

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
JANUARY 19, 2023 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) December 15, 2022 Minutes

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

- 4. DIRECTOR’S REPORT**
 - (4.1) Beck Hybrids Update
 - (4.2) Warehouse Project – January 26th
 - (4.3) Industrial Revenue Bond Revisions/Updates
 - (4.4) City of Salina Housing RFP
 - (4.5) Board Positions
 - (4.6) Prospect Updates – See Attached Chart

- 5. BOARD MEMBER DISCUSSION/QUESTIONS**

- 6. EXECUTIVE SESSION**
 - (6.1) 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.**

December 15, 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:

Frank Hampton
Daran Neuschafer
Brian Richardson
Paula Fried
Jim Maes
Lloyd Davidson
Pete Brungardt

Zoom (Z):

Also present:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Bill Longbine, City Commissioner, City of Salina (*out at 10:00 AM*)
Mike Schrage, City Manager, City of Salina
Phillip Smith-Hanes, County Administrator, Saline County
James Weese, County Commission Chair, Saline County
Eric Brown, President/CEO, Salina Area Chamber of Commerce
Renee Duxler, Dir-Workforce/Economic Dev, Salina Area Chamber of Commerce

Absent:

Rob Exline, Max Wellbrock-Talley

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Maes, seconded by Hampton to approve the November 17, 2022 minutes after making a change in item 4.1. and approve the November 22, 2022 as written. Aye: (7). Nay: (0). Motion carried.

(4.1) Announcement at Schwan's Company

Senator Jerry Moran, Governor Laura Kelly, Lt. Governor David Toland, and the CEO of Schwan's attended the press conference. The company announced at \$140,000 highly automated cold storage facility expansion.

Change to

(4.1) Announcement at Schwan's Company

Senator Jerry Moran, Governor Laura Kelly, Lt. Governor David Toland, and the CEO of Schwan's attended the press conference. The company announced at 140,000 SF highly automated cold storage facility expansion.

3. APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) September Financial Reports

Moved by Neuschafer, seconded by Richardson to approve the November 2022 financial reports.

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

Maes questioned the "Employee Health Insurance" and the "Director Health & Life Insurance" accounts. According to the reports we are grossly over budget. VanAtta reported that QuickBooks was set up with monthly automated "health insurance" memorized transactions. The BCBS premiums are paid quarterly so in essence the accounts were double billed through June 2022. The memorized transactions were turned off in June 2022. Those accounts will be adjusted at the end of the year to reflect the true amounts spent.

(3.2) Audit vs. 3rd Party Financial Preparation

Debbie Pack, City of Salina Finance Director is working with Shelli Swanson, Salina Airport Authority Director of Administration and Finance to draft the Members Agreement verbiage to allow for either a financial review or audit. Once that verbiage is created, it will go before the City Commission.

DIRECTOR'S REPORT

(4.1) Beck's Hybrid Update

Representatives from Beck's Hybrids and potential 2nd parcel property owners were scheduled for a meeting this week, but it will be rescheduled.

(4.2) PBS/Dennis Quaid Program

The project's cost would be shared between the EDO, the City of Salina, the Chamber of Commerce, and Visit Salina (\$7225 each). Sixty million viewers anticipated. The video will be available to use to promote the community. All entities would have access to the finished pieces.

Moved by Davidson, seconded by Hampton to approve the \$7225 expenditure for the joint PBS project.

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

(4.3) Industrial Revenue Bond Revisions/Updates

Fried thanked the board for all of the great feedback sheet received regarding the priorities associated with IRBs. The committee of Paula Fried, Jim Maes, and Max Wellbrock-Talley came up with two models/guidelines.

Additional thoughts:

- Stay competitive with Wichita instead of more restrictive
- Even if a business is meeting jobs and investments criteria, we could say that it's not a good fit for our community
- Include in "Additional Considerations" - Impact of Community Resources - -20% to +20%
- Be clear that the EDO board has final discretion
- Provide justification in decision
- City Manager Schrage suggested that the final recommendations be brought before the City Commission via a study session.

(4.4) Change Concerning Past President Position

Tim Rogers, Salina Airport Authority Executive Director, drafted a resolution designating Paula Fried, current EDO Board President, as Past Chair advisor to the EDO Board after she reaches her term limits on 1/31/2023. This will not affect any other board seat. Her role will be in an ex-officio capacity to offer recommendations, past experience and continuity to the board. This role will be effective 2/1/2023 through 1/31/2025.

