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**BOARD OF DIRECTORS MEETING AGENDA  
SALINA CHAMBER ANNEX  
FEBRUARY 15, 2024 AT 9:30 AM**

- 1. CALL TO ORDER AND ROLL CALL @ 9:30 AM**
  - (1.1) Confirmation of Meeting Notice/ Visitor Introductions
  - (1.2) Welcome New Board Members
    - Lee Young, Chamber of Commerce
    - Jim Trower, City of Salina
  - (1.3) Public Comments
  
- 2. APPROVAL OF MINUTES**
  - (2.1) January 18, 2024 Minutes
  
- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
  - (3.1) January 2024 Financial Reports
  
- 4. SPECIAL PRESENTATION - PROJECT MCINTOSH  
JAMIE HALL - SOUTH OHIO LAND**
  
- 5. DIRECTOR'S REPORT**
  - (5.1) Visits to Kansas Capital
  - (5.2) K-AIRES Center Update
  - (5.3) Charley Walker Pitch Challenge
  - (5.4) Potential Special Guests
  - (5.5) Project Updates
  - (5.6) Prospect Table Update
  
- 6. BOARD OF DIRECTORS COMMENTS**
  
- 7. 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  
JANUARY 18, 2024 --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 with a quorum:

**IN-PERSON OR ZOOM (Z):**

Brian Weisel, Jim Maes, Tom Dill (Z<sub>in at 9:40</sub>), Frank Hampton, Rob Exline, Brian Richardson, Max Wellbrock-Talley, 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  
Pieter Miller, Deputy Executive Director, Salina Airport Authority  
Mike Hoppock, City Commissioner, City of Salina  
Phillip Smith-Hanes, County Administrator, Saline County  
Mike Schrage, City Manager, City of Salina  
Shawn Hennessee, Assistant City Manager, City of Salina  
Lloyd Davidson, Salina, Retired  
Eric Brown, Northern Kansas Business Development Manager, Hutton  
Renee Duxler, President/CEO, Salina Area Chamber of Commerce

**ABSENT:**

Daran Neuschafer, Brian Schwarz

**(1.2) Public Comment**

N/A

**APPROVAL OF MINUTES**

(2.1) Moved by Maes, seconded by Weisel to approve the December 21, 2023 minutes as written.  
Aye: (6) Nay: (0). Motion carried.

**APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE**

(3.1) Moved by Exline, seconded by Hampton to approve the December 2023 financial statements.  
Aye: (6). Nay: (0). Motion carried.

**4. ELECTION OF OFFICERS FOR 2024**

- (4.1) President (Jim Maes)
- (4.2) Vice President (Rob Exline)
- (4.3) Secretary (Daran Neuschafer)
- (4.4) Treasurer (Tom Dill)

Moved by Hampton, seconded by Weisel to approve the slate of officers as presented. Jim Maes- President; Rob Exline-Vice President; Daran Neuschafer -Secretary; and Tom Dill-Treasurer.  
Aye: (6). Nay: (0). Motion carried.

**5. DIRECTOR’S REPORT**

(5.1) Presentation by Jamie Hall, South Ohio Land  
Tabled until the February 15 2024 meeting

(5.2) Update by Tim Rogers, SAA on Salina Air Service  
Rogers shared the proposed new flight schedule. This schedule is subject to United Airlines. If approved, the targeted effective date would be March 31, 2024.

**Closer to Home**

**SLN navigated the relationship with SkyWest successfully - - encouraging them to bid with the existing 50 seat airline - - then offering incentives for early morning departures and late evening arrivals from DEN as well as nonstop ORD**

**Proposed schedule subject to United Airlines gating**

Targeted effective date March 31, 2024

Departure from	Departure time	Arrival at	Arrival time	Connections to / from	Connections start	Connections end	Number of connecting flights
ORD	11:50	SLN	14:10	From East	07:50	11:15	93
SLN	15:15	ORD	17:35	To East / Omni	18:10	21:35	126
DEN	21:05	SLN	23:35	West, Omni/East	17:05	20:35	103
SLN	06:35	DEN	07:05	West, Omni/East	07:40	10:05	85

Source: SkyWest; Airline Data Inc.

