

BOARD OF DIRECTORS MEETING AGENDA - OCTOBER 23, 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. ACTION ITEM

- (2.1) A&B Tool and Machine Inc. - IRB Request for Expansion Project

3. APPROVAL OF MINUTES

- (3.1) September 18, 2025 Minutes

4. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (4.1) September 2025 Financial Reports
- (4.2) Budget Revisions Including Contingency Reserve/Strategic Reserve Fund
- (4.3) 2026 Draft Budget

5. DIRECTOR'S REPORT

- (5.1) CMI Report - Marcus Petty/Renee Duxler
- (5.2) Chamber's Grant Award from Kansas Treasurer for Relocation Program
- (5.3) Central Mall Project Overview
- (5.4) Local Individual/Business Award Recipients
- (5.4) Prospect Table Update

6. EXECUTIVE SESSION

7. BOARD OF DIRECTORS COMMENTS

8. ADJOURNMENT



A&B Tool and Machine 2025 - Impact Report - Current & Expansion

Scenario 1 with Client Data

Project Type: Business Retention & Expansion
Industry: Advanced Manufacturing
Prepared By: State of Kansas

Purpose & Limitations

This report presents the results of an economic and fiscal analysis undertaken by State of Kansas using Impact DashBoard, a customized web application developed by Impact DataSource, LLC.

Impact DashBoard utilizes estimates, assumptions, and other information developed by Impact DataSource from its independent research effort detailed in a custom user guide prepared for State of Kansas.

This report, generated by the Impact DashBoard application, has been prepared by State of Kansas to assist economic development stakeholders in making an evaluation of the economic and fiscal impact of business activity in the community. This report does not purport to contain all of the information that may be needed to conclude such an evaluation. This report is based on a variety of assumptions and contains forward-looking statements concerning the results of operations of the subject firm. State of Kansas made reasonable efforts to ensure that the project-specific data entered into Impact DashBoard reflects realistic estimates of future activity. Estimates of future activity involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in this report.

State of Kansas and Impact DataSource make no representation or warranty as to the accuracy or completeness of the information contained herein, and expressly disclaim any and all liability based on or relating to any information contained in, or errors or omissions from, this information or based on or relating to the use of this information.

Introduction

This report presents the results of an economic impact analysis performed using Impact DashBoard, a model developed by Impact DataSource. The report estimates the impact that a potential project will have on the local economy and estimates the costs and benefits for local taxing districts over a 15-year period.

Existing & Expanded Operations

The Project under analysis represents the expansion of an existing business. The table below illustrates the economic impact over the next 15 years including both the current and expanded operations.

ECONOMIC IMPACT OF CURRENT & EXPANDED OPERATIONS OVER 15 YEARS IN SALINE COUNTY			
	CURRENT OPERATIONS	EXPANSION	CURRENT & EXPANDED OPERATIONS
JOBS			
Direct	14.0	10.0	24.0
Spin-off	7.9	5.7	13.6
Jobs Total	21.9	15.7	37.6
SALARIES			
Direct	\$13,824,357	\$8,190,869	\$22,015,227
Spin-off	\$8,421,067	\$4,989,444	\$13,410,512
Salaries Total	\$22,245,425	\$13,180,313	\$35,425,738

The table below summarizes the fiscal impact, the net benefits for local taxing districts, over the next 15 years including both the current and expanded operations.

FISCAL IMPACT OF CURRENT & EXPANDED OPERATIONS OVER 15 YEARS			
NET BENEFITS LESS INCENTIVES			
	CURRENT OPERATIONS	EXPANSION	CURRENT & EXPANDED OPERATIONS
Saline County	\$56,430	\$457,002	\$513,432
City of Salina	\$38,424	\$350,434	\$388,857
Salina School District (USD 305)	\$0	\$531,213	\$531,213
State of Kansas	\$2,010,506	\$850,791	\$2,861,297
	\$2,105,359	\$2,189,440	\$4,294,799

The remainder of this report will focus on the total combined economic and fiscal impact associated with the current and expanded operations.

Economic Impact Overview

The table below summarizes the economic impact of the project over the first 15 years in terms of job creation, salaries paid to workers, and taxable sales.

SUMMARY OF ECONOMIC IMPACT OVER 15 YEARS IN SALINE COUNTY			
IMPACT	DIRECT	SPIN-OFF	TOTAL
Jobs	24.0	13.6	37.6
Annual Salaries/Wages at Full Ops (Yr 5)	\$1,446,562	\$881,169	\$2,327,732
Salaries/Wages over 15 Years	\$22,015,227	\$13,410,512	\$35,425,738
Taxable Sales/Purchases in Saline County	\$9,426,306	\$2,179,208	\$11,605,514

Totals may not sum due to rounding

The Project may result in new residents moving to the community and potentially new residential properties being constructed as summarized below.

SUMMARY OF POPULATION IMPACT OVER 15 YEARS IN SALINE COUNTY			
IMPACT	DIRECT	SPIN-OFF	TOTAL
Workers who will move to Saline County	2.0	1.1	3.1
New residents in Saline County	5.1	2.9	7.9
New residential properties constructed in Saline County	0.3	0.2	0.5
New students to attend local school district	1.0	0.6	1.5

Totals may not sum due to rounding

The new taxable property to be supported by the Project over the next 15 years is summarized in the following table.

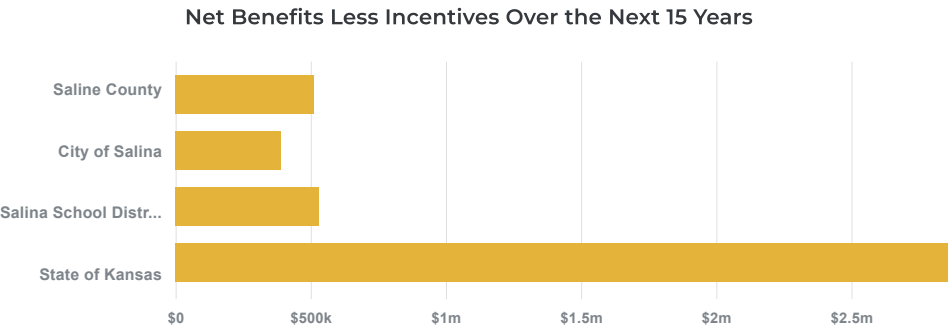
SUMMARY OF TAXABLE PROPERTY OVER THE FIRST 15 YEARS IN SALINE COUNTY						
YR.	NEW RESIDENTIAL PROPERTY	LAND	BUILDINGS...	FF&E	NON-RESIDENTIAL PROPERTY	TOTAL PROPERTY
1	\$1,528	\$33,875	\$1,296,566	\$255,406	\$1,585,848	\$1,587,376
2	\$3,117	\$34,553	\$1,322,498	\$229,866	\$1,586,916	\$1,590,033
3	\$4,770	\$35,244	\$1,348,948	\$329,325	\$1,713,516	\$1,718,286
4	\$6,487	\$35,948	\$1,375,926	\$416,284	\$1,828,159	\$1,834,646
5	\$8,271	\$36,667	\$1,403,445	\$490,744	\$1,930,856	\$1,939,127
6	\$8,436	\$37,401	\$1,431,514	\$552,703	\$2,021,618	\$2,030,054
7	\$8,605	\$38,149	\$1,460,144	\$727,163	\$2,225,455	\$2,234,060
8	\$8,777	\$38,912	\$1,489,347	\$626,622	\$2,154,881	\$2,163,657
9	\$8,952	\$39,690	\$1,519,134	\$526,081	\$2,084,905	\$2,093,858
10	\$9,131	\$40,484	\$1,549,517	\$451,081	\$2,041,082	\$2,050,213
11	\$9,314	\$41,293	\$1,580,507	\$376,081	\$1,997,882	\$2,007,196
12	\$9,500	\$42,119	\$1,612,117	\$313,581	\$1,967,818	\$1,977,318
13	\$9,690	\$42,962	\$1,644,360	\$263,581	\$1,950,902	\$1,960,593
14	\$9,884	\$43,821	\$1,677,247	\$226,081	\$1,947,149	\$1,957,033
15	\$10,082	\$44,697	\$1,710,792	\$201,081	\$1,956,570	\$1,966,652

Fiscal Impact Overview

The Project will generate additional benefits and costs, a summary of which is provided below. The source of specific benefits and costs are provided in greater detail for each taxing district on subsequent pages.

FISCAL NET BENEFITS OVER THE NEXT 15 YEARS					
	BENEFITS	COSTS	INCENTIVES	NET BENEFITS LESS INCENTIVES	PRESENT VALUE*
Saline County	\$1,320,493	(\$36,469)	(\$770,592)	\$513,432	\$296,385
City of Salina	\$1,292,778	(\$305,304)	(\$598,617)	\$388,857	\$223,040
Salina School District (USD 305)	\$1,852,225	(\$296,682)	(\$1,024,330)	\$531,213	\$283,303
State of Kansas	\$3,754,255	\$0	(\$892,958)	\$2,861,297	\$1,765,794
Total	\$8,219,751	(\$638,455)	(\$3,286,497)	\$4,294,799	\$2,568,522

*The Present Value of Net Benefits expresses the future stream of net benefits received over several years as a single value in today's dollars. Today's dollar and a dollar to be received at differing times in the future are not comparable because of the time value of money. The time value of money is the interest rate or each taxing entity's discount rate. This analysis uses a discount rate of 5.0% to make the dollars comparable.



Public Support Overview

A summary of the total Public Support modeled in this analysis is shown below.

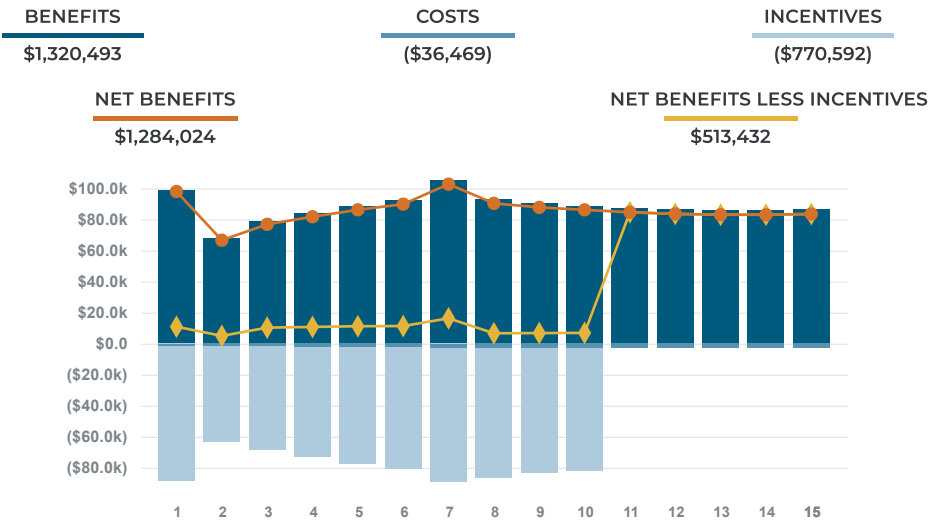
VALUE OF PUBLIC SUPPORT UNDER CONSIDERATION				
	PROPERTY TAX INCENTIVE	SALES TAX INCENTIVE	NON-TAX INCENTIVE	TOTAL
Saline County	\$745,072	\$25,520	\$0	\$770,592
City of Salina	\$581,869	\$16,748	\$0	\$598,617
Salina School District (USD 305)	\$1,024,330	\$0	\$0	\$1,024,330
State of Kansas	\$28,760	\$234,959	\$629,239	\$892,958
Total	\$2,380,031	\$277,227	\$629,239	\$3,286,497

Saline County Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Saline County over the next 15 years of the Project.

