

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
DECEMBER 16, 2021 AT 9:30 AM

- 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**
 - (2.1) November 18, 2021 Minutes
 - (2.2) December 6, 2021 Minutes

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) October Financial Reports
 - (3.2) November Financial Reports
 - (3.3) Formally Adopt 2022 Budget

- 4. DIRECTOR’S REPORT**
 - (4.1) REPCO Update
 - (4.2) Housing Update
 - (4.3) Project Score Card / Project Evaluation Form
 - (4.4) 2022 Entrepreneurial Week / Business Plan Competition March 7-11th
 - (4.5) Upcoming Board Member Changes / Officers for 2022
 - (4.6) Prospect Updates – See Attached Chart
 - (4.7) Annual Personnel Review

- 5. EXECUTIVE SESSION**
 - (5.1) Discussion of Personnel (____ minutes)
Personnel
I move the Salina EDO Board of Directors recess into executive session for ____ minutes to discuss a non-elected employee’s performance and status based upon the need to discuss personnel matters of non-elected personnel pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at ____ a.m.

- 6. ADJOURNMENT**

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

November 18, 2021 9:30 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 9:30 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:

Max Wellbrock-Talley
Cheryl Murray
Pete Brungardt
Lloyd Davidson
Frank Hampton (out 10:06 AM)
Jim Maes
Brian Richardson

Zoom (Z):

Paula Fried
John Gunn

Also present:

Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Mike Schrage, City Manager, City of Salina
Tim Rogers, Executive Director, Salina Airport Authority (Z)
Melissa Bixby, Commercial and Mortgage Lender, Central National Bank
Rodger Sparks, County Commissioner, Saline County
Mike Hoppock, City Commissioner, City of Salina
Jane Anderson, Executive Director, Friends of the River Foundation
Martha Tasker, Director of Utilities, City of Salina
Kristin Gunn, Chair, Salina Airport Authority Board of Directors (Z)
Dan Stack, City Engineer, City of Salina

Absent: Mitch Robinson

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

Moved by Wellbrock-Talley, seconded by Brungardt to approve the October 21, 2021 minutes.
Aye: (8). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) October Financial Reports

No action taken. October 2021 will be presented for approval at the December 2021 board meeting.

(3.2) Draft Budget 2022

Davidson will assist EDO staff to make adjustments to the draft budget to add carryover funds from 2021 to 2022.

MONTHLY SPOTLIGHT – “THE RIVER PROJECT”

Martha Tasker, Director of Utilities with the City of Salina, and Jane Anderson, Executive Director of the Friends of the River Foundation, gave a presentation and an update of the Smoky Hill River Project.

DIRECTOR’S REPORT

(4.1) Housing Update –

No report in lieu of Robinson’s absence.

(4.2) Prospect Updates – See Attached Chart

Tim Rogers, Salina Airport Authority, spoke about a potential warehousing developer looking at the 80-acre south of the airport. Rogers also gave a brief update on 1 Vision Aviation

Hampton reminded the board members that the director’s performance review evaluations are to be completed and back to him by December 2nd, 2021. Hampton will compile the results and those results will be shared with Robinson prior to the December 2021 board meeting.

EXECUTIVE SESSION

No executive session needed

ADJOURNMENT

Moved by Murray, seconded by Maes, to adjourn the meeting at 10:36 AM. Aye: (8). Nay: (0). Motion carried.

Lloyd Davidson, Board President

ATTEST:

Cheryl Murray, Board Secretary

CITY OF SALINA, KANSAS
SPECIAL MEETING OF THE SALINA COMMUNITY ECONOMIC DEVELOPMENT
ORGANIZATION, INC.
DECEMBER 6, 2021
12:00 PM
Via in person and Zoom (Z)

1. CALL TO ORDER AND ROLL CALL

The Special Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 11:59 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 on November 30, 2021

Those present and comprising a quorum:

Lloyd Davidson	Pete Brungardt	Paula Fried
Frank Hampton	Brian Richardson	Cheryl Murray (Z)
Paula Fried (in @ 12:05)	Max Wellbrock-Talley	

Also present:

Mitch Robinson, Salina Community Economic Development Organization Executive Director;
Robin VanAtta, Salina Community Economic Development Organization Admin. Assistant;
Mike Schrage, City Manager, City of Salina
Monte White, CEO, RevCo/McShares
Jason Creed, CFO, RevCo/McShares
Jeff Maes, ComPro Realty, representing RevCo/McShares

Absent:

John Gunn
Jim Maes (per conflict of interest)

(1.2) Public Comment

No public comments.

2. EXECUTIVE SESSION

Moved by Brungardt, seconded by Richardson to move that the Salina Community Economic Development Organization board of directors recess into executive session for forty-five (45) 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 12:45 PM. Aye: (6). Nay: (0). Motion carried.

The board of directors recessed into executive session at 12:02 PM and reconvened at 12:53 PM.

Also present in executive session:

Mike Schrage, City Manager, City of Salina

Monte White, CEO, RepCo/McShares

Jason Creed, CFO, RepCo/McShares

Jeff Maes, ComPro Realty, representing RepCo/McShares

3. ACTION ITEMS

Moved by Hampton, seconded by Richardson to present the two incentive options to the company. Once the company decides which option to pursue, the EDO will bring that incentive proposal to the City of Salina City Commissioners for consideration.

Incentive Options include:

A). A 100% abatement for 10 years with the company providing 5 new jobs by year 5 with claw-back function.

-OR-

B) A 100% abatement for years 1-5 and 50% abatement for years 6-10 with no employee requirements and no claw-back function.

Aye: (7). Nay: (0). Motion carried.

Motion by Hampton, seconded by Richardson to recommend 100% abatement on the sales tax of the construction materials for the expansion project, which is estimated at a \$6-\$7 million investment. This recommended abatement would be available for Incentive Option A or Incentive Option B. Aye: (7). Nay: (0). Motion carried.

4. ADJOURNMENT

Davidson adjourned the meeting at 1:12 PM.

