

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
APRIL 21, 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) March 17, 2022 Minutes

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

- 4. MONTHLY SPOTLIGHT – LAUREN DRISCOLL, CITY OF SALINA**
DIRECTOR OF COMMUNITY AND DEVELOPMENT SERVICES

- 5. DIRECTOR’S REPORT**
 - (5.1) BASE Application for Great Plains / Engineering Report on UP
 - (5.2) Possible Bonds for Geo Probe Expansion
 - (5.3) Recent Visit for Project JR
 - (5.4) Prospect Updates – See Attached Chart

- 6. BOARD MEMBER DISCUSSION/QUESTIONS**

- 7. EXECUTIVE SESSION**
 - (7.1) 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.

- 8. ADJOURNMENT**

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

March 17, 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 Paula Fried, 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
Pete Brungardt
Paula Fried
Max Wellbrock-Talley
Brian Richardson
Frank Hampton
Lloyd Davidson

Zoom (Z):

Daran Neuschafer

Also present:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Cody Heiman, Vice President/Loan Officer, First Bank Kansas
Tim Rogers, Executive Director, Salina Airport Authority
Renee Duxler, Economic & Workforce Development, Salina Chamber of Commerce
Phillip Smith-Hanes, County Administrator, Saline County
Bill Longbine, City Commissioner, City of Salina (Z)
Amanda Barnett, Lead for America Fellow - Housing & Development Services, City of Salina
Ashley Jarvis, The Real Advantage Team - Real Broker, LLC

Absent:

Rob Exline

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Hampton, seconded by Maes to approve the February 17, 2022 minutes
Aye: (8). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) February Financial Reports

Moved by Richardson, seconded by Maes to approve the February 2022 financial reports.
Aye: (8). Nay: (0). Motion carried.

MONTHLY SPOTLIGHT – TIM ROGERS – SALINA AIRPORT AUTHORITY

A copy of the presentation slides can be found at:

https://www.salinaedo.org/wp-content/uploads/2022/04/SAA_Monthly-Spotlight_April-2022.pdf

DIRECTOR'S REPORT

(5.1) Release of SCEDO Report

The 3-year funding cycle report is finished and was included in the hard copy of this month's board packet. After reading through the report, please provide any feedback on what to improve or include in future reports. Kudos to Michael Freeland of Mr. Freeland Designs for the eye-pleasing design.

(5.2) Possible Bond for Geoprobe Expansion

Robinson met with the CEO and CFO, along with Tim Zimmerman of KDOC. The group reviewed the incentive process.

(5.3) Engineering Firm Report / BASE Application for Great Plains

Robinson submitted an application for the March 25th decision date.

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

Week-long events and the pitch competition were well received. Twelve contestants made business pitches at the Friday evening competition. Planning committee will be looking at how to grow the event in future years and will start earlier to promote next year's event.

(5.5) Prospect Updates

Robinson reviewed several projects that had been eliminated or added to the table.

(5.6) AUVSI/Xponential 2022 – Team Kansas

Robinson will represent Salina along with the Kansas Department of Aviation at the AUVSI tradeshow in Orlando, FL April 25-28. Robinson recommended that the board approve contributing \$5,000 to participate with the state at this trade show.

Moved by Richardson, seconded by Maes to approve a \$5,000 contribution to the Kansas Department of Aviation for the AUVSI 2022 tradeshow exhibitor booth. Aye: (8). Nay: (0). Motion carried.

(5.7) Salina Chamber Annual Dinner w/ Jay Leno

The EDO has 6 seats at the annual dinner. Please let Mitch know if you would like to attend.

ADJOURNMENT

Paula Fried, Board President, adjourned the meeting at 10:26 AM

Paula Fried, Board President

ATTEST:

Jim Maes, Secretary

Salina Community Economic Development Organization, Inc.

