

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
NOVEMBER 21, 2024 AT 9:30 AM

- 1. CALL TO ORDER AND ROLL CALL**
 - (1.1) Confirmation of Meeting Notice/ Visitor Introductions
 - (1.2) Public Comments

- 2. APPROVAL OF MINUTES**
 - (2.1) October 17, 2024 Minutes

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) October 2024 Financial Reports
 - (3.2) 2025 Draft Budget

- 4. ACTION ITEM – IRBs FOR PHASE 2 OF SALINA DESTINATION DEVELOPMENT PROJECT**

Joe Oaks – Polsinelli PC via Zoom

- 5. DIRECTOR’S REPORT**
 - (5.1) Digital Marketing Update
 - (5.2) Plus Power / Salina County Planning & Zoning Battery Storage Regulations
 - (5.3) Planning for Events in Early 2025
 - a. Marketing Luncheon in Wichita
 - b. SCEDO Annual Meeting/Luncheon
 - c. Strategic Plan Update
 - (5.4) Prospect Update

- 6. BOARD OF DIRECTORS COMMENTS**

- 7. ADJOURNMENT**

Next Meeting: Thursday, December 19th, 2024 @ 9:30 AM



**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
OCTOBER 17, 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 8:30 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 Weisel, Tom Dill, Jim Trower, Lee Young, Brian Schwarz

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
Pieter Miller, Executive Director, Salina Airport Authority
Phillip Smith-Hanes, County Administrator, Saline County
Mike Hoppock, City Commissioner, City of Salina
Joe Hay, Jr., Chair, Saline County Commission
Mike Schrage, City Manager, City of Salina
Hillary Richards, CPA, Woods & Durham LLC
Jim Dubois, Saline County Treasurer
Anthony Newell, Incoming Saline County Treasurer

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Weisel, seconded by Dill to approve the September 19, 2024 minutes with the meeting date edit. Aye: (6) Nay: (0). Motion carried. Moved by Weisel, seconded by Schwarz to approve the September 25, 2024 minutes. Aye: (6) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) September 2024 Financial Reports

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

(3.2) Hillary Richards, Woods & Durham, LLC – 2023 Financial Review

Richards presented her findings to the board regarding the 2023 Financial Review. All partner representatives will receive a hard copy of the review document. Moved by Schwarz, seconded by Weisel to approve the 2024 Financial Review. Trower abstained from the vote. Aye: (5). Nay: (0). Abstain (1). Motion carried.

(3.3) 2025 Draft Budget

EDO staff will make a few discussed revisions and will be reviewed at the November meeting.

DIRECTOR'S REPORT

(4.1) Senator Jerry Moran Visit – CE Plant

Senator Moran will be in Salina this morning at the Great Plains/Kubota Construction Equipment facility in south Salina. He will be meeting with EDO board members, City of Salina and Saline County representatives, and area business owners/employers.

(4.2) WSU's Economic Outlook Conference – Country Club – October 17th

(4.3) Digital Marketing Effort Update

Schrage reported that he has made edits to the current agreement with the Chamber (re: transient guest tax usage) and has given it to the City attorney. Schrage is also meeting with Duxler (Chamber of Commerce) and the EDO Digital Marketing Committee next week.

(4.4) Selection by Textron eAviation for SAA as Test Center Location

This program is for electric aircraft. They will be using Hangar 600 and test flights are tentatively slated to start in the 2nd or 3rd QTR 2025. This project ties into the Salina West development.

(4.5) Updates on Local Hiring Trends

1 Vision Aviation – 188 employees; in growth mode

Schwan's – currently at 1,600 employees; have 160 open jobs.

Great Plains – 300 employees at the CE plant in south Salina; 650 employees at the North Street facility

Vortex – 415 employees; continuing to grow; has acquired 2 new businesses.

Beck's – construction to be finished in December; 8 employees.

Pure Imagination – 4 employees currently; 4 employees from California are relocating to Salina.

(4.6) Prospect Update

Robinson reviewed the projects on the September 2024 Prospect Table.

7. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Weisel, seconded by Trower to adjourn the meeting at 9:32 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

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

	Year-to-Date October 31, 2024	Budget YTD October 31, 2024	Variance Actual vs Budget	Budget 2024 Approved
Revenues				
Charlie Walker Pitch Challenge Income	\$ 16,000	\$ 13,333	\$ (2,667)	\$ 16,000
Member Contributions	13,979	270,000	256,021	360,000
Investments - Interest	7,667	3,167	(4,500)	3,800
Gifts in Kind	16,667	16,667	-	20,000
Total Revenues	54,313	303,167	248,854	399,800
Expenses				
Business Expenses				
Memberships	785	917	132	1,100
Marketing Events	1,875	2,083	208	2,500
Miscellaneous Expense	137	83	(54)	100
Business Registration Fees	-	83	83	100
Total Business Expenses	2,797	3,166	369	3,800
Contract Services				
Accounting fees	9,110	13,333	4,223	16,000
Outside Contract Services	15,085	15,833	748	19,000
Total Contract Services	24,195	29,166	4,971	35,000
Facilities & Equipment				
Computer Replacement	-	1,250	1,250	1,500
Donated Facilities	16,667	16,667	-	20,000
Office Equipment	1,519	1,729	210	2,075
Total Facilities & Equipment	18,186	19,646	1,460	23,575
Operations				
Charlie Walker Pitch Challenge Expenses	16,000	13,333	(2,667)	16,000
Donations (Outgoing Board Recognition)	150	125	(25)	150
Dues & Subscriptions	922	833	(89)	1,000
Training Fees	-	83	83	100
Advertising/Promotion	7,295	29,771	22,476	35,725
Repairs & Maintenance	-	125	125	150
Books, Subscriptions, Reference	4,576	4,583	7	5,500
Postage, Mailing Service	68	63	(5)	75
Printing and Copying	56	167	111	200
Supplies	2,027	1,854	(173)	2,225
Telephone, Telecommunications	2,520	2,500	(20)	3,000
Total Operations	33,614	53,437	19,823	64,125
Other Expenses				
Depreciation	110	833	723	1,000
Insurance - Liability, D and O	6,143	4,792	(1,351)	5,750
Bank Charges	31	-	(31)	-
Total Other Expenses	6,284	5,625	(659)	6,750
Payroll Expenses				
Retirement Contribution	8,396	10,000	1,604	12,000
Employee Health Ins	2,607	2,500	(107)	3,000
Director Health & Life Ins	6,589	5,417	(1,172)	6,500
Car Allowance	5,500	5,000	(500)	6,000
Payroll Taxes	13,949	14,167	218	17,000
Wages & Salaries	157,296	156,667	(629)	188,000
Total Payroll Expenses	194,337	193,751	(586)	232,500
Travel and Meetings				
Meals	338	833	495	1,000
Conference, Convention, Meetings	500	500	-	600
Travel	711	1,417	706	1,700
Travel and Meetings - Other	1,660	625	(1,035)	750
Total Travel and Meetings	3,209	3,375	166	4,050
Total Expenses	282,622	308,166	25,544	369,800
Changes in Net Assets without Donor Restriction	(228,309)	(4,999)	223,310	30,000
Reserve Funds	(30,000)	(30,000)	-	(30,000)
Changes in Net Assets	\$ (258,309)	\$ (34,999)	223,310	\$ -