(5.3) K-AIRES Architect Selection Process

Robinson has been sitting in on architect presentations. Rogers shared portions of the chosen architect’s presentation and background.

(4.2) Prospect Table

Project Storage – still very interested in Salina County.

Project Dori – still moving forward; still looking at securing a first tenant.

Project Northtrack – in internal discussions; relocating rail is not an option.

Project Houston – overnight flight with Denver keeps Houston as a future possibility.

Project Blue Innovation – still waiting to hear; Salina submitted the Sager-Miller site.

Project McIntosh – possible \$2 million investment; this would be a retention project with no specific new jobs.

Robinson discussed the lower number of active projects. Electricity load is becoming an issue with projects coming from KDOC.

SAA also has a current NDA-locked project. The project is perfect for the 80-acres at Centennial & Waterwell Road. Heavy trucking would be involved and the City/Saline County would need to look at a traffic study to determine future development of Waterwell Road.

**5. BOARD MEMBER DISCUSSION/QUESTIONS**

N/A

**ADJOURNMENT**

Moved by Weisel, seconded by Maes to adjourn the meeting at 10:32 a.m.

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

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Brian Richardson, Board President

ATTEST:

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Jim Maes, Board Vice President

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

**COMPILED FINANCIAL STATEMENTS**  
**January 31, 2024 and 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, Inc. (a nonprofit organization), which comprise the statements of assets, liabilities, and net assets - tax basis as of January 31, 2024 and 2023, and the related statements of revenues, expenses, and changes in net assets - tax basis for the one month 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 a required part of the basic financial statements. Such information is the responsibility of management. The supplementary information was 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

February 9, 2024

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

**STATEMENTS OF ASSETS, LIABILITIES, AND NET ASSETS - TAX BASIS**  
January 31, 2024 and 2023

	<b>ASSETS</b>		
	<u>Jan. 31, 2024</u>	<u>Jan. 31, 2023</u>	<u>\$ Change</u>
<b>Current Assets</b>			
Cash	\$ 401,206	\$ 355,798	\$ 45,408
Prepaid health insurance	-	1,518	(1,518)
Unconditional promises to give:			
Member contributions receivable - current	<u>259,516</u>	<u>351,211</u>	<u>(91,695)</u>
<b>Total Current Assets</b>	<u>660,722</u>	<u>708,527</u>	<u>(47,805)</u>
<b>Long-term Unconditional Promises to Give</b>			
Member contributions receivable - non-current	<u>-</u>	<u>259,516</u>	<u>(259,516)</u>
<b>Property and Equipment</b>			
Furniture and equipment	5,568	5,568	-
Less: accumulated depreciation	<u>(5,446)</u>	<u>(4,463)</u>	<u>(983)</u>
<b>Net Property and Equipment</b>	<u>122</u>	<u>1,105</u>	<u>(983)</u>
<b>Total Assets</b>	<u>\$ 660,844</u>	<u>\$ 969,148</u>	<u>\$ (308,304)</u>
	<b>LIABILITIES AND NET ASSETS</b>		
<b>Current Liabilities</b>			
Accounts payable	\$ -	\$ 8,569	\$ (8,569)
Payroll liabilities	<u>571</u>	<u>(264)</u>	<u>835</u>
<b>Total Current Liabilities</b>	<u>571</u>	<u>8,305</u>	<u>(7,734)</u>
<b>Net Assets</b>			
Without donor restrictions	660,273	701,327	(41,054)
With donor restrictions	<u>-</u>	<u>259,516</u>	<u>(259,516)</u>
<b>Total Net Assets</b>	<u>660,273</u>	<u>960,843</u>	<u>(300,570)</u>
<b>Total Liabilities and Net Assets</b>	<u>\$ 660,844</u>	<u>\$ 969,148</u>	<u>\$ (308,304)</u>



