

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX**  
**JUNE 20, 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) May 16, 2024 Minutes
  
- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
  - (3.1) May 2024 Financial Reports
  - (3.2) 3-Year ('25-27) Budget Cycle Discussion
  
- 4. SPOTLIGHT PRESENTATION – CLAIRE LUDES & CHRISTINA SMALL**  
**CHILDCARE UPDATE FROM UNITED WAY**
  
- 5. ACTION ITEM – SUPERIOR CONTRACTING AND MFG SERVICES**  
**IRBs WAREHOUSE PROJECT**  
Mark Millard, CFO
  
- 6. DIRECTOR’S REPORT**
  - (6.1) Digital Marketing Effort
  - (6.2) REPCO Ribbon Cutting – June 25<sup>th</sup> 4:00 pm @ 1835 E. North Street
  - (6.3) Tim Rogers Retirement Event – June 27<sup>th</sup> 3:00 - 6:00 pm – Building 600
  - (6.4) Prospect Table Update
  
- 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  
MAY 16, 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 9:32 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, Brian Schwarz, Lee Young, Brian Weisel, Rob Exline, Jim Trower

**ABSENT:**

Brian Richardson, Tom Dill, Daran Neuschafer, Lee Young

**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  
Dan McFadden, Market President, Central National Bank  
Joe Hay, Jr., Chair, Saline County Commission  
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.  
Scott Brown, Flint Hills Holdings Group, LLC  
Pieter Miller, Deputy Executive Director, Salina Airport Authority  
Joel Phelps, President/CEO, Salina Regional Health Center  
Shawn Hennessee, Assistant City Manager, City of Salina

**(1.3) Public Comment**

N/A

**APPROVAL OF MINUTES**

(2.1) Moved by Weisel, seconded by Trower to approve the April 18, 2024 minutes as written.

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

#### **APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE**

(3.1) Moved by Schwarz, seconded by Weisel to approve the April 2024 financial statements. Aye: (5). Nay: (0). Motion carried.

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

Robinson gave a presentation to the Saline County Commission on May 6<sup>th</sup>. Prior to this presentation, the finance committee suggested that he ask for \$50,000 per year for the next 3-year budget cycle. They also landed on \$300,000, \$325,000, and \$350,000 for the next 3-year budget cycle. That presentation will be scheduled in June.

#### **SPOTLIGHT PRESENTATION – JOEL PHELPS, PRESIDENT/CEO, SALINA REGIONAL HEALTH CENTER**

- Salina Regional Health Center consists of 4 hospitals (Lindsborg, Concordia, Abilene, and Salina)
- SRHC provides regional health care with 19 outreach clinics
- They provide services to a 12,000 square mile footprint in central Kansas
- 40% of their patients come from outside of Saline County
- SRHC employs more than 2,900 employees
- Their economic impact is over \$200 million through mostly growth, but some affiliation
- SRHC spins off 1,179 additional jobs outside of healthcare
- SRHC is a Level III Trauma Center
- SRHC gives back to the region through the Health Foundation. CHIP awarded in excess of \$338,272 in 2023. SRHC tithes 10% of operations into CHIP. They have given out almost \$15 million over time.

#### **PRESIDENT PLACE IRBS – SCOTT BROWN, FLINT HILLS HOLDINGS GROUP, LLC**

Flint Hills Holding Group, LLC is rehabilitating the President's Place Apartments at the former Roosevelt/Lincoln Schools in downtown Salina. Many of the units are unusable due to roof leaks, mold, and mildew. These apartments are designated for the 55 and older population. There are 61 total units between both buildings.

Flint Hills is looking for a sales tax abatement on project materials. They would start rehab work in October 2024. As the currently unlivable units are finished, current residents will be "displaced" to the new refurbished units until all units have been rehabbed.

The Center for Economic Development and Business Research (CEDBR) completed an Impact Study for this project. The Benefit-Cost Ratio is greater than 1.0. The project falls within the city's Neighborhood Revitalization Area (NRA) and they are eligible for abatement on property tax abatement on materials.

Moved by Trower, seconded by Schwarz to make a recommendation to the City of Salina to approve a 100% abatement on sales tax on construction materials and FF&E. Aye: (5) Nay: (0). Motion carried.

#### **DIRECTOR'S REPORT**

##### **(6.1) Digital Marketing Effort**

The Chamber has verbally provided potential funding sources (reallocating existing funds). The City Commission would need to sign off on reallocating those funds via the Chamber.

