

BOARD OF DIRECTORS MEETING AGENDA - NOVEMBER 20, 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) October 16, 2025 Minutes
- (2.2) November 10, 2025 Special-Called Minutes

3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (3.1) September 2025 Financial Reports
- (3.2) October 2025 Financial Reports
- (3.3) 2026 Draft Budget Review - Final Adoption December Meeting

4. DIRECTOR'S REPORT

- (4.1) Community Marketing Initiative Report - Marcus Petty/Renee Duxler
- (4.2) January Annual Luncheon - Joshua Wexler, CEO - Pure Imagination
- (4.3) Existing Industry Visit Report
- (4.4) Central Mall Project Update
- (4.5) A&B Tool and Machine, Inc - City Commission Presentation - 11/24/2025
- (4.6) Prospect Table Update

5. EXECUTIVE SESSION (IF NEEDED)

6. BOARD OF DIRECTORS COMMENTS

7. ADJOURNMENT



SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
SALINA CHAMBER OF COMMERCE/VISIT SALINA ANNEX – 120 WEST ASH; SALINA, KS 67401
OCTOBER 23, 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, Chris Yohe, Brian Schwarz, Rob Exline, Jim Trower, Lee Young, Tom Dill

ABSENT: JIM Maes

ALSO PRESENT:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization, Administrative Assistant
Hannah Bett, Deputy County Administrator, Saline County
Jacob Wood, Interim City Manager, City of Salina
Shawn Hennessee, Assistant City Manager, City of Salina
Mike Hoppock, Commissioner, City of Salina
Pieter Miller, Executive Director, Salina Airport Authority
Greg Taylor, Citizen of Salina
Son Nguyen, General Manager/Owner, A&B Tool and Machine, Inc.
Hank Kummer, President/Owner, A&B Tool and Machine, Inc.
Jessie Smith, Controller, A&B Tool and Machine, Inc.
Jamie Hall, Director of Real Estate, Great Plains Manufacturing
Bailey Ramsey, Accountant, A&B Tool and Machine, Inc.
Hannah Kummer, Owner, A&B Tool and Machine, Inc.

(1.3) Public Comment

N/A

ACTION ITEM

Moved by Neuschafer, seconded by Schwarz, to recommend that the City of Salina City Commission approve A&B Tool and Machine, Inc.'s request for a 100% property tax abatement for 10 years, along with sales tax exemptions on construction materials and FF&E. The motion passed unanimously with a vote of: Aye: (8), Nay: (0).

APPROVAL OF MINUTES

(3.1) Moved by Trower, seconded by Dill, to approve the September 18, 2025 minutes. Aye: (8) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(4.1) Tabled until the November 20th, 2025 board meeting due to an error in the financial statements.

(4.2) VanAtta will change accounts on financial statements to read either "Strategic Reserve" or Contingency Reserve."

(4.3) Board members were provided with a draft copy of the 2026 Budget to review.

5. DIRECTOR'S REPORT

(5.1) Community Marketing Initiative – Marcus Petty / Renee Duxler

Duxler reported that the Advisory Committee met on 10/22/2025. The committee reviewed ideas for the new branding for Visit Salina. The marketing department is looking at a 3rd party software for the website to capture in-depth visitor tracking components. They are looking at a Spring/2nd quarter rollout for the website. Other branding components/images/assets will roll out in January 2026.

(5.2) Chamber's Grant Award from the Kansas Treasurer for the Relocation Program

The Chamber of Commerce has been awarded a "Home in the Heartland" grant to recruit 20 individuals/families to Salina from out of state.

(5.3) Central Mall Project Overview

The project developers are currently working with City of Salina staff to create a Star Bond district for that area and get an application submitted by the end of the year.

(5.4) Local Individual / Business Award Recipients

Congratulations to Geoprobe, who won Exporter of the Year. Also, congratulations to James Hall for winning the inaugural Randi Tveitaraas-Jack International Business Development Award. Both awards were presented at the To the Stars: Kansas Business Awards in October.

(5.5) Prospect Table

Robinson updated the group about various projects on the Prospect Table.

6. EXECUTIVE SESSION

Moved by Weisel, seconded by Schwarz to have the Salina Community Economic Development Organization board of directors recess into executive session for 10 minutes to discuss specific economic development projects 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 10:26 AM. Aye: (8) Nay: (0). Motion carried.

