

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
SEPTEMBER 15, 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) August 18, 2022 Minutes
 - (2.2) September 8, 2022 Special Meeting

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) August Financial Reports
 - (3.2) Audit vs. 3rd Party Financial Preparation

- 4. MONTHLY SPOTLIGHT- TIM ROGERS, SALINA AIRPORT AUTHORITY UPDATE**

- 5. DIRECTOR’S REPORT**
 - (4.1) Geoprobe/Dominion Resources LLC IRB’s
 - (4.2) Housing Update
 - (4.3) Update on Great Plains Railroad Relocation Project
 - (4.5) 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.**

August 18, 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 Brian Richardson, Board Vice 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:

Rob Exline
Frank Hampton
Lloyd Davidson
Daran Neuschafer
Brian Richardson

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 (Z)
Phillip Smith-Hanes, County Administrator, Saline County
James Weese, County Commission Chair, Saline County
Melissa Bixby, Loan Officer/Market President, Central National Bank
Eric Brown, President/CEO, Salina Area Chamber of Commerce

Absent:

Paula Fried, Max Wellbrock-Talley, Pete Brungardt, Jim Maes

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Neuschafer, seconded by Hampton to approve the July 21, 2022 minutes
Aye: (5). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) July Financial Reports

Moved by Exline, seconded by Davidson to approve the July 2022 financial reports.
Aye: (5). Nay: (0). Motion carried.

(3.2) Audit vs. 3rd Party Financial Preparation

Davidson would like to secure additional information from our current accounting-related vendors. He hopes to have a recommendation to present to the board at the next meeting.

DIRECTOR'S REPORT

(4.1) Industrial Revenue Bonds and TIF Review

Robinson is still working on outlining key points from several comparable cities in Kansas to create a baseline incentives guideline to present to the board for review and possible recommendation. Robinson is also working with the County's intern to update their incentive policies.

(4.2) Housing Update

Ongoing conversations still happening with housing stakeholders and developers. City Manager Schrage gave updates on several housing projects that are currently under review and/or construction.

(4.3) Update of Great Plains Railroad Relocation Project

Project now needs rail service for expansion, but it still needs relocated to accommodate the expansion. Robinson has a conference call on 8/18/2022 for further discussion.

(4.4) Prospect Update

Robinson reviewed the updated Prospect Table

BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Davidson, seconded by Neuschafer to adjourn the board meeting.

Aye: (5). Nay: (0). Motion carried. The meeting was adjourned at 10:15 AM

Brian Richardson, Board Vice President

ATTEST:

Jim Maes, Secretary

CITY OF SALINA, KANSAS
SPECIAL CALLED MEETING OF THE SALINA COMMUNITY ECONOMIC
DEVELOPMENT ORGANIZATION, INC.
September 8, 2022 --Via in person and Zoom Link

CALL TO ORDER AND ROLL CALL

The Special Called 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
Lloyd Davidson
Daran Neuschafer
Paula Fried
Max Wellbrock-Talley
Pete Brungardt

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
Tim Rogers, Executive Director, Salina Airport Authority (Z)
Tom Omli, President, Dominion Resources LLC
Larry Kejr, CFO, Dominion Resources LLC
Miles Wolters, Controller, Dominion Resources LLC

Absent:

Rob Exline
Frank Hampton
Brian Richardson

(1.2) Public Comment
No Public Comment

INDUSTRIAL REVENUE BONDS FOR LOCAL COMPANY

(2.1) Presentation by company officials

Omlie gave a brief presentation of the history and mission of the company, followed by a question-answer period with the board members.

