

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
FEBRUARY 17, 2022 AT 9:30 AM

1. CALL TO ORDER AND ROLL CALL @ 9:30 AM

- (1.1) Confirmation of Meeting Notice/ Visitor Introductions
- (1.2) Public Comments

2. APPROVAL OF MINUTES

- (2.1) January 2022 Minutes

3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (3.1) January Financial Reports

4. DIRECTOR’S REPORT

- (4.1) REPCO Update
- (4.2) Housing Update
- (4.3) Engineering Firm Report
- (4.4) 2022 Entrepreneurial Week / Business Plan Competition March 7-11th
- (4.5) Update on SCEDO Report
- (4.6) Prospect Updates – See Attached Chart

5. EXECUTIVE SESSION

- (5.1) Executive Session (____ 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 specific economic development projects 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.**

January 20, 2022

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:

Jim Maes
Cheryl Murray
Pete Brungardt
Lloyd Davidson
John Gunn
Max Wellbrock-Talley

Zoom (Z):

Brian Richardson (Z)
Paula Fried (Z)

Also present:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Jim Weese, County Commissioner, Saline County
Mike Schrage, City Manager, City of Salina
Dr. Alysia Starkey, CEO/Dean, Kansas State University Salina Aerospace & Technology Campus
Melissa Bixby, Commercial and Mortgage Lender, Central National Bank
Phillip Smith-Hanes, County Administrator, Saline County
Eric Brown, President, Salina Area Chamber of Commerce

Absent: Frank Hampton

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Maes, seconded by Wellbrock-Talley to approve the December 16, 2021 minutes
Aye: (8). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) December Financial Reports

Moved by Gunn, seconded by Brungardt to approve the December 2021 financial reports
Aye: (8). Nay: (0). Motion carried.

DIRECTOR'S REPORT

(5.1) REPCO Update

Office staff submitted the revised and complete blue form to the City Manager's office and recommendation will be presented to the City Commission on January 24, 2022.

(5.2) Housing Update

Robinson updated the group on a few new housing development opportunities and the existing possible developments.

(5.3) Engineering Firm Report

Robinson has a conference call scheduled with the company, City Manager, and the consultant from TranSystem.

(5.4) 2022 Entrepreneurial Week / Business Plan Competition March 7-11th

Robinson reviewed the draft schedule of events. Prize amounts to be awarded: 1st Prize - \$8,000; 2nd Prize - \$5,000; and 3rd Prize - \$3,000. Tim Unruh is drafting a press release.

(5.5) Election of Officers for 2022

Robinson presented the following slate of officers:

President	Paula Fried
Vice President	Brian Richardson
Secretary	Jim Maes
Treasurer	Max Wellbrock-Talley

Moved by Brungardt, seconded by Murray to approve the slate of officers for 2022.

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

Robinson also recognized outgoing board members John Gunn and Chery. A \$50 donation will be made to a charity of their choosing in recognition of their service the EDO Board of Directors.

(5.6) Prospect Updates

Robinson reviewed the Prospect Table that was included in the board packet.

ADJOURNMENT

Moved by Brungardt, seconded by Murray, to adjourn the meeting at 10:25 AM. Aye: (8). Nay: (0). Motion carried.

Lloyd Davidson, Board President

ATTEST:

Cheryl Murray, Board Secretary

Salina Community Economic Development Organization, Inc.

Statement of Financial Position

As of January 31, 2022

	Jan 31, 22
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	143,766.39
First Bank Kansas	64,437.74
Total Checking/Savings	208,204.13
Other Current Assets	
Prepaid Health Insurance	-1,888.33
Total Other Current Assets	-1,888.33
Total Current Assets	206,315.80
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,329.44
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-183.95
Total Fixed Assets	-183.95
TOTAL ASSETS	206,131.85
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-1,196.94
Total Accounts Payable	-1,196.94
Credit Cards	
VISA - First Bank Kansas	-66.55
Total Credit Cards	-66.55
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-358.26
Medicare Taxes	479.64
Federal W/H Taxes	3,114.94
State W/H Taxes	26.45
State Unemployment Taxes	-395.00
Total Payroll Liabilities	2,867.77
Total Other Current Liabilities	2,867.77
Total Current Liabilities	1,604.28
Total Liabilities	1,604.28
Equity	
Net Assets w/ Donor Restriction	20,000.00
Retained Earnings	199,273.98
Net Income	-14,746.41
Total Equity	204,527.57
TOTAL LIABILITIES & EQUITY	206,131.85

