

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX**  
**AUGUST 18, 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) July 21, 2022 Minutes

**3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**

- (3.1) July Financial Reports
- (3.2) Audit vs. 3<sup>rd</sup> Party Financial Preparation

**4. DIRECTOR'S REPORT**

- (4.1) Industrial Revenue Bonds and TIF Review
- (4.2) Housing Update
- (4.3) Update on Great Plains Railroad Relocation Project
- (4.5) Prospect Updates – See Attached Chart

**5. BOARD MEMBER DISCUSSION/QUESTIONS**

**6. 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.*

**7. ADJOURNMENT**

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

**July 21, 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 9:31 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  
Frank Hampton  
Lloyd Davidson  
Max Wellbrock-Talley

Zoom (Z):

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  
Bill Longbine, City Commissioner, City of Salina  
Mike Schrage, City Manager, City of Salina  
Phillip Smith-Hanes, County Administrator, Saline County (Z)  
James Weese, County Commission Chair, Saline County  
Hilary Richards, CPA, Woods & Durham  
Renee Duxler, Workforce & Economic Development Director, Salina Area Chamber of Commerce  
Eric Brown, President/CEO, Salina Area Chamber of Commerce

Absent:

Brian Richardson, Daran Neuschafer, Rob Exline

**(1.2) Public Comment**

No Public Comment

**APPROVAL OF MINUTES**

(2.1) Moved by Davidson, seconded by Maes to approve the June 16, 2022 minutes  
Aye: (6). Nay: (0). Motion carried.

**APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE**

**(3.1) June Financial Reports**

Moved by Davidson, seconded by Brungardt to approve the June 2022 financial reports.  
Aye: (6). Nay: (0). Motion carried.

(3.2) 2021 Audit Report -Hilary Richards, Wood & Durham

Hilary Richards, CPA, Woods & Durham highlighted the audit report to the board.

#### **DIRECTOR'S REPORT**

(4.1) Industrial Revenue Bonds and TIF Review

Robinson outlined the IRB/Incentives policies from Sedgwick County/City of Wichita and Lawrence as possible examples of incentive policies/procedures/guidelines to implement.

(4.2) Housing Update

Ongoing conversations still happening with housing stakeholders and developers.

(4.3) Update of Great Plains Railroad Relocation Project

Project is picking up speed and urgency; however, there are no new job numbers or investment amounts. Project needs rail service, but the rail does need to be relocated for project to move forward.

(4.4) Evergy Training Session – Thursday, July 28<sup>th</sup> 11:30 – 2:00 PM

RSVPs needed for lunch – please respond to Robinson. Session will be at the Salina Airport Authority's Building 600.

(4.5) Prospect Update

Robinson reviewed the updated Prospect Table

(4.6) Panasonic EV Battery Plant in Kansas

Project was announced by Governor Kelly during the week of July 11<sup>th</sup>. Receiving potential state incentives via KDOC. These incentives are performance based and funds do not move until jobs are in place.

(4.7) Chamber Blue of Kansas Program

Eric Brown, President, Salina Area Chamber of Commerce briefly outlined project as it's moving forward. There is a survey that is live. Over 270+ businesses have submitted the interest survey in the first 24 hours that the survey was live. This would be an association health plan through the Chamber of Commerce Executive of Kansas association.

#### **BOARD MEMBER DISCUSSION/QUESTIONS**

N/A

#### **ADJOURNMENT**

Paula Fried, Board President, adjourned the meeting at 10:40 AM

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Paula Fried, Board President

ATTEST:

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Jim Maes, Secretary

**Profit & Loss**

July 2022

	<u>Jul 22</u>
Ordinary Income/Expense	
Income	
Investments	
Interest-Savings, Short-term CD	65.29
Total Investments	65.29
Member Contributions	21,250.00
Total Income	21,315.29
Gross Profit	21,315.29
Expense	
Contract Services	
Accounting Fees	366.66
Total Contract Services	366.66
Facilities and Equipment	
Office Equipment	150.00
Total Facilities and Equipment	150.00
Operations	
Books, Subscriptions, Reference	1,313.90
Postage, Mailing Service	69.70
Supplies	345.03
Telephone, Telecommunications	331.71
Total Operations	2,060.34
Other Types of Expenses	
Depreciation	34.08
Insurance - Liability, D and O	343.50
Total Other Types of Expenses	377.58
Payroll Expenses	
Employee Health Ins	1,745.97
Director Health & Life Ins	2,809.14
Car Allowance	500.00
Payroll Taxes	1,080.77
Wages & Salaries	13,627.58
Total Payroll Expenses	19,763.46
Travel and Meetings	
Meals	242.92
Travel	248.63
Total Travel and Meetings	491.55
Total Expense	23,209.59
Net Ordinary Income	-1,894.30
Net Income	<u><u>-1,894.30</u></u>

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	July 2022	July 2021	Jan - July 22	Jan - July 21	Jan - July 22	Approved
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
Start up Salina Income	-	-	16,000.00	-	-	4000.00
Marketing Events Sponsorships	-	-	-	-	-	0.00
Member Contributions	21,250.00	72,750.00	201,250.00	218,250.00	270,000.00	360000.00
Investments-Interest	65.29	56.66	324.33	407.87	875.00	1500.00
Pass Through Income	-	-	-	-	-	0.00
Miscellaneous Revenue	-	-	-	33.05	-	0.00
Grants	-	-	-	-	-	0.00
<b>Total Income</b>	<b>21,315.29</b>	<b>72,806.66</b>	<b>217,574.33</b>	<b>218,690.92</b>	<b>270,875.00</b>	<b>365,500.00</b>
<b>Gross Profit</b>	<b>21,315.29</b>	<b>72,806.66</b>	<b>217,574.33</b>	<b>218,690.92</b>	<b>270,875.00</b>	<b>365,500.00</b>
<b>Expense</b>						
<b>Business Expenses</b>						
Pass Through Payments	-	-	-	-	-	-
Memberships	-	-	300.00	-	1,458.33	2500.00
Marketing Events	-	-	8,410.78	-	5,833.33	10000.00
Miscellaneous Expense	-	20.00	15.30	185.97	291.67	500.00
Business Registration Fees	-	-	40.00	40.00	23.33	40.00
<b>Total Business Expenses</b>	<b>-</b>	<b>20.00</b>	<b>8,766.08</b>	<b>225.97</b>	<b>7,606.66</b>	<b>13,040.00</b>
<b>Contract Services</b>						
Accounting Fees	366.66	211.94	2,195.80	2,132.79	7,000.00	2550.00
Outside Contract Services	-	850.00	9,000.00	850.00	1,487.50	12000.00
Contract Services - Other	-	-	-	-	-	0.00
<b>Total Contract Services</b>	<b>366.66</b>	<b>1,061.94</b>	<b>11,195.80</b>	<b>2,982.79</b>	<b>8,487.50</b>	<b>14,550.00</b>
<b>Facilities &amp; Equipment</b>						
Computer Replacement	-	-	2,011.57	-	875.00	1500.00
Office Equipment	150.00	-	230.47	-	495.83	850.00
<b>Total Facilities &amp; Equipment</b>	<b>150.00</b>	<b>-</b>	<b>2,242.04</b>	<b>-</b>	<b>1,370.83</b>	<b>2,350.00</b>
<b>Operations</b>						
StartUp Salina Expenses	-	-	16,696.52	3.18	2,333.33	4000.00
Donations (Outgoing Board Recogni	-	-	100.00	50.00	87.50	150.00
Dues & Subscriptions	-	-	690.00	1,123.88	1,750.00	3000.00
Training Fees	-	-	-	-	583.33	1000.00
Advertising/Promotion	-	3,759.76	9,749.36	12,813.00	15,166.67	26000.00
Repairs & Maintenance	-	-	-	128.97	291.67	500.00
Books, Subscriptions, Reference	1,313.90	-	4,830.60	3,182.70	2,333.33	4000.00
Postage, Mailing Service	69.70	-	69.70	-	122.50	210.00