Moved by Davidson, seconded by Brungardt to approve the resolution to designate Paula Fried's ex-officio term effective 2/1/2023 through 1/31/2025. Aye: (7). Nay: (0). Motion carried.

(4.5) Upcoming Board Member Changes / Officer Elections for 2023

Moved by Hampton, seconded by Neuschafer to adopt the slate of officers for 2023. Aye: (7). Nay: (0). Motion carried

- President Brian Richardson
- Vice President Jim Maes
- Secretary Max Wellbrock-Talley
- Treasurer Rob Exline

(4.6) Prospect Updates – See Chart
Robinson reviewed the prospect table.

BOARD MEMBER DISCUSSION/QUESTIONS

N/A

EXECUTIVE SESSION

(6.1) Executive Session

Personnel

Moved by Neuschafer, seconded by Maes that the Salina EDO board of directors recess into executive session for 15 minutes to discuss a non-elected employee's performance and status based upon the need to discuss personnel matters of non-elected personnel pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at 10:47a.m.

During executive session, the board approved a 2% wage increase plus 2 additional weeks of PTO (6 weeks total) for Mitch Robinson and a 6% hourly increase for Robin VanAtta for fiscal year 2023.

ADJOURNMENT

Fried adjourned the meeting at 10:48 AM

Paula Fried, Board President

ATTEST:

Jim Maes, Secretary

Salina Community Economic Development Organization, Inc.

Statement of Financial Position

As of December 31, 2022

	Dec 31, 22
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	205,943.11
First Bank Kansas	70,946.73
Total Checking/Savings	276,889.84
Other Current Assets	
Member Contribution Receivable	698,962.00
Prepaid Health Insurance	1,413.42
Total Other Current Assets	700,375.42
Total Current Assets	977,265.26
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-5,247.15
Furniture and Equipment - Other	7,413.08
Total Furniture and Equipment	2,165.93
Total Fixed Assets	2,165.93
TOTAL ASSETS	979,431.19
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-283.76
Total Accounts Payable	-283.76
Credit Cards	
VISA - First Bank Kansas	212.54
Total Credit Cards	212.54
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-188.96
Medicare Taxes	-208.37
Federal W/H Taxes	1,298.34
State W/H Taxes	829.00
Federal Unemployment Taxes	-1,218.19
State Unemployment Taxes	-504.00
Total Payroll Liabilities	7.82
Total Other Current Liabilities	7.82
Total Current Liabilities	-63.40
Total Liabilities	-63.40
Equity	
Net Assets w/ Donor Restriction	-20,000.00
Retained Earnings	1,304,376.86
Net Income	-304,882.27
Total Equity	979,494.59
TOTAL LIABILITIES & EQUITY	979,431.19

Balance Sheet

As of December 31, 2022

	<u>Dec 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	205,943.11
First Bank Kansas	70,946.73
Total Checking/Savings	<u>276,889.84</u>
Other Current Assets	
Member Contribution Receivable	698,962.00
Prepaid Health Insurance	1,413.42
Total Other Current Assets	<u>700,375.42</u>
Total Current Assets	977,265.26
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-5,247.15
Furniture and Equipment - Other	7,413.08
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VISA - First Bank Kansas	212.54
Total Credit Cards	212.54
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Payroll Liabilities	
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Medicare Taxes	-208.37
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State W/H Taxes	829.00
Federal Unemployment Taxes	-1,218.19
State Unemployment Taxes	-504.00
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Total Other Current Liabilities	<u>7.82</u>
Total Current Liabilities	<u>-63.40</u>
Total Liabilities	-63.40
Equity	
Net Assets w/ Donor Restriction	-20,000.00
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Net Income	-304,882.27
Total Equity	<u>979,494.59</u>
TOTAL LIABILITIES & EQUITY	<u>979,431.19</u>

