

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE - VISIT SALINA ANNEX**  
**AUGUST 17, 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) June 15, 2023 Minutes
  - (2.2) July 20, 2023 Minutes
  
- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
  - (3.1) June Financial Reports
  - (3.2) July Financial Reports
  
- 4. MONTHLY SPOTLIGHT - RENEE DUXLER, PRESIDENT/CEO - CHAMBER OF COMMERCE**
  - (4.1) Salina Community Strategic Plan
  - (4.2) Blue Cross/Blue Shield - Salina Regional Health Center
  - (4.3) PBS Video of Salina Community
  
- 5. DIRECTOR'S REPORT**
  - (5.1) Pure Imagination Labs Announcement - August 22nd
  - (5.2) Texas Based Battery Storage Project - County P&Z - August 22nd
  - (5.3) Beck's Hybrid's IRB's Approved August 7th
  - (5.3) Prospect Updates - See Attached Chart
  
- 6. BOARD MEMBER DISCUSSION/QUESTIONS**
  
  
- 7. ADJOURNMENT**



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

**June 15, 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 Schwarz  
Jim Maes  
Max Wellbrock-Talley  
Rob Exline  
Daran Neuschafer  
Paula Fried, Ex-Officio

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  
Mike Schrage, City Manager, City of Salina  
Phillip Smith-Hanes, County Administrator, Saline County  
Renee Duxler, CEO/President, Salina Area Chamber of Commerce  
Jaclyn Crow, Economic Development & Workforce Director, Salina Area Chamber of Commerce  
Melissa Bixby, Vice President, Exchange Bank  
Robert Vidricksen, Chair, Saline County Commission  
Mark Freel, Customer Solutions Manager, Evergy  
Hillary Richards, CPA, Woods & Durham

Absent:

Brian Weisel

**(1.2) Public Comment**

No Public Comment

**APPROVAL OF MINUTES**

(2.1) Moved by Maes, seconded by Hampton to approve the May 18, 2023 minutes.  
Aye: (8). Nay: (0). Motion carried.

**APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE**

**(3.1) May Financial Reports**

Moved by Exline, seconded by Schwartz to approve the May 2023 financial reports.

Aye: (8). Nay: (0). Motion carried.

**(3.2) 2022 Annual Review - CPA Hillary Richards**

After Richards' remarks about the review, there was a brief discussion about the accounts going beyond the bank's FDIC secured amount and questions regarding the EDO getting some additional security via a small account at another banking institution. Robinson will check with local banks to see what options and rates are available.

**4. DIRECTOR'S REPORT**

**(4.1) Casino Project Report**

The board would like to see a formal proposal that would include community benefits and possible setbacks and won't consider the project until a proposal can be reviewed.

**(4.2) Beck's Hybrids Status**

Robinson reviewed the timeline for this project:

July 24<sup>th</sup> - City Commission

June 20<sup>th</sup> - Planning & Zoning Committee

**(4.3) Tyrell Corporation Status**

KDOC is working on modifications to the state proposal to reach an agreement with company representatives.

**(4.4) Prospect Updates - See Attached Chart**

Robinson review the June 2023 Prospect Table

**(4.5) Closed Session**

Moved by Schwarz, seconded by Neuschafer to have the Salina Community Economic Development Organization board of directors recess into executive session for 15 minutes to discuss the potential acquisition of specific real estate, the identification of which would be contrary to the public interest, based upon the need for the preliminary discussion of the acquisition of real property pursuant to K.S.A. 75-4319(b)(6). The open meeting will resume in this room at 10:30 a.m. Aye: (8). Nay: (0). Motion carried.

The board recessed into executive session at 10:15 a.m. and reconvened at 10:30 a.m. No action was taken.

Also present in executive session: Mike Schrage, City Manager, City of Salina

**BOARD MEMBER DISCUSSION/QUESTIONS**

N/A

**ADJOURNMENT**

Moved by Exline, seconded by Maes to adjourn the meeting at 10:34 a.m.

Aye: (8). Nay: (0). Motion carried.

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Brian Richardson, Board President

ATTEST:

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Jim Maes, Board Vice President



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

**July 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. No quorum was present.

**(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 or Zoom (Z):**

Brian Richardson, Frank Hampton, Tom Dill, Rob Exline

**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

Shawn Hennessee, Assistant City Manager, City of Salina

Phillip Smith-Hanes, County Administrator, Saline County

Renee Duxler, CEO/President, Salina Area Chamber of Commerce

Jaclyn Crow, Economic Development & Workforce Director, Salina Area Chamber of Commerce

Robert Vidricksen, Chair, Saline County Commission

Lloyd Davidson, Retired, Salina citizen

Claire Ludes, Executive Director, Salina Area United Way

Christina Small, Early Childhood Initiative Director, Salina Area United Way

Tim Rogers, Executive Director, Salina Airport Authority (Z) (out at 9:20 AM)

**Absent:**

Brian Weisel, Brian Schwarz, Jim Maes, Max Wellbrock-Talley, Daran Neuschafer, Paula Fried, Ex-Officio

**(1.2) Public Comment**

No Public Comment

**SALINA AIRPORT AUTHORITY UPDATE**

Since Rogers has some scheduling issues, he was allowed to provide an update at the start of the meeting. Rogers reviewed the documents included the board packet. At the conclusion of his report, he requested assistance from the EDO board in the form of a letter of support signed by the board president. The EDO staff will work on getting that letter of support written and signed.

