

BOARD OF DIRECTORS MEETING AGENDA
SALINA CHAMBER ANNEX
DECEMBER 21, 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) November 16, 2023 Minutes
 - (2.2) November 29, 2023 Minutes

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) November Financial Reports
 - (3.2) DRAFT 2024 Budget

- 4. DIRECTOR'S REPORT**
 - (4.1) Goals / Projects for 2024
 - (4.2) Prospect Table Update

- 5. BOARD OF DIRECTORS COMMENTS**

- 6. EXECUTIVE SESSION**
 - (6.1) Executive Session - Personnel Matters of Non-Elected Personnel

- 6. ADJOURNMENT**



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

**SALINA CHAMBER OF COMMERCE/VISIT SALINA ANNEX - 120 WEST ASH; SALINA, KS
NOVEMBER 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 Jim Maes, Board Vice 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 with a quorum:

IN-PERSON OR ZOOM (Z):

Brian Weisel, Jim Maes, Tom Dill, Brian Schwarz, Daran Neuschafer (Z), Frank Hampton (in @ 9:35 AM)

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

Dan Mc Fadden, Market President, Central National Bank

Phillip Smith-Hanes, County Administrator, Saline County

Brenda Gutierrez, Executive Director, Salina Area Technical College Foundation

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

Mike Schrage, City Manager, City of Salina

Shawn Hennessee, Assistant City Manager, City of Salina

Mark Freel, Customer Solutions Manager, Evergy Inc.

Marc Abbott, Attorney, Polsinelli PC, Representative for Salina Destinations Development, LLC (out @ 9:56 AM)

ABSENT:

Rob Exline, Brian Richardson, Max Wellbrock-Talley, Paula Fried, Ex-Officio

(1.2) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Weisel, seconded by Dill to approve the October 19, 2023 minutes as written.

Aye: (5). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) Moved by Neuschafer, seconded by Weisel to approve the October 2023 financial statements.

Aye: (6). Nay: (0). Motion carried.

4. APPROVAL OF IRBS FOR SALINA DESTINATION APARTMENT COMPLEX

MARC ABBOT, ATTORNEY, POLSINELLI PC

Salina Destinations Development, LLC and the City of Salina have reached an agreement for the development of 250 one-and-two-bedroom multifamily units. The complex will be behind Menards to the west. The project will bring 7 jobs in year 1, 1 job in year 2, and 1 job in year 3. The initial 250-unit complex will be Phase 1 of the project and will be located on a portion of the entire parcel.

Moved by Hampton, seconded by Weisel to recommend to the City of Salina City Commission that Salina Destinations Development LLC be granted a 100% abatement on sales tax related to the construction materials and FFE (furniture/fixtures/equipment) for Phase 1 of the project. Aye: (6). Nay: (0). Motion carried.

5. DIRECTOR'S REPORT

(4.1) Air Service / Aviation Update – Tim Rogers

Moved by Neuschafer, seconded by Weisel to have the Saline Community Economic Development Organization draft a letter of support SkyWest as the contract Essential Air Service provider for a 3-year contract. Aye: (6). Nay: (0). Motion carried.

The EDO board decided to table further discussion and action steps regarding public funding for an overnight incentive from the City of Salina, Saline County, and the Salina Airport Authority for a special-called business meeting.

(4.2) Update on Plus Power Plans for South Saline County

Plus Power decided to pull their application to the Saline County Planning & Zoning. The company may come back in 2024.

(4.3) Prospect Updates – See Attached Chart

Robinson reviewed the November 2023 Prospect Table

BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Dill, seconded by Weisel to adjourn the meeting at 10:29 a.m.

Aye: (6). Nay: (0). Motion carried.

Jim Maes, Board Vice President

ATTEST:

Rob Exline, Board Treasurer



**CITY OF SALINA, KANSAS
SPECIAL CALLED MEETING OF THE SALINA COMMUNITY ECONOMIC
DEVELOPMENT ORGANIZATION, INC.
November 29, 2023 --Via in person and Zoom**

CALL TO ORDER AND ROLL CALL

The Special Called Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 12:00 PM by Brian Richardson, EDO Board President.