NET BENEFITS OVER 15 YEARS: SALINE COUNTY			
BENEFITS	CURRENT	EXPANSION	TOTAL
Sales Taxes	\$66,598	\$107,484	\$174,083
Real Property Taxes	\$0	\$894,086	\$894,086
FF&E Property Taxes	\$0	\$232,604	\$232,604
New Residential Property Taxes	\$0	\$4,529	\$4,529
Miscellaneous Taxes and User Fees	\$7,263	\$7,928	\$15,192
Benefits Subtotal	\$73,861	\$1,246,631	\$1,320,493
COSTS	CURRENT	EXPANSION	TOTAL
Cost of Government Services	(\$17,432)	(\$19,037)	(\$36,469)
Costs Subtotal	(\$17,432)	(\$19,037)	(\$36,469)
Net Benefits	\$56,430	\$1,227,594	\$1,284,024
INCENTIVES	CURRENT	EXPANSION	TOTAL
Capital Investment - Sales Taxes Rebated	\$0	(\$25,520)	(\$25,520)
Property Taxes Abated	\$0	(\$745,072)	(\$745,072)
Incentives Subtotal	\$0	(\$770,592)	(\$770,592)
Net Benefits Less Incentives	\$56,430	\$457,002	\$513,432

Annual Fiscal Net Benefits for Saline County

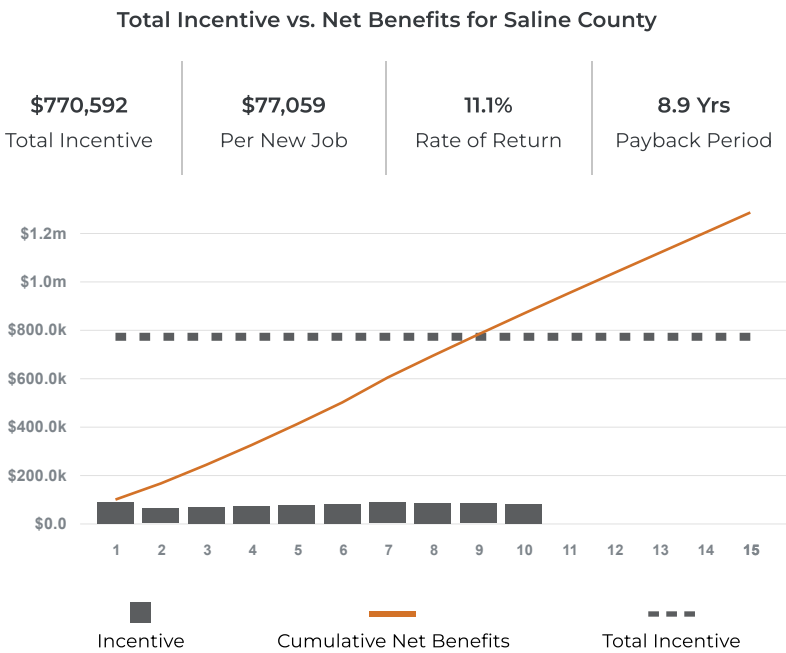


Total Incentives

Saline County is considering the following incentives for the Project.

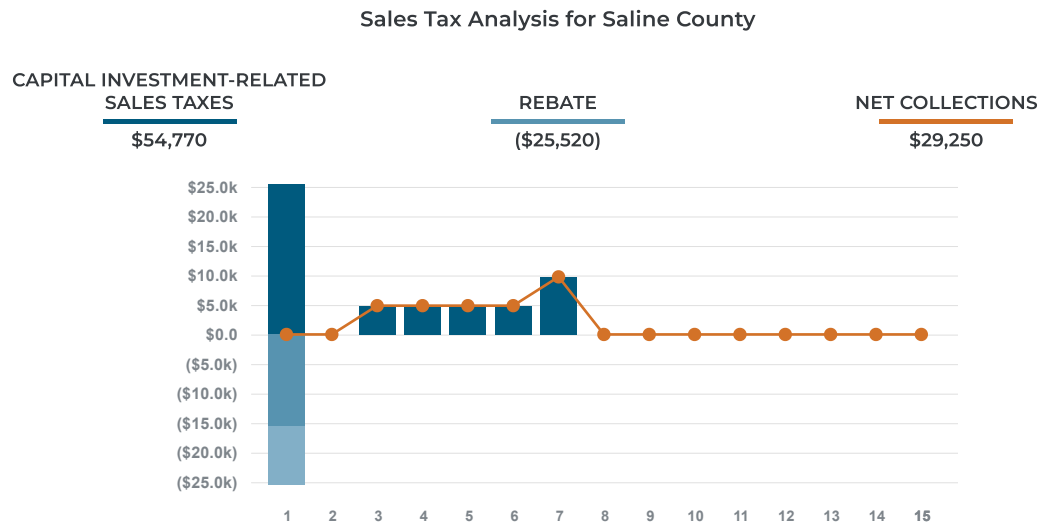
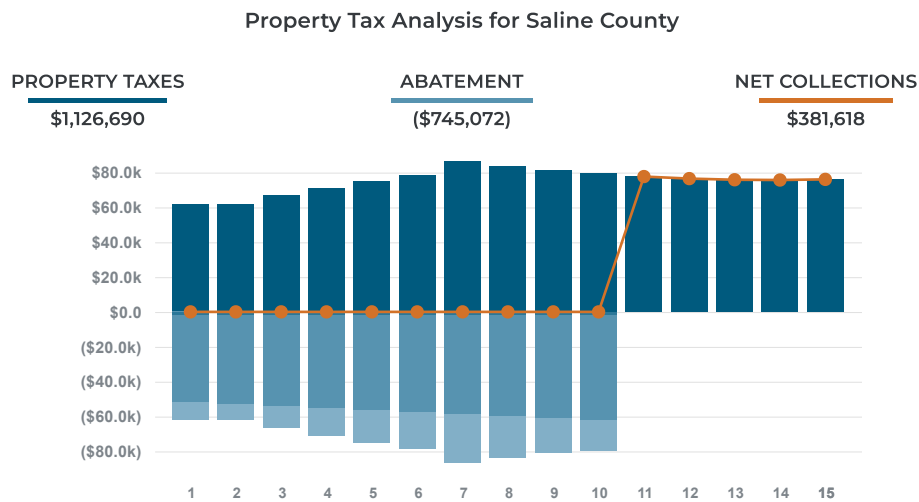
INCENTIVES UNDER CONSIDERATION			
YEAR	PROPERTY TAX ABATEMENT	SALES TAX REBATE	TOTAL
1	\$61,626	\$25,520	\$87,146
2	\$61,668	\$0	\$61,668
3	\$66,587	\$0	\$66,587
4	\$71,042	\$0	\$71,042
5	\$75,033	\$0	\$75,033
6	\$78,560	\$0	\$78,560
7	\$86,481	\$0	\$86,481
8	\$83,739	\$0	\$83,739
9	\$81,019	\$0	\$81,019
10	\$79,316	\$0	\$79,316
Total	\$745,072	\$25,520	\$770,592

The graph below depicts the total incentives currently under consideration versus the cumulative net benefits to Saline County. The intersection indicates the length of time until the incentives are paid back.



Tax Incentives

The following property tax incentive is modeled for Saline County in this analysis.



City of Salina Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by City of Salina over the next 15 years of the Project.

NET BENEFITS OVER 15 YEARS: CITY OF SALINA			
BENEFITS	CURRENT	EXPANSION	TOTAL
Sales Taxes	\$47,866	\$75,969	\$123,835
Real Property Taxes	\$0	\$698,243	\$698,243
FF&E Property Taxes	\$0	\$181,653	\$181,653
New Residential Property Taxes	\$0	\$3,063	\$3,063
Transient Guest Taxes	\$0	\$0	\$0
Utility Revenue	\$92,243	\$96,266	\$188,509
Utility Franchise Fees	\$23,242	\$24,276	\$47,518
Miscellaneous Taxes and User Fees	\$24,453	\$25,503	\$49,956
Benefits Subtotal	\$187,804	\$1,104,974	\$1,292,778
COSTS	CURRENT	EXPANSION	TOTAL
Cost of Government Services	(\$42,127)	(\$43,990)	(\$86,116)
Cost of Utility Services	(\$107,254)	(\$111,934)	(\$219,187)
Costs Subtotal	(\$149,381)	(\$155,923)	(\$305,304)
Net Benefits	\$38,424	\$949,051	\$987,475
INCENTIVES	CURRENT	EXPANSION	TOTAL
Capital Investment - Sales Taxes Rebated	\$0	(\$16,748)	(\$16,748)
Property Taxes Abated	\$0	(\$581,869)	(\$581,869)
Incentives Subtotal	\$0	(\$598,617)	(\$598,617)
Net Benefits Less Incentives	\$38,424	\$350,434	\$388,857

Annual Fiscal Net Benefits for City of Salina

BENEFITS

\$1,292,778

COSTS

(\$305,304)

INCENTIVES

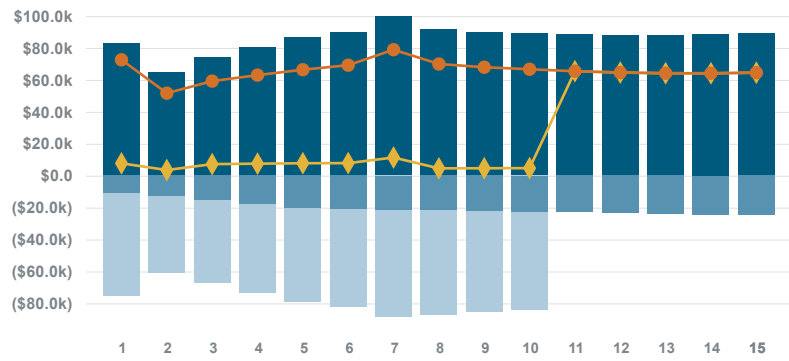
(\$598,617)

NET BENEFITS

\$987,475

NET BENEFITS LESS INCENTIVES

\$388,857

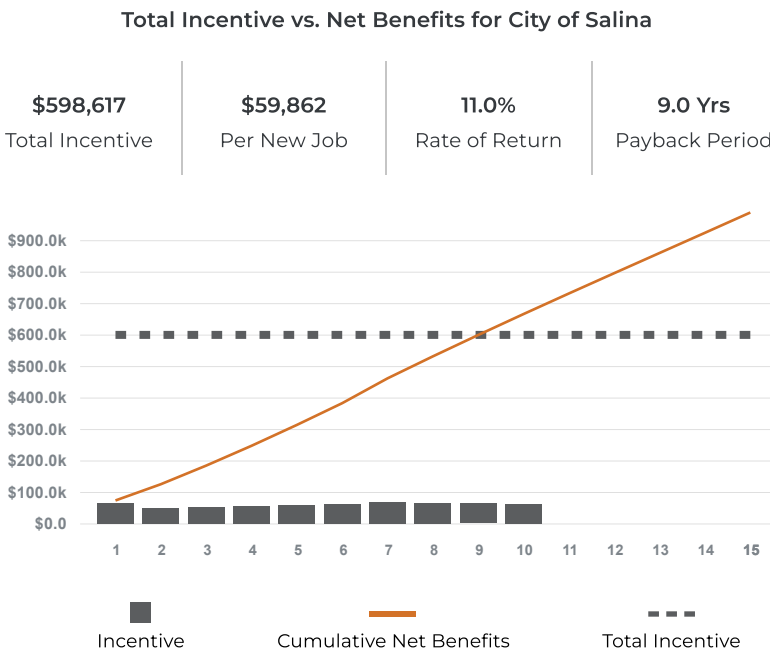


Total Incentives

City of Salina is considering the following incentives for the Project.