**APPROVAL OF MINUTES**

(2.1) June 15, 2023 tabled until August 17<sup>th</sup>, 2023 board meeting. No quorum.

**APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE**

(3.1) May Financial Reports tabled until August 17<sup>th</sup>, 2023 board meeting. No quorum.

#### **4. MONTHLY SPOTLIGHT – CLAIRE LUDES, EXECUTIVE DIRECTOR – UNITED WAY**

The Salina Area United Way is spearheading childcare advocacy efforts in Salina and Saline County. They are working on setting up an endowment fund to finance the Early Childhood Initiative Director's position and also fund a program that would increase childcare staff wages so that targeted centers could reopen empty and unstaffed classrooms. This would create a significant number of childcare openings in the community.

Currently childcare providers in Salina and Saline County are making \$4-\$6 less than the living wage. The United Way and other stakeholders hope to provide wage supplements to increase staff wages to \$15 for Assistant Teachers and \$18 for Lead Teachers. The United Way is also working with USD 305 to create a Career Pathway for future early childhood professionals. Small and Ludes are also meeting with area businesses and are having conversations around childcare and the effect and benefits quality, accessible childcare has on their businesses.

The United Way recently received a grant from the Kansas Children's Cabinet for \$1.8 million dollars. This would assist 3 centers in expanding their staff and childcare openings to provide 187 new slots; 40 of those new slots would be for infants.

Based on data received from Child Care Aware, Salina needs 1,052 childcare slots. Per every 1 current childcare slot, 10 children need that slot. Salina has also seen a decrease in home childcare providers over the past few years. The United Way is seeking funds to provide additional funding opportunities for home providers as well.

#### **5. DIRECTOR'S REPORT**

##### **(5.1) Beck's Hybrids Status**

The annexation process is complete and the IRB request for Beck's Hybrids will be presented to the City of Salina City Commission on August 7<sup>th</sup>, 2023.

##### **(5.2) Pure Imagination Labs, LLC (Tyrell Corporation)**

All of the paperwork between the company and KDOC has been signed. The announcement is slated to be scheduled in the 2<sup>nd</sup> or 3<sup>rd</sup> week of August 2023. To review, the project will bring 101 jobs of 5 years (1<sup>st</sup> Year – 11; 2<sup>nd</sup> Year – 20; 3<sup>rd</sup> Year – 20; 4<sup>th</sup> Year – 30; 5<sup>th</sup> Year – 30). They will occupy Building 500 and it will be remodeled to accommodate their needs.

##### **(5.4) Prospect Updates – See Attached Chart** Robinson review the July 2023 Prospect Table

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

N/A

#### **ADJOURNMENT**

Richardson adjourned the meeting at 10:34 a.m.  
Aye: (8). Nay: (0). Motion carried.

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Brian Richardson, Board President

ATTEST:

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Rob Exline, Board Treasurer

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

**COMPILED FINANCIAL STATEMENTS**  
**June 30, 2023**

**WOODS & DURHAM, CHARTERED**  
**Certified Public Accountants**  
**Salina, Kansas**

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

**TABLE OF CONTENTS**

	<b><u>Page Numbers</u></b>
Compilation Report .....	1
Statement of Assets, Liabilities, and Net Assets - Tax Basis .....	2
Statement of Revenues, Expenses, and Changes in Net Assets - Tax Basis .....	3
Supplementary Information	
Statements of Revenues, Expenses, and Changes in Net Assets - Prior Year and Budget Comparison - Tax Basis .....	4



## ACCOUNTANTS' COMPILATION REPORT

To the Members of  
Salina Community Economic Development Organization, Inc.  
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 June 30, 2023, and the related statement of revenues, expenses, and changes in net assets - tax basis for the one month and six 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, Inc.

*Woods & Durham, Chtd.*

Woods & Durham, Chartered  
Certified Public Accountants  
Salina, Kansas

July 13, 2023



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

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

<b>ASSETS</b>	
<b>Current Assets</b>	
Cash	\$ 294,951
Unconditional promises to give:	
Member contributions receivable - current	349,482
<b>Total Current Assets</b>	644,433
 <b>Long-term Unconditional Promises to Give</b>	
Member contribution receivable - non-current	173,010
 <b>Property and Equipment</b>	
Furniture and equipment	5,568
Less: accumulated depreciation	(4,905)
<b>Net Property and Equipment</b>	663
<b>Total Assets</b>	\$ 818,106
 <b>LIABILITIES AND NET ASSETS</b>	
<b>Current Liabilities</b>	
Payroll liabilities	\$ 413
 <b>Net Assets</b>	
Without donor restrictions	644,683
With donor restrictions	173,010
<b>Total Net Assets</b>	817,693
<b>Total Liabilities and Net Assets</b>	\$ 818,106

