

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE - VISIT SALINA ANNEX**  
**MAY 18, 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) April 20, 2023 Minutes
  
- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
  - (3.1) April Financial Reports
  
- 4. MONTHLY SPOTLIGHT - TIM ZIMMERMAN - KANSAS DEPARTMENT OF COMMERCE**
  
- 5. DIRECTOR'S REPORT**
  - (5.1) Possible Project Considering Salina
  - (5.2) Prospect Updates - See Attached Chart
  - (5.3) Beck's Hybrids Project Update
  
- 6. BOARD MEMBER DISCUSSION/QUESTIONS**
  
- 6. ADJOURNMENT**



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

**April 20, 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  
Paula Fried

Zoom (Z):

Brian Weisel (Z)  
Daran Neuschafer (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  
Bill Longbine, City Commissioner, City of Salina (*out at 10:00 AM*)  
Hannah Bett, Deputy County Administrator, Saline County  
Mike Schrage, City Manager, City of Salina  
Robert Vidricksen, Chair, Saline County Commission  
Richard Chamberlain, private citizen, Salina  
Hasu Bhakta, Owner, HPSA LLC

Absent:

Brian Schwarz, Jim Maes, Max Wellbrock-Talley, Rob Exline

**(1.2) Public Comment**

No Public Comment

**APPROVAL OF MINUTES**

(2.1) Moved by Hampton, seconded by Dill to approve the March 16, 2023 minutes.  
Aye: (5). Nay: (0). Motion carried.

**APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE**

**(3.1) March Financial Reports**

Moved by Hampton, seconded by Dill to approve the March 2023 financial reports.  
Aye: (5). Nay: (0). Motion carried.

**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION**  
Salina, Kansas

**STATEMENT OF ASSETS, LIABILITIES, AND NET ASSETS - TAX BASIS**  
April 30, 2023

<b>ASSETS</b>	
<b>Current Assets</b>	
Cash	\$ 279,422
Unconditional promises to give:	
Member contributions receivable - current	<u>349,480</u>
<b>Total Current Assets</b>	<u>628,902</u>
<b>Long-term Unconditional Promises to Give</b>	
Member contribution receivable - non-current	<u>239,996</u>
<b>Property and Equipment</b>	
Furniture and equipment	5,568
Less: accumulated depreciation	<u>(4,728)</u>
<b>Net Property and Equipment</b>	<u>840</u>
<b>Total Assets</b>	<u><u>\$ 869,738</u></u>
<b>LIABILITIES AND NET ASSETS</b>	
<b>Current Liabilities</b>	
Payroll liabilities	<u>\$ 2,488</u>
<b>Net Assets</b>	
Without donor restrictions	627,254
With donor restrictions	<u>239,996</u>
<b>Total Net Assets</b>	<u>867,250</u>
<b>Total Liabilities and Net Assets</b>	<u><u>\$ 869,738</u></u>

**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION**  
Salina, Kansas

**STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS - TAX BASIS**  
For the One Month and Four Months Ended April 30, 2023

	<b>Period Ended Apr. 30, 2023</b>	<b>Year to Date Apr. 30, 2023</b>
<b>Net Assets Without Donor Restrictions</b>		
<b>Revenues and Support Without Donor Restrictions</b>		
Charlie Walker pitch challenge income	\$ 8,000	\$ 16,000
Member contributions	-	1,765
Gifts in kind	1,667	6,667
Interest income	320	1,276
<b>Total Revenues and Support Without Donor Restrictions</b>	9,987	25,708
<b>Net Assets Released From Restrictions</b>		
Restrictions satisfied by payments	19,520	421,297
<b>Total Revenues and Support Without Donor Restrictions</b>	29,507	447,005
<b>Expenses</b>		
Business expenses	2,500	8,689
Contract services	2,717	7,306
Facilities and equipment	1,667	6,689
Operations	20,823	31,463
Other expenses	88	453
Payroll expenses	17,007	79,349
Travel and meetings	486	1,754
<b>Total Expenses Without Donor Restrictions</b>	45,288	135,703
<b>Change in Net Assets Without Donor Restrictions</b>	(15,781)	311,302
<b>Net Assets With Donor Restrictions</b>		
Unconditional promises to give - restrictions satisfied by payments	(19,520)	(421,297)
<b>Net Assets - Beginning of Period</b>	902,551	977,245
<b>Net Assets - End of Period</b>	\$ 867,250	\$ 867,250

