



**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
JULY 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 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, Tom Dill, Lee Young, Jim Trower (10:10 in)

ABSENT:

Daran Neuschafer, Rob Exline, Brian Richardson

ALSO PRESENT:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Mark Freel, Customer Solutions Manager, Every Inc.
Jane Anderson, Executive Director, Friends of the River Foundation
Lloyd Davidson, Board Member, Friends of the River
Pieter Miller, Executive Director, Salina Airport Authority
Hannah Bett, Deputy County Administrator, Saline County
Shawn Hennessee, Assistant City Manager, City of Salina
Mike Schrage, City Manager, City of Salina
Joe Hay Jr, Chair, Saline County Commission

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Weisel, seconded by Schwarz to approve the June 20, 2024 minutes. Aye: (5) Nay: (0).
Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

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

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

City of Salina staff present the commission with this option: Honor the asked-for budget increase with an annual review.

SPOTLIGHT PRESENTATION – SMOKY HILL RIVER RENEWAL PROJECT

JANE ANDERSON – EXECUTIVE DIRECTOR, FRIENDS OF THE RIVER FOUNDATION

- The river channel is an important economic driver
- Quality of life is so important to the younger generations: jobs are second to quality of life
- If a community doesn't have quality of life components, they won't come to a community
- Trails along the river is something that the younger voters specifically wanted. There will be 30 miles of trails throughout Salina.
- This project is one of the largest recruitment components to bring workforce to the community
- Additional presentation slides are linked here:
<https://www.salinaedo.org/wp-content/uploads/2024/08/Smoky-Hill-River-Restoration-Phase-I-7-18-24.pdf>

DIRECTOR'S REPORT

(5.1) Digital Marketing Efforts

Numbers for a working budget are still being worked out. All partners will be asked to provide partial funding to the working budget. The EDO is looking at a \$50,000 allocation.

(5.2) Local Kickoff of Love Kansas Campaign – July 31st – 4:30 pm to 6:00 PM

This program is a state-wide program targeted at “boomerangers”, or former Kansas residents who have left the state. This campaign focuses on why those “boomerangers” should return to Kansas.

The Salina kick-off event will be held on July 31st from 4:30 to 6:00 at the Salina Area Chamber of Commerce – Visit Annex building.

(5.3) Prospect Update

Robinson provided updates for projects on the current prospect table

5. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Schwarz, seconded by Weisel to adjourn the meeting at 10:20 a.m.

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

Jim Maes, Board President

ATTEST:

Tom Dill, Board Treasurer

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

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

	ASSETS		
	<u>July 31, 2024</u>	<u>July 31, 2023</u>	<u>\$ Change</u>
Current Assets			
Cash	\$ 358,650	\$ 358,944	\$ (294)
Unconditional promises to give:			
Member contributions receivable - current	<u>151,760</u>	<u>347,751</u>	<u>(195,991)</u>
Total Current Assets	<u>510,410</u>	<u>706,695</u>	<u>(196,285)</u>
Long-term Unconditional Promises to Give			
Member contributions receivable - non-current	<u>-</u>	<u>86,505</u>	<u>(86,505)</u>
Property and Equipment			
Furniture and equipment	5,568	5,568	-
Less: accumulated depreciation	<u>(5,512)</u>	<u>(4,993)</u>	<u>(519)</u>
Net Property and Equipment	<u>56</u>	<u>575</u>	<u>(519)</u>
Total Assets	<u>\$ 510,466</u>	<u>\$ 793,775</u>	<u>\$ (283,309)</u>
	LIABILITIES AND NET ASSETS		
Current Liabilities			
Payroll liabilities	<u>\$ 342</u>	<u>\$ 298</u>	<u>\$ 44</u>
Net Assets			
Without donor restrictions	510,124	706,972	(196,848)
With donor restrictions	<u>-</u>	<u>86,505</u>	<u>(86,505)</u>
Total Net Assets	<u>510,124</u>	<u>793,477</u>	<u>(283,353)</u>
Total Liabilities and Net Assets	<u>\$ 510,466</u>	<u>\$ 793,775</u>	<u>\$ (283,309)</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 Seven Months Ended