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

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

	<b>Period Ended June 30, 2023</b>	<b>Year to Date June 30, 2023</b>
<b>Net Assets Without Donor Restrictions</b>		
<b>Revenues and Support Without Donor Restrictions</b>		
Charlie Walker pitch challenge income	\$ -	\$ 16,000
Member contributions	-	3,530
Gifts in kind	1,667	10,000
Interest income	411	2,096
<b>Total Revenues and Support Without Donor Restrictions</b>	2,078	31,626
<b>Net Assets Released From Restrictions</b>		
Restrictions satisfied by payments		509,532
<b>Total Revenues and Support Without Donor Restrictions</b>	2,078	541,158
<b>Expenses</b>		
Business expenses	-	11,109
Contract services	1,925	12,298
Facilities and equipment	1,667	10,022
Operations	799	32,910
Other expenses	88	5,783
Payroll expenses	20,657	116,981
Travel and meetings	23	2,075
<b>Total Expenses Without Donor Restrictions</b>	25,159	191,178
<b>Change in Net Assets Without Donor Restrictions</b>	(23,081)	349,980
<b>Net Assets With Donor Restrictions</b>		
Unconditional promises to give - restrictions satisfied by payments	-	(509,532)
<b>Net Assets - Beginning of Period</b>	840,774	977,245
<b>Net Assets - End of Period</b>	\$ 817,693	\$ 817,693

**SUPPLEMENTARY INFORMATION**

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

**STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS - PRIOR YEAR AND BUDGET COMPARISON - TAX BASIS**  
For the One Month and Six Months Ended June 30, 2023 and June 30, 2022

	Period Ended June 30, 2023	Period Ended June 30, 2022	Year to Date June 30, 2023	Year to Date June 30, 2022	Budget YTD June 30, 2023	Budget 2023 Approved
<b>Revenues</b>						
Charlie Walker Pitch Challenge Income	\$ -	\$ -	\$ 16,000	\$ 16,000	\$ 2,000	\$ 4,000
Member Contributions	-	-	3,530	-	180,000	360,000
Investments - Interest	411	57	2,096	259	750	1,500
Gifts in Kind	1,667	-	10,000	-	-	-
<b>Total Revenues</b>	<u>2,078</u>	<u>57</u>	<u>31,626</u>	<u>16,259</u>	<u>182,750</u>	<u>365,500</u>
<b>Expenses</b>						
Business Expenses						
Memberships	-	-	455	300	563	1,125
Marketing Events	-	-	10,134	8,411	3,000	6,000
Miscellaneous Expense	-	-	(20)	15	250	500
Business Registration Fees	-	40	540	40	20	40
Total Business Expenses	<u>-</u>	<u>40</u>	<u>11,109</u>	<u>8,766</u>	<u>3,833</u>	<u>7,665</u>
Contract Services						
Accounting fees	1,925	217	5,515	1,829	6,000	12,000
Outside Contract Services	-	-	6,783	9,000	6,650	13,300
Total Contract Services	<u>1,925</u>	<u>217</u>	<u>12,298</u>	<u>10,829</u>	<u>12,650</u>	<u>25,300</u>
Facilities & Equipment						
Computer Replacement	-	2,012	-	2,012	750	1,500
Donated Facilities	1,667	-	10,000	-	-	-
Office Equipment	-	80	22	80	400	800
Total Facilities & Equipment	<u>1,667</u>	<u>2,092</u>	<u>10,022</u>	<u>2,092</u>	<u>1,150</u>	<u>2,300</u>
Operations						
Charlie Walker Pitch Challenge Expenses	-	4	18,000	16,696	2,000	4,000
Donations (Outgoing Board Recognition)	-	-	100	100	50	100
Dues & Subscriptions	51	-	396	690	500	1,000
Training Fees	-	-	-	-	750	1,500
Advertising/Promotion	500	350	8,515	9,749	15,000	30,000
Repairs & Maintenance	-	-	-	-	250	500
Books, Subscriptions, Reference	-	179	3,591	3,517	2,750	5,500
Postage, Mailing Service	-	-	63	-	68	135
Printing and Copying	-	-	170	273	175	350
Supplies	61	247	841	1,106	1,250	2,500
Telephone, Telecommunications	187	180	1,234	1,381	1,600	3,200
Total Operations	<u>799</u>	<u>960</u>	<u>32,910</u>	<u>33,512</u>	<u>24,393</u>	<u>48,785</u>
Other Expenses						
Depreciation	88	34	530	293	500	1,000
Other Costs	-	-	-	-	125	250
Insurance - Liability, D and O	-	(35)	5,253	5,234	3,000	6,000
Total Other Expenses	<u>88</u>	<u>(1)</u>	<u>5,783</u>	<u>5,527</u>	<u>3,625</u>	<u>7,250</u>
Payroll Expenses						
Retirement Contribution	2,790	2,774	5,580	5,547	5,750	11,500
Employee Health Ins	675	520	3,996	6,487	3,850	7,700
Director Health & List Ins	1,357	2,207	5,360	11,855	5,500	11,000
Car Allowance	500	500	3,000	3,000	3,000	6,000
Payroll Taxes	1,323	1,082	8,033	7,177	7,500	15,000
Wages & Salaries	14,012	13,627	91,012	88,318	92,500	185,000
Total Payroll Expenses	<u>20,657</u>	<u>20,710</u>	<u>116,981</u>	<u>122,384</u>	<u>118,100</u>	<u>236,200</u>
Travel and Meetings						
Meals	23	220	680	1,125	1,000	2,000
Conference, Convention, Meetings	-	-	369	76	500	1,000
Travel	-	194	672	605	2,000	4,000
Travel and Meetings - Other	-	-	354	19	500	1,000
Total Travel and Meetings	<u>23</u>	<u>414</u>	<u>2,075</u>	<u>1,825</u>	<u>4,000</u>	<u>8,000</u>
<b>Total Expenses</b>	<u>25,159</u>	<u>24,432</u>	<u>191,178</u>	<u>184,935</u>	<u>167,751</u>	<u>335,500</u>
<b>Changes in Net Assets without Donor Restriction</b>	<u>(23,081)</u>	<u>(24,375)</u>	<u>(159,552)</u>	<u>(168,676)</u>	<u>14,999</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>\$ (53,081)</u>	<u>\$ (54,375)</u>	<u>\$ (189,552)</u>	<u>\$ (198,676)</u>	<u>\$ (15,001)</u>	<u>\$ -</u>

