

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX (ROOM B)
MAY 20, 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) April Financial Reports

- 4. DIRECTOR’S REPORT**
 - (4.1) Budget Process – Meetings with City and County Admin.

 - (4.2) Salina Regional Airport and Airport Industrial Center Economic Impact Summary Report – Fort Hays State’s Docking Institute

 - (4.3) Prospect Updates – See Attached Chart

 - (4.4) Superior Plumbing Project – Use of IRB’s and Sales Tax Funds
Mark Marlin – CFO
Stephanie Carlin – C5 Business Advisor

- 5. EXECUTIVE SESSION**
 - (5.1) 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.

- 6. ADJOURNMENT**

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

April 15, 2021

9:00 a.m.

Via in person and GoToMeeting Link

CALL TO ORDER AND ROLL CALL

The Regular Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 9:00 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
John Gunn
Lloyd Davidson
Max Wellbrock-Talley
Paula Fried
Cheryl Murray

GoToMeeting (GTM):

Jim Maes

Also present:

Mitch Robinson, Salina Community Economic Development Organization Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Tim Rogers, Salina Airport Authority, Executive Director (GTM)
Renee Duxler, Dir. of Economic and Workforce Dev., Salina Chamber of Commerce
Eric Brown, President, Salina Area Chamber of Commerce
Kent Buer, President, First Bank Kansas
Cody Heiman, Vice President Loan Officer, First Bank Kansas
Phillip Smith-Hanes, County Administrator, Saline County
Greg Stephens, Salina Media Connection
Mike Schrage, City Manager, City of Salina (GTM)
Mike Hoppock, City Commissioner, City of Salina (GTM)
Roger Sparks, County Commissioner, Saline County
Jason Jennings, Entrepreneur and Private Citizen

Absent: Brian Richardson

(1.2) Public Comment
No public comments.

APPROVAL OF MINUTES

Moved by Hampton, seconded by Gunn, to approve the March 18, 2021 minutes.
Aye: (8). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) March Financial Reports

Moved by Brungardt, seconded by Hampton, to approve the March 2021 financial statements.
Aye: (8). Nay: (0). Motion carried.

DIRECTOR'S REPORT

(4.1) Strategic Plan Update / Ady Advantage

Robinson and Ady Advantage are in the planning stage of scheduling a 30-presentation to review the Final Report with the board. They will follow up with a 90-minutes presentation to go over the full Final Report as well.

(4.2) Video Company Selection

Robinson is working with Gus Applequist to schedule time with each of the three companies involved in the testimonial video – Great Plains, Schwan's, and 1 Vision Aviation. The videos will be compiled into 2-3-minute segments.

(4.3) Budget Process

The EDO staff is working on a power point presentation for the funding members to establish the next 3-year contribution cycle.

(4.4) Prospect Update

Project Toys (19-15) – will focus on Kubota, Can Am, and other farm equipment. They will be located across the street from the current Signify plant and south of the hotel. The property will be annexed into the City for utilities. Slated for spring or early summer construction.

Omaha Developer (19-16) – work and communication are ongoing

Project Recycle (20-02) – Owner is acquiring land northwest of the city limits.

Project Falcon (21-1) -- Salina Airport Authority warehousing project

Project Newton (21-4) – They were looking for 50-60K square feet and were looking at the small building at El Dorado. That project is now off the table.

Project Wall Street (21-6) – This project is eyeing the El Dorado property in its entirety.

(4.5) Apartment/Housing Update

Saline County has some property available that could be used for a housing project. Three developers are ready to submit proposals. The City Commission is currently progressing through a housing study update. The housing study update hopes to walk them through 1). Reviewing available housing and incentive tools/strategies, 2). Identifying future development locations with the city and/or county, and 3) Creating a development package. Current conversations with potential developers have included expected property tax abatement. Rentals can qualify for (Industrial Revenue Bonds (IRB), which include tax abatements. Non-rental housing would qualify for Rural Housing Incentive District (RHID).

EXECUTIVE SESSION

Moved by Brungardt, seconded by Hampton that the Salina EDO Board of Directors recess into executive session for 20 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 9:55 a.m.