Expansion Project Investment:

- 57,600 square foot expansion
- 40 new jobs
- \$5 Million investment
- \$2 Million to outfit the expansion
- Highly skilled assembly positions @ estimated \$19.75 (lower end estimate)
- Increased production with the ability to double the rig output by dollar volume
- Committed \$1 Million in personal investment to lessen the debt load
- Utilities are all in place from 2008 expansion

EXECUTIVE SESSION

(3.1) Discussion of Prospective Industry (15 minutes)

Moved by Maes, seconded by Neuschafer for the Salina Community Economic Development Organization board of directors recess into an executive session for 15 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 12:50 PM. Aye: (6). Nay: (0). Motion carried.

ACTION ITEMS

Moved by Davidson, seconded by Brungardt to recommend to the City of Salina City Commission a 100% abatement for 10 years for property tax and sales tax related to construction materials for the expansion project. Aye: (6). Nay: (0). Motion carried.

ADJOURNMENT

Moved by Davidson, seconded by Maes to adjourn the board meeting. Aye: (6). Nay: (0). Motion carried. The meeting was adjourned at 1:00 PM

Paula Fried, Board President

ATTEST:

Jim Maes, Secretary

Statement of Financial Position

As of August 31, 2022

	<u>Aug 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	208,154.13
First Bank Kansas	67,331.96
Total Checking/Savings	<u>275,486.09</u>
Other Current Assets	
Member Contribution Receivable	1,058,962.00
Prepaid Health Insurance	-6,769.74
Total Other Current Assets	<u>1,052,192.26</u>
Total Current Assets	1,327,678.35
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-5,110.83
Furniture and Equipment - Other	7,413.08
Total Furniture and Equipment	<u>2,302.25</u>
Total Fixed Assets	<u>2,302.25</u>
TOTAL ASSETS	<u>1,329,980.60</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
VISA - First Bank Kansas	-66.55
Total Credit Cards	-66.55
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-188.93
Medicare Taxes	-44.17
Federal W/H Taxes	1,134.18
State W/H Taxes	796.00
Federal Unemployment Taxes	-1,218.19
State Unemployment Taxes	-504.00
Total Payroll Liabilities	<u>-25.11</u>
Total Other Current Liabilities	<u>-25.11</u>
Total Current Liabilities	<u>-91.66</u>
Total Liabilities	-91.66
Equity	
Retained Earnings	1,284,376.86
Net Income	45,695.40
Total Equity	<u>1,330,072.26</u>
TOTAL LIABILITIES & EQUITY	<u>1,329,980.60</u>

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	Aug 2022	Aug 2021	Jan - Aug 22	Jan - Aug 21	Jan - Aug 22	Approved
Ordinary Income/Expense						
Income						
Start up Salina Income	-	-	16,000.00	-	-	4000.00
Marketing Events Sponsorships	-	-	-	-	-	0.00
Member Contributions	68,750.00	-	270,000.00	218,250.00	270,000.00	360000.00
Investments-Interest	100.18	54.90	424.51	462.77	1,000.00	1500.00
Pass Through Income	-	-	-	-	-	0.00
Miscellaneous Revenue	-	-	-	33.05	-	0.00
Grants	-	-	-	-	-	0.00
Total Income	68,850.18	54.90	286,424.51	218,745.82	271,000.00	365,500.00
Gross Profit	68,850.18	54.90	286,424.51	218,745.82	271,000.00	365,500.00
Expense						
Business Expenses						
Pass Through Payments	-	-	-	-	-	-
Memberships	-	-	300.00	-	1,666.67	2500.00
Marketing Events	-	-	8,410.78	-	6,666.67	10000.00
Miscellaneous Expense	-	20.00	15.30	205.97	333.33	500.00
Business Registration Fees	-	-	40.00	40.00	26.67	40.00
Total Business Expenses	-	20.00	8,766.08	245.97	8,693.34	13,040.00
Contract Services						
Accounting Fees	9,116.64	546.90	11,312.44	2,679.69	8,000.00	2550.00
Outside Contract Services	-	25,000.00	9,000.00	25,850.00	1,700.00	12000.00
Contract Services - Other	-	-	-	-	-	0.00
Total Contract Services	9,116.64	25,546.90	20,312.44	28,529.69	9,700.00	14,550.00
Facilities & Equipment						
Computer Replacement	-	-	2,011.57	-	1,000.00	1500.00
Office Equipment	-	-	230.47	-	566.67	850.00
Total Facilities & Equipment	-	-	2,242.04	-	1,566.67	2,350.00
Operations						
StartUp Salina Expenses	6.87	-	16,703.39	3.18	2,666.67	4000.00
Donations (Outgoing Board Recogni	-	-	100.00	50.00	100.00	150.00
Dues & Subscriptions	210.00	-	900.00	1,123.88	2,000.00	3000.00
Training Fees	2,000.00	-	2,000.00	-	666.67	1000.00
Advertising/Promotion	5,545.00	1,500.00	15,294.36	14,313.00	17,333.33	26000.00
Repairs & Maintenance	-	-	-	128.97	333.33	500.00
Books, Subscriptions, Reference	18.90	-	4,849.50	3,182.70	2,666.67	4000.00
Postage, Mailing Service	-	-	69.70	-	140.00	210.00

