

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE - VISIT SALINA ANNEX
APRIL 20, 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) March 16, 2023 Minutes

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

- 4. ACTION ITEM - HOTEL REQUEST FOR SALE TAX ABATEMENT**
 - (4.1) HASU BHAKTA - BEST WESTERN "PLUS"

- 5. ACTION ITEM - BECK HYBRIDS PROJECT UPDATE**

- 6. MONTHLY SPOTLIGHT - DR. ALYSIA STARKEY - PROJECT TYRELL**

- 7. DIRECTOR'S REPORT**
 - (4.1) City of Salina Housing RFP Selection
 - (4.2) Prospect Updates - See Attached Chart

- 8. BOARD MEMBER DISCUSSION/QUESTIONS**

- 6. ADJOURNMENT**



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

March 16, 2023 --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 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:

Brian Richardson
Frank Hampton
Tom Dill
Brian Weisel
Max Wellbrock-Talley
Daran Neuschafer
Rob Exline

Zoom (Z):

Also present:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Tim Rogers, Executive Director, Salina Airport Authority
Austin Kack, Development Associate, Overland Properties Group LLC
Bill Longbine, City Commissioner, City of Salina (*out at 10:00 AM*)
Hannah Bett, Deputy County Administrator, Saline County
Mark Freel, Evergy, Inc. (Z)
Mike Schrage, City Manager, City of Salina
Shawn Hennessee, Assistant City Manager, City of Salina

Absent:

Brian Schwarz, Jim Maes, Paula Fried

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Neuschafer, seconded by Exline to approve the February 16, 2023 minutes.

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

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) February Financial Reports

Moved by Exline, seconded by Weisel to approve the February 2023 financial reports.

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

DIRECTOR'S REPORT

(4.1) Lee Lofts Phase 2 & 3 Sales Tax Abatement Request via IRB Process

Austin Kack, Development Associate, Overland Property Group LLC, gave a brief presentation about the Phase 2 renovations to the Lee Lofts Building 2. OPG is asking for sales tax abatement on the construction materials. Because this project is just requesting sales tax abatement on construction materials, there isn't a requirement for an impact study on this project. Bond counsel will be writing a resolution draft to submit.

Phase 2 is 100% income qualified units. There will be 50 units: 40 one-bedroom units, 8 two-bedroom units, and 2 three-bedroom units. The first floor will consist of 9,000 sf of commercial space. The design elements used in Phase 1 will also be used in Phase 2. The current wait list for apartments exceeds the number of units in Phase 2.

Moved by Neushafer, seconded by Dill to recommend that the City of Salina City Commission authorize 100% sales tax abatement on construction materials for Project Lee Lofts - Phase 2.

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

(4.2) Beck's Hybrids

Lawyers are currently working through the paperwork. The business is seeking 35 additional acres to the original 100 acres. Proposals through the Kansas Department of Commerce are complete.

(4.3) Project DORI

This project was approved by the City Commission. The business owners have strong leads on potential clients.

(4.4) City Housing RFP

The City of Salina received 13 responses to their housing RFP. They conducted 7 interviews and narrowed the finalists to four developers. An open meeting date to hear from the potential developers will be announced.

Tim Rogers (SAA), Mitch Robinson (EDO), and Renee Duxler (Chamber of Commerce) have been asked to follow up with major employers to project what their future employee needs/numbers are to determine housing needs to meet those projected employee numbers.

(4.5) Prospect Updates - See Chart

Robinson reviewed the prospect table.

BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Exline, seconded by Hampton to adjourn the meeting at 10:32 AM.

