

**BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
JULY 18, 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) June 20, 2024 Minutes

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

- 4. SPOTLIGHT PRESENTATION – JANE ANDERSON, SMOKY RIVER RENEWAL PROJECT**

- 5. DIRECTOR’S REPORT**
 - (5.1) Digital Marketing Effort
 - (5.2) Local Kickoff of Love Kansas Campaign – July 31st – 4:30 pm-6:00 pm
 - (5.3) Prospect Update

- 6. 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
JUNE 20, 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 9:31 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, Brian Weisel, Rob Exline, Brian Richardson, Tom Dill, Daran Neuschafer (Z), Lee Young

ABSENT:

Jim Trower

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
Ryan Cummerford, Salina Airport Authority Board Liaison; Executive Vice President/CFO, Bennington State Bank
Trevor Franzen, Chief Development Office, Superior Contracting & Manufacturing Services, Co
Mark Millard, Chief Financial Officer, Superior Contracting & Manufacturing Services, Co
Shelli Swanson, Director of Administration & Finance, Salina Airport Authority
Christina Small, Early Childcare Program Director/Interim Executive Director, Salina Area United Way
Claire Ludes, Outgoing Executive Director, Salina Area United Way
Dan McFadden, Market President, Central National Bank
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 Taylor, Salina area citizen

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Weisel, seconded by Richardson to approve the May 16, 2024 minutes as corrected by removing Lee Young's name from the In-Person or Zoom attendee list.

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

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) Moved by Richardson, seconded by Weisel to approve the May 2024 financial statements.

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

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

Robinson will provide an update during the City Commission Study Session on June 24th at 2:30. Robinson will also meet with Rogers and Miller from the Salina Airport Authority to discuss the airport's contribution.

SPOTLIGHT PRESENTATION – CHILDCARE UPDATE FROM THE SALINA AREA UNITED WAY

CLAIRE LUCES – OUTGOING EXECUTIVE DIRECTOR

CHRISTINA SMAL – EARLY CHILDCARE PROGRAM DIRECTOR/ INTERIM EXECUTIVE DIRECTOR

- The Childcare Initiative needs \$530,000 annually to offset the pay gap between what childcare providers are being paid versus a living wage amount.
- The Initiative has created 226 new childcare slots in a year and a half.
- The Initiative presented at the City Commission and the County Commission and requested allocations to help fund the initiative.
- Additional presentation slides are linked here:
https://www.salinaedo.org/wp-content/uploads/2024/07/4_SAUW_Early-Childcare-Initiative-Update_June-2024_compressed.pdf

ACTION ITEM – SUPERIOR CONTRACTING & MANUFACTURING SERVICES

IRBs WAREHOUSE PROJECT

TREVOR FRANZEN – CHIEF DEVELOPMENT OFFICER @ SCMS

MARK MILLARD – CHIEF FINANCIAL OFFICER @ SCMS

SHELLI SWANSON – DIRECTOR OF ADMINISTRATION & FINANCE, SALINA AIRPORT AUTHORITY

Superior Contracting & Manufacturing Services Co has an existing IRB project at 1750 Vortex Avenue. The company would still like to pursue that project in the future but is looking at a different warehouse project at this time. Most local companies and supporting companies to major local companies need immediate warehouse space that is not available. And the space needed is smaller than the previous project would have provided. This project would meet those immediate space needs.

The Superior West Warehouse would be located southwest of Superior's main location and would be in the Salina Airport Authority industrial park. The Warehouse project would consist of two buildings to be built in phases. Building 1 is a 100,000 SF building and Building 2 would be 40,000 SF.

The former IRB agreement for the original project would be voided with assistance from Sarah Steele at Gilmore-Bell. This project is asking for a 100% property tax abatement for 10 years with a sales tax exemption on construction materials.

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. Based on the IRB Abatement Percentage Calculation Chart provided by the EDO staff, the project should be eligible for the 100% sales tax abatement based on job numbers, investment amount, being a target industry (warehousing and logistics), essential to existing businesses, already a local Salina business, and by bringing added development to the community.