August 2022

No assurance is provided on these financial statements

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	Aug 2022	Aug 2021	Jan - Aug 22	Jan - Aug 21	Jan - Aug 22	Approved
Printing and Copying	-	-	273.13	53.56	800.00	1200.00
Supplies	26.93	141.42	1,477.74	1,020.91	2,000.00	3000.00
Telephone, Telecommunications	181.71	160.23	1,894.24	2,349.74	2,333.33	3500.00
Total Operations	7,989.41	1,801.65	43,562.06	22,225.94	31,040.00	46,560.00
Other Types of Expenses						
Taxes & Licenses	-	-	-	-	-	
Depreciation	34.08	45.43	361.04	922.25	666.67	1000.00
Other Costs	-	5.88	-	57.89	166.67	6000.00
Insurance - Liability, D and O	-	-	5,577.35	5,437.00	4,000.00	250.00
Total Other Types of Expenses	34.08	51.31	5,938.39	6,417.14	4,833.34	7,250.00
Payroll Expenses						
Retirement Contribution	-	-	5,547.40	5,526.34	8,000.00	12000.00
Director Relocation Expense	-	-	-	-	-	
Employee Health Ins	-	520.21	8,233.20	3,454.54	4,666.67	7000.00
Director Health & Life Ins	-	843.65	14,664.32	6,232.39	8,000.00	12000.00
Car Allowance	500.00	500.00	4,000.00	4,000.00	4,000.00	6000.00
Payroll Taxes	1,080.75	1,040.71	9,338.56	8,723.74	9,833.33	14750.00
Wages & Salaries	13,627.58	13,104.19	115,572.73	111,488.80	120,000.00	180000.00
Total Payroll Expenses	15,208.33	16,008.76	157,356.21	139,425.81	154,500.00	231,750.00
Travel and Meetings						
Meals	0.00	114.44	1,367.68	272.65	3,333.67	5000.00
Conference, Convention, Meet	-	-	75.63	-	1,666.67	2500.00
Travel	236.13	681.99	1,089.58	1,121.18	7,666.67	11500.00
Travel and Meetings - Other	-	-	19.00	-	666.67	1000.00
Total Travel and Meetings	236.13	796.43	2,551.89	1,393.83	13,333.68	20,000.00
Total Expense	32,584.59	44,225.05	240,729.11	198,238.38	223,667.03	333,150.00
Net Ordinary Income	36,265.59	(44,170.15)	45,695.40	20,507.44	47,332.97	32,350.00
Net Income - 2022 Reserve Funds (\$30,000)	6,265.59		15,695.40		17,332.97	2,350.00

Salina Community Economic Development Organization, Inc.
Check Detail
August 2022