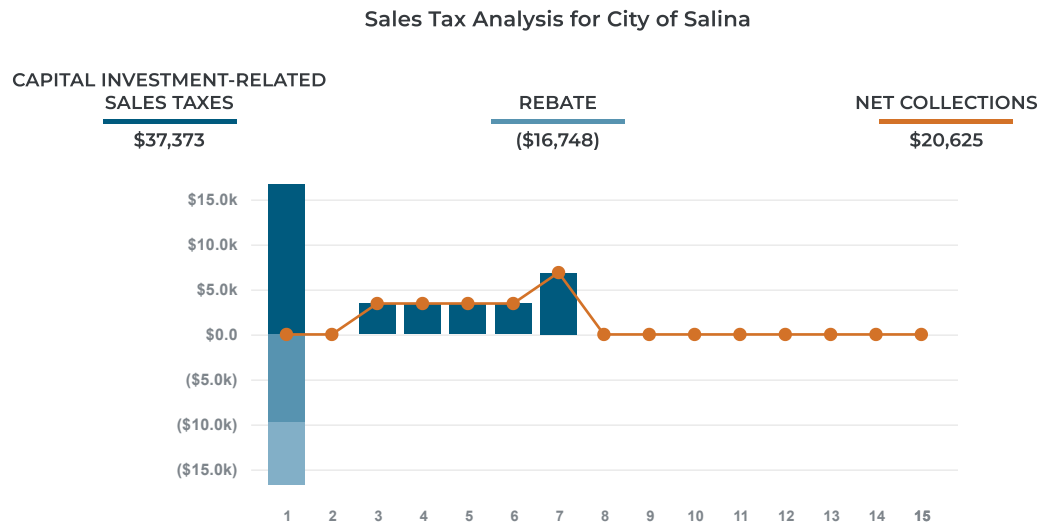
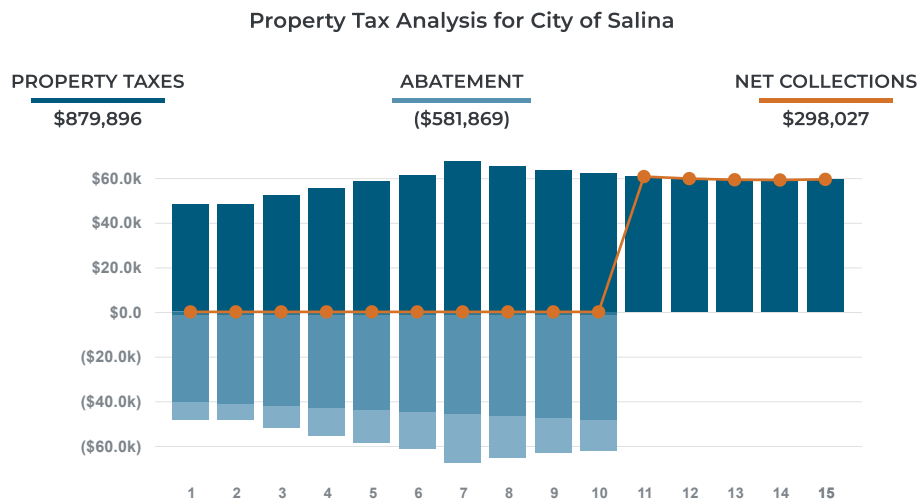
INCENTIVES UNDER CONSIDERATION			
YEAR	PROPERTY TAX ABATEMENT	SALES TAX REBATE	TOTAL
1	\$48,127	\$16,748	\$64,875
2	\$48,160	\$0	\$48,160
3	\$52,002	\$0	\$52,002
4	\$55,481	\$0	\$55,481
5	\$58,598	\$0	\$58,598
6	\$61,352	\$0	\$61,352
7	\$67,538	\$0	\$67,538
8	\$65,396	\$0	\$65,396
9	\$63,273	\$0	\$63,273
10	\$61,943	\$0	\$61,943
Total	\$581,869	\$16,748	\$598,617

The graph below depicts the total incentives currently under consideration versus the cumulative net benefits to City of Salina. The intersection indicates the length of time until the incentives are paid back.



Tax Incentives

The following property tax incentive is modeled for City of Salina in this analysis.

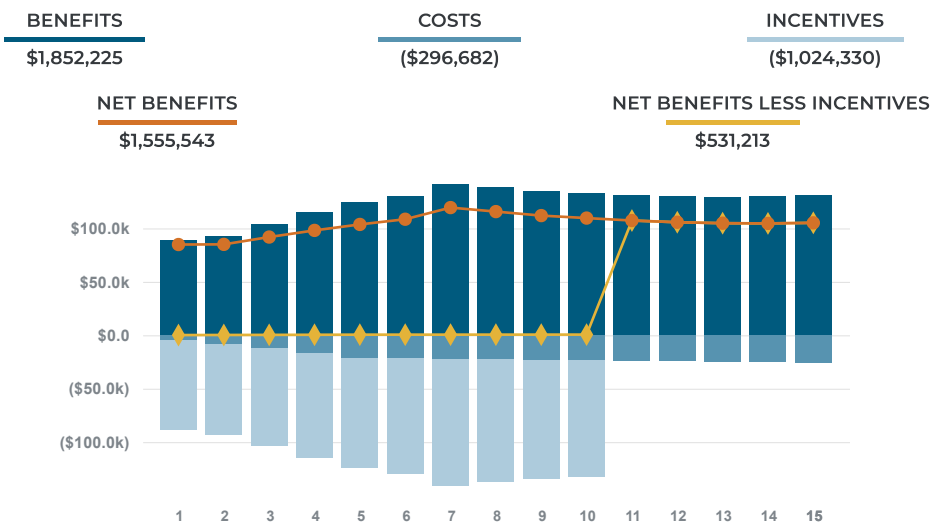


Salina School District (USD 305) Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Salina School District (USD 305) over the next 15 years of the Project.

NET BENEFITS OVER 15 YEARS: SALINA SCHOOL DISTRICT (USD 305)			
BENEFITS	CURRENT	EXPANSION	TOTAL
Real Property Taxes	\$0	\$1,229,196	\$1,229,196
FF&E Property Taxes	\$0	\$319,785	\$319,785
New Residential Property Taxes	\$0	\$5,263	\$5,263
Addtl. State & Federal School Funding	\$0	\$297,981	\$297,981
Benefits Subtotal	\$0	\$1,852,225	\$1,852,225
COSTS	CURRENT	EXPANSION	TOTAL
Cost to Educate New Students	\$0	(\$296,682)	(\$296,682)
Costs Subtotal	\$0	(\$296,682)	(\$296,682)
Net Benefits	\$0	\$1,555,543	\$1,555,543
INCENTIVES	CURRENT	EXPANSION	TOTAL
Property Taxes Abated	\$0	(\$1,024,330)	(\$1,024,330)
Incentives Subtotal	\$0	(\$1,024,330)	(\$1,024,330)
Net Benefits Less Incentives	\$0	\$531,213	\$531,213

Annual Fiscal Net Benefits for Salina School District (USD 305)



Salina School District (USD 305) Public Support

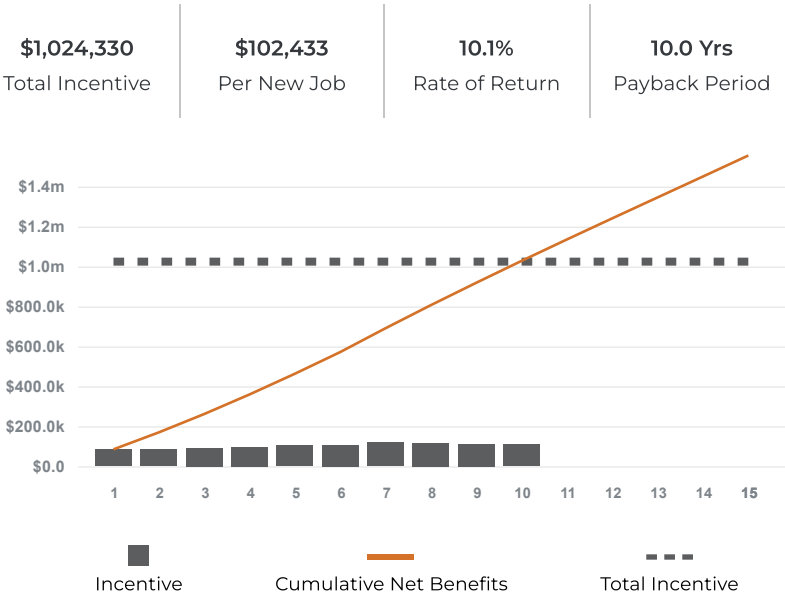
Total Incentives

Salina School District (USD 305) is considering the following incentives for the Project.

INCENTIVES UNDER CONSIDERATION		
YEAR	PROPERTY TAX ABATEMENT	TOTAL
1	\$84,724	\$84,724
2	\$84,781	\$84,781
3	\$91,545	\$91,545
4	\$97,669	\$97,669
5	\$103,156	\$103,156
6	\$108,005	\$108,005
7	\$118,895	\$118,895
8	\$115,124	\$115,124
9	\$111,386	\$111,386
10	\$109,045	\$109,045
Total	\$1,024,330	\$1,024,330

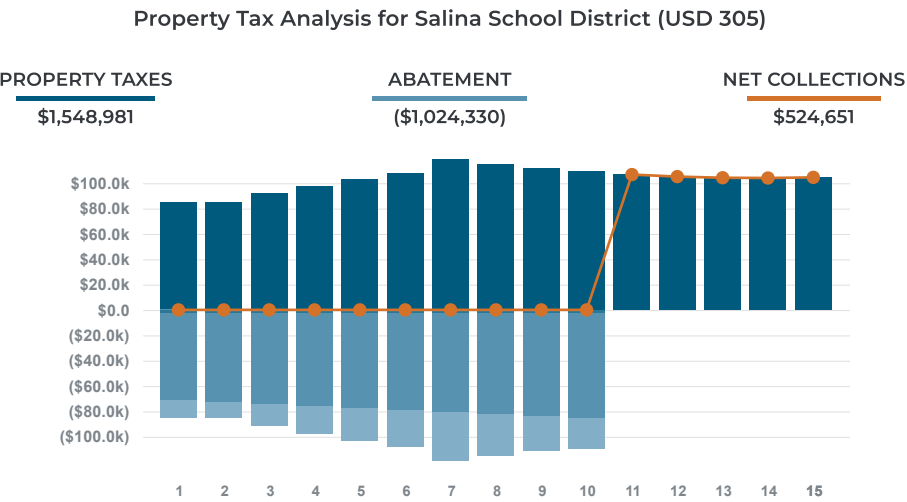
The graph below depicts the total incentives currently under consideration versus the cumulative net benefits to Salina School District (USD 305). The intersection indicates the length of time until the incentives are paid back.

Total Incentive vs. Net Benefits for Salina School District (USD 305)



Tax Incentives

The following property tax incentive is modeled for Salina School District (USD 305) in this analysis.

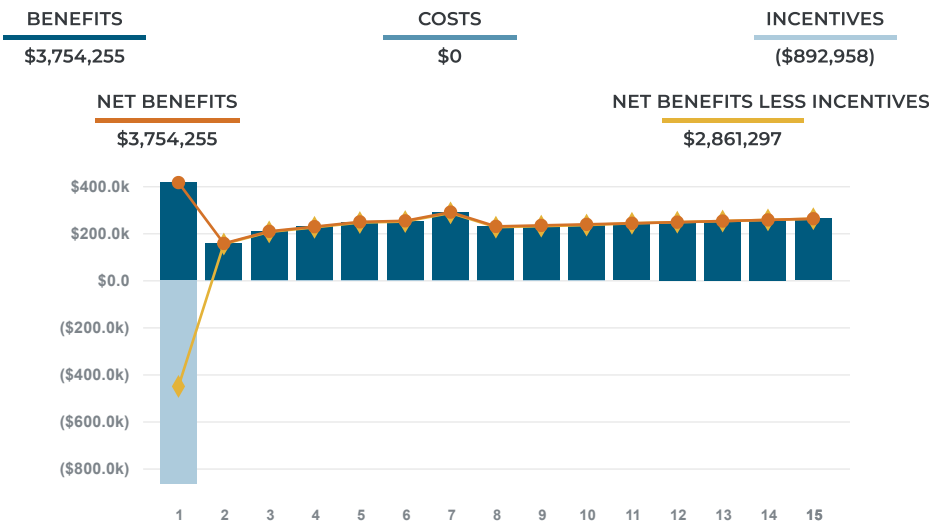


State of Kansas Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by State of Kansas over the next 15 years of the Project.

