



**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
SEPTEMBER 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 9:31 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 Weisel, Tom Dill, Rob Exline, Brian Richardson, Lee Young (Z)

ABSENT: Brian Schwarz, Daran Neuschafer, Jim Trower

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
Phillip Smith-Hanes, County Administrator, Saline County
Jacob Wood, Deputy City Manager, City of Salina
Shawn Hennessee, Assistant City Manager, City of Salina
Dan McFadden, Market President, Central National Bank
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
Justin Owens, Salina Office Director / Board of Directors VP, Kaw Valley Engineering
Sam Sellers, General Manager, Salina Liberty
Mike Hoppock, City Commissioner, City of Salina
Roger Stumph, Superintendent, USD #306 - Southeast of Saline
Josh Svaty, Gencur-Svaty Public Affairs and Kansas Power Alliance
Hunter Armstrong, Senior Manager-Project Development, Plus Power
Rowan Mitton, Environmental Permit Manger, Plus Power

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Weisel, seconded by Exline to approve the August 15, 2024 minutes. Aye: (6) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) Moved by Richardson, seconded by Weisel to approve the August 2024 financial statements. Aye: (6). Nay: (0). Motion carried.

MONTHLY SPOTLIGHT – PLUS POWER – MOUNTAIN PEAK PROJECT UPDATE

- \$330,000,000.00 Investment in Saline County
- 40 acres adjacent to the Summit Substation
- 8-acre footprint on the entire plot
- 40-70 skilled construction jobs
- 1-3 full time permanent jobs
- \$1,000,000.00 in revenue to Saline County annually
- Saline County is currently writing the necessary ordinances based around the national safety standards
- Construction estimates are for mid-2027

ACTION ITEM – INCENTIVE ASSISTANCE FOR THE SALINA LIBERTY

(5.1) WSU CEDBR Impact Study

The City of Salina City Manager/City Commission requested that the Salina EDO board take a look at the impact and ROI would be for the City of Salina to contribute another \$30,000 sponsorship for the Salina Liberty arena football team. Robinson requested an impact study from the Wichita State University’s Center for Economic Development and Business Retention, but it wasn’t received in time for the meeting. No action was taken at the meeting and a special meeting will be scheduled to hear additional information and take action.

DIRECTOR’S REPORT

(6.1) WSU’s Economic Outlook Conference – Country Club October 17th, 2024

The EDO has access to some tickets. Please let Robinson know if you plan to attend.

(6.2) Tim Roger’s Induction is KS Aviation Hall of Fame – November 19th

Robinson shared details with the board of directors.

(6.3) Digital Marketing Effort

Jacob Wood, Deputy City Manager, gave an update from the City Manager’s office. The City Manager is working with the City attorney on the legalities of changing the partnership agreement with the Salina Area Chamber of Commerce. Duxler reported that she has requested a study session with the Commission and that the City Manager’s office has a copy of the proposed budget, including the percentage of transient guest tax, and partner investments. The board agreed that Robinson would draft a letter to the City Commission on behalf of the board and would be signed by the members of the finance committee.

(6.4) Prospect Update

Robinson reviewed the projects on the September 2024 Prospect Table.

7. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Richardson, seconded by Exline to adjourn the meeting at 10:49 a.m.

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

Jim Maes, Board President

ATTEST:

Rob Exline, Board Vice President

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
SEPTEMBER 25, 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 12:00 PM by Rob Exline, Board Vice 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):

Brian Weisel, Rob Exline, Brian Richardson, Brian Schwarz, Jim Trower

ABSENT: Jim Maes, Daran Neuschafer, Lee Young, Tom Dill

ALSO PRESENT:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Jacob Wood, Deputy City Manager, City of Salina
Shawn Hennessee, Assistant City Manager, City of Salina
Mike Schrage, City Manager, City of Salina
Tom Perez, Co-Owner, Salina Liberty
Josh Perez, Co-Owner, Salina Liberty

(1.3) Public Comment

N/A

CITY OF SALINA SPONSORSHIP FOR SALINA LIBERTY

(2.1) Discussion with Salina Liberty Ownership / Staff

City Manager Schrage asked the EDO Board of Directors to take the lead on this year's financial request from the Salina Liberty football program. In 2023, the City of Salina gave a sponsorship of \$30,000 to the Salina Liberty. In return, the City was able to pass on the tickets included with the sponsorship to its employees. With the possibility of future asks, it shouldn't be going through the City Manager's discretion.