<u>Type</u>	<u>Num</u>	<u>Date</u>	<u>Name</u>	<u>Account</u>	<u>Paid Amount</u>	<u>Original Amount</u>
Check		08/10/2022	Kansas Department of Revenue	First Bank Kansas		-347.00
				State W/H Taxes	-347.00	347.00
					<u>-347.00</u>	<u>347.00</u>
Check		08/10/2022	Internal Revenue Service	First Bank Kansas		-2,214.92
				FICA Taxes	-875.90	875.90
				Medicare Taxes	-204.84	204.84
				Federal W/H Taxes	-1,134.18	1,134.18
					<u>-2,214.92</u>	<u>2,214.92</u>
Bill Pmt -Check		08/19/2022	Robinson, Mitch	First Bank Kansas		0.00
General Journal	W&D21-02	12/31/2021	Robinson, Mitch	Accounts Payable	0.00	-681.94
					<u>0.00</u>	<u>-681.94</u>
Check		08/25/2022	Kansas Department of Revenue	First Bank Kansas		-347.00
				State W/H Taxes	-347.00	347.00
					<u>-347.00</u>	<u>347.00</u>
Check	ACH	08/24/2022	Internal Revenue Service	First Bank Kansas		-2,214.92
				FICA Taxes	-875.90	875.90
				Medicare Taxes	-204.84	204.84
				Federal W/H Taxes	-1,134.18	1,134.18
					<u>-2,214.92</u>	<u>2,214.92</u>
Check	2112	08/05/2022	Robinson, Mitch	First Bank Kansas		-3,893.97
				Wages & Salaries	-5,410.59	5,410.59

Salina Community Economic Development Organization, Inc.

Check Detail

August 2022

Car Allowance	-250.00	250.00
FICA Taxes	701.90	-701.90
Medicare Taxes	164.14	-164.14
Federal W/H Taxes	1,041.60	-1,041.60
State W/H Taxes	292.00	-292.00
Payroll Taxes	-433.02	433.02
	<u>-3,893.97</u>	<u>3,893.97</u>

Check 2113 08/05/2022 Robin M Vanatta First Bank Kansas -1,148.28

Wages & Salaries	-1,403.20	1,403.20
FICA Taxes	174.00	-174.00
Medicare Taxes	40.68	-40.68
Federal W/H Taxes	92.58	-92.58
State W/H Taxes	55.00	-55.00
Payroll Taxes	-107.34	107.34
	<u>-1,148.28</u>	<u>1,148.28</u>

Check 2114 08/19/2022 Robinson, Mitch First Bank Kansas -3,893.95

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
	<u>-3,893.95</u>	<u>3,893.95</u>

Check 2115 08/19/2022 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

Salina Community Economic Development Organization, Inc.
Check Detail
August 2022

				Federal W/H Taxes	92.58	-92.58
				State W/H Taxes	55.00	-55.00
				Payroll Taxes	-107.35	107.35
					<u>-1,148.27</u>	<u>1,148.27</u>
Bill Pmt -Check	2729	08/08/2022	SS&C Solutions Inc	First Bank Kansas		-366.66
Bill	107081	07/31/2022		Accounting Fees	-366.66	366.66
					<u>-366.66</u>	<u>366.66</u>
Bill Pmt -Check	2730	08/08/2022	USPS	First Bank Kansas		-61.00
Bill		07/31/2022		Postage, Mailing Service	-61.00	61.00
					<u>-61.00</u>	<u>61.00</u>
Bill Pmt -Check	2731	08/08/2022	Aviation Week Network	First Bank Kansas		-1,295.00
Bill	75061959	07/31/2022		Books, Subscriptions, Reference	-1,295.00	1,295.00
					<u>-1,295.00</u>	<u>1,295.00</u>
Bill Pmt -Check	2732	08/08/2022	Salina Area Chamber of Commerce	First Bank Kansas		-150.00
Bill	51550	07/31/2022		Telephone, Telecommunications	-150.00	150.00
					<u>-150.00</u>	<u>150.00</u>
Bill Pmt -Check	2733	08/08/2022	Visa - First Bank Kansas	First Bank Kansas		-307.51
Bill		08/08/2022		VISA - First Bank Kansas	-307.51	307.51
					<u>-307.51</u>	<u>307.51</u>
Bill Pmt -Check	2734	08/08/2022	Salina Rotary Club	First Bank Kansas		-210.00
Bill		08/08/2022		Dues & Subscriptions	-210.00	210.00
					<u>-210.00</u>	<u>210.00</u>