All of the project documents can be viewed here: https://www.salinaedo.org/wp-content/uploads/2024/07/Project-SCMS_full-packet-for-web-link.pdf

Moved by Richardson, seconded by Exline to make a recommendation to the City of Salina that Superior Contracting & Manufacturing Co., Inc. be granted a 100% abatement for 10 years on property tax and sales tax related to the construction materials. Aye: (8) Nay: (0). Motion carried.

DIRECTOR'S REPORT

(6.1) Digital Marketing Effort

The committee has had various meetings all month long. The committee will also be meeting with the City Manager on June 25th to discuss possible issues with current ordinances regarding various allocations and the transient guest tax dollars. The committee is also looking at a draft 2-year budget cycle and job descriptions for the positions.

(6.6) Prospect Table Update

Robinson gave updates to the current projects.

5. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Dill, seconded by Young to adjourn the meeting at 10:53 a.m.

Aye: (6). 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
June 30, 2024 and 2023

	ASSETS		
	<u>June 30, 2024</u>	<u>June 30, 2023</u>	<u>\$ Change</u>
Current Assets			
Cash	\$ 359,413	\$ 294,951	\$ 64,462
Unconditional promises to give:			
Member contributions receivable - current	<u>173,010</u>	<u>349,482</u>	<u>(176,472)</u>
Total Current Assets	<u>532,423</u>	<u>644,433</u>	<u>(112,010)</u>
Long-term Unconditional Promises to Give			
Member contributions receivable - non-current	<u>-</u>	<u>173,010</u>	<u>(173,010)</u>
Property and Equipment			
Furniture and equipment	5,568	5,568	-
Less: accumulated depreciation	<u>(5,501)</u>	<u>(4,905)</u>	<u>(596)</u>
Net Property and Equipment	<u>67</u>	<u>663</u>	<u>(596)</u>
Total Assets	<u>\$ 532,490</u>	<u>\$ 818,106</u>	<u>\$ (285,616)</u>
	LIABILITIES AND NET ASSETS		
Current Liabilities			
Payroll liabilities	<u>\$ 360</u>	<u>\$ 413</u>	<u>\$ (53)</u>
Net Assets			
Without donor restrictions	532,130	644,683	(112,553)
With donor restrictions	<u>-</u>	<u>173,010</u>	<u>(173,010)</u>
Total Net Assets	<u>532,130</u>	<u>817,693</u>	<u>(285,563)</u>
Total Liabilities and Net Assets	<u>\$ 532,490</u>	<u>\$ 818,106</u>	<u>\$ (285,616)</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 Six Months Ended

	Period Ended June 30, 2024	Year-to-Date June 30, 2024	Period Ended June 30, 2023	Year-to-Date June 30, 2023
Net Assets Without Donor Restrictions				
Revenues and Support Without Donor Restrictions				
Charlie Walker pitch challenge income	\$ -	\$ 16,000	\$ -	\$ 16,000
Member contributions	-	6,989	1,667	3,530
Gifts in kind	1,667	10,000	-	10,000
Interest income	525	3,157	411	2,096
	2,192	36,146	2,078	31,626
Net Assets Released From Restrictions				
Restrictions satisfied by time	-	-	-	509,532
	2,192	36,146	2,078	541,158
Expenses				
Business expenses	-	1,824	-	3,884
Contract services	2,315	16,400	1,925	12,298
Facilities and equipment	1,667	11,519	1,667	10,022
Operations	3,570	30,069	799	40,135
Other expenses	11	5,912	88	5,783
Payroll expenses	16,430	113,016	20,657	116,981
Travel and meetings	786	2,437	23	2,075
	24,779	181,177	25,159	191,178
Change in Net Assets Without Donor Restrictions	(22,587)	(145,031)	(23,081)	349,980
Net Assets With Donor Restrictions				
Unconditional promises to give - restrictions satisfied by time	-	-	-	(509,532)
Net Assets - Beginning of Period	554,717	677,161	840,774	977,245
Net Assets - End of Period	\$ 532,130	\$ 532,130	\$ 817,693	\$ 817,693