**July 2022**

No assurance is provided on these financial statements

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	July 2022	July 2021	Jan - July 22	Jan - July 21	Jan - July 22	Approved
Printing and Copying	-	37.06	273.13	53.56	700.00	1200.00
Supplies	345.03	56.69	1,450.81	879.49	1,750.00	3000.00
Telephone, Telecommunications	331.71	310.23	1,712.53	2,189.51	2,041.67	3500.00
<b>Total Operations</b>	<b>2,060.34</b>	<b>4,163.74</b>	<b>35,572.65</b>	<b>20,424.29</b>	<b>27,160.00</b>	<b>46,560.00</b>
<b>Other Types of Expenses</b>						
Taxes & Licenses	-	-	-	-	-	
Depreciation	34.08	125.26	326.96	876.82	583.33	1000.00
Other Costs	-	6.81	-	52.01	145.83	6000.00
Insurance - Liability, D and O	343.50	351.50	5,577.35	5,437.00	3,500.00	250.00
<b>Total Other Types of Expenses</b>	<b>377.58</b>	<b>483.57</b>	<b>5,904.31</b>	<b>6,365.83</b>	<b>4,229.16</b>	<b>7,250.00</b>
<b>Payroll Expenses</b>						
Retirement Contribution	-	-	5,547.40	5,526.34	7,000.00	12000.00
Director Relocation Expense	-	-	-	-	-	
Employee Health Ins	1,745.97	419.19	8,233.20	2,934.33	4,083.33	7000.00
Director Health & Life Ins	2,809.14	672.40	14,664.32	5,388.74	7,000.00	12000.00
Car Allowance	500.00	500.00	3,500.00	3,500.00	3,500.00	6000.00
Payroll Taxes	1,080.77	1,040.72	8,257.81	7,683.03	8,604.17	14750.00
Wages & Salaries	13,627.58	13,104.18	101,945.15	98,384.61	105,000.00	180000.00
<b>Total Payroll Expenses</b>	<b>19,763.46</b>	<b>15,736.49</b>	<b>142,147.88</b>	<b>123,417.05</b>	<b>135,187.50</b>	<b>231,750.00</b>
<b>Travel and Meetings</b>						
Meals	242.92	-	1,367.68	158.21	2,916.67	5000.00
Conference, Convention, Meet	-	-	75.63	-	1,458.33	2500.00
Travel	248.63	332.79	853.45	439.19	6,708.33	11500.00
Travel and Meetings - Other	-	-	19.00	-	583.33	1000.00
<b>Total Travel and Meetings</b>	<b>491.55</b>	<b>332.79</b>	<b>2,315.76</b>	<b>597.40</b>	<b>11,666.66</b>	<b>20,000.00</b>
<b>Total Expense</b>	<b>23,209.59</b>	<b>21,798.53</b>	<b>208,144.52</b>	<b>154,013.33</b>	<b>195,708.31</b>	<b>333,150.00</b>
<b>Net Ordinary Income</b>	<b>(1,894.30)</b>	<b>51,008.13</b>	<b>9,429.81</b>	<b>64,677.59</b>	<b>75,166.69</b>	<b>32,350.00</b>
	<b>(1,894.30)</b>	<b>51,008.13</b>	<b>9,429.81</b>	<b>64,677.59</b>	<b>75,166.69</b>	<b>32,350.00</b>

Salina Community Economic Development Organization, Inc.