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	Dec 2022	Dec 2021	Jan - Dec 22	Jan - Dec 21	Jan - Dec 22	Approved
Ordinary Income/Expense						
Income						
Start up Salina Income	-	-	16,000.00	-	-	4000.00
Marketing Events Sponsorships	-	2,500.00	-	2,500.00	-	0.00
Member Contributions		1,058,962.00	-	1,349,962.00	360,000.00	360000.00
Investments-Interest	234.33	40.79	1,213.49	632.47	1,500.00	1500.00
Pass Through Income	-	-		-		0.00
Miscellaneous Revenue	-	-	-	33.05		0.00
Grants	-	-	-	-		0.00
Gifts in Kind -- Goods	20,000.00	20,000.00	20,000.00	20,000.00		
Total Income	20,234.33	1,081,502.79	37,213.49	1,373,127.52	361,500.00	365,500.00
Gross Profit	20,234.33	1,081,502.79	37,213.49	1,373,127.52	361,500.00	365,500.00

NOTE: AJE on 12/31/2021 to account upfront for \$360,000/year for years 2022, 2023, and 2024 according to our 3-year Member Agreement. That journal entry accounted for \$1,058,962 income (minus interest) for all three funding years per the new accounting standards. Deposits for Member Contributions are now recorded as "Member Contributions Receivable" and not as "income". A separate report of Member Contributions for the year will be provided.

Expense						
Business Expenses						
Pass Through Payments		-		-		
Memberships	300.00	-	1,075.00	-	2,500.00	2500.00
Marketing Events	-		8,410.78	5,000.00	10,000.00	10000.00
Miscellaneous Expense	105.38		157.33	235.97	500.00	500.00
Business Registration Fees	-	-	40.00	40.00	40.00	40.00
Total Business Expenses	405.38	-	9,683.11	5,275.97	13,040.00	13,040.00
Contract Services						
Accounting Fees	975.00	1,391.73	13,087.95	11,375.12	12,000.00	2550.00
Outside Contract Services	-	860.00	11,080.00	26,710.00	2,550.00	12000.00
Contract Services - Other	-	-	-	-	-	0.00
Total Contract Services	975.00	2,251.73	24,167.95	38,085.12	14,550.00	14,550.00
Facilities & Equipment						
Computer Replacement	-	-	2,011.57		1,500.00	1500.00
Office Equipment	83.03	-	313.50		850.00	850.00
Donated Facilities	20,000.00	20,000.00	20,000.00	20,000.00		
Total Facilities & Equipment	20,083.03	20,000.00	22,325.07	20,000.00	2,350.00	2,350.00
Operations						
StartUp Salina Expenses	-	400.00	17,103.39	403.18	4,000.00	4000.00
Donations (Outgoing Board Recognition)	-	-	100.00	50.00	150.00	150.00
Dues & Subscriptions	-	455.00	1,110.00	1,968.88	3,000.00	3000.00

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	Dec 2022	Dec 2021	Jan - Dec 22	Jan - Dec 21	Jan - Dec 22	Approved
Training Fees	-		1,000.00	-	1,000.00	1000.00
Advertising/Promotion	35.00		15,954.36	19,299.51	26,000.00	26000.00
Repairs & Maintenance	-		-	128.97	500.00	500.00
Books, Subscriptions, Reference	357.64	(3,107.70)	5,334.37	76.00	4,000.00	4000.00
Postage, Mailing Service	-	58.00	86.50	116.00	210.00	210.00
Printing and Copying	-		273.13	60.58	1,200.00	1200.00
Supplies	13.55	581.02	1,985.18	1,917.01	3,000.00	3000.00
Telephone, Telecommunications	184.78	180.51	2,773.05	3,137.39	3,500.00	3500.00
Total Operations	590.97	(1,433.17)	45,719.98	27,157.52	46,560.00	46,560.00
Other Types of Expenses						
Taxes & Licenses	-	-	-	-	-	
Depreciation	34.08	414.97	497.36	1,473.51	1,000.00	1000.00
Other Costs	-	5.25	-	82.42	250.00	6000.00
Insurance - Liability, D and O	-	-	5,577.35	5,437.00	6,000.00	250.00
Total Other Types of Expenses	34.08	420.22	6,074.71	6,992.93	7,250.00	7,250.00
Payroll Expenses						
Retirement Contribution	2,773.70	2,763.17	11,094.80	11,052.68	12,000.00	12000.00
Director Relocation Expense	-	-	-	-	-	
Employee Health Ins	(2,446.47)	(174.96)	7,532.70	6,460.21	7,000.00	7000.00
Director Health & Life Ins	(4,387.11)	282.87	14,450.23	11,666.47	12,000.00	12000.00
Car Allowance	500.00	500.00	6,000.00	6,000.00	6,000.00	6000.00
Payroll Taxes	705.96	(1,194.37)	14,020.25	11,049.54	14,750.00	14750.00
Wages & Salaries	13,627.58	12,897.69	176,896.84	170,354.37	180,000.00	180000.00
Total Payroll Expenses	10,773.66	15,074.40	229,994.82	216,583.27	231,750.00	231,750.00
Travel and Meetings						
Meals	35.97	431.55	2,004.40	1,625.62	5,000.00	5000.00
Conference, Convention, Meet	-	268.00	576.38	1,171.64	2,500.00	2500.00
Travel	220.13	-	1,530.34	3,575.61	1,000.00	1000.00
Travel and Meetings - Other	-	-	19.00	-	11,500.00	11500.00
Total Travel and Meetings	256.10	699.55	4,130.12	6,372.87	20,000.00	20,000.00
Total Expense	33,118.22	37,012.73	342,095.76	320,467.68	335,500.00	333,150.00
Net Ordinary Income	(12,883.89)	1,044,490.06	(304,882.27)	1,052,659.84	26,000.00	32,350.00
Net Income - 2022 Reserve Funds (\$30,000)	(42,883.89)		(334,882.27)		(4,000.00)	2,350.00