Lloyd Davidson, Board President

ATTEST:

Cheryl Murray, Board Secretary

Salina Community Economic Development Organization, Inc.

Statement of Financial Position

As of October 31, 2021

	<u>Oct 31, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	189,644.22
First Bank Kansas	69,161.71
Total Checking/Savings	258,805.93
Other Current Assets	
Prepaid Health Insurance	2,203.25
Total Other Current Assets	2,203.25
Total Current Assets	261,009.18
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,204.50
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-59.01
Total Fixed Assets	-59.01
TOTAL ASSETS	260,950.17
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-1,944.23
Total Accounts Payable	-1,944.23
Credit Cards	
VISA - First Bank Kansas	1,237.89
Total Credit Cards	1,237.89
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	470.54
Medicare Taxes	709.70
Federal W/H Taxes	4,147.76
State W/H Taxes	330.45
State Unemployment Taxes	-728.00
Total Payroll Liabilities	4,930.45
Total Other Current Liabilities	4,930.45
Total Current Liabilities	4,224.11
Total Liabilities	4,224.11
Equity	
Net Assets w/ Donor Restriction	20,000.00
Retained Earnings	211,717.02
Net Income	25,009.04
Total Equity	256,726.06
TOTAL LIABILITIES & EQUITY	260,950.17

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

	Actual	Actual	Actual	Actual	Budget YTD
	Oct 2021	Oct 2020	Jan - Oct 21	Jan - Oct 20	Jan - Oct 21
Ordinary Income/Expense					
Income					
Start up Salina Income		-		-	-
Marketing Events Sponsorships		-	-	-	-
Member Contributions	72,750.00	72,625.00	291,000.00	265,500.00	291,000.00
Investments-Interest	44.01	73.14	547.07	1,220.79	1,166.67
Pass Through Income	-	-		-	
Miscellaneous Revenue	-		33.05	-	
Grants	-	-	-	-	
Total Income	72,794.01	72,698.14	291,580.12	266,720.79	292,166.67
Gross Profit	72,794.01	72,698.14	291,580.12	266,720.79	292,166.67
Expense					
Business Expenses					
Pass Through Payments		-		-	
Memberships	-		-	495.00	1,250.00
Marketing Events	5,000.00	-	5,000.00	585.00	8,000.00
Miscellaneous Expense	30.00	20.00	235.97	223.09	416.67
Business Registration Fees	-	-	40.00	40.00	833.33
Total Business Expenses	5,030.00	20.00	5,275.97	1,343.09	10,500.00
Contract Services					
Accounting Fees	341.90	206.97	9,983.39	10,381.12	10,000.00
Outside Contract Services	-	-	25,850.00	710.00	833.33
Contract Services - Other	-	-	-	-	-
Total Contract Services	341.90	206.97	35,833.39	11,091.12	10,833.33
Operations					
StartUp Salina Expenses	-	35.00	3.18	378.10	-
Donations (Outgoing Board Recognition)	-		50.00	-	-
Dues & Subscriptions	195.00	192.00	1,513.88	5,387.00	3,583.33
Training Fees	-		-	695.28	-
Advertising/Promotion	-	795.00	19,299.51	7,861.71	8,333.33
Repairs & Maintenance	-	-	128.97	326.25	333.33
Books, Subscriptions, Reference	1.00	335.80	3,183.70	3,803.55	2,500.00
Postage, Mailing Service	-	-	-	58.80	141.67
Printing and Copying	7.02	-	60.58	71.40	416.67
Supplies	83.58	-	1,335.99	1,346.25	1,666.67
Telephone, Telecommunications	309.82	295.87	2,819.79	2,173.40	2,166.67
Total Operations	596.42	1,653.67	28,395.60	22,101.74	19,141.67
Other Types of Expenses					
Taxes & Licenses	-	-	-	-	33.33
Depreciation	45.43	125.26	1,013.11	1,252.60	1,320.83
Other Costs	7.25	3.34	71.74	63.16	
Insurance - Liability, D and O	-	-	5,437.00	4,863.65	4,166.67
Total Other Types of Expenses	52.68	128.60	6,521.85	6,179.41	5,520.83
Payroll Expenses					
Retirement Contribution	-	-	8,289.51	-	9,212.50
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	2,140.21	419.19	6,114.96	4,121.24	4,583.33
Director Health & Life Ins	3,463.91	672.40	10,539.95	9,072.86	8,750.00
Car Allowance	250.00	500.00	5,000.00	4,750.00	5,000.00

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

	Actual	Actual	Actual	Actual	Budget YTD
	Oct 2021	Oct 2020	Jan - Oct 21	Jan - Oct 20	Jan - Oct 21
Payroll Taxes	918.35	-	11,203.18	-	12,291.67
Wages & Salaries	13,207.43	19,656.27	144,352.50	144,092.92	150,000.00
Total Payroll Expenses	19,979.90	21,247.86	185,500.10	162,037.02	189,837.50
Travel and Meetings					
Meals	189.41	-	881.67	514.13	1,666.67
Conference, Convention, Meeting	-	-	903.64	1,410.40	833.33
Travel	1,181.17	-	3,258.86	1,317.67	5,000.00
Travel and Meetings - Other	-	-	-	-	416.67
Total Travel and Meetings	1,370.58	-	5,044.17	3,242.20	7,916.67
Total Expense	27,371.48	23,257.10	266,571.08	205,994.58	243,750.00
Net Ordinary Income	45,422.53	49,441.04	25,009.04	60,726.21	48,416.67
Net Income	45,422.53	49,441.04	25,009.04	60,726.21	48,416.67

Salina Community Economic Development Organization, Inc.