NET BENEFITS OVER 15 YEARS: STATE OF KANSAS			
BENEFITS	CURRENT	EXPANSION	TOTAL
Sales Taxes	\$472,118	\$781,877	\$1,253,994
Income Taxes	\$1,354,629	\$802,611	\$2,157,240
Real Property Taxes	\$0	\$34,512	\$34,512
FF&E Property Taxes	\$0	\$8,979	\$8,979
New Residential Property Taxes	\$0	\$0	\$0
Corporate Income Taxes	\$183,760	\$115,770	\$299,530
Benefits Subtotal	\$2,010,506	\$1,743,749	\$3,754,255
COSTS	CURRENT	EXPANSION	TOTAL
None Estimated	\$0	\$0	\$0
Costs Subtotal	\$0	\$0	\$0
Net Benefits	\$2,010,506	\$1,743,749	\$3,754,255
INCENTIVES	CURRENT	EXPANSION	TOTAL
Capital Investment - Sales Taxes Rebated	\$0	(\$234,959)	(\$234,959)
Property Taxes Abated	\$0	(\$28,760)	(\$28,760)
Non-Tax Incentive	\$0	(\$629,239)	(\$629,239)
Incentives Subtotal	\$0	(\$892,958)	(\$892,958)
Net Benefits Less Incentives	\$2,010,506	\$850,791	\$2,861,297

Annual Fiscal Net Benefits for State of Kansas

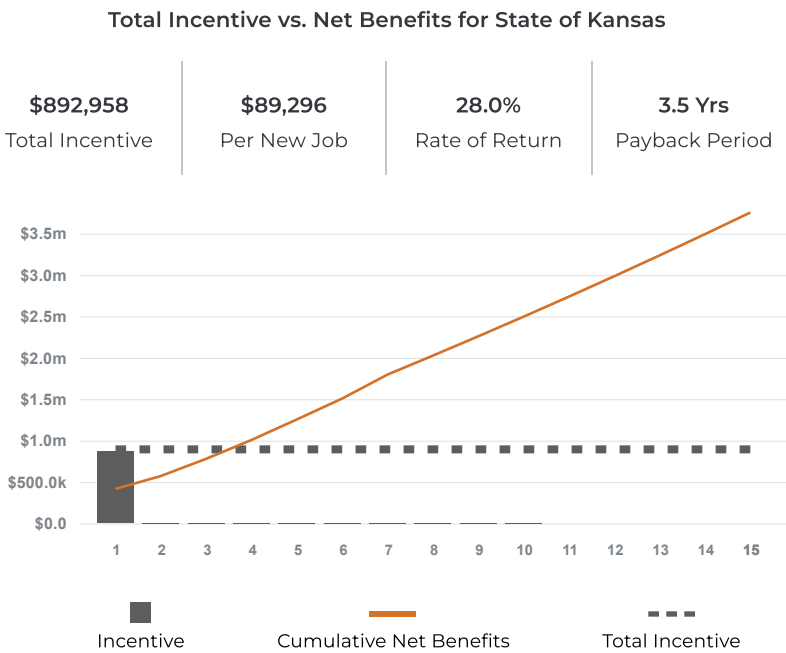


Total Incentives

State of Kansas is considering the following incentives for the Project.

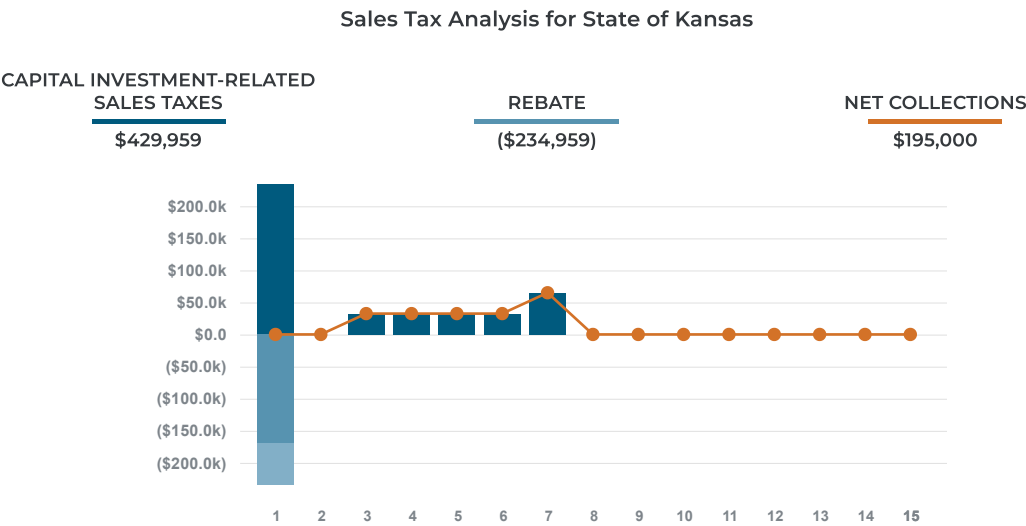
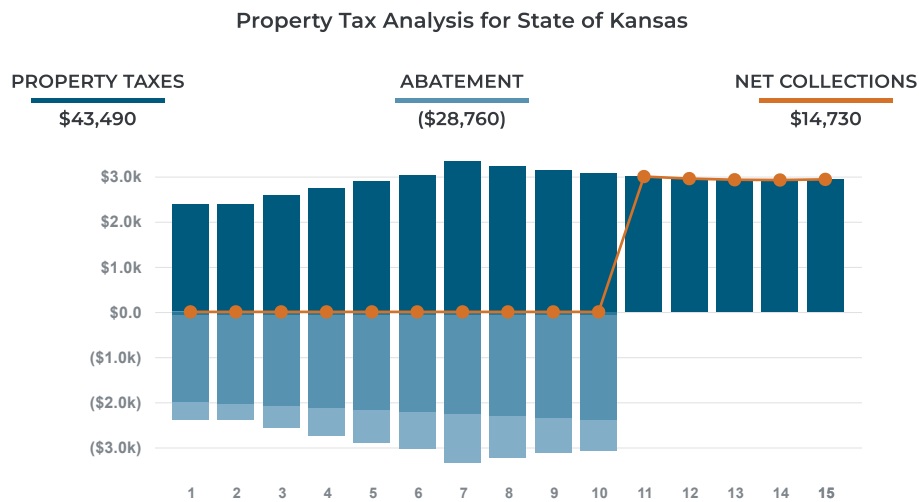
INCENTIVES UNDER CONSIDERATION				
YEAR	PROPERTY TAX ABATEMENT	SALES TAX REBATE	NON-TAX INCENTIVE	TOTAL
1	\$2,379	\$234,959	\$629,239	\$866,577
2	\$2,380	\$0	\$0	\$2,380
3	\$2,570	\$0	\$0	\$2,570
4	\$2,742	\$0	\$0	\$2,742
5	\$2,896	\$0	\$0	\$2,896
6	\$3,032	\$0	\$0	\$3,032
7	\$3,338	\$0	\$0	\$3,338
8	\$3,232	\$0	\$0	\$3,232
9	\$3,127	\$0	\$0	\$3,127
10	\$3,062	\$0	\$0	\$3,062
Total	\$28,760	\$234,959	\$629,239	\$892,958

The graph below depicts the total incentives currently under consideration versus the cumulative net benefits to State of Kansas. The intersection indicates the length of time until the incentives are paid back.



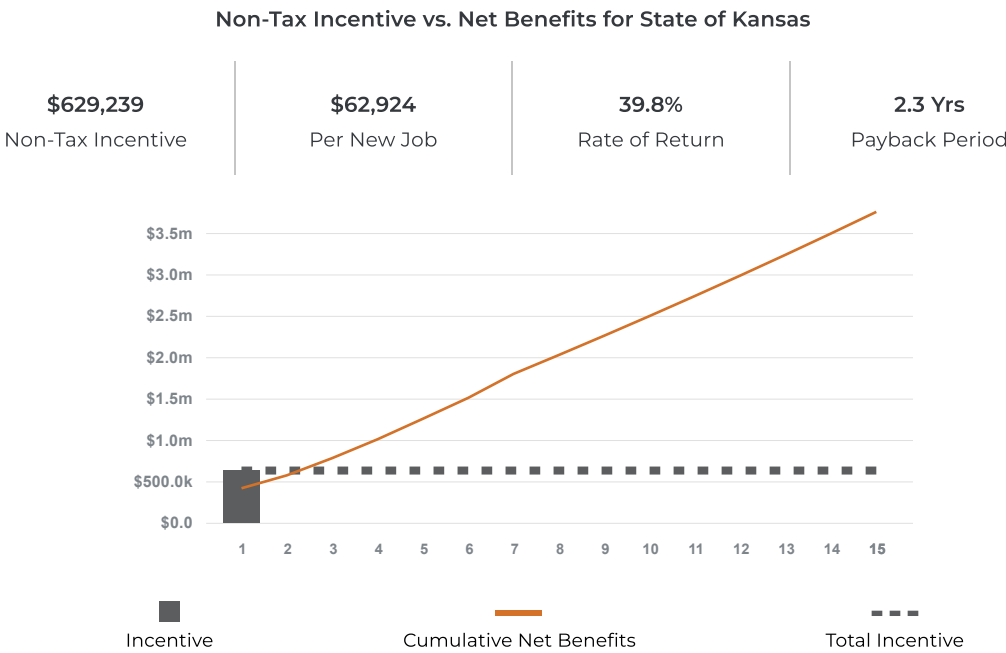
Tax Incentives

The following property tax incentive is modeled for State of Kansas in this analysis.



Non-Tax Incentives

The graph below depicts the non-tax incentives modeled in this analysis versus the cumulative net benefits to State of Kansas. The intersection indicates the length of time until the incentives are paid back.



Overview of Methodology

The Impact DashBoard model combines project-specific attributes with community data, tax rates, and assumptions to estimate the economic impact of the Project and the fiscal impact for local taxing districts over a 15-year period.

The economic impact as calculated in this report can be categorized into two main types of impacts. First, the direct economic impacts are the jobs and payroll directly created by the Project. Second, this economic impact analysis calculates the spin-off or indirect and induced impacts that result from the Project. Indirect jobs and salaries are created in new or existing area firms, such as maintenance companies and service firms, that may supply goods and services for the Project. In addition, induced jobs and salaries are created in new or existing local businesses, such as retail stores, gas stations, banks, restaurants, and service companies that may supply goods and services to new workers and their families.

The economic impact estimates in this report are based on the Regional Input-Output Modeling System (RIMS II), a widely used regional input-output model developed by the U. S. Department of Commerce, Bureau of Economic Analysis. The RIMS II model is a standard tool used to estimate regional economic impacts. The economic impacts estimated using the RIMS II model are generally recognized as reasonable and plausible assuming the data input into the model is accurate or based on reasonable assumptions. Impact DataSource utilizes adjusted county-level multipliers to estimate the impact occurring at the sub-county level.

Two types of regional economic multipliers were used in this analysis: an employment multiplier and an earnings multiplier. An employment multiplier was used to estimate the number of indirect and induced jobs created or supported in the area. An earnings multiplier was used to estimate the amount of salaries to be paid to workers in these new indirect and induced jobs. The employment multiplier shows the estimated number of total jobs created for each direct job. The earnings multiplier shows the estimated amount of total salaries paid to these workers for every dollar paid to a direct worker. The multipliers used in this analysis are listed below:

332999 ALL OTHER MISCELLANEOUS FABRICATED METAL PRODUCT MANUFACTURING		SALINE COUNTY
Employment Multiplier	(Type II Direct Effect)	1.5655
Earnings Multiplier	(Type II Direct Effect)	1.6091

Most of the revenues estimated in this study result from calculations relying on (1) attributes of the Project, (2) assumptions to derive the value of associated taxable property or sales, and (3) local tax rates. In some cases, revenues are estimated on a per new household, per new worker, or per new school student basis.

The company or Project developer was not asked, nor could reasonably provide data for calculating some other revenues. For example, while the city will likely receive revenues from fines paid on speeding tickets given to new workers, the company does not know the propensity of its workers to speed. Therefore, some revenues are calculated using an average revenue approach.

This approach uses relies on two assumptions:

- 1. The taxing entity has two general revenue sources: revenues from residents and revenues from businesses.
- 2. The taxing entity will collect (a) about the same amount of miscellaneous taxes and user fees from each new household that results from the Project as it currently collects from existing households on average, and (b) the same amount of miscellaneous taxes and user fees from the new business (on a per worker basis) will be collected as it collects from existing businesses.

In the case of the school district, some additional state and federal revenues are estimated on a per new school student basis consistent with historical funding levels.

Additionally, this analysis sought to estimate the additional expenditures faced by local jurisdictions to provide services to new households and new businesses. A marginal cost approach was used to calculate these additional costs.

This approach relies on two assumptions:

- 1. The taxing entity spends money on services for two general groups: revenues from residents and revenues from businesses.
- 2. The taxing entity will spend slightly less than its current average cost to provide local government services (police, fire, EMS, etc.) to (a) new residents and (b) businesses on a per worker basis.

In the case of the school district, the marginal cost to educate new students was estimated based on a portion of the school's current expenditures per student and applied to the headcount of new school students resulting from the Project.

