

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
MARCH 21, 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) Public Comments

- 2. APPROVAL OF MINUTES**
 - (2.1) February 15, 2024 Minutes

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) February 2024 Financial Reports

- 4. SPOTLIGHT PRESENTATION –**
TRAVIS YOUNG

- 5. DIRECTOR’S REPORT**
 - (5.1) Visits to Kansas Capital
 - (5.2) K-AIRES Center Graduation
 - (5.3) Charlie Walker Pitch Challenge – Friday, March 22nd @ 6 PM
 - (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
FEBRUARY 15, 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 Jim Maes, 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):

Jim Maes, Tom Dill, Rob Exline, Brian Richardson, Daran Neuschafer (Z), Brian Schwarz, Lee Young, Jim Trower

ABSENT: Brian Weisel

ALSO PRESENT:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Jamie Hall, Director of Real Estate, Great Plains Manufacturing
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
Pete Brungardt, Salina, Retired
Joe Hay, Jr., Chair, Saline County Commission
Renee Duxler, President/CEO, Salina Area Chamber of Commerce

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Dill, seconded by Richardson to approve the January 18, 2024 minutes as written.
Aye: (8) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) Moved by Richardson, seconded by Trower to approve the January 2024 financial statements.
Aye: (8). Nay: (0). Motion carried.

4. SPECIAL PRESENTATION - PROJECT MCINTOSH

JAMIE HALL – SOUTH OHIO LAND, LLC

Jamie Hall gave a brief presentation about an expansion project in the Liberty Addition south of Schilling Road. South Ohio Land LLC is working with the City of Salina staff on replatting that area. Hall has also been working with the EDO and the City of Salina to complete a KDOT Economic Development Program application to fund the road improvement projects.

There are two companies involved in Project McIntosh and they will directly benefit from these road improvements in the Liberty Addition. Company #1 is a large company that will be making a substantial investment with a possible expansion, leading to new job creation. Company #2 is a small company and is growing rapidly. As this project advances, they will relocate from their current 9,000 SF building to a 30,000 SF building.

South Ohio Land, LLC and the City of Salina have a pre-existing development agreement dating back to 2003. The City of Salina would cover a portion of the upgrades and South Ohio Land LLC would cover the rest of the cost.

Moved by Exline, seconded by Richardson to recommend to the Salina City Commission the approval of the City of Salina's application to the Kansas Department of Transportation Economic Development Program for Project McIntosh contingent upon the City of Salina and South Ohio Land LLC reaching an agreement on South Ohio Land providing the local match except for costs related to the culvert previously agreed upon in the 2003 agreement between both parties. And contingent upon final approval by KDOT. Aye: (8). Nay: (0). Motion carried.

5. DIRECTOR'S REPORT

(5.1) Visits to Kansas Capital

Representatives from the Salina Airport Authority, the Salina Area Chamber of Commerce, the City of Salina, Saline County, and the EDO met with representatives at the Capitol on February 6th, 2024. The group extended "thank you's" for support and funding Salina initiatives and everyone was very positive about the growth that Salina is experiencing.

(5.2) K-AIRES Center Update

The first class started at the end of January. The goal is 25 students per cohort, 2 cohorts per semester, and 150 students by the end of June 2025. The students have given great feedback after the first couple of weeks. Hangar 626 will house the permanent classroom and should be completed mid-Summer 2024. Housing is still an issue for the students coming in for the 6-week program.

(5.3) Charlie Walker Pitch Competition

The competition will be on Friday, March 22nd at 6:00 PM. Bennington State Bank will contribute \$12,000 and JRI Hospitality will contribute \$4,000 for the Top 5 finalists' awards.

(5.4) Potential Special Guests

If anyone has any ideas for board meeting presentations, please let Robinson know.

(5.5) Project Updates

Robinson shared slides of past projects who are in the midst of expansion or have completed expansion projects.

(5.6) Project Table Update

Project DORI (22-14) – Still looking for a 1st tenant; will move to “inactive” for the moment.