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
Salina, Kansas

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

	ASSETS		
	<u>Oct 31, 2024</u>	<u>Oct 31, 2023</u>	<u>\$ Change</u>
Current Assets			
Cash	\$ 396,811	\$ 330,553	\$ 66,258
Certificates of deposit	52,336	50,000	2,336
Unconditional promises to give:			
Member contributions receivable - current	<u>-</u>	<u>346,021</u>	<u>(346,021)</u>
Total Current Assets	<u>449,147</u>	<u>726,574</u>	<u>(277,427)</u>
Long-term Unconditional Promises to Give			
Member contributions receivable - non-current	<u>-</u>	<u>-</u>	<u>-</u>
Property and Equipment			
Furniture and equipment	5,568	5,568	-
Less: accumulated depreciation	<u>(5,546)</u>	<u>(5,259)</u>	<u>(287)</u>
Net Property and Equipment	<u>22</u>	<u>309</u>	<u>(287)</u>
Total Assets	<u>\$ 449,169</u>	<u>\$ 726,883</u>	<u>\$ (277,714)</u>
	LIABILITIES AND NET ASSETS		
Current Liabilities			
Payroll liabilities	<u>\$ 317</u>	<u>\$ 2,453</u>	<u>\$ (2,136)</u>
Net Assets			
Without donor restrictions	448,852	724,430	(275,578)
With donor restrictions	<u>-</u>	<u>-</u>	<u>-</u>
Total Net Assets	<u>448,852</u>	<u>724,430</u>	<u>(275,578)</u>
Total Liabilities and Net Assets	<u>\$ 449,169</u>	<u>\$ 726,883</u>	<u>\$ (277,714)</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 Ten Months Ended

	Period Ended Oct 31, 2024	Year-to-Date Oct 31, 2024	Period Ended Oct 31, 2023	Year-to-Date Oct 31, 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	13,979	1,765	7,059
Gifts in kind	1,666	16,667	1,666	16,667
Interest income	887	7,667	467	3,765
	6,048	54,313	3,898	43,491
Net Assets Released From Restrictions				
Restrictions satisfied by time	-	-	86,505	698,962
	6,048	54,313	90,403	742,453
Expenses				
Business expenses	-	2,797	-	4,124
Contract services	1,250	24,195	2,817	24,441
Facilities and equipment	1,666	18,186	1,666	17,928
Operations	933	33,614	772	43,476
Other expenses	11	6,284	88	6,473
Payroll expenses	16,431	194,337	16,972	196,364
Travel and meetings	442	3,209	451	3,500
	20,733	282,622	22,765	296,306
Change in Net Assets Without Donor Restrictions	(14,685)	(228,309)	67,638	446,147
Net Assets With Donor Restrictions				
Unconditional promises to give - restrictions satisfied by time	-	-	(86,505)	(698,962)
Net Assets - Beginning of Period	463,537	677,161	743,297	977,245
Net Assets - End of Period	\$ 448,852	\$ 448,852	\$ 724,430	\$ 724,430



DRAFT 2025 Budget

	2025 Budget	2024 YTD	2024 Budget	2023 Budget	2022 Budget
Income					
Marketing Events Sponsorships				0.00	0.00
Charlie Walker Pitch Comp 2024	16,000.00	16,000.00	16,000.00	0.00	0.00
Start Up Salina Income				4,000.00	4,000.00
Investments	0.00		0.00		
Interest-Savings, Short-term CD	6,500.00	7,667.00	3,800.00	1,500.00	1,500.00
Member Contributions	385,000.00	270,000.00	360,000.00	360,000.00	360,000.00
City of Salina - \$300,000					
Saline County - \$35,000					
SAA - \$50,000					
Other Types of Income					
Grants				0.00	0.00
Gifts in Kind	20,000.00	15,000.00	20,000.00		
Total Income	427,500.00	308,667.00	399,800.00	365,500.00	365,500.00
Expense					
Business Expenses					
Pass Through Expenses				0.00	0.00
Memberships	755.00	785.00	1,100.00	1,125.00	2,500.00
IEDC Membership - \$ 455 /yr					
SEDC Membership - \$300/yr					
KEDA Membership - \$300/yr					
Marketing Events	2,500.00	1,875.00	2,500.00	6,000.00	10,000.00
TEAM Kansas - \$1,000/yr					
Miscellaneous Expense	350.00	\$137.00	100.00	500.00	500.00
Strategic Planning	0.00		0.00	0.00	0.00
Business Registration Fees	50.00	0.00	100.00	40.00	40.00
Total Business Expenses	3,655.00	2,797.00	3,800.00	7,665.00	13,040.00
Contract Services					
Accounting Fees	18,000.00	9,110.00	16,000.00	12,000.00	12,000.00
Woods & Durham - \$6,250 (2024 FY Review)					
Woods & Durham - \$11,330 Comp + Tax Prep					
Outside Contract Services	16,000.00	15,085.00	19,000.00	13,300.00	2,550.00
IRB Cost Analysis (4) \$4400					
Community Strategic Plan \$5,400					
Lobbyist Contract - Eric Fouston (1/6) \$9166					
Contract Services - Other				0.00	0.00
Total Contract Services	34,000.00	24,195.00	35,000.00	25,300.00	14,550.00