About Impact DataSource

Established in 1993, Impact DataSource is an Austin, Texas-based economic consulting firm. Impact DataSource provides high-quality economic research, specializing in economic and fiscal impact analyses. The company is highly focused on supporting economic development professionals and organizations through its consulting services and software. Impact DataSource has conducted thousands of economic impact analyses of new businesses, retention and expansion projects, developments, and activities in all industry groups throughout the U.S.

For more information on Impact DataSource, LLC and our product Impact DashBoard, please visit our website www.impactdatasource.com

Appendix

SALINE COUNTY PROPERTY TAX ABATEMENT				
YR.	LAND	BUILDINGS...	FF&E	TOTAL
1	\$1,316	\$50,385	\$9,925	\$61,626
2	\$1,343	\$51,392	\$8,933	\$61,668
3	\$1,370	\$52,420	\$12,798	\$66,587
4	\$1,397	\$53,469	\$16,177	\$71,042
5	\$1,425	\$54,538	\$19,070	\$75,033
6	\$1,453	\$55,629	\$21,478	\$78,560
7	\$1,482	\$56,741	\$28,258	\$86,481
8	\$1,512	\$57,876	\$24,351	\$83,739
9	\$1,542	\$59,034	\$20,444	\$81,019
10	\$1,573	\$60,214	\$17,529	\$79,316
11	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0
Total	\$14,414	\$551,697	\$178,961	\$745,072

SALINE COUNTY PROPERTY TAX ABATEMENT SCHEDULE			
YR.	LAND	BUILDINGS...	FF&E
1	100.0%	100.0%	100.0%
2	100.0%	100.0%	100.0%
3	100.0%	100.0%	100.0%
4	100.0%	100.0%	100.0%
5	100.0%	100.0%	100.0%
6	100.0%	100.0%	100.0%
7	100.0%	100.0%	100.0%
8	100.0%	100.0%	100.0%
9	100.0%	100.0%	100.0%
10	100.0%	100.0%	100.0%
11	0.0%	0.0%	0.0%
12	0.0%	0.0%	0.0%
13	0.0%	0.0%	0.0%
14	0.0%	0.0%	0.0%
15	0.0%	0.0%	0.0%

SALINE COUNTY CONSTRUCTION MATERIALS AND FF&E PURCHASES: SALES TAX REBATE			
YR.	CONSTRUCTION MATERIALS REBATE	FF&E EXPENDITURES REBATE	TOTAL
1	\$15,559	\$9,961	\$25,520
2	\$0	\$0	\$0
3	\$0	\$0	\$0
4	\$0	\$0	\$0
5	\$0	\$0	\$0
6	\$0	\$0	\$0
7	\$0	\$0	\$0
8	\$0	\$0	\$0
9	\$0	\$0	\$0
10	\$0	\$0	\$0
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
Total	\$15,559	\$9,961	\$25,520

SALINE COUNTY CONSTRUCTION MATERIALS AND FF&E PURCHASES REBATE SCHEDULE		
YR.	CONSTRUCTION MATERIALS	FF&E PURCHASES
1	100.0%	100.0%
2	0.0%	0.0%
3	0.0%	0.0%
4	0.0%	0.0%
5	0.0%	0.0%
6	0.0%	0.0%
7	0.0%	0.0%
8	0.0%	0.0%
9	0.0%	0.0%
10	0.0%	0.0%
11	0.0%	0.0%
12	0.0%	0.0%
13	0.0%	0.0%
14	0.0%	0.0%
15	0.0%	0.0%

CITY OF SALINA PROPERTY TAX ABATEMENT				
YR.	LAND	BUILDINGS...	FF&E	TOTAL
1	\$1,028	\$39,348	\$7,751	\$48,127
2	\$1,049	\$40,135	\$6,976	\$48,160
3	\$1,070	\$40,938	\$9,994	\$52,002
4	\$1,091	\$41,757	\$12,633	\$55,481
5	\$1,113	\$42,592	\$14,893	\$58,598
6	\$1,135	\$43,444	\$16,773	\$61,352
7	\$1,158	\$44,312	\$22,068	\$67,538
8	\$1,181	\$45,199	\$19,017	\$65,396
9	\$1,205	\$46,103	\$15,966	\$63,273
10	\$1,229	\$47,025	\$13,689	\$61,943
11	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0
Total	\$11,257	\$430,852	\$139,761	\$581,869

CITY OF SALINA PROPERTY TAX ABATEMENT SCHEDULE			
YR.	LAND	BUILDINGS...	FF&E
1	100.0%	100.0%	100.0%
2	100.0%	100.0%	100.0%
3	100.0%	100.0%	100.0%
4	100.0%	100.0%	100.0%
5	100.0%	100.0%	100.0%
6	100.0%	100.0%	100.0%
7	100.0%	100.0%	100.0%
8	100.0%	100.0%	100.0%
9	100.0%	100.0%	100.0%
10	100.0%	100.0%	100.0%
11	0.0%	0.0%	0.0%
12	0.0%	0.0%	0.0%
13	0.0%	0.0%	0.0%
14	0.0%	0.0%	0.0%
15	0.0%	0.0%	0.0%

CITY OF SALINA CONSTRUCTION MATERIALS AND FF&E PURCHASES: SALES TAX REBATE			
YR.	CONSTRUCTION MATERIALS REBATE	FF&E EXPENDITURES REBATE	TOTAL
1	\$9,724	\$7,024	\$16,748
2	\$0	\$0	\$0
3	\$0	\$0	\$0
4	\$0	\$0	\$0
5	\$0	\$0	\$0
6	\$0	\$0	\$0
7	\$0	\$0	\$0
8	\$0	\$0	\$0
9	\$0	\$0	\$0
10	\$0	\$0	\$0
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
Total	\$9,724	\$7,024	\$16,748

CITY OF SALINA CONSTRUCTION MATERIALS AND FF&E PURCHASES REBATE SCHEDULE		
YR.	CONSTRUCTION MATERIALS	FF&E PURCHASES
1	100.0%	100.0%
2	0.0%	0.0%
3	0.0%	0.0%
4	0.0%	0.0%
5	0.0%	0.0%
6	0.0%	0.0%
7	0.0%	0.0%
8	0.0%	0.0%
9	0.0%	0.0%
10	0.0%	0.0%
11	0.0%	0.0%
12	0.0%	0.0%
13	0.0%	0.0%
14	0.0%	0.0%
15	0.0%	0.0%

SALINA SCHOOL DISTRICT (USD 305) PROPERTY TAX ABATEMENT				
YR.	LAND	BUILDINGS...	FF&E	TOTAL
1	\$1,810	\$69,269	\$13,645	\$84,724
2	\$1,846	\$70,654	\$12,281	\$84,781
3	\$1,883	\$72,068	\$17,594	\$91,545
4	\$1,921	\$73,509	\$22,240	\$97,669
5	\$1,959	\$74,979	\$26,218	\$103,156
6	\$1,998	\$76,479	\$29,528	\$108,005
7	\$2,038	\$78,008	\$38,849	\$118,895
8	\$2,079	\$79,568	\$33,477	\$115,124
9	\$2,120	\$81,160	\$28,106	\$111,386
10	\$2,163	\$82,783	\$24,099	\$109,045
11	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0
Total	\$19,816	\$758,477	\$246,037	\$1,024,330

SALINA SCHOOL DISTRICT (USD 305) PROPERTY TAX ABATEMENT SCHEDULE			
YR.	LAND	BUILDINGS...	FF&E
1	100.0%	100.0%	100.0%
2	100.0%	100.0%	100.0%
3	100.0%	100.0%	100.0%
4	100.0%	100.0%	100.0%
5	100.0%	100.0%	100.0%
6	100.0%	100.0%	100.0%
7	100.0%	100.0%	100.0%
8	100.0%	100.0%	100.0%
9	100.0%	100.0%	100.0%
10	100.0%	100.0%	100.0%
11	0.0%	0.0%	0.0%
12	0.0%	0.0%	0.0%
13	0.0%	0.0%	0.0%
14	0.0%	0.0%	0.0%
15	0.0%	0.0%	0.0%

STATE OF KANSAS PROPERTY TAX ABATEMENT				
YR.	LAND	BUILDINGS...	FF&E	TOTAL
1	\$51	\$1,945	\$383	\$2,379
2	\$52	\$1,984	\$345	\$2,380
3	\$53	\$2,023	\$494	\$2,570
4	\$54	\$2,064	\$624	\$2,742
5	\$55	\$2,105	\$736	\$2,896
6	\$56	\$2,147	\$829	\$3,032
7	\$57	\$2,190	\$1,091	\$3,338
8	\$58	\$2,234	\$940	\$3,232
9	\$60	\$2,279	\$789	\$3,127
10	\$61	\$2,324	\$677	\$3,062
11	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0
Total	\$556	\$21,296	\$6,908	\$28,760

STATE OF KANSAS PROPERTY TAX ABATEMENT SCHEDULE			
YR.	LAND	BUILDINGS...	FF&E
1	100.0%	100.0%	100.0%
2	100.0%	100.0%	100.0%
3	100.0%	100.0%	100.0%
4	100.0%	100.0%	100.0%
5	100.0%	100.0%	100.0%
6	100.0%	100.0%	100.0%
7	100.0%	100.0%	100.0%
8	100.0%	100.0%	100.0%
9	100.0%	100.0%	100.0%
10	100.0%	100.0%	100.0%
11	0.0%	0.0%	0.0%
12	0.0%	0.0%	0.0%
13	0.0%	0.0%	0.0%
14	0.0%	0.0%	0.0%
15	0.0%	0.0%	0.0%

STATE OF KANSAS CONSTRUCTION MATERIALS AND FF&E PURCHASES: SALES TAX REBATE			
YR.	CONSTRUCTION MATERIALS REBATE	FF&E EXPENDITURES REBATE	TOTAL
1	\$168,554	\$66,406	\$234,959
2	\$0	\$0	\$0
3	\$0	\$0	\$0
4	\$0	\$0	\$0
5	\$0	\$0	\$0
6	\$0	\$0	\$0
7	\$0	\$0	\$0
8	\$0	\$0	\$0
9	\$0	\$0	\$0
10	\$0	\$0	\$0
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
Total	\$168,554	\$66,406	\$234,959

STATE OF KANSAS CONSTRUCTION MATERIALS AND FF&E PURCHASES REBATE SCHEDULE		
YR.	CONSTRUCTION MATERIALS	FF&E PURCHASES
1	100.0%	100.0%
2	0.0%	0.0%
3	0.0%	0.0%
4	0.0%	0.0%
5	0.0%	0.0%
6	0.0%	0.0%
7	0.0%	0.0%
8	0.0%	0.0%
9	0.0%	0.0%
10	0.0%	0.0%
11	0.0%	0.0%
12	0.0%	0.0%
13	0.0%	0.0%
14	0.0%	0.0%
15	0.0%	0.0%



Scenario 1 with Client Data

IMPACT REPORT - CURRENT & EXPANSION



A&B TOOL AND MACHINE 2025

Scenario 1 with Client Data

Business Retention & Expansion

Advanced Manufacturing

City of Salina

BENEFITS

\$1,292,778

COSTS

(\$305,304)

INCENTIVES

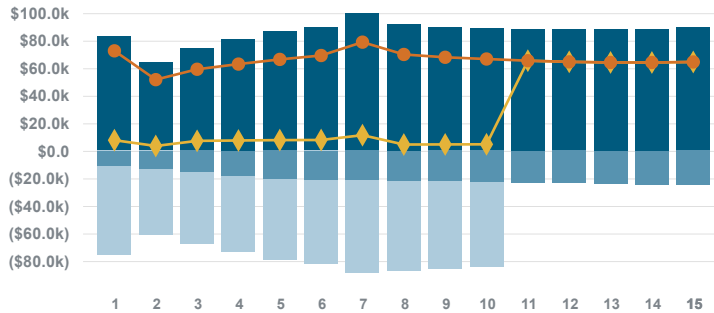
(\$598,617)

NET BENEFITS

\$987,475

NET BENEFITS LESS INCENTIVES

\$388,857



NET BENEFITS LESS INCENTIVES

\$388,857

Present Value \$223,040

NET BENEFITS

\$987,475

Present Value \$681,843

BENEFITS

Sales Taxes	\$123,835
Real Property Taxes	\$698,243
FF&E Property Taxes	\$181,653
New Residential Property Taxes	\$3,063
Transient Guest Taxes	\$0
Utility Revenue	\$188,509
Utility Franchise Fees	\$47,518
Miscellaneous Taxes and User Fees	\$49,956

Benefits Subtotal \$1,292,778

COSTS

Cost of Government Services	(\$86,116)
Cost of Utility Services	(\$219,187)

Costs Subtotal (\$305,304)

INCENTIVES

Sales Tax Rebate - Capital Investment	(\$16,748)
Property Tax Abatement	(\$581,869)

Incentives Subtotal (\$598,617)

JOBS



36.9 Total

24.0 Direct
12.9 Spin-off

10.0 New Jobs @ \$53,700

14.0 Retained Jobs @ \$57,100

24.0 Direct Jobs @ \$56,675

SALARIES



\$58,208 Avg

\$56,675 Direct
\$61,052 Spin-off

CAPITAL INVEST.