Salina Community Economic Development Organization, Inc.
Member Contributions Receivable
 As of December 31, 2022

	<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Amount</u>	<u>Balance</u>
Member Contribution Receivable							1,058,962.00
	Deposit	01/20/2022	019620	Saline County, Kansas	!st QTR Member Contribution	-12,500.00	1,046,462.00
	Deposit	01/26/2022	377445	Salina Airport Authority	!st QTR 2022 Member Contribution	-8,750.00	1,037,712.00
	Deposit	03/15/2022	00064552	City of Salina	1st QTR 2022 Member Contribution	-68,750.00	968,962.00
	Deposit	04/13/2022	00065081	City of Salina	2nd QTR 2022 Member Contribution	-68,750.00	900,212.00
	Deposit	04/21/2022	019858	Salina Airport Authority_V	2nd QTR 2022 Member Contributions	-12,500.00	887,712.00
	Deposit	04/21/2022	378590	Saline County, Kansas	2nd QTR 2022 Member Contributions	-8,750.00	878,962.00
	Deposit	07/19/2022	020114	Salina Airport Authority	Q3 2022 Member Contribution	-12,500.00	866,462.00
	Deposit	07/19/2022	379690	Saline County Treasurer	Q3 2022 Member Contribution	-8,750.00	857,712.00
	Deposit	08/15/2022	00067902	City of Salina	3rd QTR 2022 Member Contribution	-68,750.00	788,962.00
	Deposit	10/11/2022	0069066	City of Salina	City of Salina - 4th QTR 2022 Member Contribution	-68,750.00	720,212.00
	Deposit	10/11/2022	380946	Saline County, Kansas	Saline County - 4th QTR Member Contribution	-8,750.00	711,462.00
	Deposit	10/14/2022	020331	Salina Airport Authority_V	Salina Airport Authority - 4th QTR 2022 Member Contribution	-12,500.00	698,962.00
Total Member Contribution Receivable						-360,000.00	698,962.00
TOTAL						<u>-360,000.00</u>	<u>698,962.00</u>

Salina Community Economic Development Organization, Inc.

Check Detail

December 2022

Type	Num	Date	Name	Account	Paid Amount	Original Amount
Check		12/14/2022	Internal Revenue Service	First Bank Kansas		-2,052.92
				FICA Taxes	-713.89	713.89
				Medicare Taxes	-204.85	204.85
				Federal W/H Taxes	-1,134.18	1,134.18
					<u>-2,052.92</u>	<u>2,052.92</u>
Check		12/27/2022	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		12/28/2022	Internal Revenue Service	First Bank Kansas		-1,513.06
				FICA Taxes	-174.01	174.01
				Medicare Taxes	-204.87	204.87
				Federal W/H Taxes	-1,134.18	1,134.18
					<u>-1,513.06</u>	<u>1,513.06</u>
Check	ACH	12/09/2022	Robinson, Mitch	First Bank Kansas		-3,974.97
				Wages & Salaries	-5,410.59	5,410.59
				Car Allowance	-250.00	250.00
				FICA Taxes	539.88	-539.88
				Federal W/H 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	-352.02	352.02
					<u>-3,974.97</u>	<u>3,974.97</u>
Check	ACH	12/09/2022	Robin M Vanatta	First Bank Kansas		-1,148.27

Salina Community Economic Development Organization, Inc.