Check Detail

July 2022

Type	Date	Name	Account	Paid Amount	Original Amount
Check	07/11/2022	Kansas Department of Revenue	First Bank Kansas		-33.00
			State W/H Taxes	-33.00	33.00
TOTAL				-33.00	33.00
Check	07/11/2022	Kansas Department of Revenue	First Bank Kansas		-347.00
			State W/H Taxes	-347.00	347.00
TOTAL				-347.00	347.00
Check	07/13/2022	Internal Revenue Service	First Bank Kansas		-2,214.94
			FICA Taxes	-875.91	875.91
			Medicare Taxes	-204.85	204.85
			Federal W/H Taxes	-1,134.18	1,134.18
TOTAL				-2,214.94	2,214.94
Check	07/15/2022	Accident Fund	First Bank Kansas		-343.50
			Insurance - Liability, D and O	-343.50	343.50
TOTAL				-343.50	343.50
Check	07/25/2022	Kansas Department of Revenue	First Bank Kansas		-347.00
			State W/H Taxes	-347.00	347.00
TOTAL				-347.00	347.00
Check	07/27/2022	Internal Revenue Service	First Bank Kansas		-2,214.94
			FICA Taxes	-875.91	875.91
			Medicare Taxes	-204.85	204.85
			Federal W/H Taxes	-1,134.18	1,134.18

Salina Community Economic Development Organization, Inc.

Check Detail

July 2022

	<u>Type</u>	<u>Date</u>	<u>Name</u>	<u>Account</u>	<u>Paid Amount</u>	<u>Original Amount</u>
TOTAL					-2,214.94	2,214.94
	<b>Check</b>	<b>07/08/2022</b>	<b>Robinson, Mitch</b>	<b>First Bank Kansas</b>		<b>-3,893.95</b>
				Wages & Salaries	-5,410.59	5,410.59
				Car Allowance	-250.00	250.00
				FICA Taxes	701.92	-701.92
				Medicare Taxes	164.16	-164.16
				Federal W/H Taxes	1,041.60	-1,041.60
				State W/H Taxes	292.00	-292.00
				Payroll Taxes	-433.04	433.04
TOTAL					-3,893.95	3,893.95
	<b>Check</b>	<b>07/08/2022</b>	<b>Robin M Vanatta</b>	<b>First Bank Kansas</b>		<b>-1,148.28</b>
				Wages & Salaries	-1,403.20	1,403.20
				FICA Taxes	173.98	-173.98
				Medicare Taxes	40.70	-40.70
				Federal W/H Taxes	92.58	-92.58
				State W/H Taxes	55.00	-55.00
				Payroll Taxes	-107.34	107.34
TOTAL					-1,148.28	1,148.28
	<b>Check</b>	<b>07/22/2022</b>	<b>Robinson, Mitch</b>	<b>First Bank Kansas</b>		<b>-3,893.95</b>
				Wages & Salaries	-5,410.59	5,410.59
				Car Allowance	-250.00	250.00
				FICA Taxes	701.92	-701.92
				Medicare Taxes	164.16	-164.16
				Federal W/H Taxes	1,041.60	-1,041.60
				State W/H Taxes	292.00	-292.00
				Payroll Taxes	-433.04	433.04
TOTAL					-3,893.95	3,893.95



Salina Community Economic Development Organization, Inc.

Check Detail

July 2022

Type	Date	Name	Account	Paid Amount	Original Amount
Check	07/22/2022	Robin M Vanatta	First Bank Kansas		-1,148.27
			Wages & Salaries	-1,403.20	1,403.20
			FICA Taxes	174.00	-174.00
			Medicare Taxes	40.70	-40.70
			Federal W/H Taxes	92.58	-92.58
			State W/H Taxes	55.00	-55.00
			Payroll Taxes	-107.35	107.35
TOTAL				-1,148.27	1,148.27
Bill Pmt -Check	07/18/2022	Visa - First Bank Kansas	First Bank Kansas		-2,758.00
Bill	06/30/2022		VISA - First Bank Kansas	-2,758.00	2,758.00
TOTAL				-2,758.00	2,758.00
Bill Pmt -Check	07/01/2022	Be Wealth	First Bank Kansas		-150.00
Bill	07/01/2022		Office Equipment	-150.00	150.00
TOTAL				-150.00	150.00
Bill Pmt -Check	07/18/2022	SS&C Solutions Inc	First Bank Kansas		-216.66
Bill	06/30/2022		Accounting Fees	-216.66	216.66
TOTAL				-216.66	216.66
Bill Pmt -Check	07/18/2022	Blue Cross & Blue Shield of Kansas	First Bank Kansas		-4,555.11
Bill	07/18/2022		Director Health & Life Ins	-2,809.14	2,809.14
			Employee Health Ins	-1,745.97	1,745.97
TOTAL				-4,555.11	4,555.11
Bill Pmt -Check	07/22/2022	Robinson, Mitch	First Bank Kansas		-288.63

Salina Community Economic Development Organization, Inc.