\$9.2M

Buildings + FF&E

INCENTIVE ANALYSIS

\$598,617

Total Incentive

\$59,862

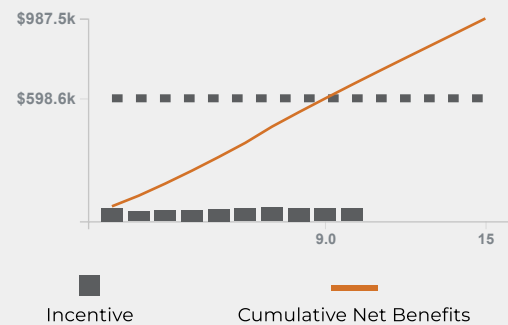
Per New Job

11.0%

Rate of Return

9.0 Yrs

Payback Period



NET BENEFITS LESS INCENTIVES OVER 15 YEARS

COUNTY	\$513,432
CITY	\$388,857
SCHOOL DISTRICT	\$531,213
STATE	\$2,861,297

IMPACT REPORT - CURRENT & EXPANSION



A&B TOOL AND MACHINE 2025

Scenario 1 with Client Data

Business Retention & Expansion

Advanced Manufacturing

Saline County

BENEFITS

\$1,320,493

COSTS

(\$36,469)

INCENTIVES

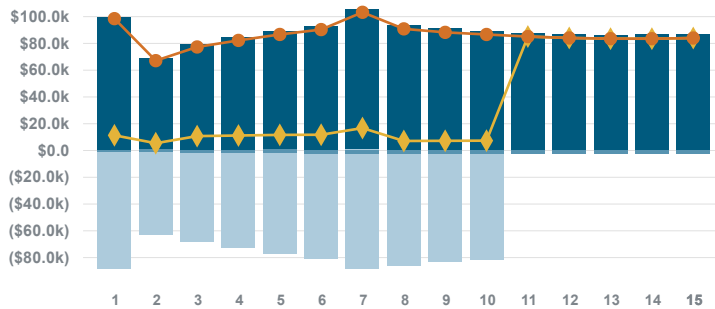
(\$770,592)

NET BENEFITS

\$1,284,024

NET BENEFITS LESS INCENTIVES

\$513,432



NET BENEFITS LESS INCENTIVES

\$513,432

Present Value \$296,385

NET BENEFITS

\$1,284,024

Present Value \$887,753

BENEFITS

Sales Taxes	\$174,083
Real Property Taxes	\$894,086
FF&E Property Taxes	\$232,604
New Residential Property Taxes	\$4,529
Miscellaneous Taxes and User Fees	\$15,192

Benefits Subtotal \$1,320,493

COSTS

Cost of Government Services (\$36,469)

Costs Subtotal (\$36,469)

INCENTIVES

Sales Tax Rebate - Capital Investment (\$25,520)

Property Tax Abatement (\$745,072)

Incentives Subtotal (\$770,592)

INCENTIVE ANALYSIS

\$770,592

Total Incentive

\$77,059

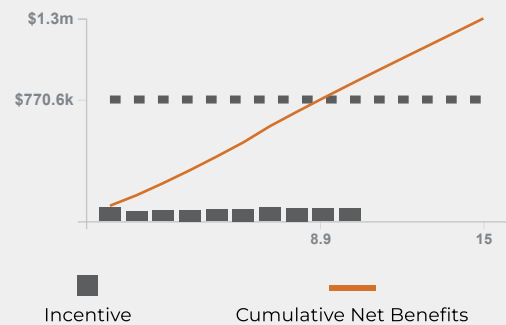
Per New Job

11.1%

Rate of Return

8.9 Yrs

Payback Period



NET BENEFITS LESS INCENTIVES OVER 15 YEARS

COUNTY	\$513,432
CITY	\$388,857
SCHOOL DISTRICT	\$531,213
STATE	\$2,861,297

JOBS



37.6 Total

24.0 Direct

13.6 Spin-off

10.0 New Jobs @ \$53,700

14.0 Retained Jobs @ \$57,100

24.0 Direct Jobs @ \$56,675

SALARIES



\$58,256 Avg

\$56,675 Direct

\$61,052 Spin-off

CAPITAL INVEST.



\$9.2M

Buildings + FF&E

IMPACT REPORT - CURRENT & EXPANSION



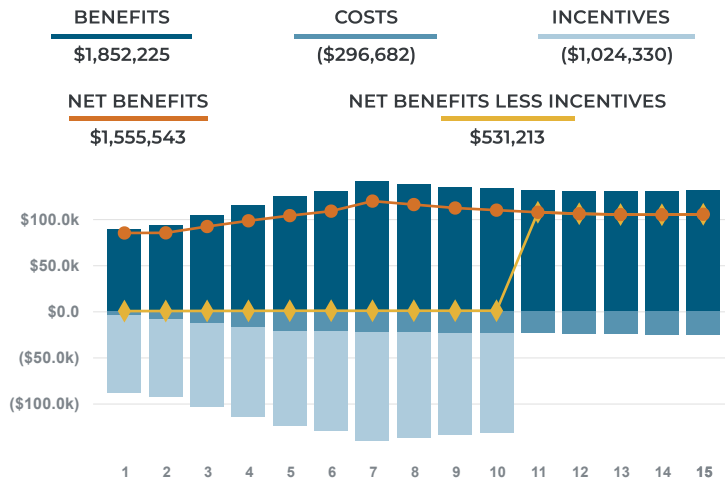
A&B TOOL AND MACHINE 2025

Scenario 1 with Client Data

Business Retention & Expansion

Advanced Manufacturing

Salina School District (USD 305)



NET BENEFITS LESS INCENTIVES \$531,213

Present Value \$283,303

NET BENEFITS \$1,555,543

Present Value \$1,062,906

BENEFITS

Real Property Taxes	\$1,229,196
FF&E Property Taxes	\$319,785
New Residential Property Taxes	\$5,263
Addtl. State & Federal School Funding	\$297,981
Benefits Subtotal	\$1,852,225

COSTS

Cost to Educate New Students	(\$296,682)
Costs Subtotal	(\$296,682)

INCENTIVES

Property Tax Abatement	(\$1,024,330)
Incentives Subtotal	(\$1,024,330)

INCENTIVE ANALYSIS

\$1,024,330

Total Incentive

\$102,433

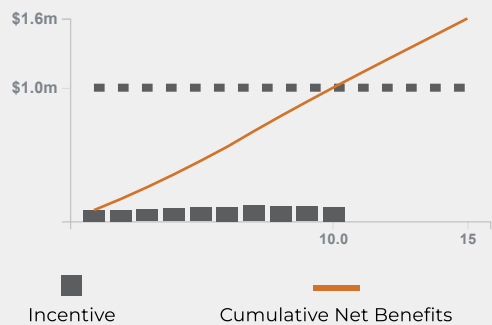
Per New Job

10.1%

Rate of Return

10.0 Yrs

Payback Period



NET BENEFITS LESS INCENTIVES OVER 15 YEARS

COUNTY	\$513,432
CITY	\$388,857
SCHOOL DISTRICT	\$531,213
STATE	\$2,861,297

JOBS



36.9 Total

24.0 Direct
12.9 Spin-off

10.0 New Jobs @ \$53,700

14.0 Retained Jobs @ \$57,100

24.0 Direct Jobs @ \$56,675

SALARIES



\$58,203 Avg

\$56,675 Direct
\$61,052 Spin-off

CAPITAL INVEST.



\$9.2M

Buildings + FF&E

IMPACT REPORT - CURRENT & EXPANSION



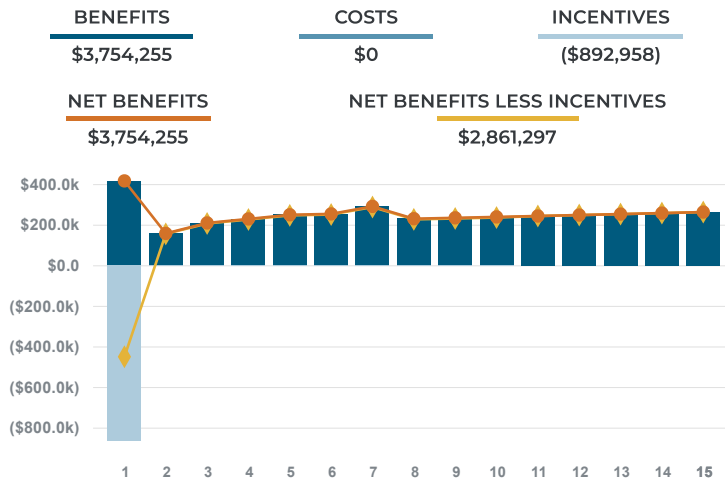
A&B TOOL AND MACHINE 2025

Scenario 1 with Client Data

Business Retention & Expansion

Advanced Manufacturing

State of Kansas



NET BENEFITS LESS INCENTIVES \$2,861,297

Present Value \$1,765,794

NET BENEFITS \$3,754,255

Present Value \$2,610,729

BENEFITS

Sales Taxes	\$1,253,994
Real Property Taxes	\$34,512
FF&E Property Taxes	\$8,979
Income Taxes	\$2,157,240
New Residential Property Taxes	\$0
Corporate Income Taxes	\$299,530

Benefits Subtotal \$3,754,255

COSTS

None Estimated \$0

Costs Subtotal \$0

INCENTIVES

Sales Tax Rebate - Capital Investment	(\$234,959)
Property Tax Abatement	(\$28,760)
Non-Tax Incentive	(\$629,239)

Incentives Subtotal (\$892,958)

JOBS



47.0 Total

24.0 Direct

23.0 Spin-off

10.0 New Jobs @ \$53,700

14.0 Retained Jobs @ \$57,100

24.0 Direct Jobs @ \$56,675

SALARIES



\$53,895 Avg

\$56,675 Direct

\$50,996 Spin-off

CAPITAL INVEST.



\$9.2M

Buildings + FF&E

INCENTIVE ANALYSIS

\$892,958

Total Incentive

\$89,296

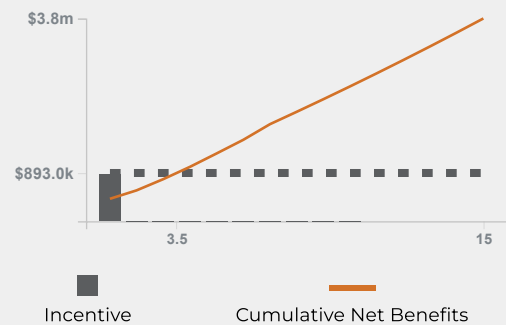
Per New Job

28.0%

Rate of Return

3.5 Yrs

Payback Period



NET BENEFITS LESS INCENTIVES OVER 15 YEARS

COUNTY	\$513,432
CITY	\$388,857
SCHOOL DISTRICT	\$531,213
STATE	\$2,861,297

Salina Kansas Abatement Percentage Guidelines

****The guidelines are subject to the SCED Board and Salina City Commission and interpretation and final decision.**

NEW JOBS			INVESTMENT				Additional	TOTAL
5 to 25	26 to 50	>50	\$1M - <\$5M	\$5M-<\$10M	\$10M - \$15M	>\$15M	Considerations	ABATEMENT
20%	30%	40%	30%	40%	50%	60%	Percentage**	PERCENTAGE

PROJECT

A&B Tool & Machine, Inc	20%				40%				60%
								10% (A)	10%
								10% (B)	10%
								20% (C)	20%

Proposals for abatement must meet the following qualifying criteria:

The proposed business is in one of the target industries identified in the Salina EDO Strategic Plan: Aerospace, Agribusiness, Distribution, Advanced Manufacturing

The new jobs proposed will provide wages greater than 120% of the KDOL Annual Wage Survey and include benefits.