Check Detail

December 2022

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
	<u>-1,148.27</u>	<u>1,148.27</u>

Check ACH 12/12/2022 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 12/23/2022 Robinson, Mitch First Bank Kansas -4,244.92

Wages & Salaries	-5,410.59	5,410.59
Car Allowance	-250.00	250.00
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	-82.07	82.07
	<u>-4,244.92</u>	<u>4,244.92</u>

Check ACH 12/23/2022 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 ACH 12/28/2022 Internal Revenue Service First Bank Kansas -148.13

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

				FICA Taxes	-33.94	33.94
				Medicare Taxes	-80.44	80.44
				Federal W/H Taxes	-33.75	33.75
					<u>-148.13</u>	<u>148.13</u>
Check	ACH	12/29/2022	Quill	First Bank Kansas		-13.55
				Supplies	-13.55	13.55
					<u>-13.55</u>	<u>13.55</u>
Bill Pmt -Check	2772	12/07/2022	SS&C Solutions Inc	First Bank Kansas		-216.88
Bill		11/30/2022		Accounting Fees	-216.88	216.88
					<u>-216.88</u>	<u>216.88</u>
Bill Pmt -Check	2773	12/07/2022	center for Economic Develop./Bus. Researc	First Bank Kansas		-475.00
Bill		11/30/2022		Memberships	-475.00	475.00
					<u>-475.00</u>	<u>475.00</u>
Bill Pmt -Check	2774	12/07/2022	center for Economic Develop./Bus. Researc	First Bank Kansas		-1,040.00
Bill		11/30/2022		Outside Contract Services	-1,040.00	1,040.00
					<u>-1,040.00</u>	<u>1,040.00</u>
Bill Pmt -Check	2775	12/07/2022	Southern Economic Development Council	First Bank Kansas		-300.00
Bill		12/07/2022		Memberships	-300.00	300.00
					<u>-300.00</u>	<u>300.00</u>
Bill Pmt -Check	2776	12/07/2022	ISG Technology	First Bank Kansas		-330.75
Bill		12/07/2022		Books, Subscriptions, Reference	-330.75	330.75
					<u>-330.75</u>	<u>330.75</u>

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

					-330.75	330.75
Bill Pmt -Check	2777	12/07/2022	ISG Technology	First Bank Kansas		-35.00
Bill		12/07/2022		Advertising/Promotion	-35.00	35.00
					<u>-35.00</u>	<u>35.00</u>
Bill Pmt -Check	2778	12/12/2022	Visa - First Bank Kansas	First Bank Kansas		-244.66
Bill		12/08/2022		VISA - First Bank Kansas	-244.66	244.66
					<u>-244.66</u>	<u>244.66</u>
Bill Pmt -Check	2779	12/15/2022	Robinson, Mitch	First Bank Kansas		-260.13
Bill		12/15/2022		Telephone, Telecommunications	-40.00	40.00
				Travel	-220.13	220.13
					<u>-260.13</u>	<u>260.13</u>
Bill Pmt -Check	2780	12/15/2022	Robin Vanatta	First Bank Kansas		-40.00
Bill		12/15/2022		Telephone, Telecommunications	-40.00	40.00
					<u>-40.00</u>	<u>40.00</u>
Check	2781	12/23/2022	Robinson, Mitch	First Bank Kansas		-2,397.00
				Retirement Contribution	-2,500.00	2,500.00
				Medicare Taxes	72.50	-72.50
				Federal W/H Taxes	33.75	-33.75
				State W/H Taxes	33.00	-33.00
				Payroll Taxes	-36.25	36.25
					<u>-2,397.00</u>	<u>2,397.00</u>
Check	2782	12/23/2022	Robin M Vanatta	First Bank Kansas		-252.77

Salina Community Economic Development Organization, Inc.