Key points from the presentation and discussion:

- Having an arena football team is a quality-of-life aspect for the community.
- Sponsorships and advertising for local businesses
- Tony's Pizza Event Center is able to clear revenue from the Liberty events.
- The owners are all Salina residents and want to keep the team in the community.
- The Liberty can be an attraction to bring in additional work force from people who visit and decide to stay.
- National broadcast games bring attention to Salina.
- The players are involved in the community during the football season and during the off-season.
- Several players have decided to stay in Salina after their football career is over.

Moved by Richardson, seconded by Schwarz to recommend to the City Commission that the City of Salina provide a \$35,000 sponsorship to the Salina Liberty. Aye: (4). Nay: (1). Motion carried.

ADJOURNMENT

Moved by Weisel, seconded by Trower to adjourn the meeting at 12:54 PM
Aye: (5). Nay: (0). Motion carried.

Rob Exline, Board Vice President

ATTEST:

Brian Richardson, Board Past President

DRAFT

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

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

	ASSETS		
	<u>Sept 30, 2024</u>	<u>Sept 30, 2023</u>	<u>\$ Change</u>
Current Assets			
Cash	\$ 327,675	\$ 261,173	\$ 66,502
Certificates of Deposit	52,044	50,000	2,044
Unconditional promises to give:			
Member contributions receivable - current	<u>86,505</u>	<u>347,751</u>	<u>(261,246)</u>
Total Current Assets	<u>466,224</u>	<u>658,924</u>	<u>(192,700)</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>(5,535)</u>	<u>(5,170)</u>	<u>(365)</u>
Net Property and Equipment	<u>33</u>	<u>398</u>	<u>(365)</u>
Total Assets	<u><u>\$ 466,257</u></u>	<u><u>\$ 745,827</u></u>	<u><u>\$ (279,570)</u></u>
	LIABILITIES AND NET ASSETS		
Current Liabilities			
Payroll liabilities	<u>\$ 2,720</u>	<u>\$ 2,530</u>	<u>\$ 190</u>
Net Assets			
Without donor restrictions	463,537	656,792	(193,255)
With donor restrictions	<u>-</u>	<u>86,505</u>	<u>(86,505)</u>
Total Net Assets	<u>463,537</u>	<u>743,297</u>	<u>(279,760)</u>
Total Liabilities and Net Assets	<u><u>\$ 466,257</u></u>	<u><u>\$ 745,827</u></u>	<u><u>\$ (279,570)</u></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 Nine Months Ended

	Period Ended Sept 30, 2024	Year-to-Date Sept 30, 2024	Period Ended Sept 30, 2023	Year-to-Date Sept 30, 2023
Net Assets Without Donor Restrictions				
Revenues and Support Without Donor Restrictions				
Charlie Walker pitch challenge income	\$ -	\$ 16,000	\$ -	\$ 16,000
Member contributions	3,495	10,484	-	5,294
Gifts in kind	1,667	15,000	1,667	15,000
Interest income	525	6,780	378	3,299
	5,687	48,264	2,045	39,593
Net Assets Released From Restrictions				
Restrictions satisfied by time	-	-	-	525,951
	5,687	48,264	2,045	565,544
Expenses				
Business expenses	-	2,797	23	11,349
Contract services	2,815	22,945	610	21,625
Facilities and equipment	1,667	16,519	2,906	16,261
Operations	591	32,681	1,657	35,479
Other expenses	11	6,273	88	6,385
Payroll expenses	20,125	177,906	28,469	179,392
Travel and meetings	34	2,767	151	3,050
	25,243	261,888	33,904	273,541
Change in Net Assets Without Donor Restrictions	(19,556)	(213,624)	(31,859)	292,003
Net Assets With Donor Restrictions				
Unconditional promises to give - restrictions satisfied by time	-	-	-	(525,951)
Net Assets - Beginning of Period	483,093	677,161	775,156	977,245
Net Assets - End of Period	\$ 463,537	\$ 463,537	\$ 743,297	\$ 743,297

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS - BUDGET COMPARISON - TAX BASIS
For the Nine Months Ended September 30, 2024