thru 10/30/2024



DRAFT 2025 Budget

	2025 Budget	2024 YTD	2024 Budget	2023 Budget	2022 Budget
Facilities and Equipment					
Computer Replacement	1,500.00	0.00	1,500.00	1,500.00	1,500.00
Donated Facilities	20,000.00	16,667.00	20,000.00		
Office Equipment	2,220.00	1,519.00	2,075.00	800.00	850.00
Total Facilities and Equipment	23,720.00	18,186.00	23,575.00	2,300.00	2,350.00
Operations					
Charlie Walker Pitch Comp	16,000.00	16,000.00	16,000.00	4,000.00	4,000.00
Donations - Outgoing Board Award	200.00	150.00	150.00	100.00	150.00
Dues & Subscriptions	1,000.00	922.00	1,000.00	1,000.00	3,000.00
<i>Rotary Dues - \$780/yr</i>					
Training Fees	100.00	0.00	100.00	1,500.00	1,000.00
Repairs & Maintenance	150.00	0.00	150.00	500.00	500.00
Advertising/Promotion	56,000.00	7,295.00	35,725.00	30,000.00	26,000.00
<i>Promotional Items - \$1000</i>					
<i>-Print Marketing - \$26695</i>					
<i>Other Marketing - \$1000</i>					
<i>Welcome/Promo - \$200</i>					
<i>Website Maintenance - \$1000</i>					
<i>Website Hosting - \$625/yr</i>					
<i>Digital Marketing Allocation- \$25,000</i>					
Books, Subscriptions, Reference	5,750.00	4,576.00	5,500.00	5,500.00	4,000.00
<i>JobsEQ - \$3300 (1/2 sub)</i>					
<i>Canva - \$120/yr</i>					
<i>KC Biz Journal - \$135</i>					
<i>ICT Biz Journal - \$135</i>					
<i>Office 365 Renewal - \$350</i>					
<i>Adobe Cloud Suite - \$170/yr</i>					
<i>Salina Journal Online - \$120/yr</i>					
<i>ED Lead Tracker Platform - \$1,200/yr</i>					
Postage, Mailing Service	100.00	68.00	75.00	135.00	210.00
Printing and Copying	200.00	56.00	200.00	350.00	1,200.00
Supplies	2,000.00	2,027.00	2,225.00	2,500.00	3,000.00
Telephone, Telecommunications	3000	2,520.00	3000	3,200.00	3,500.00
<i>Cell Phone Allowances - \$960</i>					
<i>Zoom Subscription (2) - \$425</i>					
<i>Cox Telephone - \$925</i>					
<i>Internet @ Chamber - \$600</i>					
Total Operations	84,500.00	33,614.00	64,125.00	48,785.00	46,560.00