Project North Track (22-15)- EDO funded a \$9,000 study with a Kansas City firm to study how to navigate the rail system for company to expand to the North of the rail tracks.

Project Diamond (24-01) – if picked, could add 1,000 jobs to the area.

Project 80 (23-08) – This is an NDA-protected project; Company is looking at 20 acres of an 80-acre site at the airport. A contract for surveying and zoning to go before the SAA board late-February.

Project Cheese Steak (24-02) - Regional company expanding; needs 5-7 acres to build a 75,000 SF building.

5. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Exline, seconded by Trower to adjourn the meeting at 10:31 a.m.

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

Jim Maes, Board President

ATTEST:

Rob Exline, Board Vice President

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

STATEMENTS OF ASSETS, LIABILITIES, AND NET ASSETS - TAX BASIS
February 29, 2024 and February 28, 2023

	ASSETS		
	<u>Feb. 29, 2024</u>	<u>Feb. 28, 2023</u>	<u>\$ Change</u>
Current Assets			
Cash	\$ 375,768	\$ 325,473	\$ 50,295
Unconditional promises to give:			
Member contributions receivable - current	<u>259,516</u>	<u>351,211</u>	<u>(91,695)</u>
Total Current Assets	<u>635,284</u>	<u>676,684</u>	<u>(41,400)</u>
Long-term Unconditional Promises to Give			
Member contributions receivable - non-current	<u>-</u>	<u>259,516</u>	<u>(259,516)</u>
Property and Equipment			
Furniture and equipment	5,568	5,568	-
Less: accumulated depreciation	<u>(5,457)</u>	<u>(4,551)</u>	<u>(906)</u>
Net Property and Equipment	<u>111</u>	<u>1,017</u>	<u>(906)</u>
Total Assets	<u>\$ 635,395</u>	<u>\$ 937,217</u>	<u>\$ (301,822)</u>

LIABILITIES AND NET ASSETS			
Current Liabilities			
Payroll liabilities	<u>\$ 665</u>	<u>\$ 610</u>	<u>\$ 55</u>
Net Assets			
Without donor restrictions	634,730	677,091	(42,361)
With donor restrictions	<u>-</u>	<u>259,516</u>	<u>(259,516)</u>
Total Net Assets	<u>634,730</u>	<u>936,607</u>	<u>(301,877)</u>
Total Liabilities and Net Assets	<u>\$ 635,395</u>	<u>\$ 937,217</u>	<u>\$ (301,822)</u>

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

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

	Period Ended Feb. 29, 2024	Year-to-Date Feb. 29, 2024	Period Ended Feb. 28, 2023	Year-to-Date Feb. 28, 2023
Net Assets Without Donor Restrictions				
Revenues and Support Without Donor Restrictions				
Charlie Walker pitch challenge income	\$ -	\$ -	\$ -	\$ 8,000
Member contributions	-	3,495	-	1,765
Gifts in kind	1,667	3,333	1,667	3,333
Interest income	503	994	328	628
	2,170	7,822	1,995	13,726
Net Assets Released From Restrictions				
Restrictions satisfied by time	-	-		352,941
	2,170	7,822	1,995	366,667
Expenses				
Business expenses	1,000	1,107	-	955
Contract services	3,565	4,140	1,880	1,880
Facilities and equipment	1,667	3,426	1,667	3,333
Operations	4,596	5,338	3,839	12,134
Other expenses	11	350	88	177
Payroll expenses	16,066	34,517	18,407	35,024
Travel and meetings	808	920	350	861
	27,713	49,798	26,231	54,364
Change in Net Assets Without Donor Restrictions	(25,543)	(41,976)	(24,236)	312,303
Net Assets With Donor Restrictions				
Unconditional promises to give - restrictions satisfied by time	-	-	-	(352,941)
Net Assets - Beginning of Period	660,273	676,706	960,843	977,245
Net Assets - End of Period	\$ 634,730	\$ 634,730	\$ 936,607	\$ 936,607

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 Two Months Ended February 29, 2024