Check Detail

December 2022

				Retirement Contribution	-273.70	273.70
				FICA Taxes	33.92	-33.92
				Medicare Taxes	7.94	-7.94
				Payroll Taxes	-20.93	20.93
					<u>-252.77</u>	<u>252.77</u>
Bill Pmt -Check	2783	12/29/2022	Cox Business	First Bank Kansas		-71.74
Bill		12/29/2022		Telephone, Telecommunications	-71.74	71.74
					<u>-71.74</u>	<u>71.74</u>
Bill Pmt -Check	2784	12/29/2022	SS&C Solutions Inc	First Bank Kansas		-975.00
Bill		12/29/2022		Accounting Fees	-975.00	975.00
					<u>-975.00</u>	<u>975.00</u>
Bill Pmt -Check	2785	12/29/2022	Blue Cross & Blue Shield of Kansas	First Bank Kansas		-1,349.58
Bill		12/29/2022		Director Health & Life Ins	-674.79	674.79
				Employee Health Ins	-674.79	674.79
					<u>-1,349.58</u>	<u>1,349.58</u>
Bill Pmt -Check	2786	12/26/2022	Visa - First Bank Kansas	First Bank Kansas		-283.76
Bill		01/03/2023		VISA - First Bank Kansas	-283.76	283.76
					<u>-283.76</u>	<u>283.76</u>

Salina Community Economic Development Organization, Inc.

Deposit Detail

December 2022

<u>Type</u>	<u>Num</u>	<u>Date</u>	<u>Name</u>	<u>Account</u>	<u>Amount</u>
Deposit		12/08/2022		First Bank Kansas	5,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-5,000.00
TOTAL					-5,000.00
Deposit		12/12/2022		First Bank Kansas	1,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-1,000.00
TOTAL					-1,000.00
Deposit		12/14/2022		First Bank Kansas	2,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-2,000.00
TOTAL					-2,000.00
Deposit		12/16/2022		First Bank Kansas	1,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-1,000.00
TOTAL					-1,000.00
Deposit		12/21/2022		First Bank Kansas	2,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-2,000.00
TOTAL					-2,000.00
Deposit		12/22/2022		First Bank Kansas	8,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-8,000.00
TOTAL					-8,000.00
Deposit		12/28/2022		First Bank Kansas	2,000.00
			First Bank Kansas-sweep	First Bank Kansas-Sweep Acct	-2,000.00
TOTAL					-2,000.00
Deposit		12/31/2022		First Bank Kansas-Sweep Acct	234.33
				Interest-Savings, Short-term CD	-234.33
TOTAL					-234.33

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>
12/02/2022	Gannett Newspaper	November 2022 Salina Journal Subscription	Books, Subscriptions, Reference	7.99	7.99
12/04/2022	Zoom.US	Monthly Subscription - Exec. Director Acounty	Telephone, Telecommunications	16.52	24.51
12/04/2022	Mokas	Monthly LOPE Meeting Meal	Meals	5.40	29.91
12/04/2022	Hickory Hut	Lunch Meeting - Tim Zimmerman KDOC	Meals	30.57	60.48
12/05/2022	Zoom.US	Monthly Subscription - Admin Asst Account	Telephone, Telecommunications	16.52	77.00
12/06/2022	Adobe	Monthly PDF Subscription	Books, Subscriptions, Reference	10.91	87.91
12/11/2022	Wal-Mart	Lamp for Exec Director Office	Office Equipment	83.03	170.94
12/21/2022	Sam's Club	Gift Card - Employee Gift	Miscellaneous Expense	105.38	276.32
12/26/2022	Gannett Newspaper	December Salina Journal Subscription	Books, Subscriptions, Reference	7.99	284.31
				<u>284.31</u>	<u>284.31</u>

January 2023 REPORT

MARKETING / LEGISLATIVE

The Legislative Committee of KEDA met and outlined the year's efforts to present to the Board of Directors on November 29th. The Salina Legislative Committee met on December 6th with lobbyist Eric Sexton. The draft plan was reviewed. A final copy will be submitted to the organizations very soon.

Attended the visit of Kansas State University President Dr. Linden on December 5th. The visit focused on efforts by KSU Salina to target manned and unmanned aviation and workforce training.