04/13/22

Statement of Financial Position

Accrual Basis

As of March 31, 2022

	<u>Mar 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	156,832.56
First Bank Kansas	69,373.15
Total Checking/Savings	226,205.71
Other Current Assets	
Prepaid Health Insurance	-4,616.05
Total Other Current Assets	-4,616.05
Total Current Assets	221,589.66
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,397.60
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-252.11
Total Fixed Assets	-252.11
TOTAL ASSETS	221,337.55
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	259.79
Total Accounts Payable	259.79
Credit Cards	
VISA - First Bank Kansas	820.82
Total Credit Cards	820.82
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	500.67
Medicare Taxes	680.53
Federal W/H Taxes	4,249.12
State W/H Taxes	406.45
State Unemployment Taxes	-395.00
Total Payroll Liabilities	5,441.77
Total Other Current Liabilities	5,441.77
Total Current Liabilities	6,522.38
Total Liabilities	6,522.38
Equity	
Net Assets w/ Donor Restriction	20,000.00
Retained Earnings	199,273.98
Net Income	-4,458.81
Total Equity	214,815.17
TOTAL LIABILITIES & EQUITY	221,337.55

Salina Community Economic Development Organization, Inc.

Statement of Activities w/Prev Year Comparison

04/13/22

Accrual Basis

March 2022

	Mar 22	Mar 21	% Change
Ordinary Income/Expense			
Income			
Start Up Salina Income	16,000.00	0.00	100.0%
Investments			
Interest-Savings, Short-term CD	36.03	59.08	-39.0%
Total Investments	36.03	59.08	-39.0%
Member Contributions	68,750.00	0.00	100.0%
Total Income	84,786.03	59.08	143,410.6%
Gross Profit	84,786.03	59.08	143,410.6%
Expense			
Business Expenses			
Marketing Events	3,020.00	0.00	100.0%
Miscellaneous Expense	15.30	20.00	-23.5%
Total Business Expenses	3,035.30	20.00	15,076.5%
Contract Services			
Accounting Fees	216.60	205.00	5.7%
Outside Contract Services	1,524.89	0.00	100.0%
Total Contract Services	1,741.49	205.00	749.5%
Operations			
StartUp Salina Expenses	16,608.52	0.00	100.0%
Donations	100.00	0.00	100.0%
Advertising/Promotion	5,950.00	65.00	9,053.9%
Books, Subscriptions, Refere...	10.91	0.00	100.0%
Printing and Copying	273.13	0.00	100.0%
Supplies	181.08	99.06	82.8%
Telephone, Telecommunicatio...	180.41	158.56	13.8%
Total Operations	23,304.05	322.62	7,123.4%
Other Types of Expenses			
Depreciation	34.08	125.26	-72.8%
Insurance - Liability, D and O	0.00	0.00	0.0%
Other Costs	0.00	7.30	-100.0%
Total Other Types of Expenses	34.08	132.56	-74.3%
Payroll Expenses			
Retirement Contribution	2,773.70	2,763.17	0.4%
Employee Health Ins	520.21	419.19	24.1%
Director Health & Life Ins	843.65	672.40	25.5%
Car Allowance	750.00	500.00	50.0%
Payroll Taxes	1,812.39	1,040.73	74.2%
Wages & Salaries	20,441.37	13,104.19	56.0%
Total Payroll Expenses	27,141.32	18,499.68	46.7%
Travel and Meetings			
Meals	193.97	14.30	1,256.4%
Conference, Convention, Meet...	25.63	0.00	100.0%
Total Travel and Meetings	219.60	14.30	1,435.7%
Total Expense	55,475.84	19,194.16	189.0%
Net Ordinary Income	29,310.19	-19,135.08	253.2%
Net Income	29,310.19	-19,135.08	253.2%