Statement of Financial Position

As of November 30, 2021

	Nov 30, 21
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	168,688.83
First Bank Kansas	75,354.73
Total Checking/Savings	244,043.56
Other Current Assets	
Prepaid Health Insurance	839.39
Total Other Current Assets	839.39
Total Current Assets	244,882.95
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,249.93
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-104.44
Total Fixed Assets	-104.44
TOTAL ASSETS	244,778.51
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-681.94
Total Accounts Payable	-681.94
Credit Cards	
VISA - First Bank Kansas	529.94
Total Credit Cards	529.94
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	501.54
Medicare Taxes	716.96
Federal W/H Taxes	4,207.76
State W/H Taxes	345.45
State Unemployment Taxes	-728.00
Total Payroll Liabilities	5,043.71
Total Other Current Liabilities	5,043.71
Total Current Liabilities	4,891.71
Total Liabilities	4,891.71
Equity	
Net Assets w/ Donor Restriction	20,000.00
Retained Earnings	211,717.02
Net Income	8,169.78
Total Equity	239,886.80
TOTAL LIABILITIES & EQUITY	244,778.51

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

	Actual	Actual	Actual	Actual	Budget YTD
	Nov 2021	Nov 2020	Jan - Nov 21	Jan - Nov 20	Jan - Nov 21
Ordinary Income/Expense					
Income					
Start up Salina Income		-		-	-
Marketing Events Sponsorships		-	-	-	-
Member Contributions	-	-	291,000.00	265,500.00	291,000.00
Investments-Interest	44.61	76.82	591.68	1,297.61	1,283.33
Pass Through Income	-	-		-	
Miscellaneous Revenue	-	-	33.05	-	
Grants	-	-	-	-	
Total Income	44.61	76.82	291,624.73	266,797.61	292,283.33
Gross Profit	44.61	76.82	291,624.73	266,797.61	292,283.33
Expense					
Business Expenses					
Pass Through Payments		-		-	
Memberships	-	455.00	-	950.00	1,375.00
Marketing Events	-	-	5,000.00	585.00	8,800.00
Miscellaneous Expense	-	20.00	235.97	243.09	458.33
Business Registration Fees	-	-	40.00	40.00	916.67
Total Business Expenses	-	475.00	5,275.97	1,818.09	11,550.00
Contract Services					
Accounting Fees	-	1,289.01	9,983.39	11,670.13	11,000.00
Outside Contract Services	-	-	25,850.00	710.00	916.67
Contract Services - Other	-	-	-	-	-
Total Contract Services	-	1,289.01	35,833.39	12,380.13	11,916.67
Operations					
StartUp Salina Expenses	-	-	3.18	378.10	-
Donations (Outgoing Board Recognition)	-	-	50.00	-	-
Dues & Subscriptions	-	-	1,513.88	5,387.00	3,941.67
Training Fees	-	-	-	695.28	-
Advertising/Promotion	-	-	19,299.51	7,861.71	9,166.67
Repairs & Maintenance	-	-	128.97	326.25	366.67
Books, Subscriptions, Reference	-	-	3,183.70	3,803.55	2,750.00
Postage, Mailing Service	58.00	-	58.00	58.80	155.83
Printing and Copying	-	-	60.58	71.40	458.33
Supplies	-	261.74	1,335.99	1,607.99	1,833.33
Telephone, Telecommunications	137.09	86.42	2,956.88	2,259.82	2,383.33
Total Operations	195.09	348.16	28,590.69	22,449.90	21,055.83
Other Types of Expenses					
Taxes & Licenses	-	-	-	-	36.67
Depreciation	45.43	125.26	1,058.54	1,377.86	1,452.92
Other Costs	5.43	4.25	77.17	67.41	
Insurance - Liability, D and O	-	-	5,437.00	4,863.65	4,583.33
Total Other Types of Expenses	50.86	129.51	6,572.71	6,308.92	6,072.92
Payroll Expenses					
Retirement Contribution	-	-	8,289.51	-	10,133.75
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	520.21	419.19	6,635.17	4,540.43	5,041.67
Director Health & Life Ins	843.65	1,354.34	11,383.60	10,427.20	9,625.00
Car Allowance	500.00	500.00	5,500.00	5,250.00	5,500.00

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

	Actual	Actual	Actual	Actual	Budget YTD
	Nov 2021	Nov 2020	Jan - Nov 21	Jan - Nov 20	Jan - Nov 21
Payroll Taxes	1,040.73	-	12,243.91	-	13,520.83
Wages & Salaries	13,104.18	13,104.18	157,456.68	157,197.10	165,000.00
Total Payroll Expenses	16,008.77	15,377.71	201,508.87	177,414.73	208,821.25
Travel and Meetings					
Meals	265.18	-	1,194.07	514.13	1,833.33
Conference, Convention, Meeting	-	-	903.64	1,410.40	916.67
Travel	316.75	-	3,575.61	1,317.67	5,500.00
Travel and Meetings - Other	-	-	-	-	458.33
Total Travel and Meetings	581.93	-	5,673.32	3,242.20	8,708.33
Total Expense	16,836.65	17,619.39	283,454.95	223,613.97	268,125.00
Net Ordinary Income	(16,792.04)	(17,542.57)	8,169.78	43,183.64	24,158.33
Net Income	(16,792.04)	(17,542.57)	8,169.78	43,183.64	24,158.33