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

Brian Richardson, Board President

ATTEST:

Max Wellbrock-Talley, Board Secretary

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION
Salina, Kansas

COMPILED FINANCIAL STATEMENTS
March 31, 2023

WOODS & DURHAM, CHARTERED
Certified Public Accountants
Salina, Kansas

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION
Salina, Kansas

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ACCOUNTANT'S COMPILATION REPORT

To the Members of
Salina Community Economic Development Organization
Salina, Kansas

Management is responsible for the accompanying financial statements of Salina Community Economic Development Organization (a nonprofit organization), which comprise the statement of assets, liabilities, and net assets - tax basis as of March 31, 2023, and the related statement of revenues, expenses, and changes in net assets - tax basis for the one month and three months then ended and determining that the tax basis of accounting is an acceptable financial reporting framework. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. We do not express an opinion, a conclusion, nor provide any assurance on these financial statements

The financial statements are prepared in accordance with the tax basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America.

Management has elected to omit substantially all the disclosures ordinarily included in the financial statements prepared in accordance with the tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Organization's assets, liabilities, net assets, revenues, and expenses. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The supplementary information is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management. The supplementary information was not subject to our compilation engagement. We have not audited or reviewed the supplementary information and do not express an opinion, a conclusion, nor provide any assurance on such information.

We are not independent with respect to the Salina Community Economic Development Organization.

Woods & Durham, Chartered
Certified Public Accountants

April 17, 2023

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION
Salina, Kansas

STATEMENT OF ASSETS, LIABILITIES, AND NET ASSETS - TAX BASIS
March 31, 2023

ASSETS

Current Assets

Cash	\$ 294,139
Unconditional promises to give:	
Member contributions receivable - current	<u>351,211</u>

Total Current Assets 645,350

Long-term Unconditional Promises to Give

Member contribution receivable - non-current	<u>259,516</u>
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Property and Equipment

Furniture and equipment	7,413
Less: accumulated depreciation	<u>(6,485)</u>

Net Property and Equipment 928

Total Assets \$ 905,794

LIABILITIES AND NET ASSETS

Current Liabilities

Payroll liabilities	<u>\$ 3,243</u>
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Net Assets

Without donor restrictions	643,035
With donor restrictions	<u>259,516</u>

Total Net Assets 902,551

Total Liabilities and Net Assets \$ 905,794

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION
Salina, Kansas

STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS - TAX BASIS
For the One Month and Three Months Ended March 31, 2023

	Period Ended Mar. 31, 2023	Year to Date Mar. 31, 2023
Net Assets Without Donor Restrictions		
Revenues and Support Without Donor Restrictions		
Start Up Salina income	\$ -	\$ 8,000
Member contributions	-	1,765
Gifts in kind	1,667	5,000
Interest income	328	956
	1,995	15,721
Total Revenues and Support Without Donor Restrictions	1,995	15,721
Net Assets Released From Restrictions		
Restrictions satisfied by payments	-	386,997
	-	386,997
Total Revenues and Support Without Donor Restrictions	1,995	402,718
Expenses		
Business expenses	(1,991)	6,189
Contract services	2,710	4,590
Facilities and equipment	1,689	5,022
Operations	5,731	10,640
Other expenses	187	364
Payroll expenses	27,318	62,342
Travel and meetings	407	1,268
	36,051	90,415
Total Expenses Without Donor Restrictions	36,051	90,415
Change in Net Assets Without Donor Restrictions	(34,056)	312,303
Net Assets With Donor Restrictions		
Unconditional promises to give - restrictions satisfied by payments	-	(386,997)
Net Assets - Beginning of Period	936,607	977,245
Net Assets - End of Period	\$ 902,551	\$ 902,551

SUPPLEMENTARY INFORMATION

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION
Salina, Kansas

STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS - PRIOR YEAR AND BUDGET COMPARISON - TAX BASIS
For the One Month and Three Months Ended March 31, 2023 and March 31, 2022