The proposed business has 30% of its revenues originating outside the Salina area.

The proposed new business or business expansion will not occur without abatement.

Exceptions will be considered on a case-by-case basis.

Additional Consideration is given to to following criteria:**

Proposed business is in one of the target industries in strategic plan	10%	(A)
Sales tax receipts generated by the business are at a certain threshold	10-15%	
Proposed business has synergy with existing businesses	10%	(B)
Business is already located in the Salina area	20%	(C)
Proposed new business or business expansion will bring community development benefits (e.g. will provide childcare, support new housing, etc.)	25%	
Impact on community resources	-20% to +20%	

TOTAL

100%

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
SALINA CHAMBER OF COMMERCE/VISIT SALINA ANNEX – 120 WEST ASH; SALINA, KS 67401
SEPTEMBER 18, 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, Daran Neuschafer (Z) (in @ 9:45 AM), Chris Yohe, Brian Schwarz, Rob Exline, Jim Maes, Jim Trower

ABSENT: Lee Young, Tom Dill

ALSO PRESENT:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization, Administrative Assistant
Michael Bunn, Salina Airport Authority Board Liaison
Hannah Bett, Deputy County Administrator, Saline County
Mark Freel, Customer Solutions Manager, Evergy
Jacob Wood, Interim City Manager, City of Salina
Shawn Hennessee, Assistant City Manager, City of Salina
Mike Hoppock, Commissioner, City of Salina
Friday Otuya, Community Engagement Specialist, Nex-Tech (Z)

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Weisel, seconded by Schwarz to approve July 17, 2025 minutes. Aye: (6) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) Moved by Trower, seconded by Yohe to approve the July and August 2025 financial reports. Aye: (6) Nay: (0). Motion carried.

(3.2) Budget Revisions Including Reserve/Emergency Fund Accounts

The document was edited to add the option of using CDs and/or Money Market accounts.

Questions to consider include:

- 1). How much to accrue? 3-6 months of operating expenses in reserve?
- 2). Creating policies for future administrative staff and board.

This will be an action item at the next meeting.

4. DIRECTOR'S REPORT

(4.1) Community Input – Marcus Petty / Renee Duxler

The team has created 3 concepts for the website and the advisory committee has been looking at those options. Work is progressing. All three positions are filled and on-boarding is complete.

(4.2) Central Mall Project Overview – Jacob Wood

City Manager Wood brought a small packet overview of the project. For additional information regarding the potential project, view the recorded City of Salina City Commission study session here:

<https://www.youtube.com/watch?v=n8ZgkXQhfDE&t=75s>

(4.3) Salina Hire Paths Career Hunt - November 19th – Webster Conference Center

This is an education program for 7th or 8th graders and will be facilitated by a group out of Manhattan. The purpose is to get students ready to enter high school with a chosen career path. If you know of someone who would like to give a small presentation regarding their career field, please contact Mitch Robinson.

(4.4) Japan Trip Overview

This trip centered around the Midwest US-Japan Association conference. Expenses were under \$15,000 and will be absorbed into the 2025 budget. The next conference will be in Indianapolis, IN. Robinson highlighted the Japan trip in the Friday Brief sent out on September 19th, 2025 and can be viewed here:

<https://mailchi.mp/ab9cb4fbf8e3/salina-edo-friday-brief-issue-10>

(4.5) Project McIntosh Phase 2

Evergy, Inc. has moved into their new facility. Mark Freel gave Robinson a tour in August. A second business looking to expand will acquire one of the parcels in that development area.

(4.6) U.S. Tower Project

This project is on hold temporarily, but they are also interested in the SEDC/Chamber property near Crestwood.

(4.7) Prospect Table Update

Project activity is ramping up. New projects are consistently coming in. The three newest projects are Project Diablo, Project Henka, and Project Launch. The Salina Airport Authority is also working on a potential project for the area.

5. BOARD MEMBER DISCUSSION/QUESTIONS

N/A

ADJOURNMENT

Moved by Trower, seconded by Weisel to adjourn the meeting at 10:35 AM. Aye: (7). Nay: (0). Motion carried.

Rob Exline, Board President

ATTEST: Brian Weisel, Board Treasurer

Salina Community Economic Development Organization, Inc.

Statement of Financial Position

As of September 30, 2025

Sep 30, 25

ASSETS

Current Assets

Checking/Savings

Certificates of Deposit

BSB CD 7832 28,426.57

BSB CD 9328 26,059.51

Total Certificates of Deposit 54,486.08

Cash

First Bank Kansas 67,410.98

First Bank Kansas-Sweep Acct 289,874.92

Total Cash 357,285.90

Total Checking/Savings 411,771.98

Total Current Assets 411,771.98

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 411,771.98

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable -6,345.45

Total Accounts Payable -6,345.45

Credit Cards

VISA - First Bank Kansas 4,426.51

Total Credit Cards 4,426.51

Other Current Liabilities

Payroll Liabilities

FICA Taxes 868.52

Medicare Taxes 903.52

Federal W/H Taxes 1,616.00

State W/H Taxes 441.00

Total Payroll Liabilities 3,829.04

Total Other Current Liabilities 3,829.04

Total Current Liabilities 1,910.10

Total Liabilities 1,910.10

Equity

Net Assets WO Donor Restriction 397,087.14

Net Income 12,774.74

Total Equity 409,861.88

TOTAL LIABILITIES & EQUITY 411,771.98

Salina Community Economic Development Organization, Inc.
Statement of Activities (Prev Month)
September 2025

	Sep 25	Jan - Sep 25
Ordinary Income/Expense		
Income		
Charlie Walker Pitch Challenge	0.00	16,000.00
Pass Through Income	1,046.40	939.45
Direct Public Support		
Gifts in Kind - Goods	1,666.67	15,000.03
Total Direct Public Support	1,666.67	15,000.03
Investments		
Interest Income	1,145.63	7,925.15
Total Investments	1,145.63	7,925.15
Member Contributions	0.00	288,750.00
Other Types of Income		
Miscellaneous Revenue	0.00	38.85
Total Other Types of Income	0.00	38.85
Total Income	3,858.70	328,653.48
Gross Profit	3,858.70	328,653.48
Expense		
Business Expenses		
Pass Through Payments	1,320.86	1,320.86
Marketing Events	0.00	11,500.00
Miscellaneous Expense	20.00	579.79
Business Registration Fees	0.00	80.00
Total Business Expenses	1,340.86	13,480.65
Contract Services		
Accounting Fees	465.00	13,945.00
Outside Contract Services	0.00	21,140.00
Total Contract Services	465.00	35,085.00
Facilities and Equipment		
Office Equipment	0.00	1,260.05
Donated Facilities	1,666.67	15,000.03
Facilities and Equipment - Other	0.00	75.38
Total Facilities and Equipment	1,666.67	16,335.46
Operations		
Charlie Walker Pitch Challenge	0.00	16,000.00
Donations	23.29	73.29
Dues & Subscriptions	0.00	853.00
Finance Charges	0.00	5.04
Advertising/Promotion	24.00	28,930.31
Books, Subscriptions, Reference	29.18	4,256.58
Postage, Mailing Service	0.00	73.00
Printing and Copying	0.00	458.27
Supplies	247.32	1,721.36

Salina Community Economic Development Organization, Inc.
Statement of Activities (Prev Month)
September 2025

	Sep 25	Jan - Sep 25
Telephone, Telecommunications	194.19	2,268.21
Total Operations	517.98	54,639.06
Other Types of Expenses		
Insurance - Liability, D and O	0.00	6,041.50
Total Other Types of Expenses	0.00	6,041.50
Payroll Expenses		
Retirement Contribution	3,904.97	11,714.91
Employee Health Ins	248.32	2,359.04
Director Health & Life Ins	1,094.94	6,299.98
Car Allowance	500.00	5,000.00
Payroll Taxes	1,473.32	12,730.45
Wages & Salaries	14,192.80	141,882.40
Payroll Expenses - Other	0.00	20.00
Total Payroll Expenses	21,414.35	180,006.78
Travel and Meetings		
Travel and Meetings - Other	1,698.40	2,464.69
Meals	682.67	2,300.57
Conference, Convention, Meeting	150.00	850.00
Travel	1,358.12	4,675.03
Total Travel and Meetings	3,889.19	10,290.29
Total Expense	29,294.05	315,878.74
Net Ordinary Income	-25,435.35	12,774.74
Other Income/Expense		
Other Expense		
Unspecified-Reserve Funds	0.00	0.00
Total Other Expense	0.00	0.00
Net Other Income	0.00	0.00
Net Income	-25,435.35	12,774.74

Salina Community Economic Development Organization, Inc.

Statement of Activities - Budget Performance

September 2025

	Sep 25	Budget	Jan - Sep 25	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Charlie Walker Pitch Challenge	0.00	1,333.34	16,000.00	12,000.00	16,000.00
Pass Through Income	1,046.40		939.45		
Direct Public Support					
Gifts in Kind - Goods	1,666.67	1,666.66	15,000.03	15,000.00	20,000.00
Total Direct Public Support	1,666.67	1,666.66	15,000.03	15,000.00	20,000.00
Investments					
Interest Income	1,145.63	541.66	7,925.15	4,875.00	6,500.00
Total Investments	1,145.63	541.66	7,925.15	4,875.00	6,500.00
Member Contributions	0.00	32,083.32	288,750.00	288,750.00	385,000.00
Other Types of Income					
Miscellaneous Revenue	0.00		38.85		
Total Other Types of Income	0.00		38.85		
Total Income	3,858.70	35,624.98	328,653.48	320,625.00	427,500.00
Gross Profit	3,858.70	35,624.98	328,653.48	320,625.00	427,500.00
Expense					
Business Expenses					
Pass Through Payments	1,320.86		1,320.86		
Memberships	0.00	62.91	0.00	566.25	755.00
Marketing Events	0.00	208.32	11,500.00	1,875.00	2,500.00
Miscellaneous Expense	20.00	29.16	579.79	262.50	350.00
Business Registration Fees	0.00	4.16	80.00	37.50	50.00
Total Business Expenses	1,340.86	304.55	13,480.65	2,741.25	3,655.00
Contract Services					
Accounting Fees	465.00	1,225.00	13,945.00	11,025.00	14,700.00
Outside Contract Services	0.00	2,333.32	21,140.00	21,000.00	28,000.00
Total Contract Services	465.00	3,558.32	35,085.00	32,025.00	42,700.00
Facilities and Equipment					
Office Equipment	0.00	185.00	1,260.05	1,665.00	2,220.00
Computer Replacement	0.00	125.00	0.00	1,125.00	1,500.00
Donated Facilities	1,666.67	1,666.66	15,000.03	15,000.00	20,000.00
Facilities and Equipment - Other	0.00		75.38		
Total Facilities and Equipment	1,666.67	1,976.66	16,335.46	17,790.00	23,720.00
Operations					
Charlie Walker Pitch Challenge	0.00	1,333.32	16,000.00	12,000.00	16,000.00
Donations	23.29	16.66	73.29	150.00	200.00
Dues & Subscriptions	0.00	83.32	853.00	750.00	1,000.00
Finance Charges	0.00		5.04		
Training Fees	0.00	8.32	0.00	75.00	100.00
Repairs & Maintenance	0.00	12.50	0.00	112.50	150.00
Advertising/Promotion	24.00	3,941.66	28,930.31	35,475.00	47,300.00

