

BOARD OF DIRECTORS MEETING AGENDA – DECEMBER 18, 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) November 20, 2025 Minutes

3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (3.1) November 2025 Financial Reports
- (3.2) 2026 Draft Budget Adoption

4. DIRECTOR'S REPORT

- (4.1) CMI Report / Chamber Update – Marcus Petty/Renee Duxler
- (4.2) Annual Luncheon – Joshua Wexler, CEO – Pure Imagination
- (4.3) 5th Annual Charlie Walker Pitch Challenge – April 1, 2026
- (4.4) Central Mall Project Update
- (4.5) Downtown Hotel Project Update
- (4.6) A&B Tool and Machine, Inc – City Commission Approved
- (4.7) Executive Director's Performance Review
- (4.8) Prospect Table Update

5. EXECUTIVE SESSION (IF NEEDED)

6. ACTION ITEMS - ELECTION OF 2026 OFFICERS

7. BOARD OF DIRECTORS COMMENTS

8. ADJOURNMENT



Salina Community
Economic Development
Organization

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
SALINA CHAMBER OF COMMERCE/VISIT SALINA ANNEX - 120 WEST ASH; SALINA, KS 67401
NOVEMBER 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 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, Daran Neuschafer, Chris Yohe, Brian Schwarz, Jim Maes, Jim Trower, Lee Young, Tom Dill

ABSENT: Rob Exline

ALSO PRESENT:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director

Robin VanAtta, Salina Community Economic Dev. Organization, Administrative Assistant

Phillip Smith-Hanes, County Administrator, Saline County

Jacob Wood, City Manager, City of Salina

Shawn Hennesee, Assistant City Manager, City of Salina

Pieter Miller, Executive Director, Salina Airport Authority

Greg Taylor, Citizen of Salina

Mark Freel, Customer Solutions Manager, Evergy, Inc.

Brenda Gutierrez, Foundation Director, Salina Area Technical College

Renee Duxler, President/CEO, Salina Area Chamber of Commerce

Amanda Davis, Chief of Staff, Build A Pro

Joe Hay Jr, Commissioner, Saline County Commission

Michael Bunn, Salina Airport Authority Board Liaison

(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

(2.1) Moved by Trower, seconded by Weisel, to approve the October 16, 2025 minutes. Aye: (8) Nay: (0). Motion carried.

(2.2) Moved by Weisel, seconded by Trower, to approve the November 10, 2025 Special-Called minutes.

Aye: (8) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) Moved by Neuschafer, seconded by Schwarz to approve the September 2025 financial reports. Aye: (8) Nay: (0). Motion carried.

(3.2) Moved by Weisel, seconded by Schwarz to approve the October 2025 financial reports. Aye: (8) Nay: (0). Motion carried.

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

4. DIRECTOR'S REPORT

(4.1) Community Marketing Initiative - Marcus Petty / Renee Duxler

Duxler reported that the Advisory Committee will meet on 11/25/2025. The marketing team has fine tuned the branding guidelines and those will launch in January 2026. The website is slotted to roll out in the Spring of 2026.

(4.2) January Annual Luncheon - Joshua Wesler, CEO of Pure Imagination

This will be a luncheon for partner stakeholders. After some discussion, Robinson hinted at a March 2026 timeframe at the Country Club. Joshua Wexler, CEO of Pure Imagination Studios, has agreed to be the keynote speaker and Robinson is working on possible dates with Wexler's schedule.

(4.3) Existing Industry Visit Report

Robinson reviewed the site visits he has already completed and ran through a list of future site visits that he wants to schedule. Tim Zimmerman with the Kansas Department of Commerce typically accompanies Robinson to review the KDOC incentive programs available for existing businesses.

(4.4) Central Mall Project Overview

City Manager Wood updated the board on the progress of this project. Next steps include setting a date for public hearings to create the Star Bond district. The developer is having discussions with possible retailers; many are on board when the project moves forward.