	Period Ended Mar. 31, 2023	Period Ended Mar. 31, 2022	Year to Date Mar. 31, 2023	Year to Date Mar. 31, 2022	Budget YTD Mar. 31, 2023	Budget 2023 Approved
Revenues						
Start up Salina Income	\$ -	\$ 16,000	\$ 8,000	\$ 16,000	\$ 1,000	\$ 4,000
Member Contributions	-	-	1,765	-	90,000	360,000
Investments - Interest	328	36	956	103	375	1,500
Gifts in Kind	1,667	-	5,000	-	-	-
Total Revenues	<u>1,995</u>	<u>16,036</u>	<u>15,721</u>	<u>16,103</u>	<u>91,375</u>	<u>365,500</u>
Expenses						
Business Expenses						
Memberships	-	-	455	300	281	1,125
Marketing Events	(1,971)	3,020	5,254	3,570	1,500	6,000
Miscellaneous Expense	(20)	15	(20)	15	125	500
Business Registration Fees	-	-	500	-	10	40
Total Business Expenses	<u>(1,991)</u>	<u>3,035</u>	<u>6,189</u>	<u>3,885</u>	<u>1,916</u>	<u>7,665</u>
Contract Services						
Accounting fees	510	217	2,390	1,001	3,000	12,000
Outside Contract Services	2,200	1,525	2,200	9,000	3,325	13,300
Total Contract Services	<u>2,710</u>	<u>1,742</u>	<u>4,590</u>	<u>10,001</u>	<u>6,325</u>	<u>25,300</u>
Facilities & Equipment						
Computer Replacement	-	-	-	-	375	1,500
Donated Facilities	1,667	-	5,000	-	-	-
Office Equipment	22	-	22	-	200	800
Total Facilities & Equipment	<u>1,689</u>	<u>-</u>	<u>5,022</u>	<u>-</u>	<u>575</u>	<u>2,300</u>
Operations						
StartUp Salina Expenses	-	16,609	-	16,693	1,000	4,000
Donations (Outgoing Board Recognition)	-	100	100	100	25	100
Dues & Subscriptions	45	-	78	195	250	1,000
Training Fees	-	-	-	-	375	1,500
Advertising/Promotion	5,500	5,950	6,015	9,399	7,500	30,000
Repairs & Maintenance	-	-	-	-	125	500
Books, Subscriptions, Reference	-	11	3,540	3,300	1,375	5,500
Postage, Mailing Service	-	-	-	-	34	135
Printing and Copying	-	273	105	273	87	350
Supplies	-	181	278	813	625	2,500
Telephone, Telecommunications	186	180	523	690	800	3,200
Total Operations	<u>5,731</u>	<u>23,304</u>	<u>10,640</u>	<u>31,463</u>	<u>12,195</u>	<u>48,785</u>
Other Expenses						
Depreciation	88	34	265	102	250	1,000
Other Costs	-	-	-	-	63	250
Insurance - Liability, D and O	99	-	99	344	1,500	6,000
Total Other Expenses	<u>187</u>	<u>34</u>	<u>364</u>	<u>446</u>	<u>1,813</u>	<u>7,250</u>
Payroll Expenses						
Retirement Contribution	2,790	2,774	2,790	2,774	2,875	11,500
Employee Health Ins	-	520	1,972	3,181	1,925	7,700
Director Health & List Ins	682	844	2,654	5,151	2,750	11,000
Car Allowance	750	750	1,500	1,750	1,500	6,000
Payroll Taxes	1,953	1,812	4,451	3,954	3,750	15,000
Wages & Salaries	21,144	20,441	48,975	47,435	46,250	185,000
Total Payroll Expenses	<u>27,319</u>	<u>27,141</u>	<u>62,342</u>	<u>64,244</u>	<u>59,050</u>	<u>236,200</u>
Travel and Meetings						
Meals	346	254	608	425	500	2,000
Conference, Convention, Meetings	-	26	369	26	250	1,000
Travel	60	-	231	131	1,000	4,000
Travel and Meetings - Other	-	-	60	-	250	1,000
Total Travel and Meetings	<u>406</u>	<u>280</u>	<u>1,268</u>	<u>582</u>	<u>2,000</u>	<u>8,000</u>
Total Expenses	<u>36,051</u>	<u>55,536</u>	<u>90,415</u>	<u>110,622</u>	<u>83,874</u>	<u>335,500</u>
Changes in Net Assets without Donor Restriction	<u>(34,055)</u>	<u>(39,500)</u>	<u>(74,694)</u>	<u>(94,519)</u>	<u>7,501</u>	<u>30,000</u>
Board Designation - Reserve Funds	<u>(30,000)</u>	<u>(30,000)</u>	<u>(30,000)</u>	<u>(30,000)</u>	<u>(30,000)</u>	<u>(30,000)</u>
Changes in Net Assets	<u>\$ (64,055)</u>	<u>\$ (69,500)</u>	<u>\$ (104,694)</u>	<u>\$ (124,519)</u>	<u>\$ (22,499)</u>	<u>\$ -</u>