The board recessed into executive session at 10:16 AM. Also present in executive session: Pieter Miller, Mitch Robinson, and Robin VanAtta. The open meeting resumed at 10:26 AM.

Moved by Weisel, seconded by Schwarz to have the Salina Community Economic Development Organization board of directors recess into executive session for 10 minutes to discuss the potential acquisition of specific real estate, the identification of which would be contrary to the public interest, based upon the need for the preliminary discussion of the acquisition of real property pursuant to K.S.A. 75-4319(b)(6). The open meeting will resume in this room at 10:50 AM. Aye: (8) Nay: (0). Motion carried.

The board recessed into executive session at 10:36 AM. Also present in executive session: Pieter Miller, Mitch Robinson, and Robin VanAtta. The open meeting resumed at 10:50 AM.

7. BOARD OF DIRECTORS COMMENTS

No comments to record.

8. ADJOURNMENT

Moved by Neuschafer, seconded by Yohe, to adjourn the meeting at 10:50 AM. Aye: (8) Nay: (0). Motion carried.

Rob Exline, Board President

ATTEST: Daran Neuschafer, Board Secretary



**CITY OF SALINA, KANSAS
SPECIAL CALLED MEETING OF THE SALINA COMMUNITY ECONOMIC DEVELOPMENT
ORGANIZATION, INC.**

November 10, 2024 --Via in-person and Zoom

CALL TO ORDER AND ROLL CALL

The Special Called Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 12:00 PM by Tom Dill, Salina EDO 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.

(1.2) Public Comments

No public comments made.

Those present with a quorum:

IN-PERSON OR ZOOM (Z):

Brian Weisel, Tom Dill, Lee Young (Z), Jim Maes, Rob Exline (Z), Chris Yohe, Daran Neuschafer (Z), Jim Trower (in at 12:03 PM)

ABSENT: BRIAN Schwarz

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
Mike Hoppock, City Commissioner/ EDO Board Liaison, City of Salina
Jacob Wood, City Manager, City of Salina
Shawn Hennessee, Deputy City Manager, City of Salina
Hannah Bett, Deputy County Administrator, Saline County
Tom Bell, Citizen, Salina
Renee Duxler, President/CEO, Salina Area Chamber of Commerce

DISCUSSION OF FINANCIAL INCENTIVES FOR AN AVIATION-RELATED PROJECT

(2.1) Presentation by Pieter Miller, Executive Director, Salina Airport Authority

Moved by Yohe, seconded by Maes, that the Salina Community Economic Development Organization board of directors recess into an executive session for 15 minutes to discuss an aviation-related project 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 12:20 PM. Aye: (7). Nay: (0). Motion carried.

The board recessed into executive session at 12:02 PM and reconvened at 12:17 p.m.

Also present in executive session: Mike Hoppock, Pieter Miller, Jacob Wood, Shawn Hennessee, Hannah Bett, Renee Duxler, Mitch Robinson, and Robin VanAtta.

Moved by Weisel, seconded by Trower, to move out of Executive Session and reconvene the business meeting at 12:20 PM. Aye: (8). Nay: (0). Motion carried.



ACTION ITEMS

Moved by Maes, seconded by Neuschafer, to recommend that the Salina Community Economic Development Organization accept public funds for Project X to be transferred to a prospective MRO operation. The funds would be allocated over 3 years, not to exceed a total of \$750,000. Aye: (8). Nay: (0). Motion carried.

ADJOURNMENT

Moved by Weisel, seconded by Trower, to adjourn the board meeting at 12:22 PM. Aye: (8). Nay: (0). Motion carried.

Tom Dill, Board Vice-President

ATTEST:

Daran Neuschafer, Board Secretary

Salina Community Economic Development Organization, Inc.

10/23/25

Statement of Financial Position

Accrual Basis

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	0.00
Credit Cards	
VISA - First Bank Kansas	481.06
Total Credit Cards	481.06
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	4,310.10
Total Liabilities	4,310.10
Equity	
Net Assets WO Donor Restriction	397,087.14
Net Income	10,374.74
Total Equity	407,461.88
TOTAL LIABILITIES & EQUITY	411,771.98

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

	<u>Sep 25</u>	<u>Budget</u>	<u>Jan - Sep 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
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

Salina Community Economic Development Organization, Inc.