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

**STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS - TAX BASIS**  
For the One Month Ended

	<b>Period Ended Jan. 31, 2024</b>	<b>Year-to-Date Jan. 31, 2024</b>	<b>Period Ended Jan. 31, 2023</b>	<b>Year-to-Date Jan. 31, 2023</b>
<b>Net Assets Without Donor Restrictions</b>				
<b>Revenues and Support Without Donor Restrictions</b>				
Charlie Walker pitch challenge income	\$ -	\$ -	\$ 8,000	\$ 8,000
Member contributions	3,495	3,495	1,765	1,765
Gifts in kind	1,667	1,667	1,667	1,667
Interest income	491	491	300	300
	<b>5,653</b>	<b>5,653</b>	<b>11,732</b>	<b>11,732</b>
<b>Net Assets Released From Restrictions</b>				
Restrictions satisfied by time	-	-	352,941	352,941
	<b>5,653</b>	<b>5,653</b>	<b>364,673</b>	<b>364,673</b>
<b>Expenses</b>				
Business expenses	107	107	955	955
Contract services	575	575	-	-
Facilities and equipment	1,760	1,760	1,667	1,667
Operations	742	742	8,297	8,297
Other expenses	339	339	88	88
Payroll expenses	18,451	18,451	16,616	16,616
Travel and meetings	112	112	511	511
	<b>22,086</b>	<b>22,086</b>	<b>28,134</b>	<b>28,134</b>
<b>Change in Net Assets Without Donor Restrictions</b>	<b>(16,433)</b>	<b>(16,433)</b>	<b>336,539</b>	<b>336,539</b>
<b>Net Assets With Donor Restrictions</b>				
Unconditional promises to give - restrictions satisfied by time	-	-	(352,941)	(352,941)
<b>Net Assets - Beginning of Period</b>	<b>676,706</b>	<b>676,706</b>	<b>977,245</b>	<b>977,245</b>
<b>Net Assets - End of Period</b>	<b>\$ 660,273</b>	<b>\$ 660,273</b>	<b>\$ 960,843</b>	<b>\$ 960,843</b>

**SUPPLEMENTARY INFORMATION**

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

**STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS - PRIOR YEAR AND BUDGET COMPARISON - TAX BASIS**  
**For the One Month Ended January 31, 2024**

	Year-to-Date Jan. 31, 2024	Budget YTD Jan. 31, 2024	Variance Actual vs Budget	Budget 2024 Approved
<b>Revenues</b>				
Charlie Walker Pitch Challenge Income	\$ -	\$ 1,333	\$ 1,333	\$ 16,000
Member Contributions	3495	90,000	86,505	360,000
Investments - Interest	1667	317	(1,350)	3,800
Gifts in Kind	491	1,667	1,176	20,000
<b>Total Revenues</b>	<u>5,653</u>	<u>93,317</u>	<u>87,664</u>	<u>399,800</u>
<b>Expenses</b>				
<b>Business Expenses</b>				
Memberships	-	92	92	1,100
Marketing Events	-	458	458	5,500
Miscellaneous Expense	107	8	(99)	100
Business Registration Fees	-	8	8	100
Total Business Expenses	<u>107</u>	<u>566</u>	<u>459</u>	<u>6,800</u>
<b>Contract Services</b>				
Accounting fees	575	1,167	592	14,000
Outside Contract Services	-	1,583	1,583	19,000
Total Contract Services	<u>575</u>	<u>2,750</u>	<u>2,175</u>	<u>33,000</u>
<b>Facilities &amp; Equipment</b>				
Computer Replacement	-	125	125	1,500
Donated Facilities	1,667	1,667	-	20,000
Office Equipment	93	67	(26)	800
Total Facilities & Equipment	<u>1,760</u>	<u>1,859</u>	<u>99</u>	<u>22,300</u>
<b>Operations</b>				
Charlie Walker Pitch Challenge Expenses	-	1,333	1,333	16,000
Donations (Outgoing Board Recognition)	-	13	13	150
Dues & Subscriptions	261	83	(178)	1,000
Training Fees	-	8	8	100
Advertising/Promotion	-	3,208	3,208	38,500
Repairs & Maintenance	-	13	13	150
Books, Subscriptions, Reference	53	458	405	5,500
Postage, Mailing Service	-	6	6	75
Printing and Copying	-	17	17	200
Supplies	163	185	22	2,225
Telephone, Telecommunications	265	250	(15)	3,000
Total Operations	<u>742</u>	<u>5,574</u>	<u>4,832</u>	<u>66,900</u>
<b>Other Expenses</b>				
Depreciation	11	83	72	1,000
Insurance - Liability, D and O	328	479	151	5,750
Total Other Expenses	<u>339</u>	<u>562</u>	<u>223</u>	<u>6,750</u>
<b>Payroll Expenses</b>				
Retirement Contribution	-	1,000	1,000	12,000
Employee Health Ins	-	208	208	2,500
Director Health & List Ins	-	542	542	6,500
Car Allowance	500	500	-	6,000
Payroll Taxes	1,557	1,333	(224)	16,000
Wages & Salaries	16,394	15,583	(811)	187,000
Total Payroll Expenses	<u>18,451</u>	<u>19,166</u>	<u>715</u>	<u>230,000</u>
<b>Travel and Meetings</b>				
Meals	177	83	(94)	1,000
Conference, Convention, Meetings	-	50	50	600
Travel	-	142	142	1,700
Travel and Meetings - Other	(65)	63	128	750
Total Travel and Meetings	<u>112</u>	<u>338</u>	<u>226</u>	<u>4,050</u>
<b>Total Expenses</b>	<u>22,086</u>	<u>30,815</u>	<u>8,729</u>	<u>369,800</u>
<b>Changes in Net Assets without Donor Restriction</b>	<u>(16,433)</u>	<u>62,502</u>	<u>78,935</u>	<u>30,000</u>
<b>Board Designation - Reserve Funds</b>	<u>(30,000)</u>	<u>(30,000)</u>	<u>-</u>	<u>(30,000)</u>
<b>Changes in Net Assets</b>	<u>\$ (46,433)</u>	<u>\$ 32,502</u>	<u>78,935</u>	<u>\$ -</u>