(4.5) A&B Tool and Machine, Inc. - City Commission Presentation - 11/24/2025

The company will be presenting their IRB incentive request to the City Commission on 11/24/2025. Robinson is meeting with the executive team to walk them through the presentation process.

(4.6) Prospect Table

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

5. EXECUTIVE SESSION

Not needed

6. BOARD OF DIRECTORS COMMENTS

No comments to record.

7. ADJOURNMENT

Moved by Young, seconded by Weisel, to adjourn the meeting at 10:30 AM. Aye: (8) Nay: (0). Motion carried.

Tom Dill, Board Vice President

ATTEST: Daran Neuschafer, Board Secretary

Salina Community Economic Development Organization, Inc.
Statement of Financial Position
As of November 30, 2025

	<u>Nov 30, 25</u>
ASSETS	
Current Assets	
Checking/Savings	
Strategic Reserve Funds	
BSB Income Cash Sweep Acct	28,573.81
BSB CD 5906	26,059.51
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Total Strategic Reserve Funds	54,633.32
Cash	
First Bank Kansas	75,151.46
First Bank Kansas-Sweep Acct	339,232.96
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Total Cash	414,384.42
Total Checking/Savings	469,017.74
Total Current Assets	469,017.74
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-3,931.99
Furniture and Equipment - Other	3,931.99
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Total Furniture and Equipment	0.00
Total Fixed Assets	0.00
TOTAL ASSETS	469,017.74
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
VISA - First Bank Kansas	1,043.73
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Total Credit Cards	1,043.73
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-567.66
Medicare Taxes	822.66
State W/H Taxes	64.00
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Total Payroll Liabilities	319.00
Total Other Current Liabilities	319.00
Total Current Liabilities	1,362.73
Total Liabilities	1,362.73
Equity	
Net Assets WO Donor Restriction	397,087.14
Net Income	70,567.87
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Total Equity	467,655.01
TOTAL LIABILITIES & EQUITY	469,017.74

Statement of Activities
BUDGET PERFORMANCE



	<u>Jan - Nov 25</u>	<u>Budget</u>	<u>Jan - Nov 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
Charlie Walker Pitch Challenge	16,000.00	14,666.66	16,000.00	14,666.66	16,000.00
Pass Through Income	1,263.91		1,263.91		
Direct Public Support					
Gifts in Kind - Goods	18,333.37	18,333.34	18,333.37	18,333.34	20,000.00
Total Direct Public Support	18,333.37	18,333.34	18,333.37	18,333.34	20,000.00
Investments					
Interest Income	9,430.43	5,958.34	9,430.43	5,958.34	6,500.00
Total Investments	9,430.43	5,958.34	9,430.43	5,958.34	6,500.00
Member Contributions	385,000.00	352,916.68	385,000.00	352,916.68	385,000.00
Other Types of Income					
Miscellaneous Revenue	38.85		38.85		
Total Other Types of Income	38.85		38.85		
Total Income	430,066.56	391,875.02	430,066.56	391,875.02	427,500.00
Gross Profit	430,066.56	391,875.02	430,066.56	391,875.02	427,500.00
Expense					
Business Expenses					
Pass Through Payments	1,320.86		1,320.86		
Memberships	385.00	692.09	385.00	692.09	755.00
Marketing Events	11,500.00	2,291.68	11,500.00	2,291.68	2,500.00
Miscellaneous Expense	674.79	320.84	674.79	320.84	350.00
Business Registration Fees	80.00	45.84	80.00	45.84	50.00
Total Business Expenses	13,960.65	3,350.45	13,960.65	3,350.45	3,655.00
Contract Services					
Accounting Fees	14,110.00	13,475.00	14,110.00	13,475.00	14,700.00
Outside Contract Services	23,390.00	25,666.68	23,390.00	25,666.68	28,000.00
Total Contract Services	37,500.00	39,141.68	37,500.00	39,141.68	42,700.00
Facilities and Equipment					
Office Equipment	1,260.05	2,035.00	1,260.05	2,035.00	2,220.00
Computer Replacement	0.00	1,375.00	0.00	1,375.00	1,500.00
Donated Facilities	18,333.37	18,333.34	18,333.37	18,333.34	20,000.00
Facilities and Equipment - Other	75.38		75.38		
Total Facilities and Equipment	19,668.80	21,743.34	19,668.80	21,743.34	23,720.00
Operations					
Charlie Walker Pitch Challenge	16,000.00	14,666.68	16,000.00	14,666.68	16,000.00
Donations	73.29	183.34	73.29	183.34	200.00
Dues & Subscriptions	1,138.00	916.68	1,138.00	916.68	1,000.00
Finance Charges	5.04		5.04		
Training Fees	0.00	91.68	0.00	91.68	100.00
Repairs & Maintenance	0.00	137.50	0.00	137.50	150.00
Advertising/Promotion	28,952.41	43,358.34	28,952.41	43,358.34	47,300.00

