

BOARD OF DIRECTORS MEETING AGENDA - MAY 15, 2025 AT 9:30 AM
SALINA AREA CHAMBER OF COMMERCE - VISIT SALINA ANNEX

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) April 17, 2025 Minutes

3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (3.1) April 2025 Financial Reports (pending)

4. DIRECTOR'S REPORT

- (4.1) Digital Marketing Director - Welcome Marcus Petty - Meeting May 16th
- (4.2) Strategic Plan Draft
- (4.3) Taiwan Drone Suppliers Visit - Today Topeka with SAA and K-State Salina
- (4.4) Marketing Budget / Team Kansas Midwest - Japan Trip September 2025
- (4.5) 2026 Budget Requests for City and County
- (4.6) Legislative Update
- (4.7) Prospect Update

5. BOARD OF DIRECTORS COMMENTS

6. ADJOURNMENT

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
SALINA CHAMBER OF COMMERCE/VISIT SALINA ANNEX – 120 WEST ASH; SALINA, KS 67401
APRIL 17, 2025 --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 Rob Exline, 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):

Brian Weisel, Tom Dill, Brian Schwarz, Daran Neuschafer, Chris Yohe, Rob Exline, Jim Trower, Jim Maes (in 9:35 am)*

ABSENT: Lee Young

ALSO PRESENT:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Joe Hay Jr, County Commissioner, Saline County
Phillip Smith-Hanes, County Administrator, Saline County
Renee Duxler, President/CEO, Salina Area Chamber of Commerce
Mike Hoppock, City Commissioner, City of Salina
Shawn Hennessee, Assistant City Manager, City of Salina
Greg Taylor, Salina, Citizen
Pieter Miller, Executive Director, Salina Airport Authority
Eric Brown, Northern KS Business Development Manager, Hutton

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Neuschafer, seconded by Weisel to approve February 20, 2025, as corrected. Aye: (7)* Nay: (0). Motion carried.

(2.2) Moved by Trower, seconded by Neuschafer to approve March 24, 2025 minutes. Aye: (8) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1 – 3.3) January 2025, February 2025, and March 2025 Financial Reports

Moved by Neuschafer, seconded by Weisel to approve January 2025, February 2025, and March 2025 financial reports. Aye: (8) Nay: (0). Motion carried.

4. DIRECTOR REPORT

(4.1) Digital Marketing Director Hire – Start Date May 1st

Chamber President Renee Duxler told the board that there were 6 candidate interviews in March. Marcus Petty, former Communications Director, with the City of Lindsborg, will start on May 1st. A marketing advisory group will be formed and will include representatives from all of the stakeholders – 1 to 2 per organization. Two more employees will be hired in late summer to round out the digital marketing team.

(4.2) Salina EDO Partner Meeting Review

Robinson has received feedback from several partner organization board members regarding the meeting.

(4.3) Strategic Plan Update

Several reports were included in the board packet: 1). Survey Results 2). Raw Data from Group Exercises and 3). Summary Report. The packet can be found at: <https://salinaedo.org/wp-content/uploads/2025/04/EDO-Board-Packet-April-2025.pdf>

(4.4) Marketing Budget / Team Kansas Midwest – Japan Trip September 2025

Lt. Governor Toland has invited Robinson to travel to Japan in September. With a strong Kubota presence in Salina, Toland wants the Salina community to have representation. Historically, the EDO contribution to Team Kansas annual has been at the highest \$5,000. Over the last few years, that contribution decreased to \$2,500 and \$1,000 last year.

To secure a travel spot, the EDO would need to increase the contribution to \$10,000. There would also be additional expenses for travel, hotel, meals, and the conference registration. The Kubota headquarters is in the same city as the conference.

The board requested additional information on the itinerary and details to discuss at the April 2025 meeting.

(4.5) 2026 Budget Requests for City and County

The EDO will present the 2026 budget request to the County Commissioners on May 6th at 9:00 AM. The budget request documentation is due to the County Administrator's office by April 29th. The City presentation will be scheduled in June and the Salina Airport Authority presentation will also be scheduled this summer.

(4.6) "The Friday Brief"

Feedback on the bi-weekly email campaign is always appreciated.

(4.7) 2025 Charlie Walker Pitch Challenge

Prize checks have been printed and the contestants have been picking them up.

(4.8) Legislative Update

Tabled until the May 17, 2025 board meeting.

(4.9) Prospect Table / General Activity Level

Robinson reviewed the projects outlined in the prospect table.

5. EXECUTIVE SESSION

Moved by Dill, seconded by Trower that the Salina Community Economic Development Organization board of directors recess into executive session for 15 minutes to discuss Project Sentinel based upon the need to discuss data relating to financial affairs or trade secrets of corporations, partnerships, trusts, and individual proprietorships pursuant to K.S.A. 75-4319(b)(4). The open meeting will resume in this room at 10:47 AM. Aye: (8) Nay: (0). Motion carried.

The board recessed into executive session at 10:32 AM and reconvened at 10:46 AM. No action was taken.

Also present in executive session: Pieter Miller, Executive Director, Salina Airport Authority
Mitch Robinson, Executive Director, Salina EDO
Robin VanAtta, Administrative Assistant, Salina EDO

Moved by Tower, seconded by Weisel to move out of closed session and the open meeting was called to order at 10:46 AM

7. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Weisel, seconded by Dill to adjourn the meeting at 10:47 AM. Aye: (8). Nay: (0). Motion carried.

Rob Exline, 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	Battery Storage Regs - Commission Approval April 2025	Application Pending	Energy Storage 3-4 years Application to County 2025	3	Above Average	\$330M	Energy Storage	20-40 acres under option	NA
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 still active 2/3/25	Aviation Composite Parts	Make composite material	?	\$17 per hour entry	?	Aviation	5-7 acres close to runways	75,000 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
24-08	Project Delany	KDOC/JF	OUT	12/27/2024	submittal 1/14/25	Life Science Project	Medication Mfg	800	\$120K avg	\$4 Billion	medicine	150-250 acres	1 Million SF
25-01	Project Viking	KDOC/JF	Active	2/26/2025	submittal March	Thermoforming/Injection Molding	New Production Facility	230 by 2027		\$146 M	?	40 acres w/rail	260k SF to 510k SF
25-02	Project High Power	KDOC/LC	Active	3/14/2025	Site Visit Summer 2025 Operational January 2026	Canadian Company Seeking US Location	electronic equipment manufacturing	50 by Year 4		\$400 K		100,000 sf lot	35,000 - 45,000 SF building
25-03	Project Auto Tech	KDOC/RJ	Active	4/14/2025	submittal 4/18/25	International Automotive Technology	Small logistics/warehouse and production facility with clean room	10 by Year 2 with potential for growth	?	\$1 M	auto	Lease 5000 SF with potential to grow	5000 SF total (2000 office/3000 prod/warehouse)
25-04	Project Sentinel	SAA/Direct Contact	Active	multi year effort	Upcoming Visit	aviation related	manufacturing/testing	?	?	?	?	?	?