See Accountants' Compilation Report

## February 2024 REPORT

### MARKETING / LEGISLATIVE

On Feb 1<sup>st</sup> the Kansas Economic Development Alliance (KEDA) held its annual Legislative Day in the Capital. As part of my President's responsibilities, I welcomed the approximately 80 attendees and introduced one of the speakers. Later in the afternoon met with Senator J.R. Claeys to give him an update on several ongoing projects in Salina and discussed a new project. Later in the afternoon, the program moved to the Department of Commerce offices where KEDA members could meet with various staff members. I was able to meet with one of the International Department staff members who had recently been to Salina. I was also able to meet with the new deputy Commerce director over the marketing and project management team. He recently took the position after working in Arizona for many years.

On February 6<sup>th</sup> Mike Schrage, Tim Rogers, Renee Duxler, Hanna Bett, and myself, along with our lobbyist Eric Sexton, took part in presentations to the Senate and House Commerce/Economic Development Committees. Renee gave a brief presentation with a Q&A by the other team members. Our purpose was to thank both committees for the funding that their committees supported for Salina directly as well as the incentive tools that the state has provided to the various expansion projects in Saline County. The presentation also touched on upcoming projects that potentially will need additional state support like the aviation hangers needed at the SAA.

Also, on February 6<sup>th</sup> I attended the House Energy Committee and spoke in favor of a new bill supported by Everage that would provide additional utility incentives and allow the company to make more investments in their infrastructure including more generation of power in the state. There is opposition by the KCC and other groups but a meeting on February 9<sup>th</sup> will bring all the parties together to start working on changes to the bill.

Work continues on the Three City MRO project with Topeka to develop plans for a new portion of the Topeka airport. The SAA has requested \$35 million to be matched with \$14 million for two buildings of approximately 89,000 square feet to be constructed on the north end of the airport. While in Topeka we met with representatives of both Topeka and WSU's NIAR facility.

Hosted the two representatives of the Frankfort, Germany-based firm of PM&P which is a 50-year-old site location firm that was recently awarded a contract to provide marketing services for the State of Kansas in Germany, Austria, and Switzerland. The firm has represented 25 different states here in America. It is well staffed with over 400 employees worldwide and offices in several US cities. Dallas and Denver are the two closest cities. Aviation and advanced manufacturing are their two top priorities and they have extensive experience with both. Tim Rogers and Kurt Carraway from KSU Salina took part in the meeting. We were able to give them a driving tour of the community. We may have a future project for a German company needing an airport location. More information will be coming on that project.