thru 10/30/2024



DRAFT 2025 Budget

	2025 Budget	2024 YTD	2024 Budget	2023 Budget	2022 Budget
Other Types of Expenses					
Taxes and Licenses	0.00	0.00	0.00	0.00	0.00
Depreciation	0.00	110.00	1,000.00	1,000.00	1,000.00
Insurance - Liability, D and O	6,500.00	6,143.00	5,750.00	6,000.00	6,000.00
Other Costs (bank charges)	50.00	31.00		250.00	250.00
Total Other Types of Expenses	6,550.00	6,284.00	6,750.00	7,250.00	7,250.00
Retirement Contributions**	12,250.00	8,396.00	12,000.00	11,500.00	12,000.00
Director Relocation Expense	0.00	0.00	0.00	0.00	0.00
Employee Health Ins-	0.00	2,607.00	0.00	7,700.00	7,000.00
Director Health & Life Insurance	2,750.00	6,589.00	2,725.00	11,000.00	12,000.00
Car Allowance	6,000.00	5,500.00	6,000.00	6,000.00	6,000.00
Payroll Taxes**	19,000.00	13,949.00	17,000.00	15,000.00	14,750.00
Wages & Salaries**	190,000.00	157,296.00	188,000.00	185,000.00	180,000.00
Employee Health Reimbursement (2025)	3,500.00	0.00	3,000.00		
Director Health Reimbursement (2025)	3,500.00	0.00	3,775.00		
Ex. Dir Performance Bonus (2025)	4,000.00	0.00		-6,176.00	
Total Payroll Expenses	241,000.00	194,337.00	232,500.00	244,524.00	246,250.00
Travel and Meetings					
Meals	750.00	338.00	1,000.00	2,000.00	5,000.00
Conference, Convention, Meeting	600.00	500.00	600.00	1,000.00	2,500.00
Travel	1,000.00	711.00	1,700.00	4,000.00	11,500.00
Travel and Meetings - Other	1,725.00	1,660.00	750.00	1,000.00	1,000.00
Total Travel and Meetings	4,075.00	3,209.00	4,050.00	8,000.00	20,000.00
Total Expense	397,500.00	282,622.00	369,800.00	343,824.00	350,000.00
Net Ordinary Income	30,000.00	26,045.00	30,000.00	21,676.00	15,500.00
Board Designation - Reserve Funds (\$30,000)	30,000.00	30,000.00	30,000.00	30,000.00	0.00
Net Income	0.00	-3,955.00	0.00	-8,324.00	0.00

** wages figured at 3% increase

thru 10/30/2024



APPLICATION FOR INDUSTRIAL REVENUE BONDS

I. GENERAL INFORMATION

1.	Salina Destination Development, LLC (or assigns, "Applicant")	11/15/2024	
	Name of Applicant Firm	Date of Request	
2.	7400 W. 130th St., Overland Park, KS 66213	(913) 481-3420	
	Firm Address	Phone Number	Fax Number
3.	Rick Worner	Same as above	
	Contact person/title	Phone Number	Fax Number
4.	Names and Addresses of other contacts:		
	Jeremy Hurt	Same as above	(316) 209-3736
	Name	Address	Phone/Fax
	Marc Abbott	900 W. 48th Pl., Suite 900, Kansas City, MO 64112	(816) 572-4778
	Name	Address	Phone/Fax
	Joe Oaks	900 W. 48th Pl., Suite 900, Kansas City, MO 64112	(816) 218-1295
	Name	Address	Phone/Fax
5.	Names and address of the principal owners, officers and directors of the firm requesting the Industrial Revenue Bonds:		
	Rick Worner and Dave Murfin	Members	7400 W. 130th Street, Suite 305, Overland Park, KS 66213
	Name	Title	Address
6.	Polsinelli PC, Marc Abbott	(816) 572-4778	
	Applicant's Attorney	Phone Number	Fax Number
7.	N/A, Applicant will purchase the bonds.		
	Applicant's Underwriter (or Purchaser)	Phone Number	Fax Number
		Address	
	Contact Person	Address	

II. NATURE OF PROJECT FINANCING (if refunding/refinancing, skip to section III)

1. Briefly describe the proposed financing:

Applicant requests the issuance of industrial revenue bonds for the construction of an approximately 248-unit multifamily residential facility, and related infrastructure and amenities (the "Project"), including a 10-yr 100% abatement of ad valorem taxes, and sales tax exemption on construction materials.

2. Is the proposed project a new facility, expansion, or replacement of another existing facility?
New Facility

Please state the reason for the establishment of the new facility, expansion or replacement of the existing facility:

The Project is being developed in direct response to the City's Request for Proposals, Design-Build Finance for Salina Market Rate Apartment Project dated 28, 2022, to bring much needed housing for the facility. The Project is subject to that certain Development Agreement (Phase Two Project) dated October 28, 2024 b/w City and Applicant.