(1.1) Confirmation of Meeting Notice

Robinson confirmed the meeting notice was made public via email, news release, and social media.

Those present and comprising a quorum:

In Person or Zoom (Z):

Rob Exline, Frank Hampton, Daran Neuschafer (out @ 1:10pm), Jim Maes, Tom Dill (Z), Max Wellbrock-Talley, Brian Weisel, Brian Richardson, Brian Schwarz, Paula Fried (Ex-Officio)

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
Mike Schrage, City Manager, City of Salina
Robert Vidricksen, Chair, Saline County Commission
Phillip Smith-Hanes, County Administrator, Saline County
Bill Longbine, City Commissioner, City of Salina
Gary Foss, SAA Consultant
Brenda Gutierrez, Executive Director, Salina Area Technical College Foundation
Shawn Hennessee, Assistant City Manager, City of Salina

Absent:

N/A

(1.2) Public Comment

No Public Comment

POSSIBLE INCENTIVE FOR SKYWEST

2.1 Presentation by Tim Rogers, SAA Executive Director

Moved by Hampton, seconded by Dill to recommend to the City of Salina City Commission to approve a \$400,000 incentive to SkyWest to restore an overnight DEN flight at the Salina Regional Airport. Aye: (8). Nay: (0). Motion carried.

PROJECT DOMINION / GEOPROBE - REVISION OF INDUSTRIAL REVENUE BONDS (IRBS)

2.1 Comparison of Original Project Numbers v. Actual Project Numbers

Moved by Maes, seconded by Weisel to continue with the 100% abatement for Project Dominion/GeoProbe as previously approved. Aye: (8). Nay: (0). Motion carried.

ADJOURNMENT

Moved by Weisel, seconded by Exline to adjourn the board meeting at 1:23 PM.

Brian Richardson, President

ATTEST:

Max Wellbrock-Talley, Secretary

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SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

COMPILED FINANCIAL STATEMENTS
November 30, 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 November 30, 2023, and the related statement of revenues, expenses, and changes in net assets - tax basis for the one month and eleven 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

December 6, 2023

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

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

ASSETS	
Current Assets	
Cash	\$ 359,130
Unconditional promises to give:	
Member contributions receivable - current	<u>346,021</u>
Total Current Assets	<u>705,151</u>
Property and Equipment	
Furniture and equipment	5,567
Less: accumulated depreciation	<u>(5,346)</u>
Net Property and Equipment	<u>221</u>
Total Assets	<u><u>\$ 705,372</u></u>
LIABILITIES AND NET ASSETS	
Current Liabilities	
Payroll liabilities	<u>\$ 298</u>
Net Assets	
Without donor restrictions	<u>705,074</u>
Total Liabilities and Net Assets	<u><u>\$ 705,372</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 Eleven Months Ended November 30, 2023

	Period Ended November 30, 2023	Year to Date November 30, 2023
Net Assets Without Donor Restrictions		
Revenues and Support Without Donor Restrictions		
Charlie Walker pitch challenge income	\$ -	\$ 16,000
Member contributions	-	7,059
Gifts in kind	1,667	18,332
Interest income	484	4,250
	2,151	45,641
Net Assets Released From Restrictions		
Restrictions satisfied by time	-	698,962
	2,151	744,603
Expenses		
Business expenses	1,413	5,537
Contract services	810	25,251
Facilities and equipment	1,667	19,594
Operations	298	43,773
Other expenses	88	6,562
Payroll expenses	16,983	213,346
Travel and meetings	248	3,749
	21,507	317,812
Change in Net Assets Without Donor Restrictions	(19,356)	426,791
Net Assets With Donor Restrictions		
Unconditional promises to give - restrictions satisfied by time	-	(698,962)
Net Assets - Beginning of Period	724,430	977,245
Net Assets - End of Period	\$ 705,074	\$ 705,074

