

BOARD OF DIRECTORS MEETING AGENDA
SALINA AIRPORT AUTHORITY - HANGAR 600
SEPTEMBER 28, 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) August 17, 2023 Minutes

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

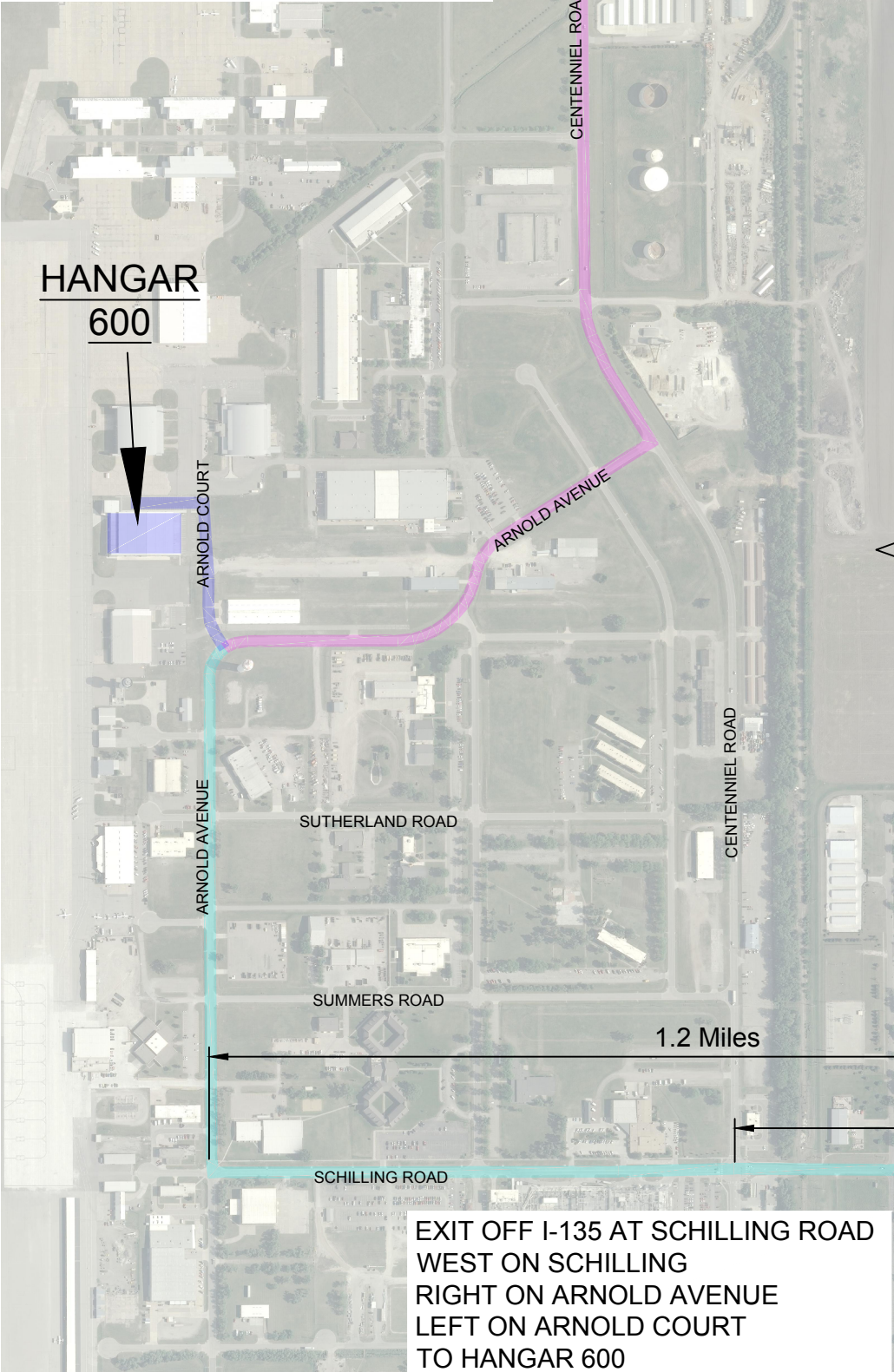
- 4. DIRECTOR'S REPORT**
 - (4.1) Ground Breaking for Beck's Hybrids
 - (4.2) Update on Second Public Hearing for Texas Based Company
 - (4.3) Prospect Table Update