Aye: (8). Nay: (0). Motion carried.

The board of directors recessed into executive session at 9:35 AM and reconvened at 9:50 AM.

Also present: Mike Schrage, Tim Rogers, Eric Brown, Renee Duxler

ADJOURNMENT

Moved by Brungardt, seconded by Hampton, to adjourn the meeting at 9:57 AM. Aye: (8). Nay: (0). Motion carried.

Lloyd Davidson, Board President

ATTEST:

Cheryl Murray, Board Secretary

Statement of Financial Position

As of April 30, 2021

	Apr 30, 21
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	212,332.31
First Bank Kansas	67,689.73
Total Checking/Savings	280,022.04
Other Current Assets	
Prepaid Health Insurance	8,132.02
Total Other Current Assets	8,132.02
Total Current Assets	288,154.06
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,543.96
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-398.47
Total Fixed Assets	-398.47
TOTAL ASSETS	287,755.59
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	244.18
Total Accounts Payable	244.18
Credit Cards	
VISA - First Bank Kansas	-22.32
Total Credit Cards	-22.32
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-426.02
Medicare Taxes	157.20
Federal W/H Taxes	1,186.56
State W/H Taxes	523.43
Federal Unemployment Taxes	0.01
State Unemployment Taxes	-194.00
Payroll Liabilities - Other	-765.20
Total Payroll Liabilities	481.98
Total Other Current Liabilities	481.98
Total Current Liabilities	703.84
Total Liabilities	703.84
Equity	
Retained Earnings	237,231.10
Net Income	49,820.65
Total Equity	287,051.75
TOTAL LIABILITIES & EQUITY	287,755.59

Salina Community Economic Development Organization, Inc.

Statement of Activities w/Prev Year Comparison

April 2021

	Apr 21	Apr 20	% Change
Ordinary Income/Expense			
Income			
Investments			
Interest-Savings, Short-term CD	58.81	108.91	-46.0%
Total Investments	58.81	108.91	-46.0%
Member Contributions	72,750.00	0.00	100.0%
Total Income	72,808.81	108.91	66,752.3%
Gross Profit	72,808.81	108.91	66,752.3%
Expense			
Business Expenses			
Miscellaneous Expense	20.00	21.34	-6.3%
Total Business Expenses	20.00	21.34	-6.3%
Contract Services			
Accounting Fees	547.24	0.00	100.0%
Total Contract Services	547.24	0.00	100.0%
Operations			
StartUp Salina Expenses	0.00	7.13	-100.0%
Donations	50.00	0.00	100.0%
Dues & Subscriptions	258.00	0.00	100.0%
Advertising/Promotion	665.00	0.00	100.0%
Printing and Copying	9.46	11.90	-20.5%
Supplies	652.90	0.00	100.0%
Telephone, Telecommunications	373.26	230.00	62.3%
Total Operations	2,008.62	249.03	706.6%
Other Types of Expenses			
Depreciation	125.26	125.26	0.0%
Insurance - Liability, D and O	4,734.00	0.00	100.0%
Other Costs	9.26	0.00	100.0%
Total Other Types of Expenses	4,868.52	125.26	3,786.7%
Payroll Expenses			
Employee Health Ins	419.19	419.19	0.0%
Director Health & Life Ins	1,354.34	672.40	101.4%
Car Allowance	500.00	750.00	-33.3%
Payroll Taxes	1,541.94	0.00	100.0%
Wages & Salaries	19,656.27	19,656.27	0.0%
Total Payroll Expenses	23,471.74	21,497.86	9.2%
Travel and Meetings			
Meals	110.69	0.00	100.0%
Travel	0.00	-304.34	100.0%
Total Travel and Meetings	110.69	-304.34	136.4%
Total Expense	31,026.81	21,589.15	43.7%
Net Ordinary Income	41,782.00	-21,480.24	294.5%
Net Income	41,782.00	-21,480.24	294.5%