##### **(4.2) Prospect Table Update**

Robinson gave updates to the current projects.

(4.3) Department of Commerce Community Visit

The EDO office is hosting a familiarization tour with current Kansas Department of Commerce Business Recruitment Project Manager team on May 16<sup>th</sup>, following the EDO board meeting.

**5. BOARD MEMBER DISCUSSION/QUESTIONS**

N/A

**ADJOURNMENT**

Moved by Schwarz, seconded by Exline to adjourn the meeting at 10:34 a.m.

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

\_\_\_\_\_  
Jim Maes, Board President

ATTEST:

\_\_\_\_\_  
Rob Exline, Board Vice President

DRAFT

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

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

	<b>ASSETS</b>		
	<u>May. 31, 2024</u>	<u>May. 31, 2023</u>	<u>\$ Change</u>
<b>Current Assets</b>			
Cash	\$ 378,989	\$ 317,868	\$ 61,121
Unconditional promises to give:			
Member contributions receivable - current	<u>173,010</u>	<u>349,480</u>	<u>(176,470)</u>
<b>Total Current Assets</b>	<u>551,999</u>	<u>667,348</u>	<u>(115,348)</u>
<b>Long-term Unconditional Promises to Give</b>			
Member contributions receivable - non-current	<u>-</u>	<u>173,010</u>	<u>(173,010)</u>
<b>Property and Equipment</b>			
Furniture and equipment	5,568	5,568	-
Less: accumulated depreciation	<u>(5,490)</u>	<u>(4,816)</u>	<u>(674)</u>
<b>Net Property and Equipment</b>	<u>78</u>	<u>752</u>	<u>(674)</u>
<b>Total Assets</b>	<u>\$ 552,077</u>	<u>\$ 841,110</u>	<u>\$ (289,033)</u>
	<b>LIABILITIES AND NET ASSETS</b>		
<b>Current Liabilities</b>			
Payroll liabilities	<u>\$ 360</u>	<u>\$ 336</u>	<u>\$ 24</u>
<b>Net Assets</b>			
Without donor restrictions	551,717	667,764	(116,047)
With donor restrictions	<u>-</u>	<u>173,010</u>	<u>(173,010)</u>
<b>Total Net Assets</b>	<u>551,717</u>	<u>840,774</u>	<u>(289,057)</u>
<b>Total Liabilities and Net Assets</b>	<u>\$ 552,077</u>	<u>\$ 841,110</u>	<u>\$ (289,033)</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 Five Months Ended

	<b>Period Ended May. 31, 2024</b>	<b>Year-to-Date May. 31, 2024</b>	<b>Period Ended May. 31, 2023</b>	<b>Year-to-Date May. 31, 2023</b>
<b>Net Assets Without Donor Restrictions</b>				
<b>Revenues and Support Without Donor Restrictions</b>				
Charlie Walker pitch challenge income	\$ -	\$ 16,000	\$ -	\$ 16,000
Member contributions	-	6,990	1,765	3,530
Gifts in kind	1,667	8,333	1,667	8,333
Interest income	562	2,632	409	1,685
	<b>2,229</b>	<b>33,955</b>	<b>3,841</b>	<b>29,548</b>
<b>Net Assets Released From Restrictions</b>				
Restrictions satisfied by time	-	-	88,235	509,532
	<b>2,229</b>	<b>33,955</b>	<b>92,076</b>	<b>539,080</b>
<b>Expenses</b>				
Business expenses	-	1,824	2,420	3,884
Contract services	915	14,085	3,067	10,373
Facilities and equipment	2,921	9,853	1,667	8,355
Operations	2,766	29,499	648	39,336
Other expenses	10	5,901	5,242	5,695
Payroll expenses	16,431	96,585	16,975	96,324
Travel and meetings	278	1,652	298	2,052
	<b>23,321</b>	<b>159,399</b>	<b>30,317</b>	<b>166,019</b>
<b>Change in Net Assets Without Donor Restrictions</b>	<b>(21,092)</b>	<b>(125,444)</b>	<b>61,759</b>	<b>373,061</b>
<b>Net Assets With Donor Restrictions</b>				
Unconditional promises to give - restrictions satisfied by time	-	-	(88,235)	(509,532)
<b>Net Assets - Beginning of Period</b>	<b>572,809</b>	<b>677,161</b>	<b>867,250</b>	<b>977,245</b>
<b>Net Assets - End of Period</b>	<b>\$ 551,717</b>	<b>\$ 551,717</b>	<b>\$ 840,774</b>	<b>\$ 840,774</b>