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Comparison
January 2022

02/11/22

Accrual Basis

	Jan 22	Jan 21	% Change
Ordinary Income/Expense			
Income			
Investments			
Interest-Savings, Short-term CD	36.77	59.56	-38.3%
Total Investments	36.77	59.56	-38.3%
Member Contributions	21,250.00	0.00	100.0%
Total Income	21,286.77	59.56	35,640.0%
Gross Profit	21,286.77	59.56	35,640.0%
Expense			
Business Expenses			
Memberships	300.00	0.00	100.0%
Marketing Events	549.77	0.00	100.0%
Miscellaneous Expense	0.00	20.00	-100.0%
Total Business Expenses	849.77	20.00	4,148.9%
Contract Services			
Accounting Fees	568.03	0.00	100.0%
Outside Contract Services	7,475.11	0.00	100.0%
Total Contract Services	8,043.14	0.00	100.0%
Operations			
StartUp Salina Expenses	84.05	0.00	100.0%
Dues & Subscriptions	195.00	149.00	30.9%
Advertising/Promotion	1,580.00	1,365.00	15.8%
Books, Subscriptions, Refere...	3,278.18	0.00	100.0%
Supplies	499.22	50.85	881.8%
Telephone, Telecommunicati...	329.74	315.65	4.5%
Total Operations	5,966.19	1,880.50	217.3%
Other Types of Expenses			
Depreciation	34.08	125.26	-72.8%
Insurance - Liability, D and O	343.50	351.50	-2.3%
Other Costs	0.00	5.04	-100.0%
Total Other Types of Expenses	377.58	481.80	-21.6%
Payroll Expenses			
Employee Health Ins	2,140.21	419.19	410.6%
Director Health & Life Ins	3,463.91	672.40	415.2%
Car Allowance	500.00	500.00	0.0%
Payroll Taxes	1,060.74	1,040.72	1.9%
Wages & Salaries	13,365.88	13,104.18	2.0%
Total Payroll Expenses	20,530.74	15,736.49	30.5%
Travel and Meetings			
Meals	134.49	0.00	100.0%
Travel	131.27	0.00	100.0%
Total Travel and Meetings	265.76	0.00	100.0%
Total Expense	36,033.18	18,118.79	98.9%
Net Ordinary Income	-14,746.41	-18,059.23	18.3%
Net Income	-14,746.41	-18,059.23	18.3%

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Budget Comparison
January 2022