- 5. SPECIAL GUEST -TROY HARDING - DEPARTMENT HEAD, INTEGRATED STUDIES AT KANSAS STATE UNIVERSITY SALINA AEROSPACE AND TECHNOLOGY CAMPUS**
 - (5.1) Pure Imagination Labs Announcement - Video
 - (5.2) Overview of Technology - Zombie Taco Truck Experience

- 6. ADJOURNMENT**

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

EXIT OFF I-135 AT MAGNOLIA ROAD
WEST ON MAGNOLIA
LEFT ON CENTENNIAL
RIGHT ON ARNOLD AVENUE
RIGHT ON ARNOLD COURT
TO HANGAR 600



EXIT OFF I-135 AT SCHILLING ROAD
WEST ON SCHILLING
RIGHT ON ARNOLD AVENUE
LEFT ON ARNOLD COURT
TO HANGAR 600



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

August 17, 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 with a quorum:

In person or Zoom (Z):

Brian Richardson, Frank Hampton, Tom Dill, Brian Weisel, Brian Schwarz, Jim Maes (Z), Max Wellbrock-Talley, Daran Neuschafer (Z), Paula Fried, Ex-Officio

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
Tim Rogers, Executive Director, Salina Airport Authority (Z) (out at 9:20 AM)
Mark Freel, Customer Solutions Manger, Evergy Inc
Rodney Denholm, Real Estate Consultant, NextHome Realty

Absent:

Rob Exline

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Hampton, seconded by Weisel to approve the June 15th and July 20th, 2023 minutes.
Aye: (8). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) Moved by Wellbrock-Talley, seconded by Hampton to approve the June and July 2023 minutes.
Aye: (8). Nay: (0). Motion carried.

4. MONTHLY SPOTLIGHT - RENEE DUXLER, PRESIDENT/CEO, SALINA AREA CHAMBER OF COMMERCE

(4.1) Salina Community Strategic Plan

With the Imagine Salina campaign and funding ending, the Chamber of Commerce Executive Committee is looking into a Community Strategic Plan initiative this Fall. They would like to enter into an agreement

with Sevenfold. The Chamber would like this to be a collective effort between their office, the EDO, the City of Salina, Saline County, the Salina Airport Authority, and Salina Downtown.

Moved by Schwarz, seconded by Neuschafer to collaborate with the Salina Area Chamber of Commerce and the four other stakeholders to pursue the Community Strategic Plan initiative.

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

(4.2) Blue Cross / Blue Shield – Salina Regional Health Center

The Chamber of Commerce drafted a letter the Salina Regional Health Center Executive Leadership team outlining the potential economic development and financial outcomes Salina citizens could face if SRHC and BCBS cannot come to an agreement. Forty-eight (48) businesses have signed the letter of support. Duxler is asking the Salina Community Economic Development Organization to show support and sign the letter.

Moved by Wellbrock-Talley, seconded by Dill that the Salina Community Economic Development Organization sign the letter of support to Salina Regional Health Center to show solidarity and provide due diligence to Salina’s economic development future and outlook. Aye: (6). Nay: (2). Motion carried.

(4.3) PBS Video of Salina Community

The Salina segment will air on Public Television affiliates the week of September 18th.

5. DIRECTOR’S REPORT

(5.1) Pure Imagination Labs, LLC Announcement – August 22nd

The company will be making a formal announcement on August 22nd. Lunch will follow the event. Let Mitch know if you would like to attend. The event will be held at Hangar 600

To review: This project will create 101 jobs over 5 years. They will occupy a 54,000 square foot building with a \$45 million investment.