**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 Four Months Ended April 30, 2023 and April 30, 2022

	Period Ended Apr. 30, 2023	Period Ended Apr. 30, 2022	Year to Date Apr. 30, 2023	Year to Date Apr. 30, 2022	Budget YTD Apr. 30, 2023	Budget 2023 Approved
<b>Revenues</b>						
Charlie Walker Pitch Challenge Income	\$ 8,000	\$ -	\$ 16,000	\$ 16,000	\$ 1,333	\$ 4,000
Member Contributions	-	-	1,765	-	90,000	360,000
Investments - Interest	320	47	1,276	150	500	1,500
Gifts in Kind	1,667	-	6,667	-	-	-
<b>Total Revenues</b>	<u>9,987</u>	<u>47</u>	<u>25,708</u>	<u>16,150</u>	<u>91,833</u>	<u>365,500</u>
<b>Expenses</b>						
Business Expenses						
Memberships	-	-	455	300	375	1,125
Marketing Events	2,500	2,870	7,754	6,440	2,000	6,000
Miscellaneous Expense	-	-	(20)	15	167	500
Business Registration Fees	-	-	500	-	13	40
<b>Total Business Expenses</b>	<u>2,500</u>	<u>2,870</u>	<u>8,689</u>	<u>6,755</u>	<u>2,555</u>	<u>7,665</u>
Contract Services						
Accounting fees	425	395	2,815	1,396	4,000	12,000
Outside Contract Services	2,292	-	4,492	9,000	4,433	13,300
<b>Total Contract Services</b>	<u>2,717</u>	<u>395</u>	<u>7,307</u>	<u>10,396</u>	<u>8,433</u>	<u>25,300</u>
Facilities & Equipment						
Computer Replacement	-	-	-	-	500	1,500
Donated Facilities	1,667	-	6,667	-	-	-
Office Equipment	-	-	22	-	267	800
<b>Total Facilities &amp; Equipment</b>	<u>1,667</u>	<u>-</u>	<u>6,689</u>	<u>-</u>	<u>767</u>	<u>2,300</u>
Operations						
Charlie Walker Pitch Challenge Expenses	18,000	-	18,000	16,693	1,333	4,000
Donations (Outgoing Board Recognition)	-	-	100	100	33	100
Dues & Subscriptions	252	-	330	195	333	1,000
Training Fees	-	-	-	-	500	1,500
Advertising/Promotion	2,000	-	8,015	9,399	10,000	30,000
Repairs & Maintenance	-	-	-	-	167	500
Books, Subscriptions, Reference	16	19	3,556	3,319	1,833	5,500
Postage, Mailing Service	-	-	-	-	45	135
Printing and Copying	54	-	160	273	117	350
Supplies	164	-	442	813	833	2,500
Telephone, Telecommunications	337	330	860	1,020	1,067	3,200
<b>Total Operations</b>	<u>20,823</u>	<u>349</u>	<u>31,463</u>	<u>31,812</u>	<u>16,261</u>	<u>48,785</u>
Other Expenses						
Depreciation	88	34	354	136	333	1,000
Other Costs	-	-	-	-	83	250
Insurance - Liability, D and O	-	4,925	99	5,269	2,000	6,000
<b>Total Other Expenses</b>	<u>88</u>	<u>4,959</u>	<u>453</u>	<u>5,405</u>	<u>2,416</u>	<u>7,250</u>
Payroll Expenses						
Retirement Contribution	-	-	2,790	2,774	3,833	11,500
Employee Health Ins	675	2,266	2,647	5,447	2,567	7,700
Director Health & List Ins	675	3,653	3,329	8,804	3,667	11,000
Car Allowance	500	250	2,000	2,000	2,000	6,000
Payroll Taxes	1,145	1,061	5,596	5,016	5,000	15,000
Wages & Salaries	14,012	13,628	62,987	61,062	61,667	185,000
<b>Total Payroll Expenses</b>	<u>17,007</u>	<u>20,858</u>	<u>79,349</u>	<u>85,103</u>	<u>78,734</u>	<u>236,200</u>
Travel and Meetings						
Meals	45	308	652	734	667	2,000
Conference, Convention, Meetings	-	-	369	26	333	1,000
Travel	441	135	672	266	1,333	4,000
Travel and Meetings - Other	-	19	60	19	333	1,000
<b>Total Travel and Meetings</b>	<u>486</u>	<u>462</u>	<u>1,753</u>	<u>1,045</u>	<u>2,666</u>	<u>8,000</u>
<b>Total Expenses</b>	<u>45,288</u>	<u>29,893</u>	<u>135,703</u>	<u>140,516</u>	<u>111,832</u>	<u>335,500</u>
<b>Changes in Net Assets without Donor Restriction</b>	<u>(35,301)</u>	<u>(29,846)</u>	<u>(109,995)</u>	<u>(124,366)</u>	<u>(19,999)</u>	<u>30,000</u>
<b>Board Designation - Reserve Funds</b>	<u>(30,000)</u>	<u>(30,000)</u>	<u>(30,000)</u>	<u>(30,000)</u>	<u>(30,000)</u>	<u>(30,000)</u>
<b>Changes in Net Assets</b>	<u>\$ (65,301)</u>	<u>\$ (59,846)</u>	<u>\$ (139,995)</u>	<u>\$ (154,366)</u>	<u>\$ (49,999)</u>	<u>\$ -</u>