	Year-to-Date Feb. 29, 2024	Budget YTD Feb. 29, 2024	Variance Actual vs Budget	Budget 2024 Approved
Revenues				
Charlie Walker Pitch Challenge Income	\$ -	\$ 2,667	\$ 2,667	\$ 16,000
Member Contributions	3,495	90,000	86,505	360,000
Investments - Interest	3,333	633	(2,700)	3,800
Gifts in Kind	994	3,333	2,339	20,000
Total Revenues	<u>7,822</u>	<u>96,633</u>	<u>88,811</u>	<u>399,800</u>
Expenses				
Business Expenses				
Memberships	-	183	183	1,100
Marketing Events	1,000	917	(83)	5,500
Miscellaneous Expense	107	17	(90)	100
Business Registration Fees	-	17	17	100
Total Business Expenses	<u>1,107</u>	<u>1,134</u>	<u>27</u>	<u>6,800</u>
Contract Services				
Accounting fees	1,890	2,333	443	14,000
Outside Contract Services	2,250	3,167	917	19,000
Total Contract Services	<u>4,140</u>	<u>5,500</u>	<u>1,360</u>	<u>33,000</u>
Facilities & Equipment				
Computer Replacement	-	250	250	1,500
Donated Facilities	3,333	3,333	-	20,000
Office Equipment	93	133	40	800
Total Facilities & Equipment	<u>3,426</u>	<u>3,716</u>	<u>290</u>	<u>22,300</u>
Operations				
Charlie Walker Pitch Challenge Expenses	-	2,667	2,667	16,000
Donations (Outgoing Board Recognition)	150	25	(125)	150
Dues & Subscriptions	285	167	(118)	1,000
Training Fees	-	17	17	100
Advertising/Promotion	-	6,417	6,417	38,500
Repairs & Maintenance	-	25	25	150
Books, Subscriptions, Reference	3,819	917	(2,902)	5,500
Postage, Mailing Service	-	13	13	75
Printing and Copying	-	33	33	200
Supplies	550	371	(179)	2,225
Telephone, Telecommunications	534	500	(34)	3,000
Total Operations	<u>5,338</u>	<u>11,152</u>	<u>5,814</u>	<u>66,900</u>
Other Expenses				
Depreciation	22	167	145	1,000
Insurance - Liability, D and O	328	958	630	5,750
Total Other Expenses	<u>350</u>	<u>1,125</u>	<u>775</u>	<u>6,750</u>
Payroll Expenses				
Retirement Contribution	-	2,000	2,000	12,000
Employee Health Ins	-	417	417	2,500
Director Health & List Ins	-	1,083	1,083	6,500
Car Allowance	1,000	1,000	-	6,000
Payroll Taxes	2,763	2,667	(96)	16,000
Wages & Salaries	30,754	31,167	413	187,000
Total Payroll Expenses	<u>34,517</u>	<u>38,334</u>	<u>3,817</u>	<u>230,000</u>
Travel and Meetings				
Meals	185	167	(18)	1,000
Conference, Convention, Meetings	500	100	(400)	600
Travel	-	283	283	1,700
Travel and Meetings - Other	235	125	(110)	750
Total Travel and Meetings	<u>920</u>	<u>675</u>	<u>(245)</u>	<u>4,050</u>
Total Expenses	<u>49,798</u>	<u>61,636</u>	<u>11,838</u>	<u>369,800</u>
Changes in Net Assets without Donor Restriction	<u>(41,976)</u>	<u>34,997</u>	<u>76,973</u>	<u>30,000</u>
Board Designation - Reserve Funds	<u>(30,000)</u>	<u>(30,000)</u>	<u>-</u>	<u>(30,000)</u>
Changes in Net Assets	<u>\$ (71,976)</u>	<u>\$ 4,997</u>	<u>76,973</u>	<u>\$ -</u>

See Accountants' Compilation Report

March 2024 REPORT

MARKETING / LEGISLATIVE

After the February 6th House Energy Committee meeting reviewed the bill. Interested parties both pro and con met on Feb 9th to work out the differences on the proposed bill. Since then, changes have been made to gain support for the bill. It is scheduled for votes in both the House and Senate.