	2022 Budget	2021 YTD	2020 Actual	2019 Actual	2018 Actual
Ordinary Income/Expense					
Income					
Marketing Events Sponsorships	0.00	2,500.00	0.00	3,571.43	11,814.29
Pass Through Income	0.00	0.00	0.00	0.00	5,000.00
Start Up Salina Income	4,000.00	0.00	0.00	0.00	4,500.00
Investments					
Interest-Savings, Short-term CD	1,500.00	591.68	1,377.26	719.89	0.00
Total Investments	1,500.00	591.68	1,377.26	719.89	0.00
Member Contributions	360,000.00	291,000.00	265,500.00	290,000.00	320,000.00
<i>City of Salina - \$275,000</i>					
<i>Saline County - \$35,000</i>					
<i>SAA - \$50,000</i>					
Other Types of Income		33.05			
Grants	0.00	0.00	30,000.00	0.00	0.00
Miscellaneous Revenue	0.00	0.00	0.00	35.40	0.00
Total Other Types of Income	0.00	33.05	30,000.00	35.40	0.00
Total Income	365,500.00	294,124.73	296,877.26	294,326.72	341,314.29
Gross Profit	365,500.00	294,124.73	296,877.26	294,326.72	341,314.29
Expense					
Business Expenses					
Pass Through Payments	0.00	0.00	0.00	0.00	5,000.00
Memberships	2,500.00	0.00	950.00	7,410.00	2,845.00
Marketing Events	10,000.00	5,000.00	585.00	12,776.96	40,428.80
<i>TEAM Kansas - \$5,000/yr</i>					
Miscellaneous Expense	500.00	235.97	263.09	458.58	0.00
Strategic Planning	0.00	0.00	0.00	0.00	15,000.00
Business Registration Fees	40.00	40.00	40.00	2,484.00	1,010.00
Total Business Expenses	13,040.00	5,275.97	1,838.09	23,129.54	64,283.80
Contract Services					
Accounting Fees	12,000.00	11,170.12	11,670.13	12,280.00	12,200.00
<i>SS&C - \$3,500</i>					
<i>Woods & Durham - \$7,000</i>					
Outside Contract Services	2,550.00	25,850.00	710.00	2,921.83	1,000.00
<i>IRB Cost Analysis -\$850 per</i>					
Contract Services - Other	0.00	0.00	0.00	0.00	21,750.00
Total Contract Services	14,550.00	37,020.12	12,380.13	15,201.83	34,950.00
Facilities and Equipment					
Computer Replacement	1,500.00				
Office Equipment	850.00				
Total Facilities and Equipment	2,350.00				
Operations					
StartUp Salina Expenses	4,000.00	403.18	384.10	1,788.18	3,779.21
Donations - Outgoing Board Award	150.00	50.00			



2022 Budget

	2022 Budget	2021 YTD	2020 Actual	2019 Actual	2018 Actual
Dues & Subscriptions	3,000.00	1,513.88	5,387.00	4,231.50	688.60
<i>Rotary Dues - \$780/yr</i>					
<i>IEDC Membership - \$149/yr</i>					
<i>SEDC Membership - \$250/yr</i>					
<i>KEDA Membership - \$300/yr</i>					
Training Fees	1,000.00	0.00	695.28	0.00	1,100.00
Repairs & Maintenance	500.00	128.97	326.25	0.00	428.22
Advertising/Promotion	56,000.00	19,299.51	9,926.71	19,412.05	18,428.96
<i>Promotional Items - \$1000</i>					
<i>Print Marketing - \$25,000</i>					
<i>Other Marketing - \$5000</i>					
<i>Welcome/Promo - \$200</i>					
<i>Website Maintenance - \$1000</i>					
<i>Website Hosting - \$625/yr</i>					
Books, Subscriptions, Reference	4,000.00	3,183.70	3,868.55	477.79	2,395.04
<i>JobsEQ - \$3200 (1/2 sub)</i>					
<i>Canva - \$125/yr</i>					
<i>KC Biz Journal - \$80</i>					
<i>ICT Biz Journal - \$80</i>					
<i>Office 354 Renewal - \$350</i>					
Postage, Mailing Service	210.00	58.00	59.85	238.00	83.00
Printing and Copying	1,200.00	60.58	71.40	475.06	639.62
Supplies	3,000.00	1,701.99	2,181.50	2,675.39	2,437.30
Telephone, Telecommunications	3,500.00	2,956.88	2,436.43	2,151.33	2,482.20
<i>Cell Phone Allowance ExD - \$480</i>					
<i>Cell Phone Allowance AdA - \$480</i>					
<i>Zoom Subscription - \$225</i>					
<i>Cox Telephone - \$800</i>					
<i>Internet @ Chamber - \$600</i>					
Total Operations	76,560.00	29,356.69	25,337.07	31,449.30	32,462.15
Other Types of Expenses					
Taxes and Licenses	0.00	0.00	0.00	40.00	40.00
Depreciation	1,000.00	1,058.54	1,503.12	1,567.54	1,503.29
Insurance - Liability, D and O	6,000.00	5,437.00	4,863.65	4,484.00	4,446.50
Other Costs	250.00	77.17	171.73	219.26	0.00
Total Other Types of Expenses	7,250.00	6,572.71	6,538.50	6,310.80	5,989.79
Payroll Expenses					
Retirement Contributions	12,000.00	8,289.51	22,064.82	0.00	0.00
Director Relocation Expense	0.00	0.00	0.00	763.19	0.00
Employee Health Ins	7,000.00	6,635.17	4,959.62	5,579.40	5,291.72
Director Health & Life Ins	12,000.00	11,383.60	11,099.60	10,702.84	8,603.60
Car Allowance	6,000.00	5,750.00	5,750.00	6,000.00	6,000.00
Payroll Taxes	14,750.00	12,732.50	14,658.25	13,665.58	13,459.14
Wages & Salaries	180,000.00	164,008.77	176,801.28	165,241.00	175,975.25



2022 Budget

	231,750.00	208,799.55	235,333.57	201,952.01	209,329.71
	2022 Budget	2021 YTD	2020 Actual	2019 Actual	2018 Actual
Travel and Meetings					
Meals	5,000.00	1,194.07	610.48	2,798.17	4,591.88
Conference, Convention, Meeting	2,500.00	903.64	1,410.40	300.00	1,707.72
Travel	11,500.00	3,575.61	1,317.67	9,763.45	11,984.59
Travel and Meetings - Other	1,000.00	0.00	0.00	480.00	0.00
Total Travel and Meetings	20,000.00	5,673.32	3,338.55	13,341.62	18,284.19
Total Expense	365,500.00	292,698.36	284,765.91	291,385.10	365,299.64
Net Ordinary Income	0.00	1,426.37	12,111.35	2,941.62	-23,985.35
Net Income	0.00	1,426.37	12,111.35	2,941.62	-23,985.35

as of 12/10/2021



DRAFT

DECEMBER 2021 REPORT

MARKETING / PROMOTION

The SCEDO hosted the new Deputy Secretary of Department of Commerce Paul Hodges who recently took over this position. Paul has long experience in economic development most recently working for the State of Arizona. Paul met with local city and county officials to discuss various issues including the housing issue. We toured the community seeing the various industrial sites, existing manufacturers and the downtown redevelopment area.