**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 Five Months Ended May 31, 2024

	Year-to-Date May. 31, 2024	Budget YTD May. 31, 2024	Variance Actual vs Budget	Budget 2024 Approved
<b>Revenues</b>				
Charlie Walker Pitch Challenge Income	\$ 16,000	\$ 6,667	\$ (9,333)	\$ 16,000
Member Contributions	6,990	90,000	83,010	360,000
Investments - Interest	2,632	1,583	(1,049)	3,800
Gifts in Kind	8,333	8,333	-	20,000
<b>Total Revenues</b>	<u>33,955</u>	<u>106,583</u>	<u>72,628</u>	<u>399,800</u>
<b>Expenses</b>				
Business Expenses				
Memberships	785	458	(327)	1,100
Marketing Events	1,000	1,042	42	2,500
Miscellaneous Expense	39	42	3	100
Business Registration Fees	-	42	42	100
<b>Total Business Expenses</b>	<u>1,824</u>	<u>1,584</u>	<u>(240)</u>	<u>3,800</u>
Contract Services				
Accounting fees	4,185	6,667	2,482	16,000
Outside Contract Services	9,900	7,917	(1,983)	19,000
<b>Total Contract Services</b>	<u>14,085</u>	<u>14,584</u>	<u>499</u>	<u>35,000</u>
Facilities & Equipment				
Computer Replacement	-	625	625	1,500
Donated Facilities	8,333	8,333	(0)	20,000
Office Equipment	1,520	865	(655)	2,075
<b>Total Facilities &amp; Equipment</b>	<u>9,853</u>	<u>9,823</u>	<u>(30)</u>	<u>23,575</u>
Operations				
Charlie Walker Pitch Challenge Expenses	16,000	6,667	(9,333)	16,000
Donations (Outgoing Board Recognition)	150	63	(87)	150
Dues & Subscriptions	334	417	83	1,000
Training Fees	-	42	42	100
Advertising/Promotion	6,795	14,885	8,090	35,725
Repairs & Maintenance	-	63	63	150
Books, Subscriptions, Reference	3,996	2,292	(1,704)	5,500
Postage, Mailing Service	68	31	(37)	75
Printing and Copying	-	83	83	200
Supplies	896	927	31	2,225
Telephone, Telecommunications	1,260	1,250	(10)	3,000
<b>Total Operations</b>	<u>29,499</u>	<u>26,720</u>	<u>(2,779)</u>	<u>64,125</u>
Other Expenses				
Depreciation	55	417	362	1,000
Insurance - Liability, D and O	5,815	2,396	(3,419)	5,750
Bank Charges	31	-	(31)	-
<b>Total Other Expenses</b>	<u>5,901</u>	<u>2,813</u>	<u>(3,088)</u>	<u>6,750</u>
Payroll Expenses				
Retirement Contribution	2,799	5,000	2,201	12,000
Employee Health Ins	-	1,250	1,250	3,000
Director Health & Life Ins	682	2,708	2,026	6,500
Car Allowance	2,750	2,500	(250)	6,000
Payroll Taxes	7,104	7,083	(21)	17,000
Wages & Salaries	83,250	78,333	(4,917)	188,000
<b>Total Payroll Expenses</b>	<u>96,585</u>	<u>96,874</u>	<u>289</u>	<u>232,500</u>
Travel and Meetings				
Meals	203	417	214	1,000
Conference, Convention, Meetings	500	250	(250)	600
Travel	622	708	86	1,700
Travel and Meetings - Other	327	313	(14)	750
<b>Total Travel and Meetings</b>	<u>1,652</u>	<u>1,688</u>	<u>36</u>	<u>4,050</u>
<b>Total Expenses</b>	<u>159,399</u>	<u>154,086</u>	<u>(5,313)</u>	<u>369,800</u>
<b>Changes in Net Assets without Donor Restriction</b>	<u>(125,444)</u>	<u>(47,503)</u>	<u>77,941</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>\$ (155,444)</u>	<u>\$ (77,503)</u>	<u>77,941</u>	<u>\$ -</u>

See Accountants' Compilation Report

## June 2024 REPORT

### **MARKETING / LEGISLATIVE**

Took part in a zoom call concerning legislation House Bill 2527 supported by Evergy which made improvements to Evergy's ability to invest in more generating capacity for their service area and also extended the current 5-year incentive rate to now a 10-year rate that equals the current Evergy rate available in their Missouri service area. This will make Kansas more competitive on large energy projects looking at locating in their Kansas service area.