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

	Actual	Actual	Actual	Actual	Budget YTD
	March 2022	March 2021	Jan - March 22	Jan - March 21	Jan - March 22
Ordinary Income/Expense					
Income					
Start up Salina Income	16,000.00	-	16,000.00	-	-
Marketing Events Sponsorships	-	-	-	-	-
Member Contributions	68,750.00		90,000.00	72,750.00	90,000.00
Investments-Interest	36.03	59.08	102.94	176.35	375.00
Pass Through Income	-	-	-	-	-
Miscellaneous Revenue	-	-	-	-	-
Grants	-	-	-	-	-
Total Income	84,786.03	59.08	106,102.94	72,926.35	90,375.00
Gross Profit	84,786.03	59.08	106,102.94	72,926.35	90,375.00
Expense					
Business Expenses					
Pass Through Payments		-		-	
Memberships	-	-	300.00	-	625.00
Marketing Events	3,020.00	-	3,569.77	-	2,500.00
Miscellaneous Expense	15.30	20.00	15.30	60.00	125.00
Business Registration Fees	-	-	-	-	10.00
Total Business Expenses	3,035.30	20.00	3,885.07	60.00	3,260.00
Contract Services					
Accounting Fees	216.60	205.00	1,001.23	1,161.28	3,000.00
Outside Contract Services	1,524.89	-	9,000.00	-	637.50
Contract Services - Other	-	-	-	-	-
Total Contract Services	1,741.49	205.00	10,001.23	1,161.28	3,637.50
Facilities & Equipment					
Computer Replacement					375.00
Office Equipment					212.50
Total Facilities & Equipment	-	-	-	-	587.50
Operations					
StartUp Salina Expenses	16,608.52	-	16,692.57	-	1,000.00
Donations (Outgoing Board Recognition)	100.00		100.00	-	37.50
Dues & Subscriptions	-	-	195.00	699.00	750.00
Training Fees	-	-	-	-	250.00
Advertising/Promotion	5,950.00	65.00	9,399.36	8,238.40	6,500.00
Repairs & Maintenance	-	-	-	-	125.00
Books, Subscriptions, Reference	10.91	-	3,300.00	3,182.70	1,000.00
Postage, Mailing Service	-	-	-	-	52.50
Printing and Copying	273.13	-	273.13	7.04	300.00
Supplies	181.08	99.06	812.58	169.90	750.00
Telephone, Telecommunications	180.41	158.56	690.31	634.28	875.00
Total Operations	23,304.05	322.62	31,462.95	12,931.32	11,640.00
Other Types of Expenses					
Taxes & Licenses	-	-	-	-	-
Depreciation	34.08	125.26	102.24	375.78	250.00
Other Costs	-	7.30	-	20.86	62.50
Insurance - Liability, D and O	-	-	343.50	351.50	1,500.00
Total Other Types of Expenses	34.08	132.56	445.74	748.14	1,812.50
Payroll Expenses					
Retirement Contribution	2,773.70	2,763.17	2,773.70	2,763.17	3,000.00

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

	Actual	Actual	Actual	Actual	Budget YTD
	March 2022	March 2021	Jan - March 22	Jan - March 21	Jan - March 22
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	520.21	419.19	3,180.63	1,257.57	1,750.00
Director Health & Life Ins	843.65	672.40	5,151.21	2,017.20	3,000.00
Car Allowance	750.00	500.00	1,750.00	1,500.00	1,500.00
Payroll Taxes	1,812.39	1,040.73	3,953.89	3,122.17	3,687.50
Wages & Salaries	20,441.37	13,104.19	47,434.83	39,312.55	45,000.00
Total Payroll Expenses	27,141.32	18,499.68	64,244.26	49,972.66	57,937.50
Travel and Meetings					
Meals	193.97	14.30	365.60	14.30	1,250.00
Conference, Convention, Meeting	25.63	-	25.63	-	625.00
Travel	-	-	131.27	-	2,875.00
Travel and Meetings - Other	-	-	-	-	250.00
Total Travel and Meetings	219.60	14.30	522.50	14.30	5,000.00
Total Expense	55,475.84	19,194.16	110,561.75	64,887.70	83,875.00
Net Ordinary Income	29,310.19	(19,135.08)	(4,458.81)	8,038.65	6,500.00
Net Income	29,310.19	(19,135.08)	(4,458.81)	8,038.65	6,500.00