Statement of Activities
BUDGET PERFORMANCE



Books, Subscriptions, Reference	5,660.85	5,270.84	5,660.85	5,270.84	5,750.00
Postage, Mailing Service	73.00	91.68	73.00	91.68	100.00
Printing and Copying	458.27	183.34	458.27	183.34	200.00
Supplies	2,087.71	1,833.34	2,087.71	1,833.34	2,000.00
Telephone, Telecommunications	2,839.25	2,750.00	2,839.25	2,750.00	3,000.00
Total Operations	57,287.82	69,483.42	57,287.82	69,483.42	75,800.00
Other Types of Expenses					
 Insurance - Liability, D and O	6,041.50	5,958.34	6,041.50	5,958.34	6,500.00
 Other Costs	0.00	45.84	0.00	45.84	50.00
Total Other Types of Expenses	6,041.50	6,004.18	6,041.50	6,004.18	6,550.00
Payroll Expenses					
 Retirement Contribution	11,714.91	11,229.18	11,714.91	11,229.18	12,250.00
 Director Performance Bonus	0.00	3,666.66	0.00	3,666.66	4,000.00
 Employee Health Ins	2,979.64	6,416.68	2,979.64	6,416.68	7,000.00
 Director Health & Life Ins	7,001.82	2,520.84	7,001.82	2,520.84	2,750.00
 Car Allowance	6,000.00	5,500.00	6,000.00	5,500.00	6,000.00
 Payroll Taxes	15,079.62	17,416.68	15,079.62	17,416.68	19,000.00
 Wages & Salaries	170,268.00	174,166.68	170,268.00	174,166.68	190,000.00
 Payroll Expenses - Other	20.00		20.00		
Total Payroll Expenses	213,063.99	220,916.72	213,063.99	220,916.72	241,000.00
Travel and Meetings					
 Travel and Meetings - Other	2,464.69	1,581.25	2,464.69	1,581.25	1,725.00
 Meals	2,772.42	687.50	2,772.42	687.50	750.00
 Conference, Convention, Meeting	850.00	550.00	850.00	550.00	600.00
 Travel	5,888.82	916.68	5,888.82	916.68	1,000.00
Total Travel and Meetings	11,975.93	3,735.43	11,975.93	3,735.43	4,075.00
Total Expense	359,498.69	364,375.22	359,498.69	364,375.22	397,500.00
Net Ordinary Income	70,567.87	27,499.80	70,567.87	27,499.80	30,000.00
Other Income/Expense					
 Other Expense					
 Unspecified-Reserve Funds	0.00	27,500.00	0.00	27,500.00	30,000.00
 Total Other Expense	0.00	27,500.00	0.00	27,500.00	30,000.00
Net Other Income	0.00	-27,500.00	0.00	-27,500.00	-30,000.00
	70,567.87	-0.20	70,567.87	-0.20	0.00