We are also working with the Department of Commerce's International Office on another event to host a luncheon (Commerce pays) and tour of local companies who are interested in doing business in Taiwan. Taiwan has marketing offices in Houston and their main director is making his first visit to Kansas later this quarter. We will host a luncheon for area companies interested in learning more about the export programs available here in Kansas and then learn about the Taiwan opportunities. Salina was

selected due to our broad range of manufacturers. This will occur on Monday, February 26<sup>th</sup> at the Chamber Annex.

**WORKFORCE TALENT / HOUSING / CHILDCARE**

The Aviation Innovation Maintenance (AIM) school started its first class of 9 students (including 2 high school students) on Feb 9<sup>th</sup>. This will be a six-week program to provide a basic outline and training in MRO operations as well as general aviation. The 4 key areas of metal fabrication; electrical/electronics; paint; and composites are the core of the program. The target is to have 150 individuals trained by the end of 2025.

**ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT**

The Charley Walker Pitch Challenge will be at KSU Salina on March 22, 2024. Bennington State Bank will provide \$12,000 and JRI Inc \$4000 for the prize money. The Chamber and KSU Salina hosted an evening workshop “How to Pitch Your Business” for interested applicants regarding information on the pitch competition application, presentation requirements, and Q&A requirements. This event took place on February 8<sup>th</sup>. Past winners sat on the panel presentation expressing their thoughts on how they won the contest.

**PROSPECT MANAGEMENT**

Project Cheesesteak - Tim Rogers and I had a Zoom call on February 2 with a company based south of Salina that is looking for an airport location of 5 to 10 acres for an expansion of their company. They would build a 75,000-square-foot building for composite parts used in the aviation industry. The representative will be making a site visit in March with the CEO and CFO making a follow-up visit later in the spring.

Project 80 - On Feb 7<sup>th</sup> a Zoom call took place with representatives of a company that had identified a 20-acre site to build a distribution center for the company. The site is located on the 80-acre parcel owned by the SAA on Water Well Road. A follow-up call will take place this week with other members of the company’s site location team.

Work continues with Pure Imagination. The architect and their builder made a site visit to Salina where they toured the site and then had a meeting with representatives of Pure Imagination, SAA, and Kansas State University.

**SITES / BUILDINGS / TOOLS:**

A building off Broadway has become available for lease. It will be added to our list of available buildings.

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

**MONTHLY WEB/SOCIAL MEDIA STATISTICS**

Website – (reported January 2024)

225 users	222 New Users	13 Returning Users	1.64 Views/User Sessions
0:25 Avg Session	360 Pageviews	1,304 Event Count**	

**Website –1/15/2024 –2/11/2024**

**234 users                      225 New Users                      112 Engaged Sessions    1.64 Views/User**  
**0:27 Avg Session                      400 Pageviews                      1,407 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 January 2024)**