Salina Community Economic Development Organization, Inc. Transaction List by Vendor

	Type	Date	Num	March 2022 Memo	Account	Split	Amount
Adobe							
	Credit Card Charge	03/06/2022		Monthly Adobe Acct	VISA - First Bank Kansas	Books, Subscriptions, Reference	-10.91
Blue Skye Brewery							
	Credit Card Charge	03/23/2022		Meeting Meal - Temple Fundraising Committee Meeting	VISA - First Bank Kansas	Meals	-55.98
Breasy Apparel							
	Bill	03/16/2022		Charlie Walker Pitch Challenge 2022 - 3rd Place Award	Accounts Payable	StartUp Salina Expenses	-3,000.00
	Bill Pmt -Check	03/16/2022	2680	Charlie Walker Pitch Challenge 2022 - 3rd Place Award	First Bank Kansas	Accounts Payable	-3,000.00
Club Car Wash							
	Credit Card Charge	03/31/2022			VISA - First Bank Kansas	Miscellaneous Expense	-15.30
Conway Data Inc							
	Bill	03/14/2022		1/2 Page Ad - 2022 KS Econ Dev Guide	Accounts Payable	Advertising/Promotion	-3,200.00
	Bill Pmt -Check	03/14/2022	2675	1/2 Page Ad - 2022 KS Econ Dev Guide	First Bank Kansas	Accounts Payable	-3,200.00
Cox Business							
	Bill	03/17/2022		Phone Service - March 2022	Accounts Payable	Telephone, Telecommunications	-67.37
	Bill Pmt -Check	03/17/2022	2686	Phone Service - March 2022	First Bank Kansas	Accounts Payable	-67.37
Dillons							
	Credit Card Charge	03/09/2022		Meeting Snacks - Entrepreneurial Week Activities	VISA - First Bank Kansas	StartUp Salina Expenses	-73.19
Group C Media, Inc.							
	Bill	03/14/2022		1/2 Page Ad Space - Business Facilities - January 2022 Issue	Accounts Payable	Advertising/Promotion	-2,750.00
	Bill Pmt -Check	03/14/2022	2674	1/2 Page Ad Space - Business Facilities - January 2022 Issue	First Bank Kansas	Accounts Payable	-2,750.00
Hickory Hut							
	Credit Card Charge	03/01/2022		Meeting Meal	VISA - First Bank Kansas	Meals	-19.98
Internal Revenue Service							
	Check	03/09/2022			First Bank Kansas	-SPLIT-	-2,214.94
	Check	03/23/2022		941Employers Federal Tax Q1/2022 Payment	First Bank Kansas	-SPLIT-	-2,214.94
	Check	03/30/2022		941 Employers Fedral Tax Q1/2022	First Bank Kansas	-SPLIT-	-458.13

Salina Community Economic Development Organization, Inc. Transaction List by Vendor