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 Eleven Months Ended November 30, 2023 and November 30, 2022

	Period Ended November 30, 2023	Period Ended November 30, 2022	Year to Date November 30, 2023	Year to Date November 30, 2022	Budget YTD November 30, 2023	Budget 2023 Approved
Revenues						
Charlie Walker Pitch Challenge Income	\$ -	\$ -	\$ 16,000	\$ 16,000	\$ 3,667	\$ 4,000
Member Contributions	-	-	7,059	-	360,000	360,000
Investments - Interest	484	212	4,250	979	1,375	1,500
Gifts in Kind	1,667	-	18,332	-	-	-
Total Revenues	<u>2,151</u>	<u>212</u>	<u>45,641</u>	<u>16,979</u>	<u>365,042</u>	<u>365,500</u>
Expenses						
Business Expenses						
Memberships	-	475	455	775	1,031	1,125
Marketing Events	1,404	-	4,553	8,411	5,500	6,000
Miscellaneous Expense	9	37	(11)	52	458	500
Business Registration Fees	-	-	540	40	37	40
Total Business Expenses	<u>1,413</u>	<u>512</u>	<u>5,537</u>	<u>9,278</u>	<u>7,026</u>	<u>7,665</u>
Contract Services						
Accounting fees	810	217	13,785	12,113	11,000	12,000
Outside Contract Services	-	1,040	11,466	11,080	12,192	13,300
Total Contract Services	<u>810</u>	<u>1,257</u>	<u>25,251</u>	<u>23,193</u>	<u>23,192</u>	<u>25,300</u>
Facilities & Equipment						
Computer Replacement	-	-	1,239	2,012	1,375	1,500
Donated Facilities	1,667	-	18,333	-	-	-
Office Equipment	-	-	22	230	733	800
Total Facilities & Equipment	<u>1,667</u>	<u>-</u>	<u>19,594</u>	<u>2,242</u>	<u>2,108</u>	<u>2,300</u>
Operations						
Charlie Walker Pitch Challenge Expenses	-	-	18,000	17,103	3,667	4,000
Donations (Outgoing Board Recognition)	-	-	100	100	92	100
Dues & Subscriptions	7	-	984	1,110	917	1,000
Training Fees	-	-	-	1,000	1,375	1,500
Advertising/Promotion	-	-	16,365	15,919	27,500	30,000
Repairs & Maintenance	-	-	-	-	458	500
Books, Subscriptions, Reference	53	11	4,329	4,977	5,042	5,500
Postage, Mailing Service	-	-	63	87	124	135
Printing and Copying	-	-	170	273	321	350
Supplies	130	354	1,472	1,972	2,292	2,500
Telephone, Telecommunications	108	181	2,290	2,588	2,933	3,200
Total Operations	<u>298</u>	<u>546</u>	<u>43,773</u>	<u>45,129</u>	<u>44,721</u>	<u>48,785</u>
Other Expenses						
Depreciation	88	34	973	463	917	1,000
Other Costs	-	-	-	-	229	250
Insurance - Liability, D and O	-	-	5,589	5,577	5,500	6,000
Total Other Expenses	<u>88</u>	<u>34</u>	<u>6,562</u>	<u>6,040</u>	<u>6,646</u>	<u>7,250</u>
Payroll Expenses						
Retirement Contribution	-	-	8,370	8,321	10,542	11,500
Employee Health Ins	675	-	7,370	9,979	7,058	7,700
Director Health & List Ins	675	682	9,416	18,838	10,083	11,000
Car Allowance	500	500	5,750	5,500	5,500	6,000
Payroll Taxes	1,111	1,081	14,353	13,314	13,750	15,000
Wages & Salaries	14,022	13,627	168,087	163,269	169,583	185,000
Total Payroll Expenses	<u>16,983</u>	<u>15,890</u>	<u>213,346</u>	<u>219,221</u>	<u>216,516</u>	<u>236,200</u>
Travel and Meetings						
Meals	49	159	993	1,969	1,833	2,000
Conference, Convention, Meetings	-	30	568	576	917	1,000
Travel	-	80	1,616	1,310	3,667	4,000
Travel and Meetings - Other	199	-	572	19	917	1,000
Total Travel and Meetings	<u>248</u>	<u>269</u>	<u>3,749</u>	<u>3,874</u>	<u>7,334</u>	<u>8,000</u>
Total Expenses	<u>21,507</u>	<u>18,508</u>	<u>317,812</u>	<u>308,977</u>	<u>307,543</u>	<u>335,500</u>
Changes in Net Assets without Donor Restriction	<u>(19,356)</u>	<u>(18,296)</u>	<u>(272,171)</u>	<u>(291,998)</u>	<u>57,499</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>\$ (49,356)</u>	<u>\$ (48,296)</u>	<u>\$ (302,171)</u>	<u>\$ (321,998)</u>	<u>\$ 27,499</u>	<u>\$ -</u>



