

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
MAY 16, 2024 AT 9:00 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) April 18, 2024 Minutes

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) April 2024 Financial Reports
 - (3.2) 3-Year ('25-27) Budget Cycle Discussion

- 4. SPOTLIGHT PRESENTATION – JOEL PHELPS**
President / CEO – Salina Regional Health Center

- 5. ACTION ITEM – PRESIDENTIAL PLACE IRB'S**
Tony Krsnich, Managing Member/Developer

- 6. DIRECTOR'S REPORT**
 - (6.1) Digital Marketing Effort
 - (6.2) Prospect Table Update
 - (6.3) Department of Commerce Community Visit

- 7. BOARD OF DIRECTORS COMMENTS**

- 8. 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
APRIL 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 9:34 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, Daran Neuschafer, Brian Schwarz (in @ 9:55), Lee Young, Brian Weisel

ABSENT: Rob Exline, Jim Trower, Brian Richardson

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
Phillip Smith-Hanes, County Administrator, Saline County
Mike Schrage, City Manager, City of Salina
Mike Hoppock, City of Salina City Commission, EDO Board Liaison
Renee Duxler, President/CEO, Salina Chamber of Commerce
Mark Freel, Customer Solutions Manager, Evergy Inc.
Greg Stephens, Salina, Citizen, (in @ 9:45)

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Weisel, seconded by Neuschafer to approve the March 21, 2024 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 March 2024 financial statements.
Aye: (5). Nay: (0). Motion carried.

(3.2) 3-Year (25-27) Budget Cycle Discussion

- May 6th -- Saline County budget request presentation
- June - estimated budget request presentation
- Per the organization's Member Agreement, the EDO has a May 15th deadline to submit a 3-year proposed budget. Also, the draft budget for the next fiscal year is due by October 1st.

4. DIRECTOR'S REPORT

(4.1) Housing Update (Mike Schrage)

Ceremonial groundbreaking for Phase 1 of the Salina Destinations Development housing project west of Menards. They have been given the go-ahead to start actual construction prior to the groundbreaking.

Salina is not behind on housing per the updated housing study and is on target to hit 1,000 housing units by 2025.

(4.2) Digital Marketing Effort

The Salina Economic Development Group (members/stakeholders) met April 11th for their monthly meeting. This proposed digital marketing effort was discussed during this meeting. It was also briefly discussed during the Chamber's Community Strategic Planning meeting on April 12th.

Robinson received a draft Director of Marketing job description from Travis Young. The marketing committee has met twice and wants to moving forward. They are wanting to get scheduled for a City Commission study session soon.

(4.3) KDOT Award of \$1 Million for Project McIntosh

Project McIntosh is the South Ohio project. The City of Salina submitted the application with a \$1.4 million ask. They were awarded \$1 million award. South Ohio Land LLC, the EDO, and the City are working to submit follow up paperwork.

(4.4) Charlie Walker Pitch Competition Results

Robinson reviewed the Top 5 winners from the pitch competition.

(4.5) May 16th Board Time Change - Move to 9 AM - Dept of Commerce Visit

Kansas Department of Commerce Familiarization Tour/Visit is scheduled for late morning on May 16th. If possible, the staff would like to slide the board meeting forward to 9:00 AM.

(4.5) Project Updates/Photos

Robinson reviewed several projects and shared current project photos: Beck's and Schwan's Cold Storage

(4.6) Prospect Table Update

Robinson reviewed the Prospect Table

5. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Dill, seconded by Weisel to adjourn the meeting at 10:34 a.m.

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

Jim Maes, Board President

ATTEST:

Daran Neuschafer, Board Secretary

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

STATEMENTS OF ASSETS, LIABILITIES, AND NET ASSETS - TAX BASIS
April 30, 2024 and 2023

	ASSETS		
	<u>Apr. 30, 2024</u>	<u>Apr. 30, 2023</u>	<u>\$ Change</u>
Current Assets			
Cash	\$ 402,392	\$ 279,422	\$ 122,970
Unconditional promises to give:			
Member contributions receivable - current	<u>173,010</u>	<u>349,480</u>	<u>(176,470)</u>
Total Current Assets	<u>575,402</u>	<u>628,902</u>	<u>(53,500)</u>
Long-term Unconditional Promises to Give			
Member contributions receivable - non-current	<u>-</u>	<u>239,996</u>	<u>(239,996)</u>
Property and Equipment			
Furniture and equipment	5,568	5,568	-
Less: accumulated depreciation	<u>(5,479)</u>	<u>(4,728)</u>	<u>(751)</u>
Net Property and Equipment	<u>89</u>	<u>840</u>	<u>(751)</u>
Total Assets	<u>\$ 575,491</u>	<u>\$ 869,738</u>	<u>\$ (294,247)</u>

	LIABILITIES AND NET ASSETS		
Current Liabilities			
Payroll liabilities	<u>\$ 2,682</u>	<u>\$ 2,488</u>	<u>\$ 194</u>
Net Assets			
Without donor restrictions	572,809	627,254	(54,445)
With donor restrictions	<u>-</u>	<u>239,996</u>	<u>(239,996)</u>
Total Net Assets	<u>572,809</u>	<u>867,250</u>	<u>(294,441)</u>
Total Liabilities and Net Assets	<u>\$ 575,491</u>	<u>\$ 869,738</u>	<u>\$ (294,247)</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 Four Months Ended