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 Six Months Ended June 30, 2024

	Year-to-Date June 30, 2024	Budget YTD June 30, 2024	Variance Actual vs Budget	Budget 2024 Approved
Revenues				
Charlie Walker Pitch Challenge Income	\$ 16,000	\$ 8,000	\$ (8,000)	\$ 16,000
Member Contributions	6,989	90,000	83,011	360,000
Investments - Interest	3,157	1,900	(1,257)	3,800
Gifts in Kind	10,000	10,000	-	20,000
Total Revenues	36,146	109,900	73,754	399,800
Expenses				
Business Expenses				
Memberships	785	550	(235)	1,100
Marketing Events	1,000	1,250	250	2,500
Miscellaneous Expense	39	50	11	100
Business Registration Fees	-	50	50	100
Total Business Expenses	1,824	1,900	76	3,800
Contract Services				
Accounting fees	6,500	8,000	1,500	16,000
Outside Contract Services	9,900	9,500	(400)	19,000
Total Contract Services	16,400	17,500	1,100	35,000
Facilities & Equipment				
Computer Replacement	-	750	750	1,500
Donated Facilities	10,000	10,000	-	20,000
Office Equipment	1,519	1,038	(481)	2,075
Total Facilities & Equipment	11,519	11,788	269	23,575
Operations				
Charlie Walker Pitch Challenge Expenses	16,000	8,000	(8,000)	16,000
Donations (Outgoing Board Recognition)	150	75	(75)	150
Dues & Subscriptions	599	500	(99)	1,000
Training Fees	-	50	50	100
Advertising/Promotion	6,795	17,863	11,068	35,725
Repairs & Maintenance	-	75	75	150
Books, Subscriptions, Reference	4,056	2,750	(1,306)	5,500
Postage, Mailing Service	68	38	(30)	75
Printing and Copying	-	100	100	200
Supplies	949	1,113	164	2,225
Telephone, Telecommunications	1,452	1,500	48	3,000
Total Operations	30,069	32,064	1,995	64,125
Other Expenses				
Depreciation	66	500	434	1,000
Insurance - Liability, D and O	5,815	2,875	(2,940)	5,750
Bank Charges	31	-	(31)	-
Total Other Expenses	5,912	3,375	(2,537)	6,750
Payroll Expenses				
Retirement Contribution	2,799	6,000	3,201	12,000
Employee Health Ins	-	1,500	1,500	3,000
Director Health & Life Ins	682	3,250	2,568	6,500
Car Allowance	3,250	3,000	(250)	6,000
Payroll Taxes	8,272	8,500	228	17,000
Wages & Salaries	98,013	94,000	(4,013)	188,000
Total Payroll Expenses	113,016	116,250	3,234	232,500
Travel and Meetings				
Meals	202	500	298	1,000
Conference, Convention, Meetings	500	300	(200)	600
Travel	622	850	228	1,700
Travel and Meetings - Other	1,113	375	(738)	750
Total Travel and Meetings	2,437	2,025	(412)	4,050
Total Expenses	181,177	184,902	3,725	369,800
Changes in Net Assets without Donor Restriction	(145,031)	(75,002)	70,029	30,000
Board Designation - Reserve Funds	(30,000)	(30,000)	-	(30,000)
Changes in Net Assets	\$ (175,031)	\$ (105,002)	70,029	\$ -

See Accountants' Compilation Report

July 2024 REPORT

MARKETING / LEGISLATIVE

Working to develop a new legislative program that is currently available in numerous states but had failed in the 2024 legislative session to get approval. Working with Wichita and Lawrence economic development directors who are co-chairs of the KEDA legislative committee.

Attended the Chamber of Commerce's Business After Hours July 11th which was focused on the annual legislative successes at both the federal and state levels. A large crowd attended the event.