(5.2) Texas-Based Battery Storage Project – County P&Z – August 22nd

Robinson reviewed this project. The company owners will go before the County Planning and Zoning Committee on August 22nd.

(5.3) Beck’s Hybrids Status

The annexation process is complete and the IRB request for Beck’s Hybrids was presented to the City of Salina City Commission on August 7th, 2023.

(5.4) Prospect Updates – See Attached Chart

Robinson review the August 2023 Prospect Table

BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Weisel, seconded by Wellbrock-Talley to adjourn the meeting at 10:36 a.m.

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

Brian Richardson, Board President

ATTEST:

Wellbrock-Talley, Board Secretary

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

COMPILED FINANCIAL STATEMENTS
August 31, 2023

WOODS & DURHAM, CHARTERED
Certified Public Accountants
Salina, Kansas

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

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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 August 31, 2023, and the related statement of revenues, expenses, and changes in net assets - tax basis for the one month and eight 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

September 15, 2023

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

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

ASSETS	
Current Assets	
Cash	\$ 340,711
Unconditional promises to give:	
Member contributions receivable - current	<u>347,751</u>
Total Current Assets	<u>688,462</u>
Long-term Unconditional Promises to Give	
Member contribution receivable - non-current	<u>86,505</u>
Property and Equipment	
Furniture and equipment	5,568
Less: accumulated depreciation	<u>(5,081)</u>
Net Property and Equipment	<u>487</u>
Total Assets	<u><u>\$ 775,454</u></u>
LIABILITIES AND NET ASSETS	
Current Liabilities	
Payroll liabilities	<u>\$ 298</u>
Net Assets	
Without donor restrictions	688,651
With donor restrictions	<u>86,505</u>
Total Net Assets	<u>775,156</u>
Total Liabilities and Net Assets	<u><u>\$ 775,454</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 Eight Months Ended August 31, 2023

	<u>Period Ended</u> <u>August 31, 2023</u>	<u>Year to Date</u> <u>August 31, 2023</u>
Net Assets Without Donor Restrictions		
Revenues and Support Without Donor Restrictions		
Charlie Walker pitch challenge income	\$ -	\$ 16,000
Member contributions	-	5,294
Gifts in kind	1,667	13,333
Interest income	415	2,921
	<hr/>	<hr/>
Total Revenues and Support Without Donor Restrictions	2,082	37,548
Net Assets Released From Restrictions		
Restrictions satisfied by time	-	525,951
	<hr/>	<hr/>
Total Revenues and Support Without Donor Restrictions	2,082	563,499
	<hr/>	<hr/>
Expenses		
Business expenses	-	11,326
Contract services	810	21,015
Facilities and equipment	1,667	13,355
Operations	257	33,822
Other expenses	88	6,296
Payroll expenses	16,972	150,924
Travel and meetings	609	2,899
	<hr/>	<hr/>
Total Expenses Without Donor Restrictions	20,403	239,637
	<hr/>	<hr/>
Change in Net Assets Without Donor Restrictions	(18,321)	323,862
Net Assets With Donor Restrictions		
Unconditional promises to give - restrictions satisfied by time	-	(525,951)
Net Assets - Beginning of Period	<hr/> 793,477	<hr/> 977,245
Net Assets - End of Period	<hr/> <u>\$ 775,156</u>	<hr/> <u>\$ 775,156</u>

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 Eight Months Ended August 31, 2023 and August 31, 2022