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

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

<b>ASSETS</b>	
<b>Current Assets</b>	
Cash	\$ 358,982
Unconditional promises to give:	
Member contributions receivable - current	<u>347,751</u>
<b>Total Current Assets</b>	<u>706,733</u>
<b>Long-term Unconditional Promises to Give</b>	
Member contribution receivable - non-current	<u>86,505</u>
<b>Property and Equipment</b>	
Furniture and equipment	5,568
Less: accumulated depreciation	<u>(4,993)</u>
<b>Net Property and Equipment</b>	<u>575</u>
<b>Total Assets</b>	<u><u>\$ 793,813</u></u>
<b>LIABILITIES AND NET ASSETS</b>	
<b>Current Liabilities</b>	
Payroll liabilities	<u>\$ 336</u>
<b>Net Assets</b>	
Without donor restrictions	706,972
With donor restrictions	<u>86,505</u>
<b>Total Net Assets</b>	<u>793,477</u>
<b>Total Liabilities and Net Assets</b>	<u><u>\$ 793,813</u></u>

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

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

	<b>Period Ended July 31, 2023</b>	<b>Year to Date July 31, 2023</b>
<b>Net Assets Without Donor Restrictions</b>		
<b>Revenues and Support Without Donor Restrictions</b>		
Charlie Walker pitch challenge income	\$ -	\$ 16,000
Member contributions	1,764	5,294
Gifts in kind	1,667	11,667
Interest income	410	2,506
<b>Total Revenues and Support Without Donor Restrictions</b>	3,841	35,467
<b>Net Assets Released From Restrictions</b>		
Restrictions satisfied by time	86,505	525,951
<b>Total Revenues and Support Without Donor Restrictions</b>	90,346	561,418
<b>Expenses</b>		
Business expenses	217	11,326
Contract services	7,907	20,205
Facilities and equipment	1,667	11,689
Operations	655	33,564
Other expenses	424	6,208
Payroll expenses	16,972	133,953
Travel and meetings	215	2,290
<b>Total Expenses Without Donor Restrictions</b>	28,056	219,235
<b>Change in Net Assets Without Donor Restrictions</b>	62,289	342,183
<b>Net Assets With Donor Restrictions</b>		
Unconditional promises to give - restrictions satisfied by time	(86,505)	(525,951)
<b>Net Assets - Beginning of Period</b>	817,693	977,245
<b>Net Assets - End of Period</b>	\$ 793,477	\$ 793,477