Salina Community Economic Development Organization, Inc.
Check Detail
August 2022

Bill Pmt -Check	2735	08/19/2022	Robinson, Mitch	First Bank Kansas		-276.13
Bill		08/19/2022		Telephone, Telecommunications	-40.00	40.00
				Travel	-16.00	16.00
				Travel	-220.13	220.13
					<u>-276.13</u>	<u>276.13</u>
Bill Pmt -Check	2736	08/19/2022	Robin Vanatta	First Bank Kansas		-40.00
Bill		08/19/2022		Telephone, Telecommunications	-40.00	40.00
					<u>-40.00</u>	<u>40.00</u>
Bill Pmt -Check	2737	08/19/2022	Cox Business	First Bank Kansas		-68.67
Bill		08/19/2022		Telephone, Telecommunications	-68.67	68.67
					<u>-68.67</u>	<u>68.67</u>
Bill Pmt -Check	2738	08/22/2022	Woods & Durham	First Bank Kansas		-8,900.00
Bill		08/22/2022		Accounting Fees	-8,900.00	8,900.00
					<u>-8,900.00</u>	<u>8,900.00</u>
Bill Pmt -Check	2739	08/22/2022	Global Site Location Industries, LLC	First Bank Kansas		-4,950.00
Bill		08/22/2022		Advertising/Promotion	-4,950.00	4,950.00
					<u>-4,950.00</u>	<u>4,950.00</u>
Bill Pmt -Check	2740	08/22/2022	The Next Move Group	First Bank Kansas		-2,000.00
Bill	2115	08/22/2022		Training Fees	-2,000.00	2,000.00
					<u>-2,000.00</u>	<u>2,000.00</u>
Bill Pmt -Check	2741	08/22/2022	Business Xpansion Journal	First Bank Kansas		-595.00

Salina Community Economic Development Organization, Inc.
Check Detail
August 2022

Bill		08/22/2022		Advertising/Promotion	<u>-595.00</u>	<u>595.00</u>
					-595.00	595.00
Bill Pmt -Check	2742	08/24/2022	Visa - First Bank Kansas	First Bank Kansas		-85.74
Bill		08/31/2022		VISA - First Bank Kansas	<u>-85.74</u>	<u>85.74</u>
					-85.74	85.74
Bill Pmt -Check	2743	08/24/2022	SS&C Solutions Inc	First Bank Kansas		-216.64
Bill		08/31/2022		Accounting Fees	<u>-216.64</u>	<u>216.64</u>
					-216.64	216.64

Salina Community Economic Development Organization, Inc.

Deposit Detail

August 2022

Type	Num	Date	Name	Account	Amount
Deposit		08/01/2022		First Bank Kansas	3,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-3,000.00
				TOTAL	-3,000.00
Deposit		08/03/2022		First Bank Kansas-Sweep Acct	1,000.00
			First Bank Kansas	First Bank Kansas	-1,000.00
				TOTAL	-1,000.00
Deposit		08/05/2022		First Bank Kansas	5,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-5,000.00
				TOTAL	-5,000.00
Deposit		08/10/2022		First Bank Kansas	3,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-3,000.00
				TOTAL	-3,000.00
Deposit		08/12/2022		First Bank Kansas	2,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-2,000.00
				TOTAL	-2,000.00
Deposit		08/15/2022		First Bank Kansas	68,750.00
			City of Salina	Member Contributions	-68,750.00
				TOTAL	-68,750.00
Deposit		08/15/2022		First Bank Kansas-Sweep Acct	69,000.00
			First Bank Kansas	First Bank Kansas	-69,000.00
				TOTAL	-69,000.00
Bill Pmt -Check		08/19/2022	Robinson, Mitch	First Bank Kansas	0.00
General Journal	W&D21-02	12/31/2021	Robinson, Mitch	Accounts Payable	-681.94
				TOTAL	-681.94
Deposit		08/23/2022		First Bank Kansas	6,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-6,000.00
				TOTAL	-6,000.00