	Year-to-Date September 30, 2024	Budget YTD September 30, 2024	Variance Actual vs Budget	Budget 2024 Approved
Revenues				
Charlie Walker Pitch Challenge Income	\$ 16,000	\$ 12,000	\$ (4,000)	\$ 16,000
Member Contributions	10,484	270,000	259,516	360,000
Investments - Interest	6,780	2,850	(3,930)	3,800
Gifts in Kind	15,000	15,000	(0)	20,000
Total Revenues	48,264	299,850	251,586	399,800
Expenses				
Business Expenses				
Memberships	785	825	40	1,100
Marketing Events	1,875	1,875	-	2,500
Miscellaneous Expense	137	75	(62)	100
Business Registration Fees	-	75	75	100
Total Business Expenses	2,797	2,850	53	3,800
Contract Services				
Accounting fees	8,545	12,000	3,455	16,000
Outside Contract Services	14,400	14,250	(150)	19,000
Total Contract Services	22,945	26,250	3,305	35,000
Facilities & Equipment				
Computer Replacement	-	1,125	1,125	1,500
Donated Facilities	15,000	15,000	-	20,000
Office Equipment	1,519	1,556	37	2,075
Total Facilities & Equipment	16,519	17,681	1,162	23,575
Operations				
Charlie Walker Pitch Challenge Expenses	16,000	12,000	(4,000)	16,000
Donations (Outgoing Board Recognition)	150	113	(37)	150
Dues & Subscriptions	905	750	(155)	1,000
Training Fees	-	75	75	100
Advertising/Promotion	7,295	26,794	19,499	35,725
Repairs & Maintenance	-	113	113	150
Books, Subscriptions, Reference	4,245	4,125	(120)	5,500
Postage, Mailing Service	68	56	(12)	75
Printing and Copying	56	150	94	200
Supplies	1,634	1,669	35	2,225
Telephone, Telecommunications	2,328	2,250	(78)	3,000
Total Operations	32,681	48,095	15,414	64,125
Other Expenses				
Depreciation	99	750	651	1,000
Insurance - Liability, D and O	6,143	4,313	(1,830)	5,750
Bank Charges	31	-	(31)	-
Total Other Expenses	6,273	5,063	(1,210)	6,750
Payroll Expenses				
Retirement Contribution	8,396	9,000	604	12,000
Employee Health Ins	2,359	2,250	(109)	3,000
Director Health & Life Ins	6,176	4,875	(1,301)	6,500
Car Allowance	5,000	4,500	(500)	6,000
Payroll Taxes	12,781	12,750	(31)	17,000
Wages & Salaries	143,194	141,000	(2,194)	188,000
Total Payroll Expenses	177,906	174,375	(3,531)	232,500
Travel and Meetings				
Meals	338	750	412	1,000
Conference, Convention, Meetings	500	450	(50)	600
Travel	711	1,275	564	1,700
Travel and Meetings - Other	1,218	563	(655)	750
Total Travel and Meetings	2,767	3,038	271	4,050
Total Expenses	261,888	277,352	15,464	369,800
Changes in Net Assets without Donor Restriction	(213,624)	22,498	236,122	30,000
Reserve Funds	(30,000)	(30,000)	-	(30,000)
Changes in Net Assets	\$ (243,624)	\$ (7,502)	236,122	\$ -

TEXTRON EAVIATION INC. ANNOUNCES NEXUS EVTOL FLIGHT TESTING AT SALINA REGIONAL AIRPORT

October 07, 2024

Wichita, KS, USA, 7 October, 2024 – [Textron eAviation Inc.](#), a [Textron Inc.](#) (NYSE: TXT) company, today announced it will conduct flight testing for its Nexus eVTOL (electric vertical takeoff and landing) full-scale technology demonstrator aircraft at Salina Regional Airport (SLN) in collaboration with the Salina Airport Authority. This program will follow the successful conclusion of initial restrained flight tests, which are planned for 2025 at the National Institute of Aviation Research facility in Wichita. The flight test program at Salina Regional Airport will be instrumental in validating the aircraft's full performance envelope.

The Nexus is a multi-mission aircraft designed to address the global demand for sustainable aviation solutions. This zero-emission aircraft, configured for one pilot and four passengers, is powered by a distributed electric propulsion system. It features four tilting propellers and two aft stationary vertical rotors, enabling a wide range of applications such as passenger transport, public aircraft operations and cargo services.

Salina Regional Airport has established itself as a key site for Uncrewed Aircraft Systems (UAS) testing, having hosted Beyond-Visual-Line-of-Sight (BVLOS) operations under the Federal Aviation Administration's Integration Pilot Program (IPP) and Beyond programs. The airport's leadership in UAS innovation is further bolstered by the presence of the Kansas State University Applied Aviation Research Center (AARC), which conducts cutting-edge UAS research and operations. Given its extensive history, proven success in UAS operations, and broad access to airspace, Salina Regional Airport is an ideal location for conducting these pivotal tests and advancing the future of aviation.