	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	9,430.43	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	18,333.37	20,000.00	20,000.00
Total Income	429,000.00	430,066.56	427,500.00	399,800.00
Expense				
Business Expenses				
Pass Through Expenses	0.00	1,320.86		
Memberships	750.00	385.00	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	\$674.79	350.00	100.00
Business Registration Fees	80.00	80.00	50.00	100.00
Total Business Expenses	6,180.00	13,960.65	11,155.00	3,800.00
Contract Services				
Accounting Fees	10,450.00	14,110.00	14,700.00	16,000.00
Benson Acct - \$6,250 (2025 FY Review)				
Benson Acct - \$4200.00 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	20,450.00	37,500.00	42,700.00	35,000.00

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	2026 Budget	2025 YTD	2025 Budget	2024 Budget
Facilities and Equipment		75.38		
Computer Replacement	2,500.00	0.00	1,500.00	1,500.00
Donated Facilities	20,000.00	18,333.37	20,000.00	20,000.00
Office Equipment	2,500.00	1,260.05	2,220.00	2,075.00
Total Facilities and Equipment	25,000.00	19,668.80	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	1,138.00	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	55,000.00	28,952.40	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>				
<i>Canva - \$120/yr</i>				
<i>Mailchimp Email Platform - \$144/yr</i>				
Books, Subscriptions, Reference	5,750.00	5,660.85	5,750.00	5,500.00
<i>JobsEQ - \$3300 (1/2 sub)</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>				
<i>Google One 100 gb Sub - \$19.99/yr</i>				
Finance Charges	0.00	5.04		
Postage, Mailing Service	120.00	73.00	100.00	75.00
Printing and Copying	750.00	458.27	200.00	200.00
Supplies	3,400.00	2,087.71	2,000.00	2,225.00
Telephone, Telecommunications	3000	2,839.25	3000	3000
<i>Cell Phone Allowances - \$1200</i>				
<i>Cox Telephone - \$960</i>				
<i>Internet @ Chamber - \$600</i>				
Total Operations	85,670.00	57,287.81	75,800.00	64,125.00



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	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)	100.00	0.00	50.00	
Total Other Types of Expenses	6,600.00	6,041.50	6,550.00	6,750.00
Retirement Contributions**	16,000.00	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	6,000.00	6,000.00	6,000.00
Payroll Taxes**	19,000.00	15,079.62	19,000.00	17,000.00
Wages & Salaries**	193,000.00	170,268.00	190,000.00	188,000.00
Employee Health Reimbursement	3,300.00	2,979.64	3,500.00	3,000.00
Director Health Reimbursement	5,500.00	4,956.00	3,500.00	3,775.00
Ex. Dir Performance Bonus	4,000.00	0.00	4,000.00	
Payroll Direct Deposit Fees	260.00	20.00	0.00	0.00
Total Payroll Expenses	249,600.00	213,063.99	241,000.00	232,500.00
Travel and Meetings				
Meals	1,000.00	2,772.42	750.00	1,000.00
Conference, Convention, Meeting	1,000.00	850.00	600.00	600.00
Travel	1,500.00	5,888.82	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	5,500.00	11,975.93	4,075.00	4,050.00
Total Expense	399,000.00	359,498.68	405,000.00	369,800.00
Net Ordinary Income	30,000.00	70,567.88	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	40,567.88	-7,500.00	0.00

** wages figured at 3% increase

as of 11/30/2025



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
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	?	?	?	?	?	?
25-06	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	7/14/2025	submitted 9/8/2025	Manufacturing technology 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	10-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	City Commission Approves IRB's	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
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



Prospect Table

25-13	Project Circle	KDOC/KC	Active	initial submial 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
25-14	Project X	SAA	Active		December	US Company MRO Operation	Lease Building	25-45	High Wages	?	Lease SAA		Look grow actiivity