	Period Ended July 31, 2024	Year-to-Date July 31, 2024	Period Ended July 31, 2023	Year-to-Date July 31, 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	1,764	5,294
Gifts in kind	1,667	11,667	1,667	11,667
Interest income	2,513	5,670	410	2,506
	4,180	40,326	3,841	35,467
Net Assets Released From Restrictions				
Restrictions satisfied by time	-	-	86,505	525,951
	4,180	40,326	90,346	561,418
Expenses				
Business expenses	98	1,922	217	4,101
Contract services	2,815	19,215	7,907	20,205
Facilities and equipment	1,667	13,186	1,667	11,689
Operations	1,030	31,099	655	40,789
Other expenses	339	6,251	424	6,208
Payroll expenses	20,119	133,135	16,972	133,953
Travel and meetings	118	2,555	215	2,290
	26,186	207,363	28,057	219,235
Change in Net Assets Without Donor Restrictions	(22,006)	(167,037)	62,289	342,183
Net Assets With Donor Restrictions				
Unconditional promises to give - restrictions satisfied by time	-	-	(86,505)	(525,951)
Net Assets - Beginning of Period	532,130	677,161	817,693	977,245
Net Assets - End of Period	\$ 510,124	\$ 510,124	\$ 793,477	\$ 793,477

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 Seven Months Ended July 31, 2024

	Year-to-Date July 31, 2024	Budget YTD July 31, 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	5,670	1,900	(3,770)	3,800
Gifts in Kind	11,667	10,000	(1,667)	20,000
Total Revenues	40,326	109,900	69,574	399,800
Expenses				
Business Expenses				
Memberships	785	550	(235)	1,100
Marketing Events	1,000	1,250	250	2,500
Miscellaneous Expense	137	50	(87)	100
Business Registration Fees	-	50	50	100
Total Business Expenses	1,922	1,900	(22)	3,800
Contract Services				
Accounting fees	7,065	8,000	935	16,000
Outside Contract Services	12,150	9,500	(2,650)	19,000
Total Contract Services	19,215	17,500	(1,715)	35,000
Facilities & Equipment				
Computer Replacement	-	750	750	1,500
Donated Facilities	11,667	10,000	(1,667)	20,000
Office Equipment	1,519	1,038	(481)	2,075
Total Facilities & Equipment	13,186	11,788	(1,398)	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	615	500	(115)	1,000
Training Fees	-	50	50	100
Advertising/Promotion	7,295	17,863	10,568	35,725
Repairs & Maintenance	-	75	75	150
Books, Subscriptions, Reference	4,115	2,750	(1,365)	5,500
Postage, Mailing Service	68	38	(30)	75
Printing and Copying	-	100	100	200
Supplies	1,139	1,113	(26)	2,225
Telephone, Telecommunications	1,717	1,500	(217)	3,000
Total Operations	31,099	32,064	965	64,125
Other Expenses				
Depreciation	77	500	423	1,000
Insurance - Liability, D and O	6,143	2,875	(3,268)	5,750
Bank Charges	31	-	(31)	-
Total Other Expenses	6,251	3,375	(2,876)	6,750
Payroll Expenses				
Retirement Contribution	5,597	6,000	403	12,000
Employee Health Ins	-	1,500	1,500	3,000
Director Health & Life Ins	1,364	3,250	1,886	6,500
Car Allowance	3,750	3,000	(750)	6,000
Payroll Taxes	9,648	8,500	(1,148)	17,000
Wages & Salaries	112,776	94,000	(18,776)	188,000
Total Payroll Expenses	133,135	116,250	(16,885)	232,500
Travel and Meetings				
Meals	212	500	288	1,000
Conference, Convention, Meetings	500	300	(200)	600
Travel	711	850	139	1,700
Travel and Meetings - Other	1,132	375	(757)	750
Total Travel and Meetings	2,555	2,025	(530)	4,050
Total Expenses	207,363	184,902	(22,461)	369,800
Changes in Net Assets without Donor Restriction	(167,037)	(75,002)	92,035	30,000
Board Designation - Reserve Funds	(30,000)	(30,000)	-	(30,000)
Changes in Net Assets	\$ (197,037)	\$ (105,002)	92,035	\$ -

See Accountants' Compilation Report

August 2024 REPORT

MARKETING / LEGISLATIVE

Held a zoom call with Department of Commerce's Bob North, Chief Counsel concerning a program for the fall KEDA/Department of Commerce Economic Development Annual Meeting which will be held in Manhattan this year. Bob and one of his staff will be presenting an hour-long program looking at the Kansas Open Meetings laws and how Non-Disclosure Agreements protect the company and the local community from sharing information after receiving open meetings requests. This has been requested by several community representatives.

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. Reene Duxler has requested an opportunity to appear before the City Commission to discuss the program of work and how it would be funded.

Attended the Salina Chamber of Commerce's kickoff event for the Kansas Department of Commerce new "Love Kansas" initiative. 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 event was to get community members together to send letters to family, friends or others that they knew to express the new program and how we are seeking individuals and families to move back to Kansas or maybe move to Kansas for the first time. About 80 local folks attended plus Lt. Governor David Toland and two of his staff.