"Kansas boasts a rich aviation history, and we're proud to work alongside the Salina Airport Authority to test these emerging technologies so close to home," said Kriya Shortt, President & CEO of Textron eAviation. "The support and facilities provided by the Salina Airport Authority are vital as we advance towards bringing the Nexus eVTOL to market."

The remotely piloted flight-test program at Salina Regional Airport (SLN) will evaluate the Nexus eVTOL's performance under various conditions, simulating a wide range of operational scenarios.

"We are thrilled to partner with Textron eAviation on this exciting project," said Pieter Miller, Executive Director of the Salina Airport Authority. "Salina Regional Airport has a longstanding tradition of supporting aviation innovation, and we look forward to contributing to the success of the Nexus eVTOL program."

In addition to supporting the flight testing for the Nexus eVTOL, the collaboration among Kansas State University, the National Institute for Aviation Research (NIAR) and Salina Regional Airport underscores their shared commitment to advancing aviation technology in Kansas.

For more information, visit: <https://e-aviation.com>

For interviews, images or further information, please contact:

Rachel Douglass

rdouglass@e-aviation.com

316.285.3141

About Textron eAviation

Headquartered in Wichita, Kansas, Textron eAviation Inc., part of the Textron eAviation segment of Textron Inc., is focused on sustainable flying, backed by Textron's 100 years of expertise and the restless spirit for innovation that is embodied in its Pipistrel, Cessna, Beechcraft and Bell brands.

The Textron eAviation business segment also includes Pipistrel, a Slovenian based manufacturer of light aircraft, including the world's first and currently only, type-certified electric aircraft, and Textron eAviation GmbH, a developer of digital flight controls under the Amazilia Aerospace brand. Taking the lead in Textron's development of sustainably powered flight, Textron eAviation is leveraging the industry-leading product design, certification, manufacturing, and aftermarket solutions from across Textron's businesses, coupled with the acquired expertise of Pipistrel and Amazilia Aerospace, to pursue research and development initiatives related to sustainable aviation solutions.

About Textron Inc.

Textron Inc. is a multi-industry company that leverages its global network of aircraft, defense, industrial and finance businesses to provide customers with innovative solutions and services. Textron is known around the world for its powerful brands such as Bell, Cessna, Beechcraft, Pipistrel, Jacobsen, Kautex, Lycoming, E-Z-GO, Arctic Cat, and Textron Systems. For more information, visit: www.textron.com.

About The Salina Airport Authority

The Salina Regional Airport and Airport Industrial Center, both operated by the Salina Airport Authority in Salina, Kansas, serve as a premier aviation facility and a thriving business hub in the central United States. The airport accommodates both commercial and general aviation needs with modern amenities and extensive services. Adjacent to the airport, the Airport Industrial Center hosts over 125 businesses and organizations, generating 7,005 total jobs and contributing nearly \$1.3 billion in total economic activity according to a Docking Institute Economic Impact Study. Together, they form a dynamic economic engine for the region, providing transportation, employment opportunities, and fostering economic growth in Salina and the surrounding areas.

Certain statements in this press release may project revenues or describe strategies, goals, outlook or other non-historical matters; these forward-looking statements speak only as of the date on which they are made, and we undertake no obligation to update them. These statements are subject to known and unknown risks, uncertainties, and other factors that may cause our actual results to differ materially from those expressed or implied by such forward-looking statements, including, but not limited to, the efficacy of research and development investments to develop new products or unanticipated expenses in connection with the launching of significant new products or programs; the timing of our new product launches or certifications of our new aircraft products; our ability to keep pace with our competitors in the introduction of new products and upgrades with features and technologies desired by our customers.



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	8/1/2024	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	Project on hold until 2/1/2025	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	Contractor approved by City Commission for \$1,437,980,20 for infrastructure improvements	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

24-05	Project Ares	KDOC/BJ	Active	8/16/2024	submitted 9/6/24	Unmanned Aircraft Testing/Accelerator		100-150	?	?	UAV's	access to 1000 acres	60,000 SF
24-06	Project Slab	Local Business Lead	Active	8/21/2024	submitted 8/26/24	Concrete Plant	Expand existing Wichita business to Salina	15	?	\$5M	Concrete	3-5 acres	production plant