	Payroll ending 7/7/2021		First Bank Kansas	5,202.49	5,202.49
Check	07/09/2021	2055	Robin M Vanatta	Payroll ending 7/7/2021		First Bank Kansas	1,349.60	6,552.09
Check	07/23/2021	2056	Robinson, Mitch	Payroll ending 7/21/2021		First Bank Kansas	5,202.49	11,754.58
Check	07/23/2021	2057	Robin M Vanatta	Payroll ending 7/21/2021		First Bank Kansas	1,349.60	13,104.18
Total Wages & Salaries							13,104.18	13,104.18
Total Payroll Expenses							15,736.49	15,736.49
Travel and Meetings								

Salina Community Economic Development Organization, Inc.
Transaction Detail by Account
 July 2021

	<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Cir</u>	<u>Split</u>	<u>Amount</u>	<u>Balance</u>
Travel	Credit Card Charge	07/02/2021		Rod's #7 Snak Atak	Fuel - Rental Van		VISA - First Bank Kansas	5.91	5.91
	Credit Card Charge	07/02/2021		Long McArthur Rentals	Rental Van - Housing Developer Site Visit		VISA - First Bank Kansas	326.88	332.79
Total Travel								<u>332.79</u>	<u>332.79</u>
Total Travel and Meetings								332.79	332.79

AUGUST 2021 REPORT

MARKETING / PROMOTION

Vice Chairperson Paula Fried and staff met with Michael Freeland make final design changes concerning annual report of the SCEDO.

Working with Kansas Economic Development Alliance and Team Kansas in cooperation with the Kansas Department of Commerce in possible merger of two groups and hiring of marketing director which KDOC would help pay for. Meet with Lt Governor David Toland concerning type of person he wants to hire to run the organization.

Planning continues for large consultants' event in early October. The Governor's Mansion would host 20-25 consultants attending a conference in Kansas City, MO. This is part of Team Kansas' efforts to work with consultants promoting Kansas.

Attended a Team Kansas event in Leawood where a dinner was held for 15 top corporate real estate executives based in the KC area. Made excellent contacts with top companies and agents.

STRATEGIC PLANNING

Janet Ady and Jordan Ackerman presented an overview of the revised Salina Strategic Plan at the June 17th Board of Directors meeting. Final revisions will be sent out to community partners and others interested in economic development this week.

WORKFORCE TALENT / HOUSING

Along with Eric Brown had a zoom call with two housing developers who are looking at Kansas for possible housing projects. They are interested in multi-family housing which is what Salina currently needs.

The Ambassador Hotel Project continues to move ahead with the conversion of hotel rooms to single unit apartments. The company specializes in taking older hotels and doing conversions to apartments. The company has an option on the hotel complex. Would generate 191 units. The group is also interested in purchasing additional older hotels for this same conversion. The group is also considering building 2- and 3-bedroom units surrounding the hotel property. This would generate around 500 units.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

Local business owner Jason Bathon was the speaker for the August 4th Start Up Salina. Will also be starting efforts on a business plan competition for later this fall.

PROSPECT MANAGEMENT

Work continues with Project Rise and Project Gemini. Great Plains will take over their building at the end of July from Signify. On June 18th was able to tour the construction at Schwan’s with the current plant manager. Impressive progress has been made with the construction activity. The bonds for Superior Plumbing will soon be on the city agenda.

A new project is planning a visit to meet with county officials for a project that will be based in the county helping to save energy generated by the region’s wind turbines.

Also met with local business owner concerning possible expansion which the State of Kansas could assist.

Additional projects have continued to include Salina as possible locations for future locations. Activity level stays positive.

The remaining prospects have been followed up with and we are maintaining contact where needed. (See the August 2021 Prospect Table)

SITES / BUILDINGS / TOOLS:

Work will soon begin on Certified Sites submittal of property located at the Salina Airport Authority. These sites will have the best opportunity to get approval on first submittal.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported July 2021)

220 users 216 New Users 231 Sessions 1.05 Pgs/Session 0:33 Avg Session
232 Pageviews

Website –7/11/2021 – 8/16/2021

162 users 157 New Users 178 Sessions 1.10 Pgs/Session 0:29 Avg Session
271 Pageviews

Facebook – (reported July 2021)

56 Page Views 1,245 Post Reach 145 Post Engagements 566 Page Likes

Facebook – 7/19/2021 – 8/15/2021

61 Page Views 918 Post Reach 161 Post Engagements 572 Page Likes

Start Up Salina Facebook Group

7/12/2021 – 292 members (+1)

8/15/2021 – 299 members (+7)



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
19-15	Project Toys	Direct Contact	Active	10/10/2019	Met with County Commission	Building on South 9th Street	Retail and service location for farm equipment, ATVs, and watercraft	5	\$20/hr	\$2.0 m	Ag & Recreation	Own Site	Will Build 18,000 SF
20-04	Project Aniram	KDOC	Active	5/15/2020	5/20//2020	Seeking 600,000 sf	Build Airplanes	1600	avg \$100k	\$150-\$250M	?	20-80 acres	600,000 sf to start
20-05	Project Valley	KDOC	Active	6/22/2020	6/30/2020	Need Aviation Location	Constuct Aircraft	?	?	?	?	Need 20 acres	Seeking 700,000 SF
20-07	Project Fairview	KDOC	Active	9/11/2020	?	Find existing building	Archery Equipment Manufacturing	190 yr1 300 yr 5	\$40,000	?	?	?	70,000 SF
20-11	Project Andes	KDOC	Active	11/2/2020	11/9/2020	Aerospace Mfg		100	?	\$45m & \$120m	SAA	25 acres	20-50,000 sf
21-1	Project Falcon	SAA Direct Contact	Active	1/5/2021	First Qt	Warehousing	Possible Air & Ground Shipping	?	?	?	1 M SQ	Located off Runway	1 Million SQ
21-3	Project Sequel	KDOC	Active	Received	2/8/2021	Food Processing	Meat Cutting/Processing	825 by Year 2	?	?	?	50 acres	\$130-\$150 m
21-6	Project Wall Street	SAA / Direct	Active	4/12/2021	B's on 9/13/20	Manufacturing	Need Building	20-27	\$22-25 & \$28-30	\$9 Million	Local Company	34 Acres	150,000 SF
21-7	Project Heavy	SAA Direct Contact	Active	4/15/2021	2022	MRO/Fabrication	Need Building	?	Above Co Avg Wage	?	?	North End of Airport	500,000 to 1 M SF
21-8	Project Jane	KDOC	Active	6/7/2021	Submitted 6/14/2021	Aviation Manufacturing	Build Aircraft	906	Above County Avg Wage	?	?	40-160 acres at Airport	Build 500,000 SF
21-9	Project Ecosphere	KDOC	New	7/7/2021	Submitted 7/14/2021	Auto Battery Mfg	Find A Site	Over 1100 by Year 5	?	\$2.5 B by Year	?	40-75	1-1.6 M SF
21-10	Project Storage	Direct Contact	New	7/29/2021	8/23/2021	Site Search	Energy Storage	?	?	?	Energy	?	?
21-11	IN Apartments	Direct Contact/DOC	New	8/3/2021	8/20/2021	Apartment	200 Apartments	?	?	?	Ahousing	10-20 acres	200 Units