We continue to work with Paula Fried and Michael Freeland making final design concerning annual report of the SCEDO. Gathering final quotes from area businesses and community leaders.

STRATEGIC PLANNING

During a meeting with state officials I learned that Janet Ady will be retiring early in January and will be closing her consulting business. Janet is a second-generation economic development profession following in her father's footsteps. Bob Ady was one of the legends within this profession. Janet will be sorely missed within the economic development community.

WORKFORCE TALENT / HOUSING

The developers who have been interested in the Ambassador Hotel Project continue to look at additional property around Salina. The developers continue to work on final estimates on the hotel renovation as well as other options for new construction.

The developers of the Magnolia Pointe project are now looking for other land options. It appears that the 10 acre site adjacent to Menards is not going to be worked out after much effort by the land owner and his realtor.

On December 15 we will have a conference call with F&C concerning their status and targeted properties. They will be submitting sites in Salina, Topeka and Wichita to the Lt Governor seeking assistance on these projects.

A large amount of activity has been going on within the local housing development with several property auctions occurring. Several parcels surrounding the Menards building have been sold for future development. This will be a hot topic going into 2022.

Attended a meeting with community representatives involved in childcare here in Salina. They are looking at various options in gaining traction within the community to gather support for salary assistance for local childcare employees. The local pay differences is impacting all the local providers causing many to close rooms due to staff shortages thus reducing the number of available slots for children. A meeting is being discussed to bring people together.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

The December 1st Startup Salina had the Chamber's Renee Duxler speak about the Project Open loan program. A group representing the SCEDO, Chamber, Temple, KS Salina We are putting together a local group to help develop and promote the business plan competition and a weeklong series of educational opportunities related to business startups. The date was moved to March 7-14th to include the Chambers high school business plan competition. Funds will have to be raised for prizes to the top three finishers.

PROSPECT MANAGEMENT

For the past two weeks have been working on closely with a team of representatives of a local manufacturer seeking tax abatement from the City of Salina. The SCEDO Board of Directors met and made recommendations to the City Commission. The company will invest approximately \$6 to \$7 million and hire five additional workers. The City of Salina is working to place the request on one of their upcoming agendas.

The SCEDO's contact with a KC based railroad engineering firm has brought the first step forward with two different designs for possible access to property north of a local manufacturer. The next step is to develop a cost for these options and how we might move forward with the UP Railroad.

SITES / BUILDINGS / TOOLS:

Continue to monitor sites and available buildings within the community.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported November 2021)

198 users 191 New Users 208 Sessions 1.37 Pgs/Session 1.05 Avg Session
285 Pageviews

Website –11/15/2021 – 12/12/2021

146 users 144 New Users 165 Sessions 1.52 Pgs/Session 0:28 Avg Session
234 Pageviews

Facebook – (reported November 2021)