Type	Date	Num	March 2022 Memo	Account	Split	Amount
Joyful Noise Studios LLC						
Bill	03/16/2022		Charlie Walker Pitch Challenge 2022 - 1st Place Award	Accounts Payable	StartUp Salina Expenses	-8,000.00
Bill Pmt -Check	03/16/2022	2678	Charlie Walker Pitch Challenge 2022 - 1st Place Award	First Bank Kansas	Accounts Payable	-8,000.00
Kansas Department of Revenue						
Check	03/10/2022		Conf # 2047-AN66-56YG	First Bank Kansas	State W/H Taxes	-347.00
Check	03/25/2022		Conf # 2061-P5T6-2C58	First Bank Kansas	State W/H Taxes	-347.00
Kansas.Gov						
Credit Card Charge	03/10/2022		KDOC-To The Stars Registration	VISA - First Bank Kansas	Conference, Conventions, Meetings	-25.63
Kid's Creative Corners LLC						
Bill	03/16/2022		Charlie Walker Pitch Challenge 2022 - 2nd Place Award	Accounts Payable	StartUp Salina Expenses	-5,000.00
Bill Pmt -Check	03/16/2022	2679	Charlie Walker Pitch Challenge 2022 - 2nd Place Award	First Bank Kansas	Accounts Payable	-5,000.00
Martinelli's						
Credit Card Charge	03/06/2022		Meeting Meal - Child Care Meeting	VISA - First Bank Kansas	Meals	-85.23
Mokas						
Credit Card Charge	03/03/2022		Meeting Meal - LOPE Breakfast Meeting	VISA - First Bank Kansas	Meals	-9.81
Mr. Freeland Design						
Bill Pmt -Check	03/14/2022	2671	Funding Cycle Report Design -	First Bank Kansas	Accounts Payable	-950.00
Philadelphia Insurance Companies						
Check	03/09/2022	ACH		First Bank Kansas	Insurance - Liability, D and O	-3,055.00
Pronto Print						
Bill	03/31/2022		Printing-100 Funding Cycle Report	Accounts Payable	Printing and Copying	-273.13
Quill						
Bill	03/31/2022		Office Supplies - Cyan Ink, White 9x12 Envelopes, Notebooks, Sheet Protectors	Accounts Payable	Supplies	-181.08
Robin Vanatta						
Bill	03/17/2022		Cell Phone Reimbursement - March 2022	Accounts Payable	Telephone, Telecommunications	-40.00
Bill Pmt -Check	03/17/2022	2684	Cell Phone Reimbursement - March 2022	First Bank Kansas	Accounts Payable	-40.00

Salina Community Economic Development Organization, Inc. Transaction List by Vendor

	Type	Date	Num	March 2022 Memo	Account	Split	Amount
Robinson, Mitch							
	Check	03/04/2022	2088	Payroll ending 3/2/2022	First Bank Kansas	-SPLIT- Telephone,	-3,893.95
	Bill	03/17/2022		Cell Phone Reimbursement - March 2022	Accounts Payable	Telecommunications	-40.00
	Bill Pmt -Check	03/17/2022	2683	Cell Phone Reimbursement - March 2022	First Bank Kansas	Accounts Payable	-40.00
	Check	03/18/2022	2090	Payroll ending 3/16/2022	First Bank Kansas	-SPLIT-	-3,893.96
	Check	03/24/2022	2681	1st QTR 2022 Retirement Payment	First Bank Kansas	-SPLIT-	-2,242.00
	Check	03/30/2022	2092	payroll ending 3/30/2022	First Bank Kansas	-SPLIT-	-3,893.96
Salina Area Chamber of Commerce							
	Bill	03/17/2022		2022 Annual Membership Meeting - 8 Tickets	Accounts Payable	Marketing Events	-520.00
	Bill Pmt -Check	03/17/2022	2685	2022 Annual Membership Meeting - 8 Tickets	First Bank Kansas	Accounts Payable	-520.00
	Bill Pmt -Check	03/31/2022	2692	Internet - 2nd QTR 2022	First Bank Kansas	Accounts Payable	-150.00
Salina Art Center							
	Bill	03/14/2022		Outgoing Board Recognition - John Gunn	Accounts Payable	Donations	-50.00
	Bill Pmt -Check	03/14/2022	2672	Outgoing Board Recognition - John Gunn	First Bank Kansas	Accounts Payable	-50.00
SM Hanson Music							
	Credit Card Charge	03/07/2022		Sound System Rental - Entrepreneurial Week Acitivites	VISA - First Bank Kansas	StartUp Salina Expenses	-535.33
Southeast of Saline Education Foundation							
	Bill	03/14/2022		Outgoing Board Recognition - Cheryl Murray	Accounts Payable	Donations	-50.00
	Bill Pmt -Check	03/14/2022	2673	Outgoing Board Recognition - Cheryl Murray	First Bank Kansas	Accounts Payable	-50.00
SS&C Solutions Inc							
	Bill	03/31/2022		Payroll and Payroll Tax Prep - March 2022	Accounts Payable	Accounting Fees	-216.60
	Bill Pmt -Check	03/31/2022	2687	Payroll and Payroll Tax Prep - March 2022	First Bank Kansas	Accounts Payable	-216.60
Starbucks							
	Credit Card Charge	03/11/2022		Meeting Meal	VISA - First Bank Kansas	Meals	-22.97
Team Kansas							
	Bill	03/14/2022		Team Kansas 2022 Pledge Contribution VOID: Team Kansas 2022 Pledge	Accounts Payable	Marketing Events	-2,500.00
	Bill Pmt -Check	03/14/2022	2676	Contribution	First Bank Kansas	Accounts Payable	0.00