Statement of Financial Position

As of October 31, 2025

Oct 31, 25

ASSETS

Current Assets

Checking/Savings

Strategic Reserve Funds

BSB Income Cash Sweep Acct 28,477.70

BSB CD 5906 26,059.51

Total Strategic Reserve Funds 54,537.21

Cash

First Bank Kansas 75,786.63

First Bank Kansas-Sweep Acct 357,546.07

Total Cash 433,332.70

Total Checking/Savings 487,869.91

Total Current Assets 487,869.91

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 487,869.91

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Credit Cards

VISA - First Bank Kansas 1,045.12

Total Credit Cards 1,045.12

Other Current Liabilities

Payroll Liabilities

FICA Taxes -567.66

Medicare Taxes 822.66

State W/H Taxes 64.00

Total Payroll Liabilities 319.00

Total Other Current Liabilities 319.00

Total Current Liabilities 1,364.12

Total Liabilities 1,364.12

Equity

Net Assets WO Donor Restriction 397,087.14

Net Income 89,418.65

Total Equity 486,505.79

TOTAL LIABILITIES & EQUITY 487,869.91

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

	Oct 25	Monthly Budget	Jan - Oct 2025	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Charlie Walker Pitch Challenge	0.00	1,333.33	16,000.00	13,333.33	16,000.00
Pass Through Income	324.46		1,263.91		
Direct Public Support					
Gifts in Kind - Goods	1,666.67	1,666.67	16,666.70	16,666.67	20,000.00
Total Direct Public Support	1,666.67	1,666.67	16,666.70	16,666.67	20,000.00
Investments					
Interest Income	1,272.81	541.67	8,647.43	5,416.67	6,500.00
Total Investments	1,272.81	541.67	8,647.43	5,416.67	6,500.00
Member Contributions	96,250.00	32,083.34	385,000.00	320,833.34	385,000.00
Other Types of Income					
Miscellaneous Revenue	0.00		38.85		
Total Other Types of Income	0.00		38.85		
Total Income	99,513.94	35,625.01	427,616.89	356,250.01	427,500.00
Gross Profit	99,513.94	35,625.01	427,616.89	356,250.01	427,500.00
Expense					
Business Expenses					
Pass Through Payments	0.00		1,320.86		
Memberships	0.00	62.92	0.00	629.17	755.00
Marketing Events	0.00	208.34	11,500.00	2,083.34	2,500.00
Miscellaneous Expense	20.00	29.17	599.79	291.67	350.00
Business Registration Fees	0.00	4.17	80.00	41.67	50.00
Total Business Expenses	20.00	304.60	13,500.65	3,045.85	3,655.00
Contract Services					
Accounting Fees	0.00	1,225.00	13,945.00	12,250.00	14,700.00
Outside Contract Services	0.00	2,333.34	23,390.00	23,333.34	28,000.00
Total Contract Services	0.00	3,558.34	37,335.00	35,583.34	42,700.00
Facilities and Equipment					
Office Equipment	0.00	185.00	1,260.05	1,850.00	2,220.00
Computer Replacement	0.00	125.00	0.00	1,250.00	1,500.00
Donated Facilities	1,666.67	1,666.67	16,666.70	16,666.67	20,000.00
Facilities and Equipment - Other	0.00		75.38		
Total Facilities and Equipment	1,666.67	1,976.67	18,002.13	19,766.67	23,720.00
Operations					
Charlie Walker Pitch Challenge	0.00	1,333.34	16,000.00	13,333.34	16,000.00
Donations	0.00	16.67	73.29	166.67	200.00
Dues & Subscriptions	0.00	83.34	853.00	833.34	1,000.00
Finance Charges	0.00		5.04		
Training Fees	0.00	8.34	0.00	83.34	100.00
Repairs & Maintenance	0.00	12.50	0.00	125.00	150.00