Work is still ongoing for the development of a digital marketing program that would unite the various marketing programs of the Chamber, SCEDO, Salina Downtown Inc, SAA and city and county governments.

Attended the Kansas Department of Commerce kickoff of the new "Love Kansas" initiative in Manhattan. The program is an attempt by Commerce to bring back former residents, students or others who have a Kansas connection which would make it more likely than attracting non-connected individuals to locate to Kansas. That is the prime target, but they will also work to attract non-connected individuals. As part of the effort Salina was selected as one of the 19 communities to be included in the initial effort and Salina's information will be added to the state's website. The local community effort is being led by Renee Duxler which will host a local kickoff event on Wednesday, July 31st from 4:30 to 6:00 pm at the Chamber Annex. The event will focus on sending letters to potential individuals that could return to Kansas.

Spoke with Nate King of KINA's "King in the Country" podcast providing an update on recent economic development projects and other information of interest to the community. The podcast will be on KINA's website. This was the second time to take part in this podcast.

Spoke to the local Ambucs Club providing them an update on economic development activities since last talking to them about 3 years ago. Had a good give and take with the club members.

Had lunch with Senator Moran's staff member Reid Petty who is based in Hays providing coverage to western Kansas. I discussed with him our current projects and potential other needs we might have in the community for assistance.

Took part in a Nex Tech event highlighting the improvements they have added to their system in several locations in Salina and Saline County which was funded by a Kansas Department of Commerce grant targeting underserved areas of the community.

Along with Renee Duxler, myself and Committee Chairman Tom Dill met with Mike Schrage and Shawn Hennessee to talk about the various funding options from the City of Salina using the existing tax revenues.

WORKFORCE TALENT / HOUSING / CHILDCARE

Attended the Aviation Innovation Maintenance (AIM) school graduation on Friday, June 28th. Nine graduates were able to receive their micro- certification from Kansas State Salina. The new training center in Building 626 is currently being remodeled for future class starting in September.

PROSPECT MANAGEMENT

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. The zoning and annexation process will be completed in September.

Work continues with Pure Imagination. The architect and company officials are working on the final design. Kansas State rather than the SAA will own the building and provide a lease to Pure Imagination.

The Kansas DOT economic development grant for South Ohio Land was submitted on March 13th. 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 and a box culvert.

As an offshoot of the South Ohio project, I attended the groundbreaking for the new Evergy facility that will be built on approximately 29 acres of the development.

Attended the ribbon cutting program for the new Garmin/1 Aviation facility that is leasing Building 626 at the Salina Airport. 1 Vision will be the new western installer of Garmin equipment for all types of aircraft.

Attended the ribbon cutting of the upgraded REPCO facility and took part in the tour of their new addition. Major upgrade to the company and its facilities allowing for visitors to have a much better experience visiting the company. A much larger lab, offices and warehousing space was created with the expansion.

Met with Jake Bradley concerning their recent purchase of the former Sager-Miller 105-acre site just south of the Kubota facility on South 9th. Discussed his plans for this property and how we can work together to promote this property along with the Big B site and other ground the family trust owns.

Had a conference call with key contact at Power Plus concerning their interest in Saline County for a battery storage facility adjacent to a major substation owned by Evergy.

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 June 2024)

302 users	295 New Users	7 Returning Users	145 Views/User Sessions
5.44 Events/User	0:34 Avg Session	504 Pageviews	1,849 Event Count**

Website –6/17/2024 –7/14/2024

341 users	329 New Users	11 Return Users	140 Engaged Sessions
5.67 Events/User	0:30 Avg Session	528 Pageviews	1,898 Event Count**
382 Sessions			

**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 June 2024)

192 Page Reach 144 Engagement 9K Post Reach 85 Page Visits 924 Followers
6 New Likes

Facebook – 5/14/2024 –6/14/2024

87 Page Reach 23 Engagement 300 Post Reach 81 Page Visits 929 Followers
5 New Likes

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)
7/14/2024 – 402 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	Active	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	?