2024 DRAFT Budget

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	2024 Budget	2023 YTD	2023 Budget	2022 Budget
Income				
Marketing Events Sponsorships			0.00	0.00
Charlie Walker Pitch Comp 2024	16,000.00	16,000.00	0.00	0.00
Start Up Salina Income			4,000.00	4,000.00
Investments	0.00			
Interest-Savings, Short-term CD	3,800.00	4,250.00	1,500.00	1,500.00
Member Contributions	360,000.00	360,000.00	360,000.00	360,000.00
<i>City of Salina - \$275,000</i>				
<i>Saline County - \$35,000</i>				
<i>SAA - \$50,000</i>				
Other Types of Income				
Grants			0.00	0.00
Gifts in Kind	20,000.00	18,332.00		
Total Income	399,800.00	398,582.00	365,500.00	365,500.00
Expense				
Business Expenses				
Pass Through Expenses			0.00	0.00
Memberships	1,100.00	455.00	1,125.00	2,500.00
<i>IEDC Membership - \$455/yr</i>				
<i>SEDC Membership - \$300/yr</i>				
<i>KEDA Membership - \$300/yr</i>				
Marketing Events	5,500.00	4,553.00	6,000.00	10,000.00
<i>TEAM Kansas - \$2500/yr</i>				
<i>AUVSI Booth - \$3000</i>				
Miscellaneous Expense	100.00	11.00	500.00	500.00
Strategic Planning	0.00		0.00	0.00
Business Registration Fees	100.00	540.00	40.00	40.00
Total Business Expenses	6,800.00	5,559.00	7,665.00	13,040.00
Contract Services				
Accounting Fees	14,000.00	13,785.00	12,000.00	12,000.00
<i>Woods & Durham - \$5,000 (2023 FY Review)</i>				
<i>Woods & Durham - \$6,500 Comp + Tax Prep</i>				
Outside Contract Services	19,000.00	11,466.00	13,300.00	2,550.00
<i>IRB Cost Analysis (4) \$4400</i>				
<i>Community Strategic Plan \$5,400</i>				
<i>Lobbyist Contract - Eric Sexton (1/6) \$9166</i>				
Contract Services - Other			0.00	0.00
Total Contract Services	33,000.00	25,251.00	25,300.00	14,550.00
Facilities and Equipment				
Computer Replacement	1,500.00	1,239.00	1,500.00	1,500.00
Donated Facilities	20,000.00	18,333.00		
Office Equipment	800.00	22.00	800.00	850.00
Total Facilities and Equipment	22,300.00	19,594.00	2,300.00	2,350.00