This past week the Salina at the Capital took place with approximately 20 people visiting the Capital meeting with the Secretary of Transportation and a Deputy Secretary of the Department of Commerce. During the visit we met with Senator J.R. Claeys concerning SB 546 which would eliminate three incentive programs. On Tuesday the Senate Tax Committee will hold a hearing on the bill. Representatives of Great Plains and numerous companies and communities will be speaking in opposition to the bill. I will be speaking representing the Kansas Economic Development Alliance.

Work continues on the Three City MRO project with a hearing on Thursday, March 19th. Tim Rogers will be there with most of the discussion focused on Topeka and NAIR. The \$35 million for Salina is in the budget.

Hosted a representative of the Taiwan government and three Kansas Department of Commerce staff who discussed exporting opportunities. We met with Vortex, Great Plains and Geoprobe who all do some level of exporting. The Taiwan representative Dr. Ni and the group toured the Great Plains plant on North Street after meeting with a representative of the Kansas State Salina UAS program. There is an opportunity on Friday, March 22nd with a Taiwanese company to visit with the Kansas State Salina concerning possible training opportunities with K State Salina.

We are also working with the Department of Commerce's marketing staff for a tour of Salina on May 23rd or 25th depending on their meeting schedule. This will include a tour of the community and our industrial sites. SAA will be highlighted along with recent expansions at Schwan's, Great Plains, and Pure Imagination Lab's future location. A luncheon with local officials will take place where a community update will take place for the Commerce staff.

In working with the Department of Commerce we are also working with Geoprobe to submit them for Exporter of the Year consideration. Application is due April 1st.

WORKFORCE TALENT / HOUSING / CHILDCARE

The Aviation Innovation Maintenance (AIM) school had its first graduation of nine students for the six-week program. The second class should start at the end of March. This first class was very successful from the reports provided by both the students and instructors.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

The Charlie 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. Nine individuals applied for consideration and will be reviewed by the judges with the final review taking place following their presentation and Q&A session. The event is open to the public.

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. The company official will be visiting either April 4th or the 18th. Following the visit by the VP will be a visit later in the spring by the CEO and CFO of the company.

Project 80 - On Feb 7th 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. A second call took place in mid-March. One key person was not able to take part. The key item is the company will not request any local incentives.

Work continues with Pure Imagination. The architect and company officials are working on the final design. The JCF program has been approved to provide funding. The company will be eligible to receive funding within the next 30 days.

Completed the Kansas DOT economic development grant for South Ohio Land. While in Topeka with the chamber we talked to Transportation Secretary Calvin Reed about the grant application with Jamie Hall. We followed up our meeting with the staff members who review the grants. Required much coordination with the City of Salina including presentation to the City Commission.

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 February 2024)

234 users	225 New Users	--- Returning Users	1.64 Views/User Sessions
0:27 Avg Session	400 Pageviews	1,407 Event Count**	

Website –2/15/2024 –3/12/2024

158 users	156 New Users	19 Return Users	117 Engaged Sessions
1.72 Views/User	0:38 Avg Session	271 Pageviews	1,058 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 February 2024)

417 Page Reach	40 Post Reach	650 Post Reach	79 Page Visits	893 Followers
4 New Likes				

Facebook – 2/15/2024 –3/12/2024

8.1K Page Reach	117 Engagement	78 Post Reach	257 Page Visits	903 Followers
10 New Likes				

Start-Up Salina Facebook Group

1/16/2024 – 389 members (+3)	2/12/2024 – 403 members (+14)
3/13/2024 – 403 members (--)	



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	Acreege 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	Inactive	12/1/2022	Delayed Until First Tenant Found	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	EDO 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	Active	l received 1/24/	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	Active	1/29/2024	Visit on April 4 or 18th	Aviation Composite Parts	Make parts	?	\$17 per hour entry	?	Aviation	5-7 acres on runway	75,000 SF