34 Page Views 657 Post Reach 105 Post Engagements 692 Page Likes

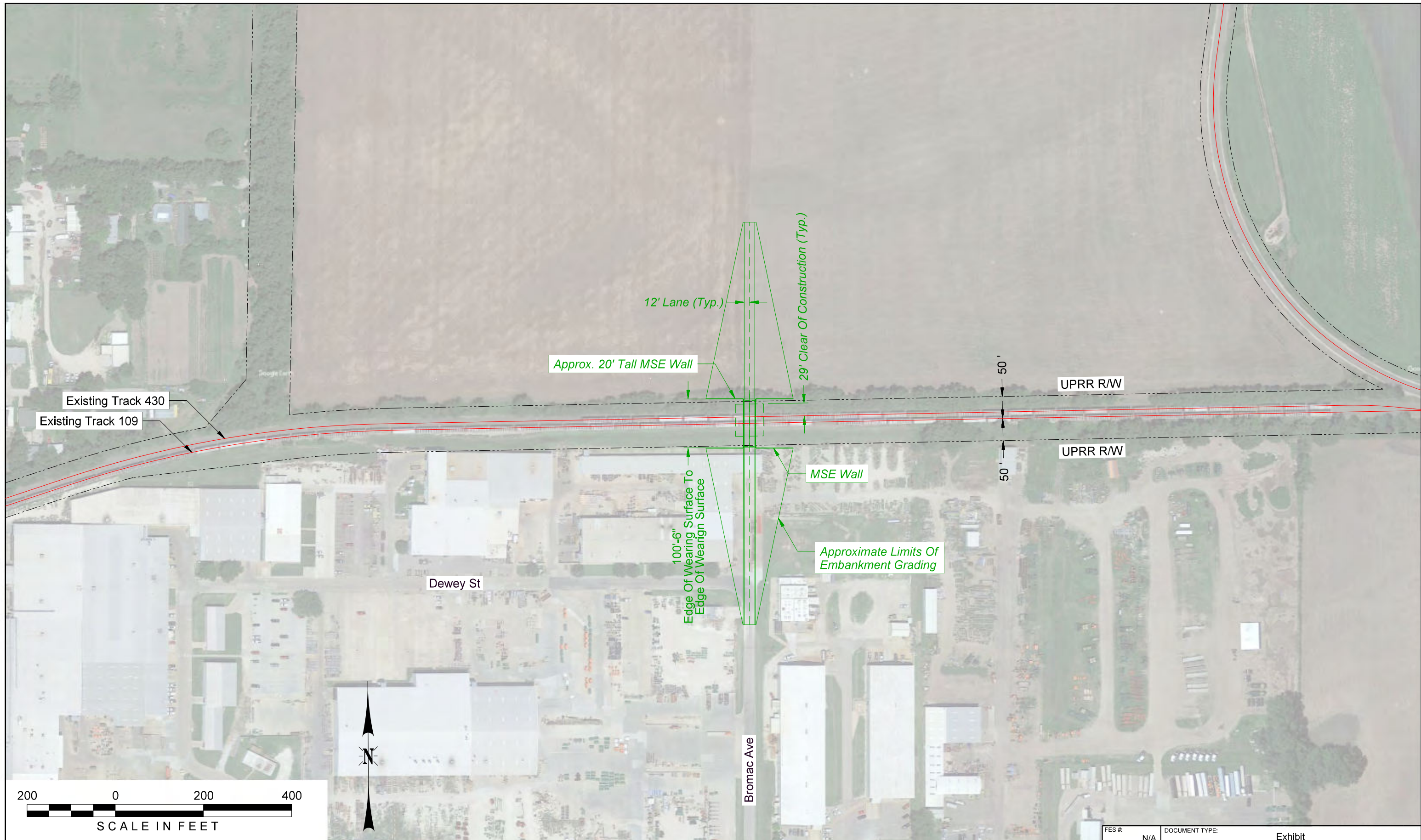
Facebook – 11/16/2021 –12/12/2021

343 Page Reach 337 Post Reach 50 Post Engagements 699 Page Likes

Start Up Salina Facebook Group

8/15/2021 – 299 members (+7)
9/13/2021 – 299 members (--)
10/18/2021 – 299 members (--)
11/16/2021 – 305 members (+6)
12/12/2021 – 309 member (+4)

c:\clients\UPRR-2018_V8\MicroStation_V8\Departments\Rail\data\UPRR.tbl
 H:\Projects\Wise_Jobs\OffDrives\101210310 - UPRR_Salina_Great_Plains\UPRR_V8_Pentable.tbl
 c:\transystems\pw_local\transyscorp-pw\va-e_zmhuggins\dl050465\EX01 - Salina Great Plains Overall Exhibit Option 1.dgn
 Defaulc
 12/3/2021

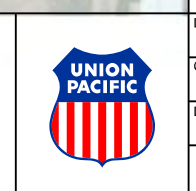


CONCEPTUAL
FOR REVIEW/DISCUSSION

REV. #	BY	DATE	DESCRIPTION

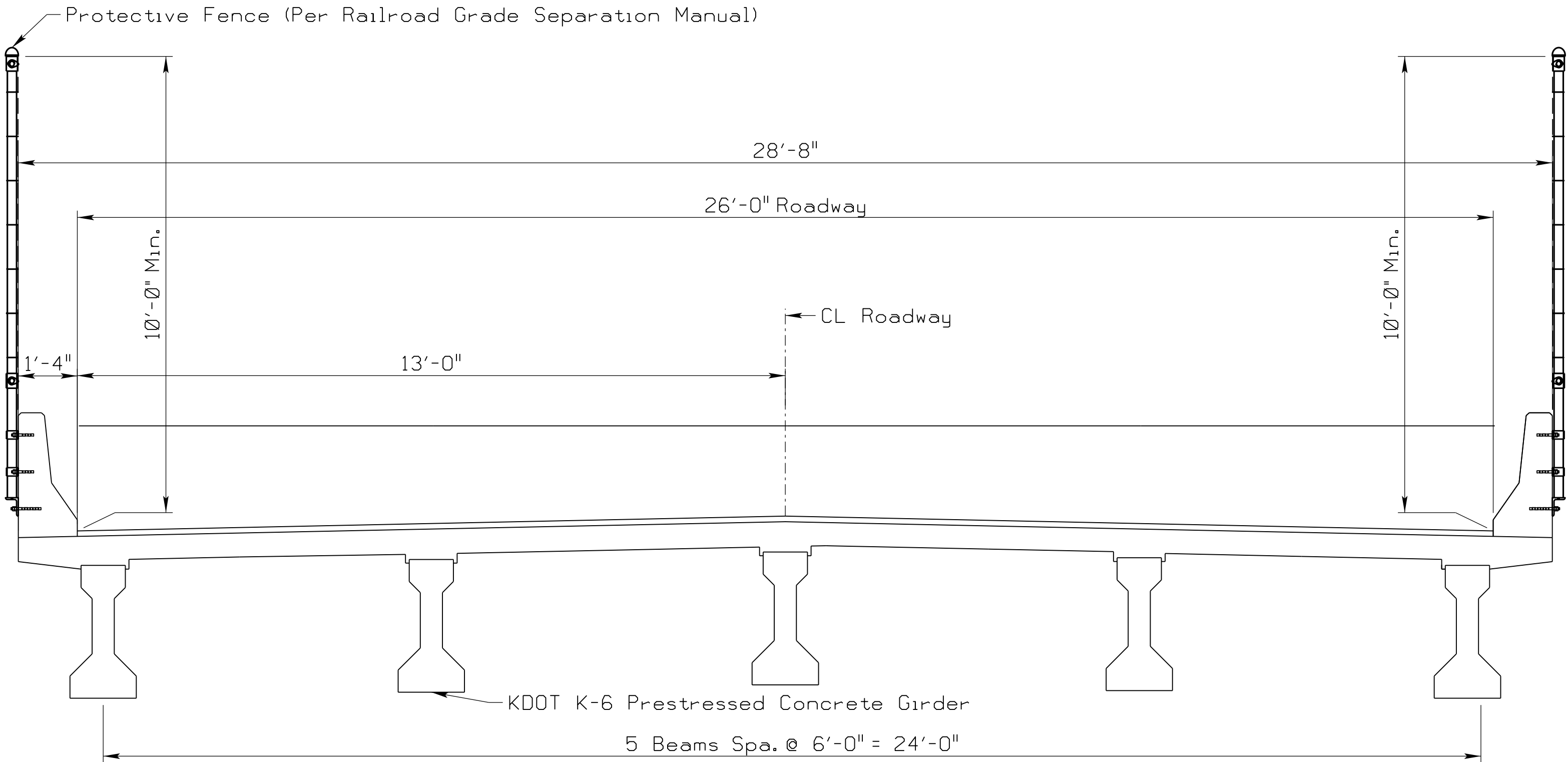
	Ex. UPRR Track		Shift Ind. Track		Hand Throw Turnout
	Prop. UPRR Track		Future Ind. Track		Power Turnout
	Remove UPRR Track		Prop. Leased Ind. Trk		Power Derail
	Shift UPRR Track		Ex. Leased Ind. Trk		Hand Throw Derail
	Ex. Ind. Track		No RR Operations		Point of Curve
	Prop. Ind. Track		Other Ind. Track		Bridge
	Remove Ind. Track		Right of Way		Signal