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

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

	Period Ended July 31, 2023	Period Ended July 31, 2022	Year to Date July 31, 2023	Year to Date July 31, 2022	Budget YTD July 31, 2023	Budget 2023 Approved
<b>Revenues</b>						
Charlie Walker Pitch Challenge Income	\$ -	\$ -	\$ 16,000	\$ 16,000	\$ 2,333	\$ 4,000
Member Contributions	1,764	-	3,530	-	180,000	360,000
Investments - Interest	410	65	2,506	324	875	1,500
Gifts in Kind	1,667	-	11,667	-	-	-
<b>Total Revenues</b>	<u>3,841</u>	<u>65</u>	<u>33,703</u>	<u>16,324</u>	<u>183,208</u>	<u>365,500</u>
<b>Expenses</b>						
<b>Business Expenses</b>						
Memberships	-	-	455	300	656	1,125
Marketing Events	217	-	10,351	8,411	3,500	6,000
Miscellaneous Expense	-	-	(20)	15	292	500
Business Registration Fees	-	-	540	40	23	40
<b>Total Business Expenses</b>	<u>217</u>	<u>-</u>	<u>11,326</u>	<u>8,766</u>	<u>4,471</u>	<u>7,665</u>
<b>Contract Services</b>						
Accounting fees	5,615	367	11,130	2,196	7,000	12,000
Outside Contract Services	2,292	-	9,075	9,000	7,758	13,300
<b>Total Contract Services</b>	<u>7,907</u>	<u>367</u>	<u>20,205</u>	<u>11,196</u>	<u>14,758</u>	<u>25,300</u>
<b>Facilities &amp; Equipment</b>						
Computer Replacement	-	-	-	2,012	875	1,500
Donated Facilities	1,667	-	11,667	-	-	-
Office Equipment	-	150	22	230	467	800
<b>Total Facilities &amp; Equipment</b>	<u>1,667</u>	<u>150</u>	<u>11,689</u>	<u>2,242</u>	<u>1,342</u>	<u>2,300</u>
<b>Operations</b>						
Charlie Walker Pitch Challenge Expenses	-	-	18,000	16,697	2,333	4,000
Donations (Outgoing Board Recognition)	-	-	100	100	58	100
Dues & Subscriptions	257	-	653	690	583	1,000
Training Fees	-	-	-	-	875	1,500
Advertising/Promotion	-	-	8,515	9,749	17,500	30,000
Repairs & Maintenance	-	-	-	-	292	500
Books, Subscriptions, Reference	61	1,314	3,652	4,831	3,208	5,500
Postage, Mailing Service	-	70	62	70	79	135
Printing and Copying	-	-	170	273	204	350
Supplies	-	345	841	1,451	1,458	2,500
Telephone, Telecommunications	337	332	1,571	1,713	1,867	3,200
<b>Total Operations</b>	<u>655</u>	<u>2,061</u>	<u>33,564</u>	<u>35,574</u>	<u>28,457</u>	<u>48,785</u>
<b>Other Expenses</b>						
Depreciation	88	34	619	327	583	1,000
Other Costs	-	-	-	-	146	250
Insurance - Liability, D and O	336	344	5,589	5,577	3,500	6,000
<b>Total Other Expenses</b>	<u>424</u>	<u>378</u>	<u>6,208</u>	<u>5,904</u>	<u>4,229</u>	<u>7,250</u>
<b>Payroll Expenses</b>						
Retirement Contribution	-	-	5,580	5,547	6,708	11,500
Employee Health Ins	675	1,746	4,671	8,233	4,492	7,700
Director Health & List Ins	675	2,809	6,035	14,664	6,417	11,000
Car Allowance	500	500	3,500	3,500	3,500	6,000
Payroll Taxes	1,110	1,081	9,143	8,258	8,750	15,000
Wages & Salaries	14,012	13,627	105,024	101,945	107,917	185,000
<b>Total Payroll Expenses</b>	<u>16,972</u>	<u>19,763</u>	<u>133,953</u>	<u>142,147</u>	<u>137,784</u>	<u>236,200</u>
<b>Travel and Meetings</b>						
Meals	91	243	770	1,368	1,167	2,000
Conference, Convention, Meetings	-	-	369	76	583	1,000
Travel	124	249	796	853	2,333	4,000
Travel and Meetings - Other	-	-	355	19	583	1,000
<b>Total Travel and Meetings</b>	<u>215</u>	<u>492</u>	<u>2,290</u>	<u>2,316</u>	<u>4,666</u>	<u>8,000</u>
<b>Total Expenses</b>	<u>28,057</u>	<u>23,210</u>	<u>219,235</u>	<u>208,145</u>	<u>195,707</u>	<u>335,500</u>
<b>Changes in Net Assets without Donor Restriction</b>	<u>(24,216)</u>	<u>(23,144)</u>	<u>(185,532)</u>	<u>(191,821)</u>	<u>(12,499)</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>\$ (54,216)</u>	<u>\$ (53,144)</u>	<u>\$ (215,532)</u>	<u>\$ (221,821)</u>	<u>\$ (42,499)</u>	<u>\$ -</u>

## **August 2023 REPORT**

### **MARKETING / LEGISLATIVE**

Did a welcome and overview of the SCEDO to the first meeting of the Leadership Salina class for 2023 on Friday, August 11<sup>th</sup>. The class included several industrial plant managers as well as the general mix of bankers, hospital employees, chamber staff and general small business employees/owners.

Along with several other local non-profits managers, a group met with representatives of a statewide group promoting the adoption of expansion of medical care for the state of Kansas.

Arranged for a welcome from the local community for the Kansas Department of Economic Development staff including Lt. Governor David Toland. Mayor Hoppock, Commissioner Vidricksen, Mike Schrage, Tim Rogers, Renee Duxler and myself. These are key partners that have worked with us on several projects and approved numerous multi-million grants over the past several years. After the introduction several of us met with Randi Jack, the #2 person in the international division who had recently been to both Japan and to South Korea where she and the Lt. Governor had met with officials with Kubota and CJ Foods. She provided an overview of the two visits as well as an upcoming trip by the Governor where she plans on meeting with both companies.

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

Discussed with City of Salina staff the status of the agreements with the developer selected for the housing project and the discussions with the Kansas Department of Commerce concerning the grant details. The work on these agreements is moving full speed ahead and hopefully will be soon completed.

United Way continues to talk with possible donors to support the funding of higher wages for child care providers. One company is ready to commit funding for the project with several others close to providing funds.