Check Detail

July 2022

Type	Date	Name	Account	Paid Amount	Original Amount
Bill	07/22/2022		Travel	-248.63	248.63
			Telephone, Telecommunications	-40.00	40.00
TOTAL				-288.63	288.63
<b>Bill Pmt -Check</b>	<b>07/22/2022</b>	<b>Robin Vanatta</b>	<b>First Bank Kansas</b>		<b>-40.00</b>
Bill	07/22/2022		Telephone, Telecommunications	-40.00	40.00
TOTAL				-40.00	40.00
<b>Bill Pmt -Check</b>	<b>07/27/2022</b>	<b>Quill</b>	<b>First Bank Kansas</b>		<b>-345.03</b>
Bill	07/27/2022		Supplies	-345.03	345.03
TOTAL				-345.03	345.03
<b>Bill Pmt -Check</b>	<b>07/27/2022</b>	<b>Cox Business</b>	<b>First Bank Kansas</b>		<b>-68.67</b>
Bill	07/27/2022		Telephone, Telecommunications	-68.67	68.67
TOTAL				-68.67	68.67

**Salina Community Economic Development Organization, Inc.**  
**VISA-First Bank Kansas**  
**Charges on Card**

<u>Date</u>	<u>Name</u>	<u>Memo</u>	<u>Split</u>	<u>Amount</u>	<u>Balance</u>
Jul 22					
07/01/2022	USPS	Mailing Charge - Jim Sponder/1 Vision Aviation Packet	Postage, Mailing Service	8.70	8.70
07/01/2022	Zoom.US	Zoom Monthly Subscription - Admin Asst Account	Telephone, Telecommunications	16.52	25.22
07/01/2022	Adobe	Monthly Subscription - Zoom Monthly Subscription - Ex. Director	Books, Subscriptions, Reference	10.91	36.13
07/02/2022	Zoom.US	Zoom Monthly Subscription - Ex. Director Account	Telephone, Telecommunications	16.52	52.65
07/14/2022	Buffalo Wings & Rings	Meeting Meal in Wichita	Meals	19.98	72.63
07/19/2022	Gannett Newspaper	Salina Journal Subscription	Books, Subscriptions, Reference	7.99	80.62
07/26/2022	Arbys (Junction City, KS)	Meeting/Travel Meal Catering - Evergy Economic Development 101 Session	Meals	12.05	92.67
07/29/2022	McAlister's		Meals	181.32	273.99
07/29/2022	Hickory Hut	Meeting Meal with Tim Zimmerman (KDOC)	Meals	29.57	303.56
Jul 22				<u><b>303.56</b></u>	<u><b>303.56</b></u>

## **August 2022 REPORT**

### **MARKETING**

Working with Evergy I attended a training session held at their KC offices discussing various programs offering information updates on these programs available in Kansas and/or Missouri. Chad Chancellor of the Next Move Group made a presentation concerning latest trends in economic development.

Chad Chancellor visited Salina and made a presentation to several board members and community leaders. After the presentation I told Chad and Lisa Franklin of Evergy on a community tour since neither of them had ever been to Salina. Both were very impressed with what was going on in our community.

### **WORKFORCE TALENT / HOUSING**

Waiting for final confirmation that the Schwan's Company has leased the former Montessori School for up to 60 spots for childcare. The company will lease the building and have the YMCA run the childcare operation. The company has approved the agreement and the attorney for the YMCA is reviewing the documents now.