Was the program speaker for a local Shriners group who was wanting to get an update on what is going on in the Salina community in terms of economic development. Approximately 15 Shriners attended the evening event.

Had our monthly eco devo discussion among the partner organizations outlining the current projects and possible pending projects among the city, county, airport authority, KWU and the SCEDO who were in attendance this month.

WORKFORCE TALENT / HOUSING / CHILDCARE

Talked with a Wichita realtor and their developer concerning the 28 acres south of the Menards and Magnolia Manor properties. The three businessmen who now own the property which was recently sold at auction are seeking ideas about the site and have talked with the developer of Magnolia Manor project.

Have also supplied information to a Kansas City realtor on a 17-acre site on south 9th street that is currently zoned for retail.

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. Pieter Miller, Executive Director of the SAA will be coming soon for an update with the Board in September or October.

The groundbreaking for the K AIRES Center (Pure Imagination Labs location) is set for Friday, August 30th at 9:30 am. K State is handling all the details. I was able to reach out to the Lt. Governor and get him committed to the event.

The Kansas DOT economic development grant has received all approvals from KDOT. The local developer is working with the City of Salina and should be receiving approvals for financing using tax specials that will be part of

the future lot costs. After this is approved the work will be bid out 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.

Had a conference call with two key members of the Power Plus team and with Board Member Lee Young. We reviewed the project and had many of Lee’s questions answered. We are working to have representatives of the company attend our September Board of Directors meeting to talk about the project and discuss their future plans. Also related to this project, attend the County Planning and Zoning Commission meeting where the group started discussion on new regulations and guidelines for battery storage projects. They recently approved guidelines on solar projects.

On July 22nd we presented the Superior Building Project to the City Commission. The company representative made their presentation to the Commission. We made the normal overview of the IRB process and how this project scored on our matrix. The Commission approved the tax abatement on the sales tax and 100% on the property tax abatement. Looks like they will have a groundbreaking later this fall. Still getting final drawings on the buildings before they get approval from City of Salina P&Z.

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 July 2024)

341 users	329 New Users	11 Returning Users	140 Views/User Sessions
5.67 Events/User	0:34 Avg Session	528 Pageviews	1,898 Event Count**
382 Sessions			

Website –7/15/2024 –8/11/2024

199 users	193 New Users	7 Return Users	115 Engaged Sessions
5.99 Events/User	0:58 Avg Session	363 Pageviews	1,318 Event Count**
220 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 July 2024)

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

Facebook – 7/15/2024 –8/11/2024

87 Page Reach	17 Engagement	278 Post Reach	52 Page Visits	933 Followers
4 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)	8/11/2024 – 400 members (-2)



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 Storage	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	Active	1/26/2022	Still Under Consideration	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	Approved by KDOT	KDOT has approved project. Developer working on tax specials to help with development costs.	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 machining 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	Project on hold at this time	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	?

SALINA ECONOMIC OUTLOOK CONFERENCE

THURSDAY, OCTOBER 17, 2024 | 10:30 AM TO 2:00 PM

Salina Country Club
2101 E Country Club Rd, Salina, KS 67401

Join Salina Area Business Professionals for an Economic Outlook Luncheon.

The purpose of the conference is to provide insight into current local and state economies, addressing topics of interest to the community, region, and state. A combination of state and local experts will be on hand to provide perspectives on issues affecting business, health care, industry, education and government.

SPEAKERS AND PRESENTATION TOPICS



HOST

Michelle Case, *Chair, Department of Business and Accounting*
Kansas Wesleyan University



LOCAL UPDATE

D. Mitch Robinson, *Executive Director*
Salina Community Economic Development Organization



STATE & REGIONAL UPDATE

Announcement Coming August 2024



LOCAL UPDATE

Paul Hedlund, *Associate Professor*
Kansas Wesleyan University



STATE OUTLOOK/CONSTRUCTION UPDATE

Craig Compton, *Project Manager*
Wichita State University
CEDBR



REAL ESTATE OUTLOOK

Stan Longhofer, *Director*
Wichita State University
Center for Real Estate



HEALTHY, WEALTHY, WISE INDEX

Jonathan Norris, *Research Economist*
Wichita State University
CEDBR

SOCIETY IN BALANCE PANEL:

Clarence Wise
Chief of Police

Salina Police Department

David Cooper
Grant Writer

Salina School District

Glenna Phillips
Executive Director

Central Kansas Mental Health Center

LEARN MORE

Registration \$100 (\$110 after September 13, 2024)
Learn More and Register at cedbr.org/2023-salina

BONUS VALUE

All conference attendees receive annual forecast booklets (\$100 value).



EVENT HOSTS



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