WORKFORCE TALENT / HOUSING

Supplied additional information to San Francisco based developer who is considering submitting a proposal for the City of Salina RFP for a housing project targeted for the City of Salina for 500 plus apartment units to be funded with the \$25 million in State of Kansas funds along with City of Salina funding and possible Saline County funding depending on the site selected. This is a company that the Drever Group had attempted to bring into their project.

Followed up with a Kansas City based developer to meet with city official concerning their travel center project that is interested in locating in Salina. Two apartment buildings would be part of their project.

A meeting of the team leading efforts related to childcare met to discuss next steps following the retirement of Leadell Edgerton. The United Way may have interest in hosting the position within their organization. Additional discussion will occur before the end of the year.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

Due to the closeness of the New Year's holiday no program was held for January. Robin is working to secure a speaker for the February meeting which will be held on February 1st. Joyful Noise Studio owner Melissa Burrows was the program on December 7th for Startup Salina. Melissa and her husband were the top prize winner in the 2022 Charlie Walker Entrepreneurial Challenge.

Working on second annual Charlie Walker Entrepreneurial Challenge set for March 24th, 2023.

The event is being held on the campus at KWU this year and will rotate in the future between KWU, KSU Salina and other locations in the community. Both JRI, Inc and Bennington Bank have confirmed their support of the program and will be providing \$8000 each for the rewards to the top five finishers this year which is different than last year's top 3. The website is open and interested parties can go to

PROSPECT MANAGEMENT

Beck's Hybrids CEO Sonny Beck met with property owner John Ward on Friday, January 6th. Incoming SCEDO Chairman Brian Richardson attended the meeting due to his connections with the family. The meeting was kept to a small group of the wishes of Mr. Ward. The two sides were able to come to an agreement on the sale of the entire property to the Beck's. Following the approval of IRBs for Beck's Hybrids the company told realtor Jeff Maes that the project would not move forward unless some additional property was acquired from the Ward family. A meeting was held in Salina on December 14th with both parties to discuss this additional property. About 30 to 34 acres is required from the Ward's property. The company is set to locate along Interstate 70.

The engineering firm is working with Great Plains and has several site layouts completed. They will be meeting with UP's industrial sales manager soon concerning their access to the rail line.

Met with local company who is considering building a 120,000 to 250,000 SF building for use as warehousing for another local company and other possible clients. After the first of January a second meeting will be held.

SITES / BUILDINGS / TOOLS:

Continue to monitor sites and available buildings within the community.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported December 2022)

127 users	125 New Users	141 Sessions	1.97 Pgs/Session	1:18 Avg Session
278 Pageviews				

Website –12/8/2022 – 1/15/2023

152 users	148 New Users	160 Sessions	3.08 Pgs/Session	0:54 Avg Session
493 Pageviews				

Facebook – (reported November 2022)

385 Page Reach	64 Post Reach	77 Page Visits	794 Followers
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Facebook – 12/8/2022 – 11/15/2023

262 Page Reach	21 Post Engagement	62 Page Visits	802 Followers
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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)
 10/11/2022 – 339 members (+1)
 11/11/2022 – 347 members (+8)
 12/12/2022 – 352 members (+5)
 1/16/2023 – 352 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	Next Phase 11/2022	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	SUCCESS	11/19/2021	Zoom Call set price and target property	Warehouse for existing company from outside the region.	Warehouse seeking rural location on Interstate	5 Warehouse Positions + 15 Sales	?	\$20 Million	Warehousing & Regional Office 60,000 SF Rural Location	150 acres on Interstate interchange for warehouse 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
22-07	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
22-11	Project Imagination	KSU Salina	Active	7/5/2022	Ongoing	CA based company provide services to KS Salina	High Tech Imaging	00 estimate	\$100K+	\$50 M	High Tech Image	U Salina/SAA Property	KS Salina Hanger
22-13	Project Tanker	SAA- Tim Rogers	Active	10/10/2022	Beginning	Buidling Submitted	Aviation MRO	?	?	?	MRO	Existing Hanger	\$3.5 M estimate refurbish
22-14	Project DORI	Direct / SAA	Active	12/1/2022	2 Meetings	Warehouse Project	house Space for Local Comp	?	?	\$19M	Local Co.	13 acres	250,000 SF
22-15	Project Celebrate	KDOC - JF	Active	12/8/2022	Submitted 12/12/2022	Metal Fabrication	Nashville, TN Based	100	?	?	Need rail	50 acres	200,000 SF Build