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

	Actual	Actual	Actual	Actual	Budget YTD
	April 2021	April 2020	Jan - April 21	Jan - April 20	Jan - April 21
Ordinary Income/Expense					
Income					
Start up Salina Income		-		-	625.00
Marketing Events Sponsorships		-	-	-	-
Member Contributions	72,750.00	-	145,500.00	72,625.00	145,500.00
Investments-Interest	58.81	108.91	235.16	781.73	583.33
Pass Through Income	-	-		-	
Miscellaneous Revenue	-	-	-	-	
Grants	-	-	-	-	
Total Income	72,808.81	108.91	145,735.16	73,406.73	146,708.33
Gross Profit	72,808.81	108.91	145,735.16	73,406.73	146,708.33
Expense					
Business Expenses					
Pass Through Payments		-		-	
Memberships	-			495.00	625.00
Marketing Events	-	-	-	-	4,000.00
Miscellaneous Expense	20.00	21.34	80.00	90.70	208.33
Business Registration Fees	-	-	-	-	416.67
Total Business Expenses	20.00	21.34	80.00	585.70	5,250.00
Contract Services					
Accounting Fees	547.24	-	1,708.52	1,530.00	5,000.00
Outside Contract Services	-	-	-	-	416.67
Contract Services - Other	-	-	-	-	-
Total Contract Services	547.24	-	1,708.52	1,530.00	5,416.67
Operations					
StartUp Salina Expenses	-	7.13	-	343.10	541.67
Donations (Outgoing Board Recognition)	50.00		50.00	-	
Dues & Subscriptions	258.00		957.00	5,000.00	1,791.67
Training Fees	-		-	695.28	-
Advertising/Promotion	665.00		8,903.40	3,316.40	4,166.67
Repairs & Maintenance	-	-	-	-	166.67
Books, Subscriptions, Reference	-	-	3,182.70	204.00	1,250.00
Postage, Mailing Service	-	-	-	-	70.83
Printing and Copying	9.46	11.90	16.50	46.70	208.33
Supplies	652.90	-	822.80	491.83	833.33
Telephone, Telecommunications	373.26	230.00	1,007.54	794.11	1,083.33
Total Operations	2,008.62	249.03	14,939.94	10,891.42	10,112.50
Other Types of Expenses					
Taxes & Licenses	-	-	-	-	16.67
Depreciation	125.26	125.26	501.04	501.04	660.42
Other Costs	9.26	-	30.12	59.82	
Insurance - Liability, D and O	4,734.00	-	5,085.50	-	2,083.33
Total Other Types of Expenses	4,868.52	125.26	5,616.66	560.86	2,760.42
Payroll Expenses					
Retirement Contribution	-	-	2,763.17	-	4,606.25
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	419.19	419.19	1,676.76	1,676.76	2,291.67
Director Health & Life Ins	1,354.34	672.40	3,371.54	4,015.56	4,375.00
Car Allowance	500.00	750.00	2,000.00	2,000.00	2,500.00

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

	Actual	Actual	Actual	Actual	Budget YTD
	April 2021	April 2020	Jan - April 21	Jan - April 20	Jan - April 21
Payroll Taxes	1,541.94	-	4,664.11	-	6,145.83
Wages & Salaries	19,656.27	19,656.27	58,968.82	58,915.75	75,000.00
Total Payroll Expenses	23,471.74	21,497.86	73,444.40	66,608.07	94,918.75
Travel and Meetings					
Meals	110.69	-	124.99	323.82	833.33
Conference, Convention, Meeting	-	-	-	729.73	416.67
Travel	-	(304.34)	-	1,178.74	2,500.00
Travel and Meetings - Other	-	-	-	-	208.33
Total Travel and Meetings	110.69	(304.34)	124.99	2,232.29	3,958.33
Total Expense	31,026.81	21,589.15	95,914.51	82,408.34	122,416.67
Net Ordinary Income	41,782.00	(21,480.24)	49,820.65	(9,001.61)	24,291.66
Net Income	41,782.00	(21,480.24)	49,820.65	(9,001.61)	24,291.66