	Actual	Actual	Actual	Actual	Budget YTD
	Jan 2022	Jan 2021	Jan - Jan 22	Jan - Jan 21	Jan - Dec 22
Ordinary Income/Expense					
Income					
Start up Salina Income		-		-	333.33
Marketing Events Sponsorships	-	-	-	-	-
Member Contributions	21,250.00	-	21,250.00	-	30,000.00
Investments-Interest	36.77	59.56	36.77	59.56	125.00
Pass Through Income	-	-		-	
Miscellaneous Revenue	-	-	-	-	
Grants	-	-	-	-	
Total Income	21,286.77	59.56	21,286.77	59.56	30,458.33
Gross Profit	21,286.77	59.56	21,286.77	59.56	30,458.33
Expense					
Business Expenses					
Pass Through Payments		-		-	
Memberships	300.00	-	300.00	-	208.33
Marketing Events	549.77	-	549.77	-	933.33
Miscellaneous Expense	-	20.00	-	20.00	41.67
Business Registration Fees	-	-	-	-	3.33
Total Business Expenses	849.77	20.00	849.77	20.00	1,186.66
Contract Services					
Accounting Fees	568.03	-	568.03	-	1,000.00
Outside Contract Services	7,475.11	-	7,475.11	-	212.50
Contract Services - Other	-	-	-	-	-
Total Contract Services	8,043.14	-	8,043.14	-	1,212.50
Facilities & Equipment					
Computer Replacement					125.00
Office Equipment					70.83
Total Facilities & Equipment	-	-	-	-	195.83
Operations					
StartUp Salina Expenses	84.05	-	84.05	-	333.33
Donations (Outgoing Board Recognition)	-	-	-	-	12.50
Dues & Subscriptions	195.00	149.00	195.00	149.00	250.00
Training Fees	-	-	-	-	83.33
Advertising/Promotion	1,580.00	1,365.00	1,580.00	1,365.00	2,500.00
Repairs & Maintenance	-	-	-	-	41.67
Books, Subscriptions, Reference	3,278.18	-	3,278.18	-	333.33
Postage, Mailing Service	-	-	-	-	17.50
Printing and Copying	-	-	-	-	100.00
Supplies	499.22	50.85	499.22	50.85	250.00
Telephone, Telecommunications	329.74	315.65	329.74	315.65	291.67
Total Operations	5,966.19	1,880.50	5,966.19	1,880.50	4,213.33
Other Types of Expenses					
Taxes & Licenses	-	-	-	-	-
Depreciation	34.08	125.26	34.08	125.26	83.33
Other Costs	-	5.04	-	5.04	20.83
Insurance - Liability, D and O	343.50	351.50	343.50	351.50	500.00
Total Other Types of Expenses	377.58	481.80	377.58	481.80	604.16
Payroll Expenses					
Retirement Contribution	-	-	-	-	1,000.00

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Budget Comparison
January 2022

	Actual	Actual	Actual	Actual	Budget YTD
	Jan 2022	Jan 2021	Jan - Jan 22	Jan - Jan 21	Jan - Dec 22
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	2,140.21	419.19	2,140.21	419.19	583.33
Director Health & Life Ins	3,463.91	672.40	3,463.91	672.40	1,000.00
Car Allowance	500.00	500.00	500.00	500.00	500.00
Payroll Taxes	1,060.74	1,040.72	1,060.74	1,040.72	1,229.17
Wages & Salaries	13,365.88	13,104.18	13,365.88	13,104.18	15,000.00
Total Payroll Expenses	20,530.74	15,736.49	20,530.74	15,736.49	19,312.50
Travel and Meetings					
Meals	134.49	-	134.49	-	416.67
Conference, Convention, Meeting	-	-	-	-	208.33
Travel	131.27	-	131.27	-	958.33
Travel and Meetings - Other	-	-	-	-	83.33
Total Travel and Meetings	265.76	-	265.76	-	1,666.66
Total Expense	36,033.18	18,118.79	36,033.18	18,118.79	28,391.64
Net Ordinary Income	(14,746.41)	(18,059.23)	(14,746.41)	(18,059.23)	2,066.69
Net Income	(14,746.41)	(18,059.23)	(14,746.41)	(18,059.23)	2,066.69

FEBRUARY 2022 REPORT

MARKETING / PROMOTION

Working on two projects including partnership with Team Kansas and Department of Commerce concerning marketing meetings with targeted consultants and corporate real estate executives. We have worked with this program for the past five years. The second project is with the Kansas Department of Transportation Aviation Department. We have taken part with KDOT, KS Salina, KU, Wichita State, KS Department of Commerce concerning the major UAS trade show promoting Kansas as the location for drone/unmanned aerial vehicles. The show has been canceled or greatly reduced this past two years. They have plans for a full tradeshow with conference activities in Orlando. KDOT has requested our participation in helping to pay for the booth and fees.

We continue to work with Paula Fried and Michael Freeland making final design changes concerning report of the SCEDO activities for past three years. Final steps of getting approvals and last quotes from companies.

STRATEGIC PLANNING

No activity at this time.