Took part in the quarterly Team Kansas meeting. Team Kansas is a group of economic development and pro-business organizations that support marketing efforts of the Kansas Department of Commerce providing funding to Commerce and meeting with consultants and developers interested in moving to Kansas.

Several discussions have occurred this past month with different groups regarding the potential funding and establishment of a digital marketing program that would unite the various marketing programs of the Chamber, SCEDO, Downtown Salina, SAA and city and county governments.

In working with the Department of Commerce, SCEDO submitted Geoprobe for Exporter of the Year consideration. The company is one of three finalists and will have a site visit in August by their review committee to learn more about their operation and exporting efforts. A banquet in October will announce the winner from this statewide competition.

### **WORKFORCE TALENT / HOUSING / CHILDCARE**

The Aviation Innovation Maintenance (AIM) school is planning a graduation program for Friday June 28<sup>th</sup> for the second and third classes of the six-week program. The new training center in Building 626 is currently being remodeled for future class use.

The announcement of the start of the Magnolia Village complex has generated numerous calls concerning possible contractors as well as those interested in getting on a renters list.

Took part in a meeting held by the United Way outgoing President/CEO and the interim President/CEO providing an update on the fundraising efforts and the grant received by the organization to support local childcare providers. An update will be provided at our June Board of Directors meeting.

### **ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT**

Joyful Noise was the first place winner of the first Charlie Walker Pitch Challenge. On May 22nd they held their ribbon cutting for their new space in the Central Mall. This was part of their plan to find a location to provide musical education and programs for young children.

### **PROSPECT MANAGEMENT**

**Project Cheesesteak** – Corporate board is reviewing ten possible locations that company is considering for their future expansion location. We are one of those 10 spots here in Kansas and outside of the state.



**Project 80** – The SAA is working with an Indiana-based developer and the City of Salina working through the annexation process for the 80-acre parcel owned by the SAA. This would be for the construction of a warehouse facility on 20 acres.

Work continues with Pure Imagination. The architect and company officials are working on the final design. Kansas State is now going to lead the project rather than the SAA since it's on K State Salina property.

The Kansas DOT economic development grant for South Ohio Land was submitted on March 13<sup>th</sup>. We received notice that the project would receive \$1 million in funding for the construction of approximately 1300 feet of street and additional curb and gutter. 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.

Have a zoom call with a new prospect out at the SAA for development of a new company that would repair older aircraft. Will be meeting with the SAA Team and Tim Zimmerman of the Department of Commerce.

Met with Commerce's Tim Zimmerman and the CTO/CIO of Pure Imagination Labs concerning their incentives provided to the company by the State of Kansas. The company is looking at temporary office locations at SAA's Building 600 to start their hiring and employment here in Salina later this summer.

**SITES / BUILDINGS / TOOLS:**

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

**MONTHLY WEB/SOCIAL MEDIA STATISTICS**

Website – (reported May 2024)

258 users	280 New Users	16 Returning Users	137 Views/User Sessions
1.64 Views/User	0:31 Avg Session	467 Pageviews	1,728 Event Count**

Website –5/14/2024 –6/14/2024

<b>302 users</b>	<b>295 New Users</b>	<b>7 Return Users</b>	<b>145 Engaged Sessions</b>
<b>5.44 Events/User</b>	<b>0:34 Avg Session</b>	<b>504 Pageviews</b>	<b>1,849 Event Count**</b>

\*\*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 May 2024)

284 Page Reach	209 Engagement	9K Post Reach	111 Page Visits	916 Followers
6 New Likes				

Facebook – 5/14/2024 –6/14/2024

<b>192 Page Reach</b>	<b>144 Engagement</b>	<b>1.5K Post Reach</b>	<b>85 Page Visits</b>	<b>924 Followers</b>
<b>6 New Likes</b>				

Start-Up Salina Facebook Group

3/13/2024 – 403 members (--)	4/15/2024 – 403 members (--)
5/13/2024 – 402 members (-1)	6/14/2024 – 401 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
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		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
24-03	Project Path	KDOC/RJ	New	5/22/2024	submitted 6/13/24	Asphalt Material	Make Asphalt for two main companies	30-40	Market Rate	30M	Asphalt	20 acres with Rail	?