3. Is the applicant's understanding that the interest on the proposed issue is tax-exempt or taxable?

(Consult Bond Counsel).

Tax-exempt.

4. Proposed number of years to amortize the bond issue:
10

5. Describe proposed call features:

N/A

6. Describe the proposed security for the bonds (i.e., pledge of collateral, corporate/personal guarantees, debt service reserve fund, credit enhancements, etc.).

N/A

7. Proposed date of issue: At or near completion of construction of the Project.

8. Will the bonds be rates? N/A By whom? _____

9. Interest rate to be fixed or variable rate N/A. If variable, please describe:

10. Please attach proposed debt service schedule, if available.
N/A

11. Anticipated source and use of project financing.

Sources:

Bond proceeds	\$	<u>56,700,000</u>
Cash		_____
Other		_____
Interest on Bond Proceeds during construction		_____
TOTAL =	\$	<u>56,700,000</u>

Uses:

Land cost	\$	<u>500,000</u>
Construction Costs		<u>56,200,000</u>
Machinery/Equipment		<u>Incl. above</u>
Cost of Issuance (specify)		_____
_____		_____
_____		_____
Capitalized Interest		_____
Debt Service Reserve Fund		_____
Underwriting Fee		_____
Other		_____
TOTAL =	\$	<u>56,700,000</u>

10. Please indicate proposed Trustee. Security Bank of Kansas City

III. REFUNDING/REFINANCING (fill out this section if transaction is refunding of an existing bond issue) N/A

1. Which form of refunding is proposed?

- a. Advance Refunding
- b. Current Refunding

2. Current Principal Outstanding \$_____.

3. Purpose of Refunding:

Interest savings (attach proposed savings schedule)

Extend or shorten repayment (attach debt service schedule)

Change indenture covenants (specify)

Other (specify)

4. Was the City of Salina the original Issuer? Yes_____ No_____

Original date of issue: _____

5. If an advance refunding is proposed:

Who is the proposed Escrow Trustee?

Who is proposed to provide escrow verification?

What is the length of escrow account?

6. When are the refunding bonds callable? _____

7. Is there a call premium? Yes_____ (if so, _____%) No _____

8. List estimated sources and uses of refunding bond proceeds:

Sources:

Uses:

TOTAL = \$ _____

TOTAL=\$ _____

9. Please list the proposed security of the refunding issue:

10. Proposed offering date of the bond issue:

11. Please describe any material changes that have occurred to the company since the original bond issue, (i.e., new products or services, increase or decrease in employment, changes in sales revenue, net worth, profitability, new locations, etc.).

IV. PROPOSED USE

1. Location of the proposed facility. No address assigned; SWC of Magnolia Rd. & Virginia Dr.
Salina County Parcel No. 085087350200100300001

2. Size of the proposed facility (include size of building and amount of real property):
Approx. 248 units

3. Name of the Architect and Contractor, if designated:

<u>JACO General Contractor</u>	<u>500 S. Topeka Ave., Wichita, KS 67202</u>	<u>(316) 200-7229</u>
Name	Address	Phone/Fax
<u>GLMV</u>	<u>1525 E. Douglas, Wichita, KS 67211</u>	<u>(316) 365-9367</u>
Name	Address	Phone/Fax

4. What business is proposed by the applicant at this location?
Development and operation of approx. 248-unit multifamily residential complex, and leasing of individual units to residential tenants.

5. List the products or services to be rendered. (Include details of the nature and scope of the operation of the business):
See above

6. What percentage of the facility will be occupied by the Applicant? (If less than 100%, please specify other occupants): Applicant will own the Project and Property, and lease individual units to residential tenants.

7. Describe type of building construction proposed:

8. Current zoning: AG (Future = Planned Development District)

9. Anticipated date of completion: December 15, 2026

V. ORGANIZATIONAL

1. Describe the organizational structure of the firm (proprietorship, partnership, subsidiary, corporation, not-for-profit, etc.)
Applicant is a special purpose entity formed solely for the purpose of developing the project. Applicant is a Kansas limited liability company.