	Period Ended August 31, 2023	Period Ended August 31, 2022	Year to Date August 31, 2023	Year to Date August 31, 2022	Budget YTD August 31, 2023	Budget 2023 Approved
Revenues						
Charlie Walker Pitch Challenge Income	\$ -	\$ -	\$ 16,000	\$ 16,000	\$ 2,667	\$ 4,000
Member Contributions	-	-	5,294	-	180,000	360,000
Investments - Interest	415	100	2,921	425	1,000	1,500
Gifts in Kind	1,667	-	13,333	-	-	-
Total Revenues	<u>2,082</u>	<u>100</u>	<u>37,548</u>	<u>16,425</u>	<u>183,667</u>	<u>365,500</u>
Expenses						
Business Expenses						
Memberships	-	-	455	300	750	1,125
Marketing Events	-	-	10,351	8,411	4,000	6,000
Miscellaneous Expense	-	-	(20)	15	333	500
Business Registration Fees	-	-	540	40	27	40
Total Business Expenses	<u>-</u>	<u>-</u>	<u>11,326</u>	<u>8,766</u>	<u>5,110</u>	<u>7,665</u>
Contract Services						
Accounting fees	810	9,117	11,940	11,312	8,000	12,000
Outside Contract Services	-	-	9,075	9,000	8,867	13,300
Total Contract Services	<u>810</u>	<u>9,117</u>	<u>21,015</u>	<u>20,312</u>	<u>16,867</u>	<u>25,300</u>
Facilities & Equipment						
Computer Replacement	-	-	-	2,012	1,000	1,500
Donated Facilities	1,667	-	13,333	-	-	-
Office Equipment	-	-	22	230	533	800
Total Facilities & Equipment	<u>1,667</u>	<u>-</u>	<u>13,355</u>	<u>2,242</u>	<u>1,533</u>	<u>2,300</u>
Operations						
Charlie Walker Pitch Challenge Expenses	-	7	18,000	16,703	2,667	4,000
Donations (Outgoing Board Recognition)	-	-	100	100	67	100
Dues & Subscriptions	65	210	718	900	667	1,000
Training Fees	-	1,000	-	1,000	1,000	1,500
Advertising/Promotion	-	5,545	8,515	15,294	20,000	30,000
Repairs & Maintenance	-	-	-	-	333	500
Books, Subscriptions, Reference	-	19	3,652	4,850	3,667	5,500
Postage, Mailing Service	-	-	63	70	90	135
Printing and Copying	-	-	170	273	233	350
Supplies	5	27	846	1,478	1,667	2,500
Telephone, Telecommunications	187	181	1,758	1,894	2,133	3,200
Total Operations	<u>257</u>	<u>6,989</u>	<u>33,822</u>	<u>42,562</u>	<u>32,524</u>	<u>48,785</u>
Other Expenses						
Depreciation	88	34	707	361	667	1,000
Other Costs	-	-	-	-	167	250
Insurance - Liability, D and O	-	-	5,589	5,577	4,000	6,000
Total Other Expenses	<u>88</u>	<u>34</u>	<u>6,296</u>	<u>5,938</u>	<u>4,834</u>	<u>7,250</u>
Payroll Expenses						
Retirement Contribution	-	-	5,580	5,547	7,667	11,500
Employee Health Ins	675	-	5,346	8,233	5,133	7,700
Director Health & List Ins	675	-	6,710	14,664	7,333	11,000
Car Allowance	500	500	4,000	4,000	4,000	6,000
Payroll Taxes	1,110	1,081	10,253	9,339	10,000	15,000
Wages & Salaries	14,012	13,627	119,035	115,573	123,333	185,000
Total Payroll Expenses	<u>16,972</u>	<u>15,208</u>	<u>150,924</u>	<u>157,356</u>	<u>157,466</u>	<u>236,200</u>
Travel and Meetings						
Meals	65	-	835	1,367	1,333	2,000
Conference, Convention, Meetings	-	-	369	76	667	1,000
Travel	526	236	1,322	1,090	2,667	4,000
Travel and Meetings - Other	18	-	373	19	667	1,000
Total Travel and Meetings	<u>609</u>	<u>236</u>	<u>2,899</u>	<u>2,552</u>	<u>5,334</u>	<u>8,000</u>
Total Expenses	<u>20,403</u>	<u>31,584</u>	<u>239,637</u>	<u>239,728</u>	<u>223,668</u>	<u>335,500</u>
Changes in Net Assets without Donor Restriction	<u>(18,321)</u>	<u>(31,484)</u>	<u>(202,089)</u>	<u>(223,303)</u>	<u>(40,001)</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>\$ (48,321)</u>	<u>\$ (61,484)</u>	<u>\$ (232,089)</u>	<u>\$ (253,303)</u>	<u>\$ (70,001)</u>	<u>\$ -</u>