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

	Oct 25	Monthly Budget	Jan - Oct 2025	YTD Budget	Annual Budget
Advertising/Promotion	11.05	3,941.67	28,941.36	39,416.67	47,300.00
Books, Subscriptions, Reference	177.13	479.17	4,433.71	4,791.67	5,750.00
Postage, Mailing Service	0.00	8.34	73.00	83.34	100.00
Printing and Copying	0.00	16.67	458.27	166.67	200.00
Supplies	230.49	166.67	1,951.85	1,666.67	2,000.00
Telephone, Telecommunications	226.51	250.00	2,644.72	2,500.00	3,000.00
Total Operations	645.18	6,316.71	55,434.24	63,166.71	75,800.00
Other Types of Expenses					
Insurance - Liability, D and O	0.00	541.67	6,041.50	5,416.67	6,500.00
Other Costs	0.00	4.17	0.00	41.67	50.00
Total Other Types of Expenses	0.00	545.84	6,041.50	5,458.34	6,550.00
Payroll Expenses					
Retirement Contribution	0.00	1,020.84	11,714.91	10,208.34	12,250.00
Director Performance Bonus	0.00	333.33	0.00	3,333.33	4,000.00
Employee Health Ins	248.32	583.34	2,731.52	5,833.34	7,000.00
Director Health & Life Ins	413.00	229.17	6,588.82	2,291.67	2,750.00
Car Allowance	500.00	500.00	5,500.00	5,000.00	6,000.00
Payroll Taxes	1,174.60	1,583.34	13,905.05	15,833.34	19,000.00
Wages & Salaries	14,192.80	15,833.34	156,075.20	158,333.34	190,000.00
Payroll Expenses - Other	0.00		20.00		
Total Payroll Expenses	16,528.72	20,083.36	196,535.50	200,833.36	241,000.00
Travel and Meetings					
Travel and Meetings - Other	0.00	143.75	2,464.69	1,437.50	1,725.00
Meals	65.17	62.50	2,365.74	625.00	750.00
Conference, Convention, Meeting	0.00	50.00	850.00	500.00	600.00
Travel	993.76	83.34	5,668.79	833.34	1,000.00
Total Travel and Meetings	1,058.93	339.59	11,349.22	3,395.84	4,075.00
Total Expense	19,919.50	33,125.11	338,198.24	331,250.11	397,500.00
Net Ordinary Income	79,594.44	2,499.90	89,418.65	24,999.90	30,000.00
Other Income/Expense					
Other Expense					
Unspecified-Reserve Funds	0.00	2,500.00	0.00	25,000.00	30,000.00
Total Other Expense	0.00	2,500.00	0.00	25,000.00	30,000.00
Net Other Income	0.00	-2,500.00	0.00	-25,000.00	-30,000.00
	79,594.44	-0.10	89,418.65	-0.10	0.00



2026 DRAFT Budget

	2026 Budget	2025 YTD	2025 Budget	2024 Budget
Income				
Marketing Events Sponsorships				
Charlie Walker Pitch Comp 2024	16,000.00	16,000.00	16,000.00	16,000.00
Start Up Salina Income				
Investments	0.00		0.00	0.00
Interest-Savings, Short-term CD	8,000.00	8,647.43	6,500.00	3,800.00
Member Contributions	385,000.00	385,000.00	385,000.00	360,000.00
City of Salina - \$300,000				
Saline County - \$35,000				
SAA - \$50,000				
Other Types of Income				
Grants				
Pass Through Income		1,263.91		
Miscellaneous		38.85		
Gifts in Kind	20,000.00	16,666.70	20,000.00	20,000.00
Total Income	429,000.00	427,616.89	427,500.00	399,800.00
Expense				
Business Expenses				
Pass Through Expenses	0.00	1,320.86		
Memberships	750.00	0.00	755.00	1,100.00
IEDC Membership - \$385/yr				
KEDA Membership - \$330/yr				
Marketing Events	5,000.00	11,500.00	10,000.00	2,500.00
TEAM Kansas - \$5,000/yr				
Miscellaneous Expense	350.00	\$599.79	350.00	100.00
Business Registration Fees	80.00	80.00	50.00	100.00
Total Business Expenses	6,180.00	13,500.65	11,155.00	3,800.00
Contract Services				
Accounting Fees	14,700.00	13,945.00	14,700.00	16,000.00
Benson Acct - \$6,250 (202 FY Review)	6,250.00			
Benson Acct - \$6250.00 Monthly Payroll/QTR Tax Prep				
Outside Contract Services	10,000.00	23,390.00	28,000.00	19,000.00
Lobbyist Contract - Eric Fouston (1/6) \$9166				
Contract Services - Other				
Total Contract Services	30,950.00	37,335.00	42,700.00	35,000.00