April 2023 REPORT

MARKETING / LEGISLATIVE

The community partners have been working with Lobbyist Eric Sexton on several bills supporting issues of interest to the Salina/Saline community including projects at KState Salina, the Salina Airport Authority and other important issues like childcare. On March 28th a delegation including Tim Rogers, Renee Duxler, Dr Alysia Starkey and Executive Director Robinson met with Consultant Eric Sexton in the Capital in Topeka to visit with our local representatives as well as both House and Senate leadership concerning the \$2.95 annual funding for California based Tyrell Corporation. The funding will help pay for a building that the company will use on the campus of Kansas State University Salina Aerospace and Technology Campus. Since this visit it appears the funding will be approved by both the House and Senate as well as the Governor.

To support the effort a joint letter was drafted between the Chamber and SCEDO to both the House and Senate committees reviewing the \$2.95 million annual request.

The Executive Director attended the Chamber of Commerce's annual meeting on Tuesday, April 4th and sat with representatives of the Salina Airport Authority board and staff. On April 13th attended the Chamber's Business After Hours held at the headquarters of Superior Contracting & Manufacturing Services Co. in Salina.

On Wednesday, April 12th attended a joint meeting of the economic development directors of North-Central Kansas and North-West Kansas sponsored by the Kansas Department of Economic Development. Over 30 community directors listened to two presentations by Department of Commerce staff concerning housing, childcare and other new or modified state programs. The other half of the meeting was shared by community directors talking about their success and problems impacting their communities.

On Thursday, April 13th met with Abbi Rankin, State Staff Assistant for Senator Roger Marshall's office here in Salina. We provided her an overview of activity here in Salina and Saline County concerning development projects and housing and childcare needs for the community.

On April 15th as part of a Kansas Economic Development Alliance (KEDA) effort, Executive Director Robinson and two other community directors spoke to approximately 40 community leaders as part of the League of Cities Leadership Program. Spoke on recent economic development efforts and housing efforts within Salina promoting the partnership among the community organizations.

WORKFORCE TALENT / HOUSING / CHILDCARE

On Wednesday March 29th the City of Salina listened to the four final presentation from developers interested in building 500 units with the Salina community. On Monday April 3rd, the Commission and city staff discussed and reviewed the proposal. Issues related to utility access, transportation access and other issues were discussed. The commission halted their discussion and then held their normal agenda for the week. Following that meeting they restarted the proposal discussion. Following more discussion, the Commission voted 3 to 2 to select Salina Development Destination. The company will build 366 apartment units and 134 duplex or townhome units. The City and the developer will go into

negotiations on the agreement. The company hopes to start work in June. Total project costs are estimated at \$68 million.

On April 3rd the SCEDO presented the recommendation of the board of directors to provide tax abatement for the construction materials and FF&E for the Lee Lofts Phase II project. The City Commission adopted the recommendation of the SCEDO Board.

United Way has started fund raising for funding for the new director for childcare that will be hired to promote childcare efforts in Salina. Existing grants will pay for over 50% of the salary but additional funds will have to be raised to fund the remaining budget.

ETREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

The second annual Charlie Walker Pitch Competition was held on Friday, March 24th at the campus of Kansas Wesleyan University. Approximately 50 people attended the competition supporting the 10 applicants. A total of \$16,000 in funds were provided by Bennington Bank and JRI, Incorporated. The winning business was Kansas Physical Therapy Partners. Their \$7,500 prize will help expand their existing business and services.

