

BOARD OF DIRECTORS MEETING AGENDA - JULY 17, 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) June 19, 2025 Minutes

3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (3.1) June 2025 Financial Reports
- (3.2) Budget Revisions Including Reserve/Emergency Fund Accounts

4. DIRECTOR'S REPORT

- (4.1) CMI Report - Marcus Petty/Renee Duxler
- (4.2) Strategic Plan Approval
- (4.3) June 26th Visit by KDOC's New Director of Aviation and Aerospace
- (4.4) July 16th Visit by KDOC's Japan Rep Seeking Unmanned Aviation Info
- (4.5) Japan Trip - September 5-11th
- (4.6) Prospect Table 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
JUNE 19, 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 Tom Dill, 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, Tom Dill, Daran Neuschafer, Chris Yohe, Jim Trower

ABSENT: Brian Schwarz, Rob Exline, Jim Maes, 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, Commissioner, Saline County Commission
Hannah Bett, Deputy County Administrator, Saline County
Renee Duxler, President/CEO, Salina Area Chamber of Commerce
Jacob Wood, Interim City Manager, City of Salina
Marcus Petty, Director of Marketing, Salina Area Chamber of Commerce/Visit Salina
Justin Owens, Salina Office Director, Kaw Valley Engineering
Amanda Jarvis, CEO, Build-a-Pro Foundation
Hillary Richards, CPA, Woods & Durham

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Trower, seconded by Weisel to approve May 15, 2025 minutes. Aye: (5) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) Moved by Trower, seconded by Yohe to approve the April 2025 financial reports. Aye: (5) Nay: (0). Motion carried.

(3.2) Moved by Weisel, seconded by Trower to approve the May 2025 financial reports. Aye: (5) Nay: (0). Motion carried.

(3.3) FY 2024 Review – Hillary Richards, CPS/Woods & Durham

Richards provided an overview of the EDO's FY 2024 Review. Hard copies of the review were provided to the member partners.

4. ACTION ITEM

(4.1) Community Input – Marcus Petty, Director, Digital Marketing Program

As part of Phase 1, Petty has sent out a soft launch of the Community Feedback Survey. The survey will roll out to the public during the week of June 23rd with a formal press release and social media campaign.

Petty and Duxler are also working on finalizing the job descriptions for the two additional staff positions: Digital Designer and Photographer/Videographer. They are hoping to hire these two positions in late summer 2025.

Trower asked if there is an action plan to squash the egregious information that posts first when searching for Salina, KS? Petty responded that he is working with Duxler and Benien (Tiffany) to bolster the existing Chamber/Visit Salina site to make that content prominent (relevant content, keywords for searches, backlinking other sites).

5. ACTION ITEM

(5.1) U.S. Tower Industrial Revenue Bonds – Travis Suelter, Vice President

U.S. Tower is a California-based company. They used to have a facility in Lincoln, KS and still have one remote employee based in Kansas. Robinson met with the company officials and Tim Zimmerman, KDOC, on June 6th, 2025.

They are looking at an existing industrial building in Salina and have made an offer on the building. They have also been interviewing the existing company's employees to retain as many as possible. The relocation to Salina would be a \$ 4 million investment, with 20-30 high-paying jobs at startup. The job numbers could reach 150 by year 5.

6. DIRECTOR'S REPORT

(6.1) Strategic Plan Draft – tabled until July 2025 meeting.

(6.2) Taiwan Drone Suppliers Visit – Feedback

Robinson participated in this site visit in Topeka on May 15th, 2025.

(6.3) June 26th Visit by KDOC New Director of Aviation and Aerospace

The EDO, Salina Airport Authority, and Kansas State University Salina will host this site visit with Devin Patterson.

(6.4) Prospect Table Update

Robinson provided an update to the projects listed on the report.

5. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Trower, seconded by Yohe to adjourn the meeting at 10:27 AM. Aye: (5). Nay: (0). Motion carried.

Tom Dill, Board Vice President

ATTEST: Daran Neuschafer, Board Secretary

Statement of Financial Position

As of June 30, 2025

	Jun 30, 25
ASSETS	
Current Assets	
Checking/Savings	
Certificates of Deposit	
BSB CD 7832	27,607.43
BSB CD 9328	25,811.19
Total Certificates of Deposit	53,418.62
Cash	
First Bank Kansas	63,052.33
First Bank Kansas-Sweep Acct	281,964.35
Total Cash	345,016.68
Total Checking/Savings	398,435.30
Total Current Assets	398,435.30
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-3,931.99
Furniture and Equipment - Other	3,931.99
Total Furniture and Equipment	0.00
Total Fixed Assets	0.00
TOTAL ASSETS	398,435.30
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
VISA - First Bank Kansas	1,188.14
Total Credit Cards	1,188.14
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-83.44
Medicare Taxes	680.90
Federal W/H Taxes	469.00
State W/H Taxes	441.00
Total Payroll Liabilities	1,507.46
Total Other Current Liabilities	1,507.46
Total Current Liabilities	2,695.60
Total Liabilities	2,695.60
Equity	
Net Assets WO Donor Restriction	397,087.14
Net Income	-1,347.44
Total Equity	395,739.70
TOTAL LIABILITIES & EQUITY	398,435.30

Salina Community Economic Development Organization, Inc.