2024 DRAFT Budget

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	2024 Budget	2023 YTD	2023 Budget	2022 Budget
Operations				
Charlie Walker Pitch Comp	16,000.00	18,000.00	4,000.00	4,000.00
Donations - Outgoing Board Award	150.00	100.00	100.00	150.00
Dues & Subscriptions	1,000.00	984.00	1,000.00	3,000.00
<i>Rotary Dues - \$780/yr</i>				
Training Fees	100.00	0.00	1,500.00	1,000.00
Repairs & Maintenance	150.00	0.00	500.00	500.00
Advertising/Promotion	27,500.00	16,365.00	30,000.00	26,000.00
<i>Promotional Items - \$1000</i>				
<i>Print Marketing - \$6175</i>				
<i>Other Marketing - \$1000</i>				
<i>Welcome/Promo - \$200</i>				
<i>Website Maintenance - \$1000</i>				
<i>Website Hosting - \$625/yr</i>				
Books, Subscriptions, Reference	5,500.00	4,329.00	5,500.00	4,000.00
<i>JobsEQ - \$3300 (1/2 sub)</i>				
<i>Canva - \$125/yr</i>				
<i>KC Biz Journal - \$112</i>				
<i>ICT Biz Journal - \$112</i>				
<i>Office 365 Renewal - \$350</i>				
<i>Adobe Cloud Suite - \$170/yr</i>				
<i>Salina Journal Online - \$160/yr</i>				
Postage, Mailing Service	75.00	63.00	135.00	210.00
Printing and Copying	200.00	170.00	350.00	1,200.00
Supplies	1,200.00	1,472.00	2,500.00	3,000.00
Telephone, Telecommunications	2500	2,290.00	3,200.00	3,500.00
<i>Cell Phone Allowances - \$960</i>				
<i>Zoom Subscription (2) - \$425</i>				
<i>Cox Telephone - \$875</i>				
<i>Internet @ Chamber - \$600</i>				
Total Operations	54,375.00	43,773.00	48,785.00	46,560.00
Other Types of Expenses				
Taxes and Licenses	0.00	0.00	0.00	0.00
Depreciation	1,000.00	973.00	1,000.00	1,000.00
Insurance - Liability, D and O	5,750.00	5,589.00	6,000.00	6,000.00
Other Costs			250.00	250.00
Total Other Types of Expenses	6,750.00	6,562.00	7,250.00	7,250.00
Payroll Expenses				
Retirement Contributions**	11,175.00	8,370.00	11,500.00	12,000.00
Director Relocation Expense	0.00	0.00	0.00	0.00
Employee Health Ins	2,500.00	7,370.00	7,700.00	7,000.00
Director Health & Life Ins	6,500.00	9,416.00	11,000.00	12,000.00
Car Allowance	6,000.00	5,750.00	6,000.00	6,000.00
Payroll Taxes**	14,500.00	14,353.00	15,000.00	14,750.00



2024 DRAFT Budget

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	Wages & Salaries**	185,000.00	168,087.00	185,000.00	180,000.00
Total Payroll Expenses		225,675.00	213,346.00	236,200.00	231,750.00
Travel and Meetings					
Meals		1,000.00	993.00	2,000.00	5,000.00
Conference, Convention, Meeting		600.00	568.00	1,000.00	2,500.00
Travel		1,700.00	1,616.00	4,000.00	11,500.00
Travel and Meetings - Other		750.00	572.00	1,000.00	1,000.00
Total Travel and Meetings		4,050.00	3,749.00	8,000.00	20,000.00
Total Expense		352,950.00	317,834.00	335,500.00	335,500.00
Net Ordinary Income		46,850.00	80,748.00	30,000.00	30,000.00
Board Designation - Reserve Funds (\$30,000)		30,000.00	30,000.00	30,000.00	0.00
Net Income		16,850.00	50,748.00	0.00	0.00

as of 11/30/2023

**The draft 2024 budget reflects a 0% wages/payroll tax/retirement contribution increase.



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
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	DEFUNCT	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
23-06	Project Blue Innovation	KDOC/JF	New	11/30/2023	Submitted 12/6/2023	Establish CAM facility	Cathode Active Materials (CAM) Facility	486 jobs	Will be site dependent but will range from \$50,000 - \$60,000/yr	\$885 Million		Minimum 60 acres for initial phase and up to 100 acres to support the full build-out of the plant	