WORKFORCE TALENT / HOUSING

Work continues on local efforts to seek funding from state SPARK committee. Application deadlines have been posted with local committee selecting top four projects for submittal to Lt Governor Toland and SPARK Committee. They including funding assisting to Drever Project concerning the former Ambassador Hotel site and property surrounding Menards. Approximately 1500 units would be developed. Second priority is development of Holmes Road which would be paving, curb and gutter and utility extension which would open development of over 1200 acres of property for home construction. Third priority is redevelopment of Magnolia Street from Interstate 135 west to Centennial Road. Widen to 3 lanes, curb and gutter and other improvements including new rail crossing and bridges along route. Would help to take burden of new traffic from Schwan's expansion and new homes planned for the area. Fourth project is assistance to Indiana based developer who is looking at placing 220-unit apartment development targeted off Ohio Street.

Attended a meeting with community representatives involved in childcare here in Salina. Reviewed job description for the position to develop support for childcare workers in the area as well as assisting individuals seeking to start their own childcare center. This would be funded with \$80,000 remaining from a grant.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

Efforts have progressed for the week of activities culminating in the first Charley Walker Entrepreneurial Challenge which is a business plan competition with the winner receiving \$8000 for first place, \$5000 for second place and \$3000 for third place. John Gunn has provided much of the leadership including getting Bennington Bank and JRI Hospitality to provide the funds for the prizes. The date is March 7-11th to include the Chamber's high school business plan competition, a panel of local business who have received assistance, a panel of women business owners and a training session concerning the use of social media for marketing purposes.

As a member of the Board of Directors of the Temple, we have been working on developing a plan to raise \$2 million for construction of a new elevator for the facility, new HVAC for the 6th floor and for and the addition of new ADA certified bathrooms for the building. Look to kick off the campaign in the 2nd quarter of 2022.

PROSPECT MANAGEMENT

The public hearing was held by the City of Salina for the first step related to the approval of tax abatement for REPCO to expand their plant with the construction of 36,000 sq feet of warehouse and production space along with 7000 sq feet of new office space. The project will generate 5 new jobs for the company.

The SCEDO's contact with a KC based railroad engineering firm continues to work with Union Pacific Railroad on the possible relocation of spur tracks north of the Great Plains plant along North Street. A rough estimate of approximately \$5.3 million would move the rail to the north allowing for access along the former tracks. UP is looking at alternative location the tracks could be moved to. There are state funds allocated for grant awards to assist with such a project at this time. An application will be submitted at the end of February.

Continue to have discussions with other projects considering Salina as the possible location for warehousing and production facilities.

SITES / BUILDINGS / TOOLS:

Continue to monitor sites and available buildings within the community.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported January 2022)

164 users 162 New Users 180 Sessions 1.61 Pgs/Session 1:07 Avg Session
234 Pageviews

Website –1/16/2022 – 2/10/2022

175 users 172 New Users 201 Sessions 1.15 Pgs/Session 1:38 Avg Session
409 Pageviews

Facebook – (reported January 2021)

263 Page Views 102 Post Reach 50 Post Engagements 704 Page Likes

Facebook – 1/16/2022 – 2/10/2022

710 Page Reach 296 Post Reach 50 Post Engagements 713 Page Likes

Start Up Salina Facebook Group

11/16/2021 – 305 members (+6)
12/12/2021 – 309 member (+4)
1/17/2021 – 312 members (+3)
2/11/2022 – 313 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
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 opti	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
21-13	Project Ocean	KDOC	OUT	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
21-15	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	Active	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
21-18	Project JR	KC Realtor	Active	11/19/2021	Waiting for site visit	Warehouse for existing company from outside the region.	Warehouse seeking rural location on Interstate	20 Warehousing Position + Sales	?	\$20 Million	Warehousing and Regional Office 60,000 SF Rural Location	20-40 acres on Interstate interchange	60,000 SF
22-01	Project Big Rig	Direct Call	Active	1/19/2022	Reviewing Sites	Seeking 20 site for Travel Plaza	High quality C Store with lots of services	150-200	?	\$35-\$50 M	C Store w/hotel	20 acres on Interstate	Not Disclosed
22-02	Project Plan	KDOC	New	1/31/2022	Submitted 2/9/22	Asphalt Plant	Asphalt Production Plant	30-40	?	\$30 M	?	10-20 w/rail	Undisclosed