Statement of Activities w/Prev Year Comparison

June 2025

	Jun 25	Jun 24	% Change
Ordinary Income/Expense			
Income			
Direct Public Support			
Gifts in Kind - Goods	1,666.67	0.00	100.0%
Total Direct Public Support	1,666.67	0.00	100.0%
Investments			
Interest Income	627.03	0.00	100.0%
Total Investments	627.03	0.00	100.0%
Other Types of Income			
Miscellaneous Revenue	38.85	0.00	100.0%
Total Other Types of Income	38.85	0.00	100.0%
Total Income	2,332.55	0.00	100.0%
Gross Profit	2,332.55	0.00	100.0%
Expense			
Business Expenses			
Marketing Events	9,000.00	0.00	100.0%
Miscellaneous Expense	20.00	0.00	100.0%
Business Registration Fees	80.00	0.00	100.0%
Total Business Expenses	9,100.00	0.00	100.0%
Contract Services			
Accounting Fees	180.00	0.00	100.0%
Total Contract Services	180.00	0.00	100.0%
Facilities and Equipment			
Donated Facilities	1,666.67	0.00	100.0%
Facilities and Equipment - Other	75.38	0.00	100.0%
Total Facilities and Equipment	1,742.05	0.00	100.0%
Operations			
Advertising/Promotion	25,361.05	0.00	100.0%
Books, Subscriptions, Reference	42.13	0.00	100.0%
Printing and Copying	18.54	0.00	100.0%
Supplies	542.60	0.00	100.0%
Telephone, Telecommunications	194.28	0.00	100.0%
Total Operations	26,158.60	0.00	100.0%
Other Types of Expenses			
Insurance - Liability, D and O	312.50	0.00	100.0%
Total Other Types of Expenses	312.50	0.00	100.0%
Payroll Expenses			
Retirement Contribution	3,904.97	0.00	100.0%
Employee Health Ins	248.32	0.00	100.0%
Director Health & Life Ins	1,094.94	0.00	100.0%
Car Allowance	500.00	0.00	100.0%
Payroll Taxes	1,473.31	0.00	100.0%
Wages & Salaries	14,192.80	0.00	100.0%
Total Payroll Expenses	21,414.34	0.00	100.0%

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Comparison
June 2025

	Jun 25	Jun 24	% Change
Travel and Meetings			
Meals	303.73	0.00	100.0%
Total Travel and Meetings	303.73	0.00	100.0%
Total Expense	59,211.22	0.00	100.0%
Net Ordinary Income	-56,878.67	0.00	-100.0%
Net Income	-56,878.67	0.00	-100.0%

Salina Community Economic Development Organization, Inc.