2. Is the Applicant's stock publicly held? No

If so, which stock exchange? N/A

3. In what state is the Applicant incorporated? KS

4. Date of incorporation. 1/24/2023

5. Indicate Applicant's principal bank. Bennington State Bank

6. Which CPA firm does the accounting/audit?

TBD

Contact person

Address

Phone/Fax

7. Please indicate what company will be performing the environmental audit:

TBD; Applicant's Phase 1 and Phase 2 ESA's were completed by Intertek PSI. Applicant's environmental consultant is Environmental Works, Inc.

Contact person

Address

Phone/Fax

8. Describe and pending or threatened litigation:

N/A

9. Total employment of Applicant. 0

10. How many locations does applicant currently have?

List locations:

0

VII. MARKETING OF THE BONDS

1. Has the applicant retained a financial advisor, instead of or in addition to an underwriter?

N/A

Company name

Phone/Fax

Contact person

Address

2. Please indicate the proposed marketing arrangement:

_____ Retail public offering

_____ Institutional offering

_____ Private Placement _____ Applicant purchases issue (indicate %)
 _____ Other (please describe)

3. Proposed date of issue: At or near completion of construction.

4. Proposed date of offering: N/A

5. Proposed date of closing: _____

6. Is the issue to be sold interstate or intrastate? N/A

7. If other underwriters are going to participate in the offering please list:

Company	Principal location
<u>N/A</u>	

VIII. MEASURE OF ECONOMIC GROWTH AND BENEFIT

1. Number of expected new additional employees to be hired at this site:

	Year 1	Year 2	Year 3
Professional	<u>4</u>	<u> </u>	<u> </u>
Technical	<u>2</u>	<u> </u>	<u> </u>
Clerical	<u> </u>	<u> </u>	<u> </u>
Laborers	<u>1</u>	<u> </u>	<u> </u>

2. Please indicate any notable characteristics of the employees for this facility:

Professional Jobs: Property Manager, Assistant Property Manager, Leasing Agent, Maintenance Supervisor.

Technical: Maintenance Technician, Make Ready Technician

Laborers: Groundskeeper

Estimated salaries data shown in IRB firm data sheet provided to City.

3. Describe the economic benefits to the City’s economy if the transaction is completed:

- Providing 248 new, Class A, attainable housing units for existing and potential new residents, in response to City's RFP.

- Diversification of City's tax base through creation of additional rooftops in the City, enhancing City's economic environment through increased (i) property taxes following abatement term, (ii) income tax revenues from jobs created by the Project and new citizens relocating to the City, and (iii) sales tax revenues derived from additional spending from new residents.

- The Project is expected to create 7 new permanent jobs, in addition to a substantial number of temporary construction jobs during the construction period.

- In addition to an estimated \$56.7M investment in the community, the Project is expected to stimulate additional private investment from new residents, and surrounding businesses through increased economic activity during the construction period and the attraction of new residents - along with their spending - to the City.

- Improved accessibility along Magnolia / Virginia Drive corridor.

IX. POTENTIAL CONFLICTS

1. Is any City Commissioner an officer, director or employee of the Applicant or hold an ownership interest in Applicant's firm? If so, please identify the individual and the nature of the relationship.

No.

2. Please describe any other known circumstances that would create a conflict of interest:

N/A

PLEASE NOTE: Any potential conflicts as disclosed above do not necessarily negate the approval of the Issue, but are pertinent for determining those conflicts for the purpose of public disclosure.

X. OTHER INFORMATION

Specify below any other data or information you deem pertinent for the City's consideration in passing upon the approval of the proposed project for financing:

N/A

XI. ATTACHMENTS

N/A. Applicant has provided, or will provide financing materials pursuant to its Development Agreement with City. Additional information can be provided on request.

To facilitate the processing of the application, please attach the following items to the application.

1. Certified copies of applicant's financial audits for the past three (3) years.
2. Applicant's most recent annual or quarterly financial report.
3. Financial Statement, current to date, for each personal guarantor.

4. Pro forma statements for the first five (5) years of operation after issuance of Bonds, including revenue projections, operating expense projections and a debt amortization schedule.
5. Interim financial statements to date, for the current fiscal year.