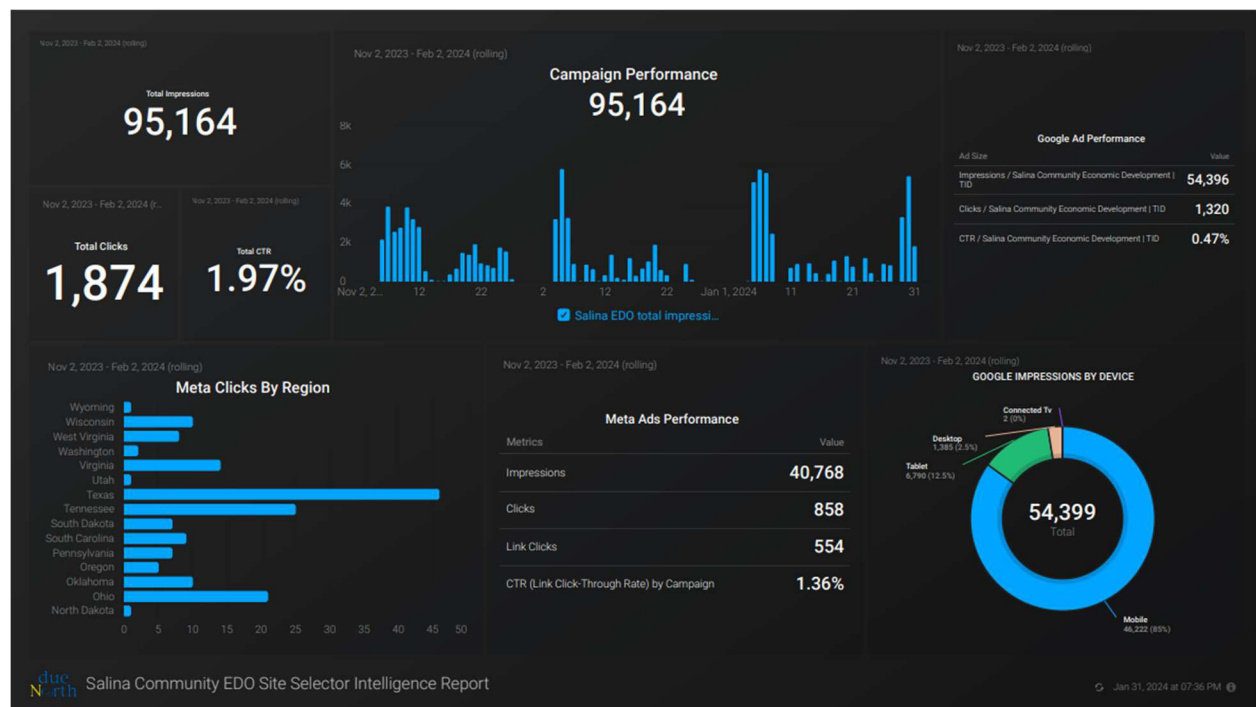
**521 Page Reach                      32 Post Reach                      583 Post Reach                      49 Page Visits                      886 Followers**  
**4 New Likes**

**417 Page Reach                      40 Engagement                      650 Post Reach                      79 Page Visits                      893 Followers**  
**8 New Likes**

**Start-Up Salina Facebook Group**

- 4/16/2023 – 371 members (+10)
- 6/9/2023 – 373 members (+2)
- 8/11/2023 – 380 members (+7)
- 9/25/2023 – 381 members (+1)
- 10/13/2023 – 381 members (--)
- 11/9/2023 – 382 members (+1)
- 12/19/2023 – 386 members (+4)
- 1/16/2024 – 389 members (+3)
- 1/12/2024 – 403 members (+14)

Salina Community EDO Site Selector Intelligence Report





Salina Community EDO Site Selector Intelligence Report



# 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	ed Until First Tenant F	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	Maintanence Hub	New Hub	6	\$25+/hr	?	MRO	Use Local Company	Use Existing Building
23-06	Project Blue Innovation	KDOC/JF	Active	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 build-out of the plant	
23-07	Project McIntosh	Direct Contact	Active	EDO office/City of Salina will submit to KDOT Economic Development Program application in late February 2024	CEDO Board Meeting	Two companies one power company and second one a machining operation.	This city street improvement will allow two companies to move and building larger facilities.	Both businesses will retain existing jobs and additional space will allow for additional growth.		\$1.3Million		Company number one "Spark" has lost the lease on their building and it was sold to another company here in Salina. "Spark" needs to start construction on their new building/complex as soon as possible. The second company " Project HS " is currently in a 9000 square foot building and needs to move into a larger building that needs to be constructed starting in late 2024. This building will be 30,000 square feet allowing the company to grow and expand their machineing operation.	
23-08	Project 80	SAA/Realtor	Active	12/14/2023	Team Call 2/7/24	Last Mile of Distribution	Warehouse/Distribution	?	?	?	Distribution	min. 20 acres	?
24-01	Project Diamond	KDOC/RT	New		RFI submitted 2/1/2024	Supplier for battery manufacturers	Production of artificial graphite anode active material for lithium-ion batteries	By 2027: 1,000 direct + 200 indirect (highly skilled engineers)		Approximately \$1 billion		Minimum 150 acres; Highway access required; Railway direct access preferred	
24-02	Project Cheese Steak	Direct Contact	New	1/29/2024	Rogers and Robinson Call 2/2/24	Aviation Composite Parts	Make parts	?	\$17 per hour entry	?	Aviation	5-7 acres on runway	75,000 SF