

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
SEPTEMBER 19, 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) August 15, 2024 Minutes

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

- 4. MONTHLY SPOTLIGHT – PLUS POWER – MOUNTAIN PEAK PROJECT UPDATE**

- 5. ACTION ITEM – INCENTIVE ASSISTANCE FOR THE SALINA LIBERTY**
 - (5.1) WSU CEDBR Impact Study

- 6. DIRECTOR’S REPORT**
 - (6.1) WSU’s Economic Outlook Conference -County Club Oct 17th
 - (6.2) Tim Roger’s Induction in KS Aviation Hall of Fame – Nov. 19th
 - (6.3) Digital Marketing Effort
 - (6.4) Prospect Update

- 7. BOARD OF DIRECTORS COMMENTS**

- 8. ADJOURNMENT**

August 2024 REPORT

MARKETING / LEGISLATIVE

At our monthly eco devo team meeting we started the discussion of the 2025 Legislative Agenda for the Salina area. Lobbyist Eric Sexton provided an overview of last year’s efforts and discussed possible projects for the 2025 session. Each group will be working to develop items for consideration.

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. Mike Schrage is meeting with the city attorney to review the current funding methods and how they could be modified with the Chamber of Commerce to fund part of the digital marketing program.

Robin spoke to a local woman’s entrepreneurial group concerning the SCEDO’s assistance efforts and various funding programs available to start-up businesses.

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.

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 SAA Board of Directors will review the sales contract for the property at their monthly board meeting this Wednesday.

The groundbreaking for the K AIRES Center (Pure Imagination Labs location) took place on Friday, August 30th. A large turnout attended the program held on the south end of the K State property where the building will be constructed with dirtwork starting in October.

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.

As of having a conference call with two key members of the Power Plus team and with Board Member Lee Young representatives of the company will attend the September 19th SCEDO Board meeting to review their project and its status for a site in south Saline County. Currently the Saline County Planning and Zoning Commission is reviewing new regulations for battery storage facilities.

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)

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

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

	ASSETS		
	<u>Aug 31, 2024</u>	<u>Aug 31, 2023</u>	<u>\$ Change</u>
Current Assets			
Cash	\$ 351,000	\$ 290,711	\$ 60,289
Certificates of Deposit	52,044	50,000	2,044
Unconditional promises to give:			
Member contributions receivable - current	<u>83,011</u>	<u>347,751</u>	<u>(264,740)</u>
Total Current Assets	<u>486,055</u>	<u>688,462</u>	<u>(202,407)</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>(5,523)</u>	<u>(5,081)</u>	<u>(442)</u>
Net Property and Equipment	<u>45</u>	<u>487</u>	<u>(442)</u>
Total Assets	<u>\$ 486,100</u>	<u>\$ 775,454</u>	<u>\$ (289,354)</u>
	LIABILITIES AND NET ASSETS		
Current Liabilities			
Payroll liabilities	<u>\$ 3,006</u>	<u>\$ 298</u>	<u>\$ 2,708</u>
Net Assets			
Without donor restrictions	483,094	688,651	(205,557)
With donor restrictions	<u>-</u>	<u>86,505</u>	<u>(86,505)</u>
Total Net Assets	<u>483,094</u>	<u>775,156</u>	<u>(292,062)</u>
Total Liabilities and Net Assets	<u>\$ 486,100</u>	<u>\$ 775,454</u>	<u>\$ (289,354)</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 Eight Months Ended

	Period Ended Aug 31, 2024	Year-to-Date Aug 31, 2024	Period Ended Aug 31, 2023	Year-to-Date Aug 31, 2023
Net Assets Without Donor Restrictions				
Revenues and Support Without Donor Restrictions				
Charlie Walker pitch challenge income	\$ -	\$ 16,000	\$ -	\$ 16,000
Member contributions	-	6,990	-	5,294
Gifts in kind	1,667	13,333	1,667	13,333
Interest income	585	6,255	415	2,921
	2,252	42,578	2,082	37,548
Net Assets Released From Restrictions				
Restrictions satisfied by time	-	-	-	525,951
	2,252	42,578	2,082	563,499
Expenses				
Business expenses	875	2,797	-	11,326
Contract services	915	20,130	810	21,015
Facilities and equipment	1,667	14,853	1,667	13,355
Operations	991	32,090	257	33,822
Other expenses	11	6,262	88	6,296
Payroll expenses	24,646	157,780	16,972	150,924
Travel and meetings	177	2,733	609	2,899
	29,282	236,645	20,403	239,637
Change in Net Assets Without Donor Restrictions	(27,030)	(194,067)	(18,321)	323,862
Net Assets With Donor Restrictions				
Unconditional promises to give - restrictions satisfied by time	-	-	-	(525,951)
Net Assets - Beginning of Period	510,124	677,161	793,477	977,245
Net Assets - End of Period	\$ 483,094	\$ 483,094	\$ 775,156	\$ 775,156

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS - BUDGET COMPARISON - TAX BASIS
For the Eight Months Ended August 31, 2024