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

	Type	Date	Num	Name	Memo	Clr	Split	Amount	Balance
Investments									
Interest-Savings, Short-term CD									
	Deposit	04/21/2021			Interest		First Bank Kansas-Sweep Acct	-58.81	-58.81
Total Interest-Savings, Short-term CD								-58.81	-58.81
Total Investments								-58.81	-58.81
Member Contributions									
	Deposit	04/21/2021	018914		Salina Airport Authority - 2nd QTR 2021 Contribution		First Bank Kansas	-5,250.00	-5,250.00
	Deposit	04/21/2021	373786		Saline County - 2nd QTR 2021 Contribution		First Bank Kansas	-5,000.00	-10,250.00
	Deposit	04/21/2021	00057088		City of Salina - 2nd QTR 2021 Contribution		First Bank Kansas	-62,500.00	-72,750.00
Total Member Contributions								-72,750.00	-72,750.00
Business Expenses									
Miscellaneous Expense									
	Check	04/26/2021		Commercial Internet Banking Fee			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	04/16/2021		SS&C Solutions Inc	Payroll & Payroll Tax Deposit - Accounting - March 2021		Accounts Payable	205.00	205.00
	Bill	04/30/2021		SS&C Solutions Inc	April 2021 Payroll / Payroll Taxes / Q1R1 2021 Taxes Preparation		Accounts Payable	342.24	547.24
Total Accounting Fees								547.24	547.24
Total Contract Services								547.24	547.24
Operations									
Donations									
	Bill	04/29/2021		Catholic Charities of Northern Kansas	Donation in recognition to outgoing board member - Jeff Thompson		Accounts Payable	50.00	50.00
Total Donations								50.00	50.00
Dues & Subscriptions									
	Bill	04/16/2021		Salina Rotary Club	QTR 1 and QTR 2 2021 Dues - Mitch Robinson		Accounts Payable	258.00	258.00
Total Dues & Subscriptions								258.00	258.00
Advertising/Promotion									
	Credit Card	04/03/2021		Constant Contact	Monthly Email Marketing Subscription Review for EDO Budgeting/Funding Presentation		VISA - First Bank Kansas	65.00	65.00
	Bill	04/23/2021		Tim Unruh			Accounts Payable	600.00	665.00
Total Advertising/Promotion								665.00	665.00
Printing and Copying									
	Bill	04/02/2021	43861	Salina Area Chamber of Commerce	Copies - September 2020 (Past Due)		Accounts Payable	9.46	9.46
Total Printing and Copying								9.46	9.46
Supplies									
	Bill	04/28/2021	15869158	Quill	Printer Ink, Tape, Pens		Accounts Payable	114.63	114.63
	Bill	04/28/2021	16055961	Quill	Webcam for Board Meetings, Start Up Salina events		Accounts Payable	145.52	260.15
	Bill	04/30/2021		Quill	Copy Paper Case, Printer Ink Cartridges, Legal Pads		Accounts Payable	392.75	652.90
Total Supplies								652.90	652.90
Telephone, Telecommunications									