Salina Community Economic Development Organization, Inc. Transaction List by Vendor

Type	Date	Num	March 2022 Memo	Account	Split	Amount
Bill Pmt -Check	03/14/2022	2677	Team Kansas 2022 Pledge Contribution	First Bank Kansas	Accounts Payable	-2,500.00
TranSystems						
Bill	03/31/2022		Contract Services - Salina-Great Plains UP Coordination	Accounts Payable	Outside Contract Services	-1,524.89
Visa - First Bank Kansas						
Bill	03/04/2022		VISA Charges - February 2022	Accounts Payable	VISA - First Bank Kansas	-332.77
Bill Pmt -Check	03/31/2022	2691	VISA Charges - March 2022	First Bank Kansas	Accounts Payable	-887.37
Zoom.US						
Credit Card Charge	03/03/2022		Monthly Zoom Acct - Executive Director	VISA - First Bank Kansas	Telephone, Telecommunications	-16.52
Credit Card Charge	03/06/2022		Zoom Montly Acct - Admin Assistant	VISA - First Bank Kansas	Telephone, Telecommunications	-16.52

Salina Community Economic Development Organization, Inc.
VISA-First Bank Kansas
 March 2022

<u>Date</u>	<u>Name</u>	<u>Memo</u>	<u>Split</u>	<u>Amount</u>	<u>Balance</u>
03/01/2022	Hickory Hut	Meeting Meal	Meals	19.98	19.98
03/03/2022	Zoom.US	Monthly Zoom Acct - Executive Director	Telephone, Telecommunications	16.52	36.50
03/03/2022	Mokas	Meeting Meal - LOPE Breakfast Meeting	Meals	9.81	46.31
03/06/2022	Zoom.US	Zoom Montly Acct - Admin Assistant	Telephone, Telecommunications	16.52	62.83
03/06/2022	Adobe	Monthly Adobe Acct	Books, Subscriptions, Reference	10.91	73.74
03/06/2022	Martinelli's	Meeting Meal - Child Care Meeting	Meals	85.23	158.97
03/07/2022	SM Hanson Music	Sound System Rental - Entrepreneurial Week Acitivites	StartUp Salina Expenses	535.33	694.30
03/09/2022	Dillons	Meeting Snacks - Entrepreneurial Week Activities	StartUp Salina Expenses	73.19	767.49
03/10/2022	Kansas.Gov	KDOC-To The Stars Registration	Conference, Conventions, Meetings	25.63	793.12
03/11/2022	Starbucks	Meeting Meal	Meals	22.97	816.09
03/23/2022	Blue Skye Brewery	Meeting Meal - Temple Fundraising Committee Meeting	Meals	55.98	872.07
03/31/2022	Club Car Wash		Miscellaneous Expense	15.30	887.37
				887.37	887.37

April 2022 REPORT

MARKETING

Completed work with Kansas Department of Transportation Aviation Department on trade show for AUVSI, the largest trade show targeted at UAV's (drone). This year the show will be back on again after being canceled due to COVID 19 this past year. The show will be in Orlando. Our commitment will be \$5000 toward the booth cost and related expenses. The second program is targeted at Team Kansas which is the marketing effort of communities and the organization supporting the Department of Commerce. This year we will be supporting the effort with a \$2500 commitment. Team Kansas has hired their first Executive Director to help expand the marketing duties related to the State of Kansas economic development efforts. I serve on the Board of Directors of Team Kansas.