	Year-to-Date August 31, 2024	Budget YTD August 31, 2024	Variance Actual vs Budget	Budget 2024 Approved
Revenues				
Charlie Walker Pitch Challenge Income	\$ 16,000	\$ 10,667	\$ (5,333)	\$ 16,000
Member Contributions	6,990	90,000	83,010	360,000
Investments - Interest	6,255	2,533	(3,722)	3,800
Gifts in Kind	13,333	13,333	-	20,000
Total Revenues	42,578	116,533	73,955	399,800
Expenses				
Business Expenses				
Memberships	785	733	(52)	1,100
Marketing Events	1,875	1,667	(208)	2,500
Miscellaneous Expense	137	67	(70)	100
Business Registration Fees	-	67	67	100
Total Business Expenses	2,797	2,534	(263)	3,800
Contract Services				
Accounting fees	7,980	10,667	2,687	16,000
Outside Contract Services	12,150	12,667	517	19,000
Total Contract Services	20,130	23,334	3,204	35,000
Facilities & Equipment				
Computer Replacement	-	1,000	1,000	1,500
Donated Facilities	13,333	13,333	-	20,000
Office Equipment	1,520	1,383	(137)	2,075
Total Facilities & Equipment	14,853	15,716	863	23,575
Operations				
Charlie Walker Pitch Challenge Expenses	16,000	10,667	(5,333)	16,000
Donations (Outgoing Board Recognition)	150	100	(50)	150
Dues & Subscriptions	890	667	(223)	1,000
Training Fees	-	67	67	100
Advertising/Promotion	7,295	23,817	16,522	35,725
Repairs & Maintenance	-	100	100	150
Books, Subscriptions, Reference	4,174	3,667	(507)	5,500
Postage, Mailing Service	68	50	(18)	75
Printing and Copying	-	133	133	200
Supplies	1,527	1,483	(44)	2,225
Telephone, Telecommunications	1,986	2,000	14	3,000
Total Operations	32,090	42,751	10,661	64,125
Other Expenses				
Depreciation	88	667	579	1,000
Insurance - Liability, D and O	6,143	3,833	(2,310)	5,750
Bank Charges	31	-	(31)	-
Total Other Expenses	6,262	4,500	(1,762)	6,750
Payroll Expenses				
Retirement Contribution	5,597	8,000	2,403	12,000
Employee Health Ins	2,111	2,000	(111)	3,000
Director Health & Life Ins	5,081	4,333	(748)	6,500
Car Allowance	4,500	4,000	(500)	6,000
Payroll Taxes	11,398	11,333	(65)	17,000
Wages & Salaries	129,093	125,333	(3,760)	188,000
Total Payroll Expenses	157,780	154,999	(2,781)	232,500
Travel and Meetings				
Meals	304	667	363	1,000
Conference, Convention, Meetings	500	400	(100)	600
Travel	711	1,133	422	1,700
Travel and Meetings - Other	1,218	500	(718)	750
Total Travel and Meetings	2,733	2,700	(33)	4,050
Total Expenses	236,645	246,534	9,889	369,800
Changes in Net Assets without Donor Restriction	(194,067)	(130,001)	64,066	30,000
Reserve Funds	(30,000)	(30,000)	-	(30,000)
Changes in Net Assets	\$ (224,067)	\$ (160,001)	64,066	\$ -

See Accountants' Compilation Report

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
AUGUST 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, Brian Schwarz, Brian Weisel, Tom Dill, Jim Trower, Daran Neuschafer, Rob Exline, Brian Richardson

ABSENT: Lee Young

ALSO PRESENT:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Pieter Miller, Executive Director, Salina Airport Authority
Hannah Bett, Deputy County Administrator, Saline County
Jacob Wood, Deputy City Manager, City of Salina
Joe Hay Jr, Chair, Saline County Commission
Dan McFadden, Market President, Central National Bank
Eric Brown, Northern Kansas Business Development Manager, Hutton Construction
Greg Taylor, Salina Resident
Ryan Cummerford, Salina Airport Authority Board Liaison; Executive Vice President/CFO, Bennington State Bank
Renee Duxler, President/CEO, Salina Area Chamber of Commerce
Mike Hoppock, City of Salina, City Commissioner
Matt Bowe, Kaw Valley Engineering

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Weisel, seconded by Schwarz to approve the July 18, 2024 minutes. Aye: (8) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) Moved by Dill, seconded by Weisel to approve the July 2024 financial statements. Aye: (8). Nay: (0). Motion carried.

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

City of Salina City Commission approved a \$300,000 allocation for 2025. That is an increase from 2024.

DIRECTOR'S REPORT

(5.1) K AIRES Center Groundbreaking August 30th @ 9:30 am

Pure Imagination and Kansas State Salina will be hosting a groundbreaking ceremony on the campus

(5.2) McIntosh KDOT Grant Award

Street and utility improvements will be starting soon.

(5.3) Digital Marketing Effort

Duxler (Chamber) has requested a study session with the City Commission. The proposal to shift transient guest tax funds to the digital marketing effort would need to be seen and approved by the Visit Salina/Tourism Advisory Board. Upon approval, the recommendation would go before the City Commission to amend the Visit Salina partner agreement.

(5.4) Prospect Update

Robinson reviewed the projects on the August 2024 Prospect Table.

5. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Weisel, seconded by Neuschafer to adjourn the meeting at 10:15 a.m.

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

Jim Maes, Board President

ATTEST:

Daran Neuschafer, Board Secretary



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 24th	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. City of Salina has let bids on road work. 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	SAA Board Approve Sales Contract Wed, September 18th	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	DELAYED	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



Prospect Table

24-03	Project Path	KDOC/RJ	OUT	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	?
24-05	Project ARES	KDOC/BJ	NEW	8/16/2024	submitted 9/6/24	Unmanned Aircraft Testing/Accelerator		100-150	?	?	UAV's	access to 1000 acres	60,000 SF
	Project Slab	Local Business Lead	NEW	8/21/2024	submitted 8/26/24	Concrete Plant	Expand existing Wichita business to Salina	15	?	\$5M	Concrete	3-5 acres	production plant