TranSystems
 2400 PERSHING ROAD
 SUITE 400
 KANSAS CITY, MISSOURI 64108
 PHONE: 816-329-8600
 WWW.TRANSYSTEMS.COM



FES #:	N/A	DOCUMENT TYPE:	Exhibit
DRAWN BY:	ZMH	UNION PACIFIC RAILROAD	
CHECKED BY:	PRH	LOCATION & DESCRIPTION:	
DATE:	12/3/2021	Salina, Saline County, Kansas - Salina Sub MP 184.5 Great Plains Bridge	
SHEET NUMBER:	EX-01	SHEET TITLE:	
		Industrial Concept Option 1	

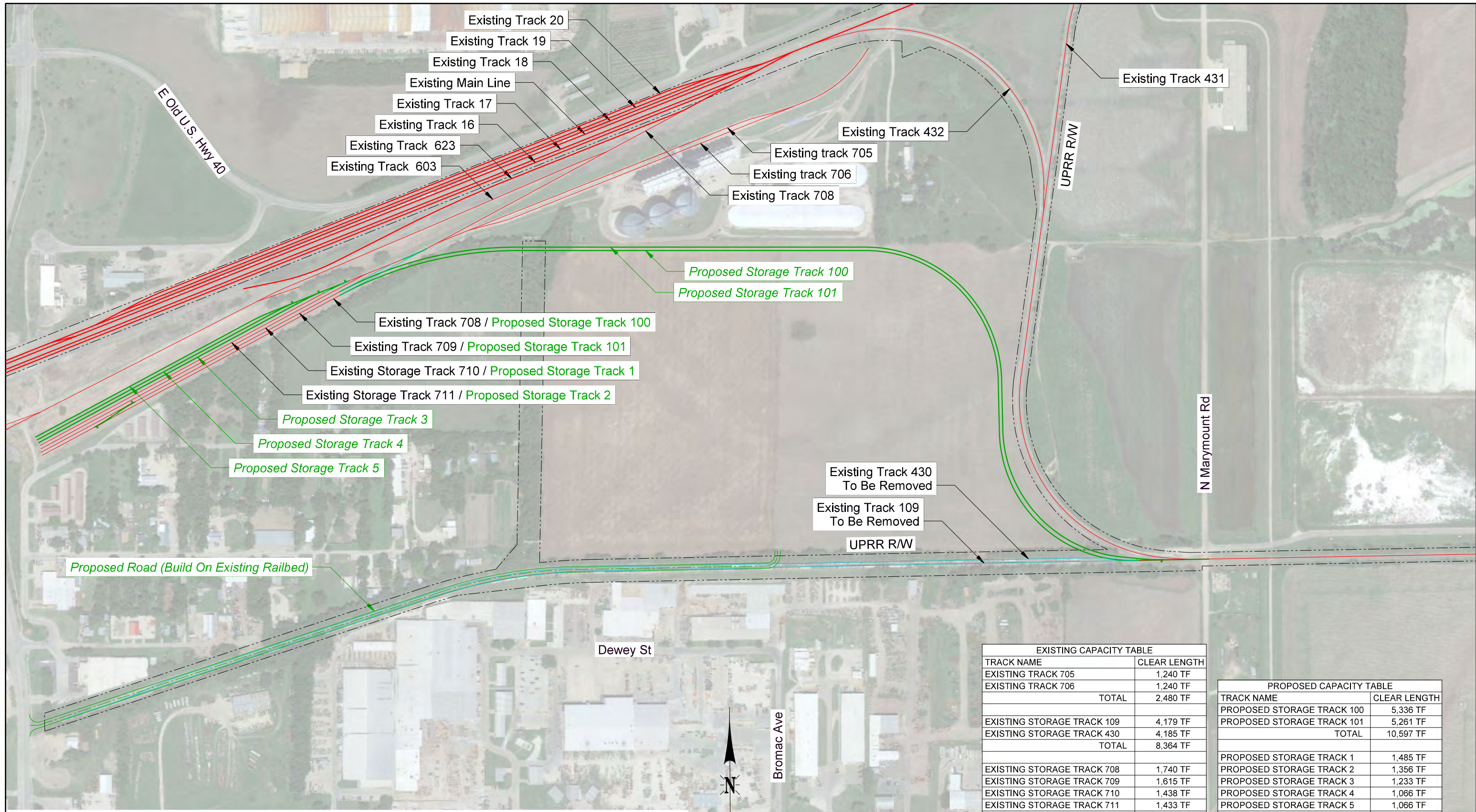




TYPICAL SECTION

SALINA, KS- GREAT PLAINS DEVELOPMENT
 TYPICAL SECTION OF OVERPASS STRUCTURE

c:\clients\UPRR-2018_V8\MapStation_V8\Departments\Rail\data\UPRR.tbl
 H:\Projects\Jobs\Office\PI01210310 - UPRR Salina Great Plains\UPRR_V8_Pentable.tbl
 c:\transystems\pw_local\transyscorp-pw\p-a-e-zmhuggins\d1050465\EX02- Salina Great Plains Overall Exhibit Option 2.dgn
 Defaulc
 12/3/2021



- Notes:**
1. Max Curve is 10°00' Unless Otherwise Noted.
 2. All Proposed Turnouts are #9, Unless Otherwise Noted.