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

Start Up Salina speaker for the August 2<sup>nd</sup> program was Julie Johnson, owner of Rosie's on Iron. She was the 3d place winner at the 2023 Charlie Walker Pitch Challenge. Chamber is having training sessions in August at Kansas State Salina as part of their Project Open program.

### **PROSPECT MANAGEMENT**

Beck's Hybrids has finished their zoning changes for all the property they have acquired. On Monday, August 7<sup>th</sup>, the City Commission approved the issuance of Industrial Revenue Bonds for their \$22 million project.

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, August 22<sup>nd</sup> the company will make a presentation to the Saline County Planning and Zoning Committee to receive the first step in their property zoning.



On Tuesday, August 22<sup>nd</sup> the California project will be announced by the representatives of the company, the State of Kansas, federal legislators, Kansas State University Salina Dean/CEO and Airport Executive Director Tim Rogers. This will take place on the KS Salina campus. Senator Moran, Rep. Mann, Lt Governor Toland and others will take part in the program.

#### **SITES / BUILDINGS / TOOLS:**

Continue to work on maintaining industrial sites and buildings within the community as well what other buildings are available within the community for various retail and other uses.

#### **MONTHLY WEB/SOCIAL MEDIA STATISTICS**

##### Website – (reported July 2023)

118 users      117 New Users      135 Sessions      3.11 Pgs/Session      0:40 Avg Session  
214 Pageviews

##### Website –7/17/2023 – 8/11/2023

**176 users      176 New Users      13 Returning Users      1.59 Views/User**  
**0:30 Avg Session      279 Pageviews      1,046 Event Count\*\***

\*\*Event Count = the number of times an event is triggered on your website or app. An event is a user's specific action on your site, such as clicking a button, playing a video, or submitting a form.

##### Facebook – (reported July 2023)

1,452 Page Reach      95 Post Reach      1,700 Page Visits      138 Page Visits      832 Followers

**798 Page Reach      21 Engagement      720 Post Reach      77 Page Visits      857 Followers**  
**12 New Likes**

##### 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)  
6/9/2023 – 373 members (+2)  
8/11/2023 – 380 members (+7)



# 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	P&Z August 22	Presented to Co. Com. May 16th	Energy Storage 3-4 years Construction 2025	3	Above Average	\$330M	Energy	20-40 acres under option	NA
21-18	Project JR/ Beck's Hybrids	KC Realtor	SUCCESS	Agreed on site deal on 4/4/2023	IRB's Approved by City of Salina August 7th	Seed distribution and sales center	Warehouse seeking rural location on Interstate	7 Warehouse Positions + 15 Sales	Above Average	\$22.7 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	SUCCESS	7/5/2022	Announcement August 22nd	CA based co. move operation to Salina	High Tech Imaging	101 estimated by Year 5	\$75k-\$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	Prospect North Track	Direct / DOC	Active	11/1/2021	Numerous Meetings/Calls	Site Selection from 2 possible sites	New Product Line	?	?	?	Local Company	Not Determined	Not Determined
23-01	Project Houston	SAA- Tim Rogers	Active	1/26/2022	12/31/2023	Maintenance Hub	New Hub	6	\$25+/hr	?	MRO	Use Local Company	Use Existing Building



# SALINA AREA CHAMBER OF COMMERCE

## Salina, Kansas

Proposal for Services  
June 2023



## WHAT WE HEARD

The Salina Area Chamber of Commerce has expressed a desire to seek out a new vision for the Salina community. This desire corresponds with a change in leadership at the Chamber, as well as initiatives like Imagine Salina coming to an end this year. The Chamber is looking to spearhead this effort, but is aiming to call on community partners so that the work extends beyond the Chamber and into the wider community.

The Salina community works well together. Strong relationships between the county, the city, businesses, non-profits, et al. have suggested a shared willingness to help move Salina forward together. However, current efforts might be lacking in focus, without clear established goals, or a cohesive strategy to accomplish them.

The Salina Chamber, under the guidance of the board and Renee Duxler, is well-positioned to lead a new initiative to capitalize on this shared desire to see Salina succeed. But how to structure this work, including soliciting input from community members and leaders, and having constructive conversations toward actionable outcomes, is an open question. However it happens, the goal, broadly speaking, is to foster collaboration, drive economic development, and create an outline for collective action to shape Salina's future.

The Salina Chamber has requested Sevenfold's input on what such a process might look like.

## OUR IDEA

Most community strategic plans are almost identical: grow population, bring more young people, support economic development, etc. They offer a kind of panacea that attempts to offer all things to all people, which often amounts to offering almost no discernible impact to anyone.

We believe there's a better way. We build our approach to community strategic planning around three principles:

1. **Focus:** One of the hallmarks of a great strategy is its surprising degree of focus. We incorporate this idea by helping to design a strategic plan that is cohesive, not fragmented, and makes real (sometimes painful) trade-offs to do what's best for the community.
2. **Empathy:** Another hallmark of great strategy is the degree of insight it demonstrates into the actual (not assumed) desires of stakeholders. We root our approach to Community Discovery in empathy, not just data gathering, which is messier, but produces far more nuanced and accurate information.
3. **Authorship:** A strategy has a far higher chance of success if it is authored by the people who will be carrying out the work. We create structures and mechanisms so that major choices are made by leaders--not by us--which builds buy-in all along the way.