07/14/25

Statement of Activities - Budget Performance

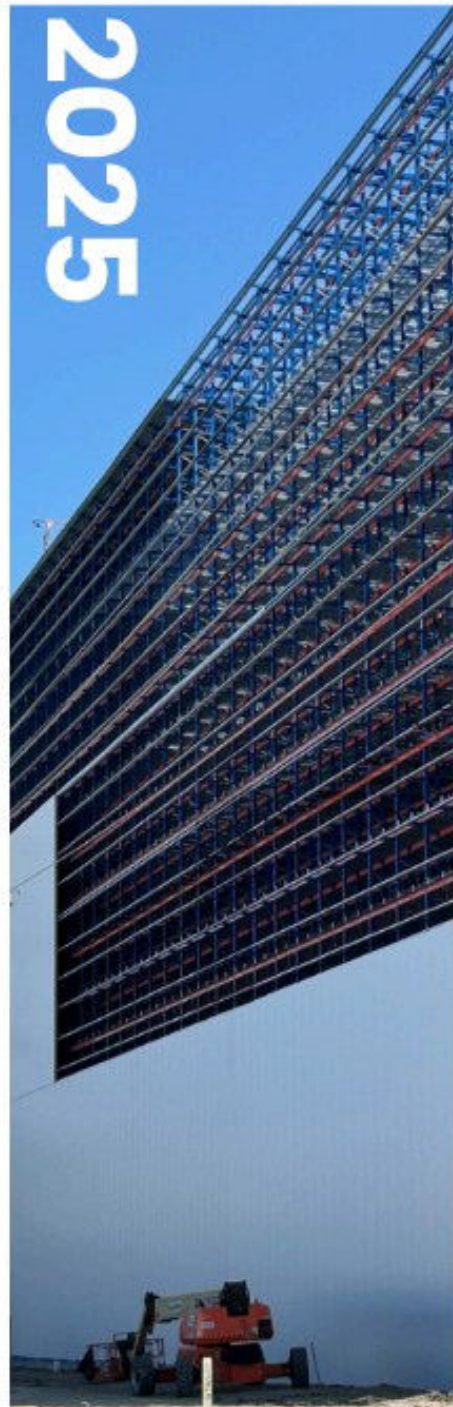
Accrual Basis

June 2025

	Jun 25	Budget	Jan - Jun 25	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Charlie Walker Pitch Challenge	0.00	1,333.34	16,000.00	8,000.00	16,000.00
Pass Through Income	0.00		-40.59		
Direct Public Support					
Gifts in Kind - Goods	1,666.67	1,666.66	10,000.02	10,000.00	20,000.00
Total Direct Public Support	1,666.67	1,666.66	10,000.02	10,000.00	20,000.00
Investments					
Interest Income	627.03	541.66	4,947.12	3,250.00	6,500.00
Total Investments	627.03	541.66	4,947.12	3,250.00	6,500.00
Member Contributions	0.00	32,083.32	192,500.00	192,500.00	385,000.00
Other Types of Income					
Miscellaneous Revenue	38.85		38.85		
Total Other Types of Income	38.85		38.85		
Total Income	2,332.55	35,624.98	223,445.40	213,750.00	427,500.00
Gross Profit	2,332.55	35,624.98	223,445.40	213,750.00	427,500.00
Expense					
Business Expenses					
Memberships	0.00	62.91	0.00	377.50	755.00
Marketing Events	9,000.00	208.32	11,500.00	1,250.00	2,500.00
Miscellaneous Expense	20.00	29.16	309.59	175.00	350.00
Business Registration Fees	80.00	4.16	80.00	25.00	50.00
Total Business Expenses	9,100.00	304.55	11,889.59	1,827.50	3,655.00
Contract Services					
Accounting Fees	180.00	1,225.00	4,280.00	7,350.00	14,700.00
Outside Contract Services	0.00	2,333.32	18,890.00	14,000.00	28,000.00
Total Contract Services	180.00	3,558.32	23,170.00	21,350.00	42,700.00
Facilities and Equipment					
Office Equipment	0.00	185.00	1,260.05	1,110.00	2,220.00
Computer Replacement	0.00	125.00	0.00	750.00	1,500.00
Donated Facilities	1,666.67	1,666.66	10,000.02	10,000.00	20,000.00
Facilities and Equipment - Other	75.38		75.38		
Total Facilities and Equipment	1,742.05	1,976.66	11,335.45	11,860.00	23,720.00
Operations					
Charlie Walker Pitch Challenge	0.00	1,333.32	16,000.00	8,000.00	16,000.00
Donations	0.00	16.66	50.00	100.00	200.00
Dues & Subscriptions	0.00	83.32	568.00	500.00	1,000.00
Finance Charges	0.00		5.04		
Training Fees	0.00	8.32	0.00	50.00	100.00
Repairs & Maintenance	0.00	12.50	0.00	75.00	150.00
Advertising/Promotion	25,361.05	3,941.66	28,064.23	23,650.00	47,300.00
Books, Subscriptions, Reference	42.13	479.16	4,156.09	2,875.00	5,750.00
Postage, Mailing Service	0.00	8.32	73.00	50.00	100.00
Printing and Copying	18.54	16.66	458.27	100.00	200.00
Supplies	542.60	166.66	963.50	1,000.00	2,000.00
Telephone, Telecommunications	194.28	250.00	1,535.64	1,500.00	3,000.00
Total Operations	26,158.60	6,316.58	51,873.77	37,900.00	75,800.00
Other Types of Expenses					
Insurance - Liability, D and O	312.50	541.66	6,041.50	3,250.00	6,500.00
Other Costs	0.00	4.16	0.00	25.00	50.00
Total Other Types of Expenses	312.50	545.82	6,041.50	3,275.00	6,550.00
Payroll Expenses					
Retirement Contribution	3,904.97	1,020.82	7,809.94	6,125.00	12,250.00
Director Performance Bonus	0.00	333.34	0.00	2,000.00	4,000.00
Employee Health Ins	248.32	583.32	1,489.92	3,500.00	7,000.00
Director Health & Life Ins	1,094.94	229.16	4,172.54	1,375.00	2,750.00
Car Allowance	500.00	500.00	3,250.00	3,000.00	6,000.00
Payroll Taxes	1,473.31	1,583.32	8,320.65	9,500.00	19,000.00
Wages & Salaries	14,192.80	15,833.32	92,207.60	95,000.00	190,000.00
Payroll Expenses - Other	0.00		20.00		
Total Payroll Expenses	21,414.34	20,083.28	117,270.65	120,500.00	241,000.00