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

	Bill	04/02/2021		Cox Business	March 16 - April 15, 2021 Phone Charges	Accounts Payable	63.67	63.67	
	Bill	04/02/2021	45038	Salina Area Chamber of Commerce	Internet Service - 2nd QTR 2021	Accounts Payable	150.00	213.67	
	Credit Card	04/13/2021		Log Me In	Online Meeting Monthly Subscription (Go To Meeting)	VISA - First Bank Kansas	15.44	229.11	
	Bill	04/16/2021		Robinson, Mitch	April 2021 Cell Phone Allowance	Accounts Payable	40.00	269.11	
	Bill	04/16/2021		Robin Vanatta	April 2021 Cell Phone Allowance	Accounts Payable	40.00	309.11	
	Bill	04/28/2021		Cox Business	Phone Service through 5/15/2021	Accounts Payable	64.15	373.26	
							<u>373.26</u>	<u>373.26</u>	
	Total Telephone, Telecommunications							373.26	373.26
	Total Operations							2,008.62	2,008.62
	Other Types of Expenses								
	Depreciation								
	Gen. Journal	04/30/2021	AJE 751		JULY DEPRECIATION	Accumulated Depreciation - F&E	125.26	125.26	
							<u>125.26</u>	<u>125.26</u>	
	Total Depreciation							125.26	125.26
	Insurance - Liability, D and O								
	Bill	04/28/2021	2003063040	Philadelphia Insurance Companies	Non-Profit Insurance Premium	Accounts Payable	4,734.00	4,734.00	
							<u>4,734.00</u>	<u>4,734.00</u>	
	Total Insurance - Liability, D and O							4,734.00	4,734.00
	Other Costs								
	Check	04/30/2021			Service Charge	First Bank Kansas	9.26	9.26	
							<u>9.26</u>	<u>9.26</u>	
	Total Other Costs							9.26	9.26
	Total Other Types of Expenses							4,868.52	4,868.52
	Payroll Expenses								
	Employee Health Ins								
	Gen. Journal	04/30/2021	AJE 752		JUNE INSURANCE	-SPLIT-	419.19	419.19	
							<u>419.19</u>	<u>419.19</u>	
	Total Employee Health Ins							419.19	419.19
	Director Health & Life Ins								
	Bill	04/29/2021		Robinson, Mitch	EDO 2/3 portion of Director Life Insurance Policy (3 month period) - reimbursement	Accounts Payable	681.94	681.94	
	Gen. Journal	04/30/2021	AJE 752		JUNE INSURANCE	Employee Health Ins	672.40	1,354.34	
							<u>1,354.34</u>	<u>1,354.34</u>	
	Total Director Health & Life Ins							1,354.34	1,354.34
	Car Allowance								
	Check	04/02/2021	2040	Robinson, Mitch	payroll ending 3/31/2021	First Bank Kansas	250.00	250.00	
	Check	04/16/2021	2042	Robinson, Mitch	payroll ending 4/14/2021	First Bank Kansas	250.00	500.00	
							<u>500.00</u>	<u>500.00</u>	
	Total Car Allowance							500.00	500.00
	Payroll Taxes								
	Check	04/02/2021	2040	Robinson, Mitch	payroll ending 3/31/2021	First Bank Kansas	417.11	417.11	
	Check	04/02/2021	2041	Robin M Vanatta	payroll ending 3/31/2021	First Bank Kansas	103.24	520.35	
	Check	04/16/2021	2042	Robinson, Mitch	payroll ending 4/14/2021	First Bank Kansas	417.12	937.47	
	Check	04/16/2021	2043	Robin M Vanatta	payroll ending 4/14/2021	First Bank Kansas	103.24	1,040.71	
	Check	04/30/2021	2044	Robinson, Mitch		First Bank Kansas	397.98	1,438.69	
	Check	04/30/2021	2045	Robin M Vanatta		First Bank Kansas	103.25	1,541.94	
							<u>1,541.94</u>	<u>1,541.94</u>	
	Total Payroll Taxes							1,541.94	1,541.94
	Wages & Salaries								
	Check	04/02/2021	2040	Robinson, Mitch	payroll ending 3/31/2021	First Bank Kansas	5,202.49	5,202.49	
	Check	04/02/2021	2041	Robin M Vanatta	payroll ending 3/31/2021	First Bank Kansas	1,349.60	6,552.09	
	Check	04/16/2021	2042	Robinson, Mitch	payroll ending 4/14/2021	First Bank Kansas	5,202.49	11,754.58	
	Check	04/16/2021	2043	Robin M Vanatta	payroll ending 4/14/2021	First Bank Kansas	1,349.60	13,104.18	
	Check	04/30/2021	2044	Robinson, Mitch		First Bank Kansas	5,202.49	18,306.67	
	Check	04/30/2021	2045	Robin M Vanatta		First Bank Kansas	1,349.60	19,656.27	

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

Total Wages & Salaries						<u>19,656.27</u>	<u>19,656.27</u>
Total Payroll Expenses						23,471.74	23,471.74
Travel and Meetings							
Meals							
	Credit Card	04/03/2021	Longhorn Steakhouse	Lunch Meeting w/ Mark Freel (Evergy)	VISA - First Bank Kansas	22.00	22.00
	Credit Card	04/16/2021	Paramount Bar	Lunch Meeting	VISA - First Bank Kansas	25.58	47.58
	Credit Card	04/26/2021	Ya's Ya's EuroBistro	Lunch Meeting	VISA - First Bank Kansas	63.11	110.69
	Credit Card	04/26/2021	Ya's Ya's EuroBistro	Lunch Meeting	VISA - First Bank Kansas	0.00	110.69
Total Meals						<u>110.69</u>	<u>110.69</u>
Total Travel and Meetings						<u>110.69</u>	<u>110.69</u>
TOTAL						<u>#REF!</u>	<u>#REF!</u>