September 2023 REPORT

MARKETING / LEGISLATIVE

On September 20th the local economic development leadership team met and discussed possible issues for consideration for the 2024 Legislative Agenda for Salina/Saline County. Basic items include the top project of support for Magnolia Drive from Interstate 135 back to Kansas State Salina campus. Other issues include childcare support and possible assistance for the homeless.

The Kansas Economic Development Alliance will be meeting with the Lt. Governor Toland and his legislative staff in late October to discuss the state's economic development strategy for the 2024 session.

On Thursday, September 21st I joined Tim Rogers and representatives of the Topeka Airport and NAIR in Wichita to discuss the status of funding approved in the 2022 session concerning aviation hangars to be built for use of converting 777 Boeing jets from passenger to freight haulers. The project is still active but moving very slowly. The discussion at the meeting on the 21st was to assist with hangar construction starting in 2024 for Salina and Topeka later.

WORKFORCE TALENT / HOUSING / CHILDCARE

City of Salina staff continues to work 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 are focusing on the first 250 units which will be built behind the Menard's Store. Then agreement on the remaining units will be worked out.

United Way continues to talk with possible donors to support the funding of higher wages for childcare providers. Great Plains/Kubota has committed \$75,000 to the funds that are being pledged to raise the pay of childcare workers.

The Aviation Innovation Maintenance (AIM) Committee meet to discuss progress following the ALOFT Grant received from the Department of Commerce to fund training for workers wanting to be in the aviation industry. Later in the month I arranged a Zoom Call with other members of the AIM Committee to learn about possible federal funding from the Economic Development Administration (EDA) for additional equipment for the AIM Center. This could be approximately \$1.5 million plus local match.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

Start Up Salina speaker for the September 6th program was Vickee Spicer, Director of the Prairie Land Market. The program is getting ready to move into larger facilities on Santa Fe by early 2024.

PROSPECT MANAGEMENT

Beck's Hybrids will have their ground breaking on October 11th at 2:00 pm. A tent will be erected. Federal and state officials along with local will be invited to take part in the event.

On Tuesday, September 26th the second public hearing for the Texas-based company interested in establishing a battery storage facility near an Evergy substation in 00south 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 22nd the company made a presentation to the Saline

County Planning and Zoning Committee to receive the first step in their property zoning but was not able to complete the presentation due to lack of time and questions asked by the public. Further meetings and discussions have taken place over the past month to get questions answered from the public.

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 August 2023)

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

Website –8/28/2023 – 9/24/2023

88 users	86 New Users	15 Returning Users	1.82 Views/User
0:50 Avg Session		160 Pageviews	629 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 August 2023)

798 Page Reach	720 Post Reach	1,700 Page Visits	77 Page Visits	857 Followers
12 New Likes				

411 Page Reach	0 Engagement	895 Post Reach	70 Page Visits	870 Followers
8 New Likes	770 Page 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)
 9/25/2023 – 381 members (+1)



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 September 26th	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	Groundbreaking on October 11th	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
23-02	Project Margarita	DOC/JF	Active	8/31/2023	Submit 9/13/2023	Data Center Location	Fortune 100 Data Center	35-50 jobs	?	\$300-\$500M	Company Owned	50 acres	250,000 SF