### **ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT**

The Startup Salina monthly meeting met on Wednesday, August 3<sup>rd</sup>.th. The speaker was Tia Westling, owner of Kid's Creative Corner. Tia was the second place winner in the first Charlie Walker Entrepreneurial Challenge held in March of this past year.

### **PROSPECT MANAGEMENT**

Jeff Maes has continued to work with Project JR landowners. He has an option signed on one tract of land and working with another family to get their ground under option and completed within the next few days. Company representatives visited with several large farmers in far western Kansas. While on vacation in Kentucky last week I drove by the company's facility in Henderson, KY. The buildings and property is in excellent condition.

Project American Memory is another Dept of Commerce project that we submitted a proposal for. See the August Prospect Table for more information on the project.

Project Singularity is a second Dept of Commerce project we submitted a proposal for. See the August Prospect Table for more information on the project.

The Great Plains project to change rail service north of their plant has changed with rail now needed for their future needs. Still working with our contractor and the Union Pacific staff. Several funding options are now available.

Developer interested in Salina for a new truck stop complex met with Development Review Team at City Hall to discuss a location on the west side of Salina along Interstate 135. The developer is moving forward with developing partners for this project.

**SITES / BUILDINGS / TOOLS:**

Continue to monitor sites and available buildings within the community.

**MONTHLY WEB/SOCIAL MEDIA STATISTICS**

Website – (reported July 2022)

768 users      579 New Users      862 Sessions      1.12 Pgs/Session      0:29 Avg Session  
1,269 Pageviews

Website –7/17/2022 – 8/11/2022

**151 users      146 New Users      162 Sessions      1.07 Pgs/Session      0:53 Avg Session  
282 Pageviews**

Facebook – (reported July 2021)

1,643 Page Reach      1,060 Post Reach      74 Page Visits      746 Followers

Facebook – 6/20/2022 – 7/17/2022

**1,643 Page Reach      479 Post Reach      57 Post Engagement      755 Followers**

Start Up Salina Facebook Group

4/15/2022 – 322 members (+5)  
5/13/2022 – 326 members (+4)  
6/9/2022 – 330 members (+4)  
7/18/2022 – 334 members (+4)  
8/11/2022 – 334 members (--)



# 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	Starting Next Step - 4/1/2022	Visited August 23rd	Energy Storage 3-4 years for approval	0	0	\$330M	Energy	20-40 acres under option	
21-18	Project JR	KC Realtor	Active	11/19/2021	Il set price and target	Warehouse for existing company from outside the region.	Warehouse seeking rural location on Interstate	5 Warehousing Positions + 15 Sales	?	\$20 Million	Warehousing & Regional Office 60,000 SF Rural Location	150 acres on Interstate interchange for warhouse and test plots	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	Active	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
22-06	Project Minnesota	MN Based Realtor	Active	4/27/2022	Submitted 4/28/2022	Unknown	Unknown	?	?	?	?	100-150 acres w/rail	Unknown
22-07	Project Slat	KDOC - RJ	Active	7/5/2022	Submitted 7/8/2022	Plastics	Plastics	200-300 per shift - 3 shift goal	\$18-\$20/hour	TBD	Mfg Distribution	50-80 acres	150,000-250,000 SF
22-08	Project American Memory	KDOC	New	7/29/2022	Submitted 8/12/2022	Semi Conductor Fabrication Plant	Nanotube Technology Research & Development	127	\$45,000 - \$220,500 (\$21.63 to \$106)	\$362 Million over 5-year period	Research & Dev	+ / - 10 acres	50,000 SF
22-09	Project Singularity	KDOC	New	8/5/2022	Submitted 8/12/2022	New Production Facility and US HQ Location	Precision Machining Company and Tier 2 supplier to the Semiconductor industry	500	?	\$90 Million over 5 years	Production Facility	20 acres (The plot needs to accommodate building for employee childcare, parking spaces, turcking/loading area, and solar panels)	Up to 50,000 SF