The Start Up Salina monthly event was held on Wednesday, April 5th. Downtown Salina Executive Director Leslie Bishop spoke about business opportunities in downtown Salina.

PROSPECT MANAGEMENT

Beck's Hybrids met with property owner John Ward on Tuesday, April 4th and was able to strike a deal to acquire the additional property west of the original site to be purchased by Beck's. The City of Salina postponed the public hearing scheduled for Monday, April 10th due to the annexation and zoning needed for this additional property. The site will allow for the company to locate their building directly on Interstate 70.

Accompanied Tim Zimmerman of the Kansas Department of Economic Development to meet with representatives of Geoprobe, Vortex and other companies to discuss possible funding assistance. We also met with SAA's Tim Rogers to talk about possible grant funding at the Salina Airport for training of aviation employees.

On Tuesday, April 4th we hosted a visit by representatives of the Texas-based company interested in establishing a battery storage facility near an Evergy substation in south Saline County. They met with fire and emergency management representatives, county planning and county road development staff to talk about their plans. They intend to submit plans in late May for review in June of this year.

SITES / BUILDINGS / TOOLS:

Continue to monitor sites and available buildings within the community.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported March 2023)

149 users	146 New Users	161 Sessions	3.34 Pgs/Session	1:08 Avg Session
538 Pageviews				

Website –3/11/2023 – 4/16/2023

216 users	213 New Users	242 Sessions	3.66 Pgs/Session	1:23 Avg Session
538 Pageviews				

Facebook – (reported March 2023)

277 Page Reach

314 Post Reach

76 Page Visits

807 Followers

Facebook – 3/11/2023 – 4/16/2023

1,628 Page Reach

1,700 Post Reach

189 Page Visits

823 Followers

Start Up Salina Facebook Group

1/16/2023 – 352 members (--)

2/10/2023 – 356 members (+4)

3/9/2023 – 361 members (+5)

4/16/2023 – 371 members (+10)



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
21-10	Project Storage	Direct Contact	Active	7/29/2021	Application in May	Visited August 23rd	Energy Storage 3-4 years for approval	3	Above Average	\$330M	Energy	20-40 acres under option	NA
21-18	Project JR/ Beck's Hybrids	KC Realtor	Active	Agreed on deal on 4/4/2023	Working on zoning & annexation	Warehouse for existing company from outside the region.	Warehouse seeking rural location on Interstate	5 Warehouse Positions + 15 Sales	?	\$20 Million	Warehouse & Regional Office 96,000 SF	141 acres on Interstate interchange for warehouse and test plots	96,000 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
22-11	Project Imagination	KSU Salina	Active	7/5/2022	Ongoing	CA based company provide services to KS Salina	High Tech Imaging	100 estimated	\$100K+	\$50 M	High Tech Image	KSU Salina/SAA Property	KS Salina Hanger
22-14	Project DORI	Direct / SAA	Active	12/1/2022	Numerous Meetings	Warehouse Project	Warehouse Space for Local Companies	?	?	\$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
23-01	Project Houston	SAA- Tim Rogers	Active	1/26/2022	Reviewed 1/26/2022	Maintenance Hub	New Hub	6	\$25+/hr	?	MRO	Use Local Company	Use Existing Building
23-02	Project Nita	KDOC - BJ	Active	2/10/2023	Target April	Ag-related project conducting a search in Wichita and KC metro areas for a rail-served greenfield	Rail is required , anticipate 80-85 inbound & 25-30 outbound cars/month; Outside storage of raw materials must be allowed	150	\$20/hour, but will change based on local wages		Ag-related	Greenfield site 35-60 acres rail required	200,000-300,000 SF Build
23-03	Project Grinder	KDOC- TZ	New	4/21/2023	Meeting w/ DOC	Local grain supplier	Specialized Grain	7	\$18	\$1.4 m	Specilized Grain	Existing Propertu	12,000 SF addition