Salina Community Economic Development Organization, Inc.

Deposit Detail

August 2022

Deposit	08/24/2022	First Bank Kansas	2,000.00
		First Bank Kansas-sweep	First Bank Kansas-Sweep Acct
			<u>-2,000.00</u>
		TOTAL	-2,000.00
Deposit	08/30/2022	First Bank Kansas	3,000.00
		First Bank Kansas-sweep	First Bank Kansas-Sweep Acct
			<u>-3,000.00</u>
		TOTAL	-3,000.00
Deposit	08/31/2022	First Bank Kansas	9,000.00
		First Bank Kansas-sweep	First Bank Kansas-Sweep Acct
			<u>-9,000.00</u>
		TOTAL	-9,000.00
Deposit	08/31/2022	First Bank Kansas-Sweep Acct	100.18
		Interest-Savings, Short-term CD	<u>-100.18</u>
		TOTAL	-100.18

SEPTEMBER 2022 REPORT

MARKETING

Working with KS Salina on an exciting project took part in a conference call with Department of Commerce Deputy Director, President Starkey and company representatives. Promoted the community to the California based prospect as well as possible funding sources from DOC.

WORKFORCE TALENT / HOUSING

Had multiple sessions with Leadell Ediger concerning childcare projects being considered here in Salina and Saline County. Meeting with city planning staff had to be postponed due to conflict with State of Kansas housing meeting. Been rescheduled to this month.

Continue to watch Drever Project and support city where needed. Also keep identifying possible developers from KC, Wichita and outside the State of Kansas that could meet local needs for apartments and single family homes.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

Due to conflict with Labor Day, no program was held for the month. The remaining programs for the year are booked with local business owner Jason Bathon will be the program.

We have had several new retail type start up's make contact with us concerning information about starting a business. One food truck has also be seeking assistance.

PROSPECT MANAGEMENT

Jeff Maes has continued to work with Project JR landowners. Second landowner is not receptive to selling the property and wants to develop it themselves. More contacts are being made..

Project American Memory is another Dept of Commerce project that we submitted a proposal for. Salina looks very good as a possible prime site.

Project Stamper is an aviation project that Dept of Commerce project we submitted a site 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. The engineering firm is working with Great Plains and the UP on working out a possible plan for changes.

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 August 2022)

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

Website –8/12/2022 – 9/12/2022

200 users 196 New Users 214 Sessions 1.50 Pgs/Session 0:31 Avg Session
321 Pageviews

Facebook – (reported August 2021)

1,643 Page Reach 479 Post Reach 57 Page Visits 755 Followers

Facebook – 8/12/2022 – 9/12/2022

381 Page Reach 709 Post Reach 97 Page Visits 766 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 (--)
9/13/2022 – 338 members (+4)



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
22-03	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	Active	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	Active	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, trucking/loading area, and solar panels)	Up to 50,000 SF
22-10	Project Stamper	KDOC	New	8/26/2022	9/7/2022	Aviation Production Facility	Some type aviation	Up to 1200	\$100K	\$350-\$400 M over 5 years	Production Facility	20 acres with option for 30-80 more	600,000 SF
22-11	Project Imagination	K.S. Salina	New	7/5/2022	Ongoing	CA based company provide services to KS Salina	High Tech Imaging	5 to 300	\$100K+	?	High Tech Image	Existing Hanger	KS Salina Hanger