MAY 2021 REPORT

MARKETING / PROMOTION

Robin and I are working on marketing pieces (slide deck and printed annual reports) for use in fundraising efforts with supporting organizations. Have more work to perform prior to submittals to City and County Commissions. County meeting will be Tuesday, May 25th. City has not been set date yet. Have met with Airport Manager Tim Rogers.

STRATEGIC PLANNING

Due to schedule issues with Janet Ady will hopefully move the 45 minute overview of the revised strategic plan to the June 17th Board of Directors meeting. This would be a presentation by Janet Ady and Jordan Ackerman to present the plan via Zoom. I have had additional discussions with Janet and Jordan discussing our recent spike in project requests and the impact on our labor force situation.

WORKFORCE TALENT / HOUSING

The final housing study session will be at 2:00 pm on Monday, May 24th. This will be an in-person report by the city's consultant. This will be recommendations by the firm on what policies should be adopted by the City of Salina to encourage housing development. The City of Salina did receive two proposals from developers. The first one is located adjacent to Menard's on 10.6 acres for 168 units containing over 300 beds. They have asked for 10 years of property tax abatement including sales tax abatement on construction materials. Attended via Zoom or in person the public meetings on the update of the housing study. Have two firms that have submitted projects into the Commission for review.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

We continue to promoting various online type educational sessions sponsored by the Wichita SCORE Chapter and other sessions from the SBA and SBDC across Kansas. Work will start on developing a competition for startup projects where a reward will be given to the winner. This will be targeted for end of 3Q or early 4Q. We did not get to restart the Startup Salina on May but will keep working on it for the month of June.

PROSPECT MANAGEMENT

Work continues with Project Rise and Project Gemini. After announcements of both projects work on issuing IRB's and other funding methods/grants continue including an EDA grant to the City of Salina for improvements on streets and drainage ditches near the expanding Schwan's plant. Both the EDA and KDOT grants have been approved. \$3.8 million and \$2.1 million federal and state grants. Both will be used for street/highway improvements and the federal will also pay for drainage improvements.

Several new aviation projects are including Salina for possible air cargo (Project Falcon) and MRO activities working with Wichita State University's NAIR WERKS Program.

We have also been working with the future buyer of El Dorado. The company hopes to close on July 1st with the purchase for approximately \$9 million total investment.

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

SITES / BUILDINGS / TOOLS:

A second meeting was held by the new KS DOC staff reorganizing the Certified Sites program for the state. We will start work on the first Salina application in the 3rd quarter of 2021.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported April 2021)

167 users 165 New Users 198 Sessions 1.19 Pgs/Session 1.21 Avg Session
349 Pageviews

Website –4/12/2021 – 5/13/2021

375 users 364 New Users 433 Sessions 1.15 Pgs/Session 0:45 Avg Session
659 Pageviews

Facebook – (reported April 2021)

96 Page Views 415 Post Reach 51 Post Engagements 551 Page Likes

Facebook – 4/16/2021 – 5/13/2021

153 Page Views 1,290 Post Reach 249 Post Engagements 560 Page Likes

Start Up Salina Facebook Group

1/19/2021 – 280 members (---)
2/16/2021 – 283 members (+3)
3/16/2021 – 285 members (+2)
4/12/2021 – 289 members (+4)
5/13/2021 – 290 members (+1)



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
20-02	Project Recycle	SAA referral	Active	1/5/2020	ited Many Tim	Seeking site or building for composting	Est Composting Operation	5-Mar	\$15-\$20	?	Has Operation in OK	Acreage or Building	15,000 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	Immediate	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	In Process	MRO/Fabrication	Need Building	?	Above Co Avg Wage	?	?	North End of Airport	500,000 to 1 M