WORKFORCE TALENT / HOUSING

The BASE Applications submitted by the City of Salina (3), Salina County (2) and SCEDO (1) were all denied by the Kansas Department of Commerce. The requests were in the billions of dollars with only \$100 million available for the projects.

The SCEDO submitted on behalf of the City of Salina and Great Plains for the rail relocation of two tracks located north of the Great Plains plant and south of the City of Salina 67 acres of industrial property. Future development on this site would be enhanced with the relocation of the track. I have reached out to Senator Moran's staff concerning possible direct federal funding for this project.

The Salina community hosted one of the key developers for the Drever's Project on April 20th and 21th making visits to 4 area manufacturers reviewing the project plans and the impact of the housing plans for these companies who take part in the funding assistance. We also met with others interested in childcare in addition to the possible 1800 rental units for their employees.

The community has continued to work on gathering State of Kansas funding with direction and support by Senator J.R. Claeys. The Senator has been working on the various funding committees to get a commitment of \$25 million to support the Drever Project which would bring 1800 units split between the former Ambassador Hotel property and property acquired around the Menard's store off Magnolia Drive. These 1800 units would be over a 4 year period with the start on the West Crawford property first then move to the Magnolia property.

AS was mentioned in last month's report we were able to get Leadell Ediger, the former state-wide director of Childcare Aware of Kansas to come back out of retirement to work part time on behalf of Salina. She has come up with several ideas already. She has been meeting with childcare providers, plant management and community leaders in seeking ideas about our local problem and possible answers.

ETREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

The April Startup Salina was held on April 6th with Gretchen Staples of the Rural and Remote Program speaking to the group concerning how areas residents can get training and assistance via the North West Kansas Economic Innovation Center based in Norton. This is a program of the Dane G. Hanson Foundation. Over 30 residents of NW Kansas including Saline County have been trained on the best methods to working remotely.

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 the addition of new ADA certified bathrooms for the building. Look to kick off the campaign in the 2nd quarter of 2022.

PROSPECT MANAGEMENT

Local furniture store will be building a new warehouse on Yost Drive near the City of Salina shooting range. The company will be able to take advantage of a state program allowing them to avoid sales tax on construction materials used in the building.

Also met with owners of a local company considering expanding their company. Along with a Dept of Commerce representative we meet with the CEO and CFO concerning the programs available to the company for their project. This past week I was contacted by the company CFO concerning about moving forward with the project. This will be a 50,000 square foot addition to one of their existing buildings.

Planning on upcoming visit of Project JR. The company will be bringing their executive team including the President/CEO. We will be looking at 6 potential sites for consideration for a warehouse and test plots for various seeds developed by the company.

SITES / BUILDINGS / TOOLS:

Continue to monitor sites and available buildings within the community.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported March 2022)

215 users	210 New Users	247 Sessions	1.15 Pgs/Session	1:0 Avg Session
390 Pageviews				

Website –3/14/2022 – 4/14/2022

228 users	224 New Users	271 Sessions	1.72 Pgs/Session	1:44 Avg Session
465 Pageviews				

Facebook – (reported March 2021)

710 Page Reach	1875 Post Reach	287 Post Engagements	722 Page Likes
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Facebook – 3/14/2022 – 4/14/2022

710 Page Reach	446 Post Reach	75 Post Engagements	725 Followers
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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)
- 3/14/2022 – 317 members (+4)
- 4/15/2022 – 322 members (+5)