## May 2023 REPORT

### **MARKETING / LEGISLATIVE**

The legislative session ended and is awaiting the Governor's final actions on several bills whether to sign them or let them die without approval. I was invited to attend the Kansas Chamber of Commerce annual dinner in Topeka on April 26<sup>th</sup> as a guest of our lobbyist firm. Former Secretary of State Mike Pompeo. Met several state legislators who were also attending the dinner.

Final approval for the \$2.95 million annually for 10 years will go to the Salina Airport Authority as planned to support the California based Tyrell Corporation project if the company decides to relocate to Salina. We are awaiting approval any time. This week the Executive Director took part in several calls concerning this project with Department of Commerce staff, company representatives and Dr. Starkey.

The Executive Director serves on the Team Kansas Board of Directors which serves as a marketing partner of the Kansas Department of Commerce. On the 4<sup>th</sup> of May the Board meeting to approve a new chairman of the organization and marketing efforts for the upcoming year. There will be some modifications of activities as the year moves forward.

### **WORKFORCE TALENT / HOUSING / CHILDCARE**

We are awaiting final approval of a contract with the selected development firm and the City of Salina which will kick off the development of apartments and duplexes to meet the needs of area individuals and companies.

United Way has started fund raising for funding for the new director for childcare 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. United Way Director Claire Ludes and Chamber President Renee Duxler met with Jeff Thompson of Schwan on April 26<sup>th</sup> and with Great Plains outgoing President Linda Salem on May 11<sup>th</sup> to talk about the plan to raise funds for salary assistance for childcare workers. A meeting with Vortex is set for later this month.

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

Start Up Salina met on Wednesday, May 3<sup>rd</sup>. Area entrepreneur Shannon Luthi, who produces BBQ rubs, smoked salts and other products uses the kitchen in The Temple. He spoke about starting a business and "bootstrapping" a business without a lot of startup debt.

### **PROSPECT MANAGEMENT**

Beck's Hybrids is working on the annexation and rezoning of their future property. On June 26<sup>th</sup> the property will be annexed and rezoned along with having the first reading of the Industrial Revenue Bonds.

We continue to work with representatives of the Texas-based company interested in establishing a battery storage facility near an Evergy substation in far south Saline County. They met with fire and emergency management representatives, county planning and county road development staff to talk about their plans. On Tuesday, May 16<sup>th</sup> the company will make a presentation to the Saline County Commission outlining their project. The company will submit plans to the Saline County Planning Commission in early June.

Helped coordinate with Farmer’s Direct groundbreaking ceremony on May 10<sup>th</sup>. The company will be adding 9000 square feet of warehousing and several packaging machines will be added to meet the needs of future demands of their growing business.

Met with Wichita based individual who is interested in establishing a business here in Salina met with the Executive Director. He outlined the basic framework of the project. Will require the community to work with the project in a different format. Would be a large employer but not a high salary range.

**SITES / BUILDINGS / TOOLS:**

Continue to monitor sites and available buildings within the community.

**MONTHLY WEB/SOCIAL MEDIA STATISTICS**

Website – (reported April 2023)

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

Website –4/17/2023 – 5/12/2023

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

Facebook – (reported April 2023)

1,628 Page Reach	1,700 Post Reach	189 Page Visits	823 Followers
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Facebook – 4/17/2023 – 5/12/2023

<b>1,628 Page Reach</b>	<b>1,700 Post Reach</b>	<b>189 Page Visits</b>	<b>823 Followers</b>
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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	SUCCESS	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
22-11	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 <b>required</b> , 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	SUCCESS	Broke Ground 5/10/23	Meeting w/ DOC	Local grain supplier	Specialized Grain	7	\$18	\$1.4 m	Specilized Grain	Existing Propertu	12,000 SF addition