EXISTING CAPACITY TABLE	
TRACK NAME	CLEAR LENGTH
EXISTING TRACK 705	1,240 TF
EXISTING TRACK 706	1,240 TF
TOTAL	2,480 TF
EXISTING STORAGE TRACK 109	4,179 TF
EXISTING STORAGE TRACK 430	4,185 TF
TOTAL	8,364 TF
EXISTING STORAGE TRACK 708	1,740 TF
EXISTING STORAGE TRACK 709	1,615 TF
EXISTING STORAGE TRACK 710	1,438 TF
EXISTING STORAGE TRACK 711	1,433 TF
TOTAL	6,226 TF

PROPOSED CAPACITY TABLE	
TRACK NAME	CLEAR LENGTH
PROPOSED STORAGE TRACK 100	5,336 TF
PROPOSED STORAGE TRACK 101	5,261 TF
TOTAL	10,597 TF
PROPOSED STORAGE TRACK 1	1,485 TF
PROPOSED STORAGE TRACK 2	1,356 TF
PROPOSED STORAGE TRACK 3	1,233 TF
PROPOSED STORAGE TRACK 4	1,066 TF
PROPOSED STORAGE TRACK 5	1,066 TF
TOTAL	6,206 TF

REV. #	BY	DATE	DESCRIPTION
CONCEPTUAL			
FOR REVIEW/DISCUSSION			

Ex. UPRR Track	Shift Ind. Track	Hand Throw Turnout
Prop. UPRR Track	Future Ind. Track	Power Turnout
Remove UPRR Track	Prop. Leased Ind. Trk	Power Derail
Shift UPRR Track	Ex. Leased Ind. Trk	Hand Throw Derail
Ex. Ind. Track	No RR Operations	Point of Curve
Prop. Ind. Track	Other Ind. Track	Bridge
Remove Ind. Track	Right of Way	Signal

2400 PERSHING ROAD
 SUITE 400
 KANSAS CITY, MISSOURI 64108
 PHONE: 816-329-8600
 WWW.TRANSYSTEMS.COM

FES #:	N/A	DOCUMENT TYPE:	Exhibit
DRAWN BY:	ZMH	UNION PACIFIC RAILROAD	
CHECKED BY:	PRH		
DATE:	12/3/2021	LOCATION & DESCRIPTION: Salina, Saline County, Kansas - Salina Sub MP 184.5 Storage Track Reconfiguration	
SHEET NUMBER:	EX-02	SHEET TITLE: Industrial Concept Option 2	



**ENTREPRENEUR WEEK
CHARLIE WALKER ENTREPRENEURIAL CHALLENGE
MONDAY, MARCH 7TH – FRIDAY, MARCH 11TH**

MONDAY, March 7th – 4:00 PM – City of Salina
Signing of Entrepreneurship Week Resolution by City of Salina

MONDAY, March 7th – 6:00 PM – Kansas State Salina
3 M's – Money, Marketing and Management

TUESDAY, March 8th – 9:00 am – 1:00 pm - Salina Tech
Youth Entrepreneurship Day (Business Plan Competition)

WEDNESDAY, March 9th – 6:00 PM - KSU Salina
Women in Business – 3 Local Success Stories

THURSDAY, March 10th – 6:00 PM Chamber of Commerce Annex
Social Media Marketing

FRIDAY, March 11th – 6:00 PM The Temple
Charlie Walker Entrepreneurial Challenge competition



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
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
21-10	Project Storage	Direct Contact	Active	7/29/2021	8/23/2021	Visited August 23rd	Energy Storage 3-4 years for approval	0	0	\$330M	Energy	40 acres under opt	Outside Storage
21-11	IN Apartment Developers	Direct Contact/DOC	Active	8/3/2021	Conference Call Update 12/14	Apartment	Approximately 200-220 units	3-Feb	?	est \$25M	Housing	10 acres	200-220 units
21-12	Project Birdcage	KDOC	Active	8/31/2021	11/1/2021	Shovel-ready site for Manufacturing / Warehousing / Distribution	Industrial Site for 425,000 SF manufacturing and 300,000 SF warehouse with future expansion possibilities	700-900 over 3-5 years	Wages competitive to the region selected.	\$300 Million	?	100 to 150 acres	425,000 SF manufacturing and 300,000 SF warehouse
21-13	Project Ocean	KDOC	Active	9/29/2021	Submitted 10/6/21 Finalist Selected 11/2021	Considering both greenfield sites and existing buildings.	New U.S. large-scale plant manufacturing project.	4,000 FTEs within 2 years	\$23/hr	?	(NAIC 335 - Electrical Equipment, Appliance, Component Mft)	350+ acres	3,000,000 SF
21-14	Project Singularity	KDOC	Active	9/30/2021	Submitted 10/6/2021 In operation in 2022	Establish new production facility and U.S. Headquarters	Precision machining company and Tier 2 supplier to the semiconductor industry	175 jobs over 6 years	?	\$40 M	MFTing	20 acres (The plot needs to accommodate building for employee childcare, parking spaces, turcking/loading area, and solar panels)	40,000-80,000 SF
21-15	Project MVP	SAA Direct Contact	Active	10/12/2021	Contract Being Drafted	New property for future warehousing	Build 100,000 sf warehouses x 8	limited	?	approx \$30-40 M	Warehousing	80 acres @ SAA	800,000 total sq
21-16	Project Bison	KDOC	Active	11/16/2021	Decision date note specified. Project would be a 5-year build out	New manufacturing facility	Building turf maintenance equipment for US sales; powder painting involved	555 employees, with possible growth up to 740 employees by 2030	Expected wages 15% about prevailing rate in the area for similar jobs. Benefit package also includes health care.	\$100 Million	Manufacturing	60-150 acres submit Sager-Miller	200,000 SF with a later expansion to 500,000 SF
21-17	Project REPCO	Jeff Maes	New	11/23/2021	City Commission	Expansion of existing manufacturing, warehousing, and laboratory facilities	manufacturing and warehousing in the milling industry, nutritional industry, and the bakery industry.	5	4 @ \$48,600 1 @ \$63,300	\$6-\$7 Million	Mftg and Warehouse	On current parcel	36,000 sq ft warehouse/ mfgt facility + 6K-10K sq ft office and lab complex