The proposal that follows uses these principles to help the Salina community create a compelling community strategic plan. What follows are 2 options for consideration for how to help Salina create such a plan.

# OPTION 1 : COMMUNITY CHOICES

A campaign focused on capturing voices of the community and making high-level choices about a future and a strategy for the community.

## 1. START SMART

Introductory meeting and design brief to set direction and clarity for future work.

- A 3-hour group discussion with the Salina Area Chamber of Commerce's team, establishing a foundation of understanding how to navigate strategic work.
- Provide an overview of our process and the principles on which it is based.
- Capture initial conclusions in a design brief, which serves to helpfully narrow the number of possibilities and informs future workshops and interviews.

## 2. COMMUNITY DISCOVERY

Interviews and community work sessions to uncover assumptions, challenges, critical needs, and ideas for the community of Salina.

- Conduct approximately 15 interviews with stakeholders identified with the team at the Salina Area Chamber of Commerce, using an empathy-based approach to listen and learn about people's lived experiences.
- Facilitate 2 community work sessions to engage community voices and foster collaboration and a sense of ownership in designing a better future for the City of Salina.
- Produce synthesizing documents to show what we heard and to stimulate workshop conversations, including:
  - Community Personas: using anonymized, verbatim phrases to put a human face and emotion on interview findings.
  - Tensions: surfacing perspectives that exist in tension with one another. These tensions highlight key areas of competing interests or unresolved issues, and are ripe areas for constructive discussion.
  - Strategic Insights: overview of findings, highlighting critical themes, white space to innovate, and key symbols of the city's current situation.

## 3. DESIGN A COHESIVE STRATEGY

A workshop that inspires creative collaboration, aimed at deciding on a specific future for Salina, and designing a strategy to achieve it.

- A 1-day workshop to co-create a better future for the City of Salina. Workshop invitees selected by the Salina Chamber will use documents from above to articulate a desirable future for Salina, and then 'back into' a compelling and cohesive strategy.
- Conclusions will be captured in pithy one-page deliverables that describe the future, the strategic choices, and areas of focus for the Salina community.

# OPTION 2: CHOICES AND MOMENTUM

A more intensive campaign to listen to a broader swath of the community, with the intent not only to make high-level choices, but to begin walking them out.

## 1. START SMART

Introductory meeting and design brief to set direction and clarity for future work.

- A 3-hour group discussion with the Salina Area Chamber of Commerce's team, establishing a foundation of understanding how to navigate strategic work.
- Provide an overview of our process and the principles on which it is based.
- Capture initial conclusions in a design brief, which serves to helpfully narrow the number of possibilities and informs and shapes future workshops and interviews.

## 2. COMMUNITY DISCOVERY

A broad-based approach to listening to and observing the Salina community, with a view to capture a variety of perspectives in and dimensions of the community.

- Conduct approximately 25 interviews with stakeholders identified with the team at the Salina Area Chamber of Commerce, using an empathy-based approach to listen and learn about people's lived experiences.
- Facilitate 3 community work sessions to engage community voices and foster collaboration and a sense of ownership in designing a better future for the City of Salina.
- Ethnographic observation - immersing ourselves in the community, making direct observation of key events, groups, etc., to develop meaningful insights about how people actually function in distinct ways in Salina.
- Produce synthesizing documents to show what we heard and to stimulate workshop conversations, including:
  - Community Personas: using anonymized, verbatim phrases to put a human face and emotion on interview findings.
  - Tensions: surfacing perspectives that exist in tension with one another. These tensions highlight key areas of competing interests or unresolved issues, and are ripe for discussion.
  - Strategic Insights: overview of findings, highlighting critical themes, white space to innovate, and key symbols of the city's current situation.
  - Asset Inventory: mapping the unique capabilities, individuals, organizations, and resources, to surface opportunities for collaboration and resource sharing.

### OPTIONAL ADD-ON:

- Custom Community Survey
  - A custom community survey related to specific areas of concern or opportunity, as surfaced by interviews and community partners.

### 3. DESIGN A COHESIVE STRATEGY

A workshop using structured conversations to help Salina community leaders identify a compelling future and construct a cohesive strategy.

- A 2-day workshop to co-create a better future for the City of Salina. Workshop invitees will be selected by the Salina Chamber.
- In Day 1, using documents from above, as well as a series of future scenarios built from stakeholder insights, participants will select and refine a desirable future for Salina.
- In Day 2, participants will use this future to 'back into' a compelling and cohesive strategy. This will include fleshing out the focus areas that support the strategy, with work to be done both by a cross-functional team (see below) and various community partner organizations.
- Identify a cross-functional team to begin enacting the changes identified.
- Conclusions will be captured in pithy one-page deliverables that describe the future, the strategic choices, and areas of focus for the Salina community.