XII. APPLICANT'S AGREEMENT

In consideration for the City's acceptance, processing and consideration of this application, Applicant agrees, represents and warrants as follows:

Applicant acknowledges that City of Salina policy requires a full payment in lieu of ad valorem property taxes otherwise exempt under Kansas law as a result of the industrial revenue bond financing. Applicant acknowledges having read the City's tax abatement policy set forth in the attached City of Salina Resolution Number 91-4265, including the conditions upon which Applicants project may qualify for partial property tax abatement. **Is the applicant requesting partial property tax abatement pursuant to the City's policy?** Applicant is requesting 10-yr., 100% abatement of real property taxes.

Applicant agrees and understands that Applicant shall be responsible for paying all expenses incurred by the City for professional services pertaining to this application and Applicants project regardless of whether or not the project is approved or a closing on the sale of the contemplated bonds takes place. Applicant represents and warrants that all statements of fact contained in this application are true to the Applicants best knowledge and belief.

Partial completion of this application is permitted, however, prior to the adoption of the bond ordinance, the remaining supplementary information to complete this application must be furnished. Additional information may be required by Bond Counsel and the Financial Advisor.

It is understood and agreed the information required in Section XI or any other information will be disclosed to the financial team and may be disclosed to the public.

DATED this 15 day of November, 2024.



Applicant's signature

Salina Destination Development LLC, By: Rick Worner, Member

Title

Return this application to:

Shandi Wicks
City Clerk
City of Salina
P.O. Box 736
Salina, Ks. 67402-0736

NOVEMBER 2024 REPORT

MARKETING / LEGISLATIVE

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. The City Manager has met with Renee several times over the past month to discuss his concerns and possible changes to the Chamber’s agreement concerning the TGT funds. The group will go before the City Commission on November 25th.

Robin attended the first Create Campaign Business Forum held at KWU’s Student Activities Center. The event targeted entrepreneurs and those interested in starting their own businesses from the minority community of Salina. Approximately 41 individuals registered for the half day event. Robin staffed a table with information on how to start a business and other materials helpful to startups.

PROSPECT MANAGEMENT

At the October 28th City Commission meeting the Commissioners approved the final step for IRBs for phase 2 of the Schwan’s project and also for Beck’s Hybrid Seeds. Myself and Gilmore and Bell attorney Sarah Steele presented the two projects along with Shawn Hennessee.

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 approved the sales contract. The SAA has received bids for the required infrastructure work and the developer’s bids are due very soon. The developer plans to close on the property in late December.

Work is well underway with the new regional center for Evergy located off South Ohio. The second company is starting to get their project moving forward with construction tentatively set for a 2025 start. The Kansas DOT economic development grant has been approved. A McPherson contractor won the bid for the City of Salina to provide the needed infrastructure for the project at a price well under the engineer’s estimates.

The Saline County Planning and Zoning Commission has made final revisions for their new regulations regarding battery storage projects. The Commission is looking at November 26th for approval of the new guidelines. Plus Power is planning to submit a new application for their project in south Saline County.

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 August 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			

Website –10/15/2024 –11/11/2024

148 users	143 New Users	14 Return Users	84 Engaged Sessions
6.15 Events/User	0:27 Avg Session	261 Pageviews	910 Event Count**
164 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 August 2024)

87 Page Reach 17 Engagement 278 Post Reach 52 Page Visits 933 Followers
4 New Likes

Facebook – 10/15/2024 –11/11/2024

158 Page Reach 6 Content Interactions 45 Page Visits 940 Followers 7 New Followers
507 Views

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)
11/15/2024 – 410 members (+10)	



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
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	
23-08	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
24-05	Project Ares	KDOC/BJ	Active	8/16/2024	submitted 9/6/24	Unmanned Aircraft Testing/Accelerator	Test Center	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
24-07	Project Aviation 2024	KDOC/TZ-BJ	Active	11/15/2024	deadline 12/6/2024	Aviation Project	Unknown Aviation Project	?	?	?	?	10 acres adj to runway	?