Prospect Table

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

Color Key: ACTIVE INACTIVE NEW OUT SUCCESS DELAYED DEFUNCT

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	ting Next Step - 4/1/2	Visited August 23rd	Energy Storage 3-4 years for approval	0	0	\$330M	Energy	20-40 acres under option	
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
21-18	Project JR	KC Realtor	Active	11/19/2021	Visit on 4/19/22	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 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	Undisclosed
22-02	Project Plan	KDOC	Active	1/31/2022	Submitted 2/9/22	Asphalt Plant	Asphalt Production Plant	30-40	?	\$30 M	?	10-20 w/rail	Undisclosed
22-03	Project Dig	Chamber	Active	2/21/2022	Visited 3/1/2022	Expand Assembly Plant	Add approximately 50,000SF	10	?	?	More Assembly Space	On Existing Land	Approximately 50,000 SF
22-04	Project Cover	KDOC	New	3/14/2022	Visit on 3/31/2022	Plastic Material Mfg	Covers for Tarps/Green Houses	15	?	\$5 M	Mfg/Distribution	6-10 acres	50,000 SF
22-05	Project Ski	KDOC	New	4/4/2022	Submitted 4/4/2022	Chemical Mfg Plant	Nitrogen Trifluoride Mfg	100	?	\$200 M	Mfg	30-50 acres requested	40,000 SF w/ Rail

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For Immediate Release:

April 12, 2022

Contact:

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Governor Laura Kelly Announces Infrastructure Project Funding Grant Awardees

~~The Building a Stronger Economy (BASE) Grants Will Provide 35 Organizations Funding for Infrastructure Investment Projects Making Local Economies Stronger~~

TOPEKA – Governor Laura Kelly announced today that \$100 million is going toward 35 infrastructure investment projects associated with economic development across the state. This funding is made available through the Building a Stronger Economy (BASE) grant program.

"The BASE program is vital to enhancing Kansas' economic competitiveness," **Governor Laura Kelly said**. "These grants provide essential funding to our local communities, positioning them to succeed and be a place of continued economic growth."

As approved by the Strengthening People and Revitalizing Kansas (SPARK) Executive Committee, the BASE grant program offers matching funds to address economic development opportunities to expand the state's base of businesses and residents to recover from the effects of the COVID-19 pandemic. The SPARK Executive Committee allocated \$100 million in COVID-19 relief funds to the BASE program.

"For our state to grow and businesses to flourish, we need a strong economic foundation in communities across Kansas," **Senate President Ty Masterson said**. "I believe that building that foundation requires strong tax and economic policies. SPARK appropriated funds for these BASE grants because they offer unique opportunities to strengthen those foundations and build a prosperous future for all Kansans."

County and local governments, Economic Development Organizations, local Chambers of Commerce, and other stakeholders were eligible to apply for a BASE grant. There is a minimum 25% applicant match requirement. In addition, applicants were required to document how the project was delayed or affected negatively due to the COVID-19 pandemic and the resulting negative economic conditions. The Department of Commerce received 446 applications totaling \$1.8 billion in requested funds, demonstrating the vast need across the state.

"SPARK is prioritizing investments that will create long-term systemic impacts for Kansans," **House Speaker Ron Ryckman said**. "These BASE grants will do just that by modernizing economic infrastructure in communities across our state to

Media Release: Governor Laura Kelly Announces Infrastructure Project Funding Grant Awardees
that by modernizing economic infrastructure in communities across our state to foster future growth."

In addition to funds awarded, the BASE program has generated \$889.6 million in matching investments by public and private stakeholders for awarded projects.

Projects selected must be completed within two years of the award date. Awardees will be provided with 50% of award allocation in 2022. The remaining 50% of funding will be provided no earlier than January 2023.

"The BASE grants provide critical support for transformational economic development projects across Kansas and will be a huge boost to local economies," **Lieutenant Governor and Secretary of Commerce David Toland said.** "Working in partnership with local leaders enhances the long-term sustainability of the projects and ensures that these targeted dollars will fit the specific needs of each community and their plans for future growth."

For a list of BASE grant recipients and more information about the program, click [here](#).

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