### 4. WALK THE FIRST MILE

Change is easier once it gets going. But creating initial momentum to change is difficult. We partner with teams to help create this initial momentum by providing structure and accountability in the early days of the change.

- Facilitate a half-day (4-6 hour) Launch Workshop to write more detailed goals and strategies for partner organizations.
- Co-write a Team Charter with the identified cross-functional team (made up of community partner organizations that are involved with seeing the strategic choice through).
- Connect (virtually or in-person) with cross-functional team across 6 meetings, using a structured approach to monitoring progress and iterating on tactics.

**OPTIONAL ADD-ON:** Facilitate mini-workshops with select individual community partner organizations (e.g. Community Foundation, Economic Development) to flesh out the application of the community strategy within their respective organizations.

# CONSULTANTS

Brandon Gaide has served as strategic advisor to a wide variety of non-profit organizations, for-profit companies, and municipalities in the last seven years. In 2020 he partnered with Ben Hutton to launch Sevenfold to provide organizations in the region with a better way to grow. Prior to consulting, Brandon spent over a decade as an ordained pastor. Brandon uses his diverse background to help people see things differently, and leads with a deep conviction in the value of people. Brandon earned an MBA from Indiana University, a Master's of Divinity from Fuller Theological Seminary, and a Bachelor's from the University of Texas. He's married to Kelly, with whom he has two daughters, in Wichita, Kansas.

Jordan Buxton joined Sevenfold in 2022. Jordan is masterful at helping clients understand and navigate the human factors in leading change. With over 10 years of facilitation and strategic design experience, Jordan is both a teacher and practitioner of leadership, whose influence has reached the likes of the Kansas Association of School Boards, Leadership Kansas, Leadership Butler, El Dorado Inc., Circle School Board, etc. Jordan previously served as Executive Director of the El Dorado Chamber of Commerce. A native Kansan, Jordan earned a Bachelor's from WSU, and is the consummate lifelong learner. She lives with her husband and three children in El Dorado, Kansas.



**Brandon Gaide**

PRINCIPAL

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**Jordan Buxton**

CONSULTANT

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# INVESTMENT

Below are costs for the services described above. If and when there is an interest in one of these options, we will work with the Chamber to finalize the scope of work and formalize the proposal based on that scope. The costs below include travel time, but do not include expenses.

OPTION 1: \$42,000

Timeframe: Approximately 4-6 months

OPTION 2: \$72,000\*

\*Add-ons as described above are priced separately


Timeframe: Approximately 7-9 months

## Community Strategic Plan Proposal

Renee Duxler <rduxler@salinakansas.org>

Thu 7/27/2023 10:26 AM

To: Schrage, Mike <mike.schrage@salina.org>; Smith-Hanes Phillip <smithp@salinecountyks.gov>; trogers@salair.org <trogers@salair.org>; Mitch Robinson <mrobinson@salinaedo.org>; Salina Downtown <lbishop@salinadowntown.com>

 1 attachments (1 MB)

Salina Chamber of Commerce - Proposal- Sevenfold.pdf;

Good morning...

As I have mentioned to most of you at this point, the Chamber is looking at leading a Community Strategic Plan initiative for this Fall. I spent this spring and summer procuring proposals from highly reputable organizations with experience in this work, and our Executive Committee recently settled on engaging with Sevenfold out of Wichita for this process. I've attached their proposal here, and you can read more at [www.sevenfoldstrategy.com](http://www.sevenfoldstrategy.com) (You may notice that Sevenfold is a Hutton Company and I want to assure you that Jason Gillig abstained from voting. I actually got connected to them because of their great reputation when talking to colleagues in Wichita, and not through anyone with Hutton themselves).

While this is an initiative that the Chamber is leading and we are ultimately hoping to get some key objectives and actionable items regarding our organization's best role in this community moving forward, the ultimate goal is that this is an opportunity for all of us as partners and as a community to address/answer a number of questions, including: what gaps are there currently in the community that aren't being filled (and might be hindering our progress), what other goals do we have beyond growing our population, what our community marketing/image continues to look like moving forward, and if our current structure is most efficient in advancing our shared efforts? Just to name only a few.

Ideally, my vision is that we have a fluid plan that helps each of focus on specific priorities while all moving in the same direction. Examples of other community strategic plans are:

[Topeka- Momentum 2022](#)

[Project Wichita](#)

[The Kansas City Report](#)

I know that sometimes hearing the wording 'strategic planning' can make many people skeptical, but we really feel like we have chosen a group who will help us with creating truly actionable items instead of a document that gets put on a shelf.

As I do see our partners being heavily involved and hoping that everyone sees benefit, I am asking if our partners can also share in the cost. Total cost is \$42,000 that will result in 4-6 months of work. The Greater Salina Community Foundation has committed \$5,000 to the effort. The Chamber is willing to invest \$10,000, leaving \$27,000 to split amongst the five other partner organizations we would like to include (City, County, Airport Authority, SCEDO, and Downtown Salina). **That equals \$5,400 per partner.**

Ideally, I'd like to be able to get this in front of your boards in August so I can present to my board for final approval on August 23<sup>rd</sup>. Let me know what questions you have and what further information I can provide.

Thanks all!



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