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2026 DRAFT Budget

	2026 Budget	2025 YTD	2025 Budget	2024 Budget
Facilities and Equipment		75.38		
Computer Replacement	1,500.00	0.00	1,500.00	1,500.00
Donated Facilities	20,000.00	16,666.70	20,000.00	20,000.00
Office Equipment	2,500.00	1,260.05	2,220.00	2,075.00
Total Facilities and Equipment	24,000.00	18,002.13	23,720.00	23,575.00
Operations				
Charlie Walker Pitch Comp	16,000.00	16,000.00	16,000.00	16,000.00
Donations - Outgoing Board Award	200.00	73.29	200.00	150.00
Dues & Subscriptions	1,200.00	853.00	1,000.00	1,000.00
<i>Rotary Dues - \$1140/yr</i>				
Training Fees	100.00	0.00	100.00	100.00
Repairs & Maintenance	150.00	0.00	150.00	150.00
Advertising/Promotion	50,800.00	28,941.36	47,300.00	35,725.00
<i>Promotional Items - \$500</i>				
<i>Marketing - \$15000</i>				
<i>Other Marketing - \$1000</i>				
<i>Welcome/Promo - \$200</i>				
<i>Website Maintenance - \$1000</i>				
<i>Website Hosting - \$300/yr</i>				
<i>Digital Marketing Allocation- \$25,000</i>				
Books, Subscriptions, Reference	5,500.00	4,433.71	5,750.00	5,500.00
<i>JobsEQ - \$3300 (1/2 sub)</i>				
<i>Canva - \$120/yr</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>				
Finance Charges	0.00	5.04		
Postage, Mailing Service	120.00	73.00	100.00	75.00
Printing and Copying	500.00	458.27	200.00	200.00
Supplies	2,600.00	1,951.85	2,000.00	2,225.00
Telephone, Telecommunications	3000	2,644.72	3000	3000
<i>Cell Phone Allowances - \$1200</i>				
<i>Cox Telephone - \$960</i>				
<i>Internet @ Chamber - \$600</i>				
Total Operations	80,170.00	55,434.24	75,800.00	64,125.00

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2026 DRAFT Budget

	2026 Budget	2025 YTD	2025 Budget	2024 Budget
Other Types of Expenses				
Taxes and Licenses	0.00	0.00	0.00	0.00
Depreciation	0.00	0.00	0.00	1,000.00
Insurance - Liability, D and O	6,500.00	6,041.50	6,500.00	5,750.00
Other Costs (bank charges)	50.00	0.00	50.00	
Total Other Types of Expenses	6,550.00	6,041.50	6,550.00	6,750.00
Retirement Contributions**	12,250.00	11,714.91	12,250.00	12,000.00
Director Relocation Expense	0.00	0.00	0.00	0.00
Director Life Insurance	2,800.00	2,045.82	2,750.00	2,725.00
Car Allowance	6,000.00	5,500.00	6,000.00	6,000.00
Payroll Taxes**	19,000.00	13,905.05	19,000.00	17,000.00
Wages & Salaries**	193,000.00	156,075.20	190,000.00	188,000.00
Employee Health Reimbursement (2025)	3,500.00	2,731.52	3,500.00	3,000.00
Director Health Reimbursement (2025)	5,500.00	4,543.00	3,500.00	3,775.00
Ex. Dir Performance Bonus (2025)	4,000.00	0.00	4,000.00	
Payroll Direct Deposit Fees	260.00	20.00	0.00	0.00
Total Payroll Expenses	246,050.00	196,535.50	241,000.00	232,500.00
Travel and Meetings				
Meals	1,000.00	2,365.74	750.00	1,000.00
Conference, Convention, Meeting	600.00	850.00	600.00	600.00
Travel	1,500.00	5,668.79	1,000.00	1,700.00
Travel and Meetings - Other	2,000.00	2,464.69	1,725.00	750.00
Total Travel and Meetings	5,100.00	11,349.22	4,075.00	4,050.00
Total Expense	399,000.00	338,198.24	405,000.00	369,800.00
Net Ordinary Income	30,000.00	89,418.65	22,500.00	30,000.00
Contingency Reserve Funds (\$30,000)	30,000.00	30,000.00	30,000.00	30,000.00
Net Income	0.00	59,418.65	-7,500.00	0.00

** wages figured at 3% increase

as of 10/30/2025

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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	OUT 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	OUT	6/2/2025	Met 6/6/25	Military Products	Manufacturing	50 by Year 5	\$20-24/hr	?	Radio Antennas	10-20 acres	Found Existing Building Elsewhere
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	4 Potential Sites
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	Active	Construction Start 2025	IRB Recommendation - City Commission 11-24-25	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.	KDC/KS-S	Active	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	Active	Submitted to KDC	\$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	Active	Visited 9/30/25	Property Leased by Company for Retail Site at SAA	Test market to determine if mfg plant would work here	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	Active	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