Salina Community Economic Development Organization, Inc.
Statement of Activities - Budget Performance
June 2025

	Jun 25	Budget	Jan - Jun 25	YTD Budget	Annual Budget
Travel and Meetings					
Travel and Meetings - Other	0.00	143.75	481.24	862.50	1,725.00
Meals	303.73	62.50	1,319.84	375.00	750.00
Conference, Convention, Meeting	0.00	50.00	0.00	300.00	600.00
Travel	0.00	83.32	1,410.80	500.00	1,000.00
Total Travel and Meetings	303.73	339.57	3,211.88	2,037.50	4,075.00
Total Expense	59,211.22	33,124.78	224,792.84	198,750.00	397,500.00
Net Ordinary Income	-56,878.67	2,500.20	-1,347.44	15,000.00	30,000.00
Other Income/Expense					
Other Expense					
Unspecified-Reserve Funds	0.00	2,500.00	0.00	15,000.00	30,000.00
Total Other Expense	0.00	2,500.00	0.00	15,000.00	30,000.00
Net Other Income	0.00	-2,500.00	0.00	-15,000.00	-30,000.00
Net Income	-56,878.67	0.20	-1,347.44	0.00	0.00



2025



Salina Community
Economic Development
Organization

Salina Community Economic
Development Organization

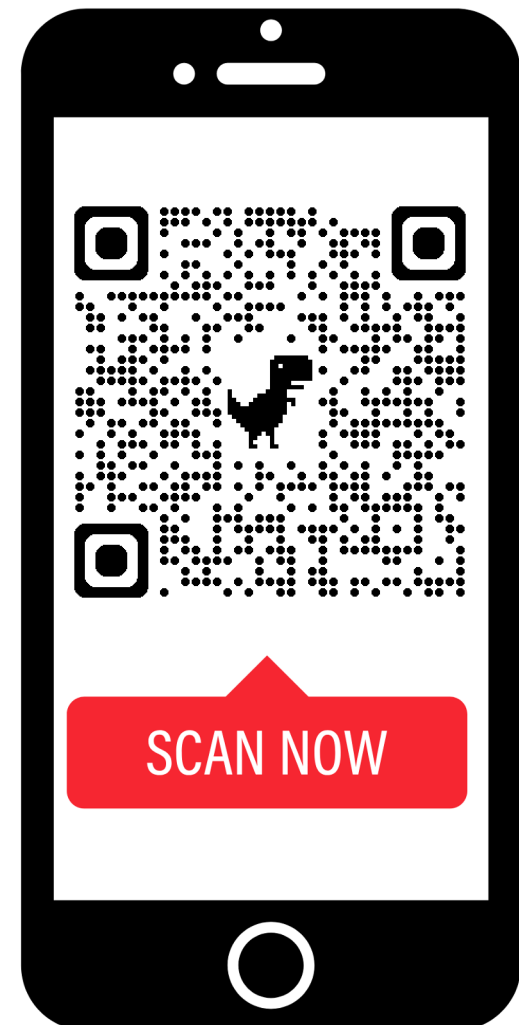
Target Industries Strategic Planning Executive Report



Prepared By :

**Drilling Aviation Services &
Curated Strategic Business Solutions**

<https://tinyurl.com/3h26w7r8>



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 / ON HOLD** **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 -Planning Commission Review/Approval July 22nd	Application to be submitted following final Regs Approval	Energy Storage 3-4 years Application to County 2025	3	Above Average	\$330M	energy Storage	20-40 acres under option	NA
24-02	Project Cheese Steak	Direct Contact	Active	1/29/2024	Visit Coming in late July	Aviation Composite Parts	Make composite material	?	\$17 per hour entry	?	Aviation	5-7 acres close to runways	75,000 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	ON HOLD	3/14/2025	Waiting on Tarrif Issue	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	Visted CA 4/29 /25	Aviation Project	Manufacturing/Testing	?	?	?	?	?	?
25-05	Project Tower	Direct Contact	Active	6/2/2025	Met 6/6/25	Military Products	Manufacturing	50 by Year 5	\$20-24/hr	?	Radio Antennas	10 -20acres	40K-60K SF
25-06	Project Biscuit	KDOC/JF	NEW	7/14/2025	NDA Signed	Food Related Product	Food Product	?	?	?	?	10 acres	?