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

	Sep 25	Budget	Jan - Sep 25	YTD Budget	Annual Budget
Books, Subscriptions, Reference	29.18	479.16	4,256.58	4,312.50	5,750.00
Postage, Mailing Service	0.00	8.32	73.00	75.00	100.00
Printing and Copying	0.00	16.66	458.27	150.00	200.00
Supplies	247.32	166.66	1,721.36	1,500.00	2,000.00
Telephone, Telecommunications	194.19	250.00	2,268.21	2,250.00	3,000.00
Total Operations	517.98	6,316.58	54,639.06	56,850.00	75,800.00
Other Types of Expenses					
Insurance - Liability, D and O	0.00	541.66	6,041.50	4,875.00	6,500.00
Other Costs	0.00	4.16	0.00	37.50	50.00
Total Other Types of Expenses	0.00	545.82	6,041.50	4,912.50	6,550.00
Payroll Expenses					
Retirement Contribution	3,904.97	1,020.82	11,714.91	9,187.50	12,250.00
Director Performance Bonus	0.00	333.34	0.00	3,000.00	4,000.00
Employee Health Ins	248.32	583.32	2,359.04	5,250.00	7,000.00
Director Health & Life Ins	1,094.94	229.16	6,299.98	2,062.50	2,750.00
Car Allowance	500.00	500.00	5,000.00	4,500.00	6,000.00
Payroll Taxes	1,473.32	1,583.32	12,730.45	14,250.00	19,000.00
Wages & Salaries	14,192.80	15,833.32	141,882.40	142,500.00	190,000.00
Payroll Expenses - Other	0.00		20.00		
Total Payroll Expenses	21,414.35	20,083.28	180,006.78	180,750.00	241,000.00
Travel and Meetings					
Travel and Meetings - Other	1,698.40	143.75	2,464.69	1,293.75	1,725.00
Meals	682.67	62.50	2,300.57	562.50	750.00
Conference, Convention, Meeting	150.00	50.00	850.00	450.00	600.00
Travel	1,358.12	83.32	4,675.03	750.00	1,000.00
Total Travel and Meetings	3,889.19	339.57	10,290.29	3,056.25	4,075.00
Total Expense	29,294.05	33,124.78	315,878.74	298,125.00	397,500.00
Net Ordinary Income	-25,435.35	2,500.20	12,774.74	22,500.00	30,000.00
Other Income/Expense					
Other Expense					
Unspecified-Reserve Funds	0.00	2,500.00	0.00	22,500.00	30,000.00
Total Other Expense	0.00	2,500.00	0.00	22,500.00	30,000.00
Net Other Income	0.00	-2,500.00	0.00	-22,500.00	-30,000.00
Net Income	-25,435.35	0.20	12,774.74	0.00	0.00

Budget/Income Statement Contingency Reserve

The Contingency Reserve was established by the Board of Directors on December 16, 2021, as part of the 2022 budget. A total of \$30,000 was reallocated from the advertising line item to create this reserve. Its purpose is to serve as a financial safeguard, providing flexibility in the event of unexpected funding losses or the need for supplemental support for new or expanded projects and programs. This reserve has remained untouched since its inception and continues to appear as a dedicated line item in each annual budget. It represents approximately 8% of the overall budget, based on funding contributions from the city, county, and airport authority.

Use of these funds is subject to approval by the current Board of Directors, with decisions guided by the criteria outlined on page 2.

Balance Sheet Strategic Reserve

The organization has introduced a new classification called the Strategic Reserve, designed to enhance financial sustainability and support long-term initiatives. This reserve will be invested in Certificates of Deposit (CDs) and/or Money Market accounts to generate additional revenue for SCEDO.

Currently, approximately \$54,000 is held in two CDs, each maturing every six months, ensuring that funds become available on a rolling three-month basis. These monies were pulled from the operating budget to offset the occurrence of our bank account(s) exceeding the FDIC-insured amount.

As we advance, clear guidelines will need to be developed to define how Strategic Reserve funds can support SCEDO's economic development activities. Additionally, any unspent funds from the annual operating budget will be added to the Strategic Reserve and reinvested. Attached is potential criteria for fund use.

Strategic reserve funds can be a powerful tool for economic development organizations (EDOs) when managed wisely. These funds are typically set aside to ensure the long-term stability and responsiveness of the organization, particularly in times of uncertainty or opportunity. Here are some sample guidelines for how they might be allocated or used:

Strategic Reserve Fund Usage Guidelines

1. Operational Stability & Risk Mitigation

- Emergency operations funding during economic downturns or funding disruptions
- Cash flow bridge to cover temporary budget shortfalls or delayed reimbursements
- Contingency planning for unforeseen legal, regulatory, or infrastructure needs

2. Strategic Initiatives & Innovation

- Seed funding for pilot programs that align with the EDO's mission but aren't yet supported by external grants
- Technology upgrades or systems development to increase organizational efficiency
- Feasibility studies and market research to inform new economic development strategies

3. Leveraging External Funding

- Matching funds for grants or public/private partnerships
- Advance funding for time-sensitive investment opportunities that could later be reimbursed

4. Talent & Capacity Development

- Leadership training or staff professional development that supports strategic goals
- Temporary staffing for new initiatives or project surges

5. Strategic Capital Investment

- Property acquisition or improvement for economic hubs, incubators, or innovation zones
- Investment in shared infrastructure that unlocks regional economic growth

Governance & Oversight Recommendations

- Establish a Reserve Fund Policy approved by the board
- Set minimum and target reserve levels (e.g., 3–6 months of operating expenses)
- Require board approval for any withdrawals above a set threshold
- Review usage annually during budget planning



2025 Budget

	2025 Budget	2025 YTD	Difference	YTD through 9/30/2025
Income				
Marketing Events Sponsorships				
Charlie Walker Pitch Comp 2024	16,000.00	16,000.00	0.00	
Start Up Salina Income				
Investments	0.00			
Interest-Savings, Short-term CD	6,500.00	7,925.15	1,425.15	
Member Contributions	385,000.00	288,750.00	96,250.00	
City of Salina - \$300,000				
Saline County - \$35,000				
SAA - \$50,000				
Other Types of Income				
Grants				
Pass Through Payments		939.45		
Miscellaneous Revenue		38.85		
Gifts in Kind	20,000.00	15,000.03	4,999.97	
Total Income	427,500.00	328,653.48		
Expense				
Business Expenses				
Pass Through Expenses		1,320.86		
Memberships	755.00	0.00		
IEDC Membership - \$ 455/yr				
KEDA Membership - \$300/yr				
Marketing Events	10,000.00	11,500.00	-1,500.00	
TEAM Kansas - \$10,000/yr				
Miscellaneous Expense	350.00	\$579.79	-229.79	
Business Registration Fees	50.00	80.00	-30.00	
Total Business Expenses	11,155.00	13,480.65		
Contract Services				
Accounting Fees	14,700.00	13,945.00	755.00	
Woods & Durham - \$6,250 (2024 FY Review)				
W&D - \$2,145 (QTR 1 Services)				
Benson Acct - \$6250.00 Monthly Payroll/QTR Tax Prep				
Outside Contract Services	28,000.00	21,140.00	6,860.00	
IRB Cost Analysis (4) \$4400				
Updated Strategic Plan \$14,390				
Lobbyist Contract - Eric Fouston (1/6) \$9166				
Contract Services - Other				
Total Contract Services	42,700.00	35,085.00		



2025 Budget

	2025 Budget	2025 YTD	Difference	YTD through 9/30/2025
Facilities and Equipment				
Computer Replacement	1,500.00	0.00	1,500.00	
Donated Facilities	20,000.00	15,000.03	4,999.97	
Office Equipment	2,220.00	1,335.43	884.57	
Total Facilities and Equipment	23,720.00	16,335.46		
Operations				
Charlie Walker Pitch Comp	16,000.00	16,000.00	0.00	
Donations - Outgoing Board Award	200.00	73.29	126.71	
Dues & Subscriptions	1,000.00	853.00	147.00	
<i>Rotary Dues - \$780/yr</i>				
Training Fees	100.00	0.00	100.00	
Repairs & Maintenance	150.00	0.00	150.00	
Advertising/Promotion	47,300.00	28,930.31	18,369.69	
<i>Promotional Items - \$1000</i>				
<i>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	4,256.58	1,493.42	
<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	73.00	27.00	
Printing and Copying	200.00	458.27	-258.27	
Supplies	2,000.00	1,721.36	278.64	
Telephone, Telecommunications	3000	2,268.21	731.79	
<i>Cell Phone Allowances - \$960</i>				
<i>Zoom Subscription (2) - \$425</i>				
<i>Cox Telephone - \$925</i>				
<i>Internet @ Chamber - \$600</i>				
Other Costs (bank charges)	50.00	5.04	44.96	
Total Operations	75,800.00	54,639.06		

2025 Budget

	2025 Budget	2025 YTD	Difference	YTD through 9/30/2025
Other Types of Expenses				
Taxes and Licenses	0.00	0.00		
Depreciation	0.00	0.00		
Insurance - Liability, D and O	6,500.00	6,041.50	458.50	
Total Other Types of Expenses	6,500.00	6,041.50		
Retirement Contributions**	12,250.00	11,714.91	535.09	
Director Relocation Expense	0.00	0.00		
Director Life Insurance	2,750.00	2,045.82	704.18	
Car Allowance	6,000.00	5,000.00	1,000.00	
Payroll Taxes**	19,000.00	12,730.45	6,269.55	
Wages & Salaries**	190,000.00	141,882.40	48,117.60	
Employee Health Reimbursement (2025)	3,500.00	2,359.04	1,140.96	
Director Health Reimbursement (2025)	5,400.00	3,304.00	2,096.00	
Ex. Dir Performance Bonus (2025)	4,000.00	3,000.00	1,000.00	
Total Payroll Expenses	242,900.00	182,036.62		
Travel and Meetings				
Meals	750.00	2,300.57	-1,550.57	
Conference, Convention, Meeting	600.00	850.00	-250.00	
Travel	1,000.00	4,675.03	-3,675.03	
Travel and Meetings - Other	1,725.00	2,464.69	-739.69	
Total Travel and Meetings	4,075.00	10,290.29		
Total Expense	406,850.00	317,908.58		
Net Ordinary Income	20,650.00	10,744.90		
Board Designation - Reserve Funds (\$30,000)	30,000.00	30,000.00		
Net Income	-9,350.00	-19,255.10		

YTD as of 9/30/2025

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	Community Meeting 10/22/25	Application submitted	Energy Storage 3-4 years Application to County	3	Above Average	\$330M	Energy Storage	20-40 acres under option	NA
24-02	Project CheeseSteak	Direct Contact	Active Again	1/29/2024	2nd Visit 10/22/25	New Plant to Meet Growing Demands	Make composite material	55/65-188	\$16-18 /hour no mfg exp	?	Composite Material for Aviation	13 acre site near runway	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
25-04	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	10-20 acres	40K-60K SF
25-06	Project Henka (Biscuit)	KDOC/JF	Active	7/14/2025	NDA Signed	Food Related Product	Wheat Milling Operation	14	?	\$69M ++	flour	50-75 acres w/rail	?
25-07	Project Launch	KDOC/LC	Active	8/28/2025	submitted 9/8/2025	Manufacturing techonology company	High-performace mechanical equipment that enhances productivity on construction sites	75-100 initially 400-500 Full Build-Out	\$80K-\$90K + benefits	\$30M		Lease Building	80K-100K SF industrial space with loading/unloading capacity. SF to include 5K-10K SF of office space. 30-40 ft
25-08	Project Diablo	KDOC/BJ	Active	8/29/2025	Conference Call 21-25	New location in central US	Construction Materials Manufacturer	260 New FT jobs	Annual wage estimated @ \$100K. Hourly wage @ \$30-45/hr	\$494M	?	75-100 contiguous acres	Rail required; 4-lane highway within 5 miles;
25-09	Project A&B	Direct Contact/TZ	NEW	Construction Start 2025	IRB Recommendation - City Commission 11-10-25	Expanding to 38,170 SF	Machine and Tool Operation	6 New Jobs		\$6.3M+	?	5.5 acres	New Building Replacing 9000SF leased property
25-10	CA Drone Co.	KDOC/KS-S	NEW	Visited 9/22/25	Hosted Visit by 3 team members	Possible Kansas location for future growth	Current Ag Use with Future Freight/Military Use	40-50?	?	?	?	Airport location with access	New Building
25-11	Project Destination Salina	City Project	NEW		\$146 M Star Bond Project	Redevelopment of Mall	Convention Center/Hotel/Retail	Star Bonds	?	\$146M	?	Mall Property	Demo, Remodel and Build Hotel

Prospect Table

25-12	OK Tiny Home/Shed Co.	Direct Contact	NEW	Visited 9/30/25	Airport Submitted Site-2-3 Year Trial Period		Sales Lot/Mfg Facility	3 then 40-50	?	?	?	Airport Temp Location	After trial period look for 5-10 acres
25-13	Project Circle	KDOC/KC	NEW	initial submittal 10/23/2025		US Manufacturing & Distribution Location	European Company - customized packaging solutions for food, cosmetic, medical	60 FT over 5 years	?	\$4M	Lease	2 Acres	Lease or Future Purchase