	Period Ended Apr. 30, 2024	Year-to-Date Apr. 30, 2024	Period Ended Apr. 30, 2023	Year-to-Date Apr. 30, 2023
Net Assets Without Donor Restrictions				
Revenues and Support Without Donor Restrictions				
Charlie Walker pitch challenge income	\$ 16,000	\$ 16,000	\$ 8,000	\$ 16,000
Member contributions	3,495	6,989	-	1,765
Gifts in kind	1,666	6,667	1,667	6,667
Interest income	601	2,070	320	1,276
	21,762	31,726	9,987	25,708
Net Assets Released From Restrictions				
Restrictions satisfied by time	-	-	19,520	421,297
	21,762	31,726	29,507	447,005
Expenses				
Business expenses	(133)	1,824	2,500	1,464
Contract services	2,815	13,170	2,717	7,306
Facilities and equipment	1,839	6,932	1,667	6,689
Operations	17,488	26,733	20,823	38,688
Other expenses	5,498	5,891	88	453
Payroll expenses	16,449	80,155	17,007	79,349
Travel and meetings	192	1,373	486	1,754
	44,148	136,078	45,288	135,703
Change in Net Assets Without Donor Restrictions	(22,386)	(104,352)	(15,781)	311,302
Net Assets With Donor Restrictions				
Unconditional promises to give - restrictions satisfied by time	-	-	(19,520)	(421,297)
Net Assets - Beginning of Period	595,195	677,161	902,551	977,245
Net Assets - End of Period	\$ 572,809	\$ 572,809	\$ 867,250	\$ 867,250

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 Four Months Ended April 30, 2024

	Year-to-Date Apr. 30, 2024	Budget YTD Apr. 30, 2024	Variance Actual vs Budget	Budget 2024 Approved
Revenues				
Charlie Walker Pitch Challenge Income	\$ 16,000	\$ 5,333	\$ (10,667)	\$ 16,000
Member Contributions	6,989	90,000	83,011	360,000
Investments - Interest	2,070	1,267	(803)	3,800
Gifts in Kind	6,667	6,667	-	20,000
Total Revenues	31,726	103,267	71,541	399,800
Expenses				
Business Expenses				
Memberships	785	367	(418)	1,100
Marketing Events	1,000	833	(167)	2,500
Miscellaneous Expense	39	33	(6)	100
Business Registration Fees	-	33	33	100
Total Business Expenses	1,824	1,266	(558)	3,800
Contract Services				
Accounting fees	3,270	5,333	2,063	16,000
Outside Contract Services	9,900	6,333	(3,567)	19,000
Total Contract Services	13,170	11,666	(1,504)	35,000
Facilities & Equipment				
Computer Replacement	-	500	500	1,500
Donated Facilities	6,667	6,667	-	20,000
Office Equipment	265	692	427	2,075
Total Facilities & Equipment	6,932	7,859	927	23,575
Operations				
Charlie Walker Pitch Challenge Expenses	15,000	5,333	(9,667)	16,000
Donations (Outgoing Board Recognition)	150	50	(100)	150
Dues & Subscriptions	317	333	16	1,000
Training Fees	-	33	33	100
Advertising/Promotion	5,500	11,908	6,408	35,725
Repairs & Maintenance	-	50	50	150
Books, Subscriptions, Reference	3,937	1,833	(2,104)	5,500
Postage, Mailing Service	-	25	25	75
Printing and Copying	-	67	67	200
Supplies	761	742	(19)	2,225
Telephone, Telecommunications	1,068	1,000	(68)	3,000
Total Operations	26,733	21,374	(5,359)	64,125
Other Expenses				
Depreciation	44	333	289	1,000
Insurance - Liability, D and O	5,815	1,917	(3,898)	5,750
Bank Charges	32	-	(32)	-
Total Other Expenses	5,891	2,250	(3,641)	6,750
Payroll Expenses				
Retirement Contribution	2,799	4,000	1,201	12,000
Employee Health Ins	-	1,000	1,000	3,000
Director Health & Life Ins	682	2,167	1,485	6,500
Car Allowance	2,250	2,000	(250)	6,000
Payroll Taxes	5,937	5,667	(270)	17,000
Wages & Salaries	68,487	62,667	(5,820)	188,000
Total Payroll Expenses	80,155	77,501	(2,654)	232,500
Travel and Meetings				
Meals	202	333	131	1,000
Conference, Convention, Meetings	500	200	(300)	600
Travel	622	567	(55)	1,700
Travel and Meetings - Other	49	250	201	750
Total Travel and Meetings	1,373	1,350	(23)	4,050
Total Expenses	136,078	123,266	(12,812)	369,800
Changes in Net Assets without Donor Restriction	(104,352)	(19,999)	84,353	30,000
Board Designation - Reserve Funds	(30,000)	(30,000)	-	(30,000)
Changes in Net Assets	\$ (134,352)	\$ (49,999)	84,353	\$ -

See Accountants' Compilation 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	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	Maintenance 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	Appear at SCEDO Board Meeting on Feb 15th.	Two companies one power company and second one a machining operation.	This city street improvement will allow two companies to move and build larger facilities.	Both businesses will retain existing jobs and additional space will allow for additional growth.	DRT Meeting on 4/17			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	DRT Meeting on 4/17	Last Mile of Distribution	Warehouse/Distribution	?	?	?	Distribution	min. 20 acres	?
24-01	Project Diamond	KDOC/RJ	Active	RFI received 1/24/24	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 18th-1 of 10 possible locations	Aviation Composite Parts	Make composite material	?	\$17 per hour entry	?	Aviation	5-7 acres close to runways	75,000 SF