

BOARD OF DIRECTORS MEETING AGENDA – JANUARY 15, 2026 AT 9:30 AM
SALINA AREA CHAMBER OF COMMERCE – SALINA CHAMBER 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) December 18, 2025 Minutes

3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (3.1) December 2025 Financial Reports

4. SPOTLIGHT PRESENTATION – JOEL PHELPS – SALINA REGIONAL HEALTH CENTER

5. DIRECTOR'S REPORT

- (4.1) CMI Report / Chamber Update – Marcus Petty/Renee Duxler
- (4.2) Annual Luncheon/Joint Board Meeting Session
- (4.3) The Temple – Kitchen Remodeling Ribbon Cutting – January 20th@ 4:00 pm
- (4.4) Industrial Finance/Incentive Program – Feb 17th Joint Effort
- (4.5) Future Spotlight Speaker Ideas Suggestions
- (4.5) Executive Director's Performance Review Survey
- (4.6) Prospect Table Update

6. EXECUTIVE SESSION (IF NEEDED)

7. BOARD OF DIRECTORS COMMENTS

8. ADJOURNMENT



SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
SALINA CHAMBER OF COMMERCE/VISIT SALINA ANNEX - 120 WEST ASH; SALINA, KS 67401
DECEMBER 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, 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
Phillip Smith-Hanes, County Administrator, Saline County
Jacob Wood, City Manager, City of Salina
Shawn Henessee, 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.
Renee Duxler, President/CEO, Salina Area Chamber of Commerce
Amanda Jarvis, Chief of Staff, Build A Pro
Marcus Petty, Director of Marketing, Salina Area Chamber of Commerce
Mike Hoppock, City Commissioner, City of Salina

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Weisel, seconded by Trower, to approve the November 20, 2025 minutes as corrected. Aye: (8) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

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

(3.2) Moved by Trower, seconded by Schwarz to approve the 2026 Budget as submitted. Aye: (8) Nay: (0). Motion carried.

4. DIRECTOR'S REPORT

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

Petty reviewed the current scope of work for the Community Marketing efforts. The team has been together for 3 months. There is a signed contract for website work and the team is currently participating in exploratory meetings and design meetings. The team has completed the branding guidelines and has submitted a mock-up of the home page to the website development company. Timeline for launching the website is Spring 2026. The team is working on a soft launch of branded highlight videos from various businesses and organizations. Drew Schissler, Multimedia Producer, has been taking some great photos over the past few months.

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

This will be a luncheon for partner stakeholders, to be scheduled in late March or early April. Robinson is looking at a few possible funding sponsors: Every, Inc., Hutton, possibly a few of the local banking institutions. Robinsons is also looking at a printed report that would highlight the organization's work to celebrate its 10th Anniversary.

(4.3) 5th Annual Charlie Walker Ptich Challenge – April 1, 2026

The pitch competition is scheduled for Wednesday, April 1st, 2026 at Kansas State University Salina campus. Prize money sponsors are: JRI Hospitality and Bennington State Bank

(4.4) Central Mall Project Overview

The project is progressing and the developer and bond counsel are creating a timeline for this project.

(4.5) Downtown Hotel Project Update

The existing TIF district will need to be expanded to include the parking lot on 7th street.

(4.6) A&B Tool and Machine, Inc – City Commission Approved

The IRB request has been approved by the City Commission. Site work is slated to start in March 2026.

(4.7) Executive Director's Performance Review

Brian Weisel will be reviewing the documents for updates and revisions. If any board members have any suggestions or modifications, please contact the office. Feedback is appreciated. The documents will be sent in early January.

(4.8) Prospect Table

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

5. ACTION ITEMS – ELECTION OF 2026 OFFICERS

The 2026 slate of officers is:

President	Tom Dill
Vice President	Brian Weisel
Secretary	Daran Neuschafer
Treasurer	Jim Trower
Past President	Rob Exline

Moved by Trower, seconded by Neuschafer to accept the slate of officers for 2026. Aye: (8) Nay: (0). Motion carried.

The following board members were also reappointed to the EDO Board:

Brian Schwartz Saline County

Brian Weisel Salina Airport Authority

Tom Dill City of Salina

6. EXECUTIVE SESSION

Moved by Dill, seconded by Neuschafer to have the Salina Community Economic Development Organization board of directors recess into executive session for 15 minutes to discuss "Project X" 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 10:31 AM. Aye: (8) Nay: (0). Motion carried.

The board recessed into executive session at 10:16 AM and reconvened at 10:31 AM. No action was taken.

Also present in executive session:

Jacob Wood, City of Salina; Shawn Hennessey, City of Salina; Mike Hoppock, City Commissioner; Pieter Miller, Salina Airport Authority; Mitch Robinson, Salina EDO; Robin VanAtta, Salina EDO

Upon reconvening, Trower moved, Weisel seconded a motion that the Salina EDO is in full support of Project X and gives the organization authorization to pay \$65,000 to Project X as a one-time payment with \$15,000 from Saline County and \$50,000 from the City of Salina.

7. BOARD OF DIRECTORS COMMENTS

No comments to record.

7. ADJOURNMENT

Moved by Trower seconded by Young, to adjourn the meeting at 10:35 AM. Aye: (8) Nay: (0). Motion carried.

Rob Exline, Board President

ATTEST: Daran Neuschafer, Board Secretary

Salina Community Economic Development Organization, Inc.

Statement of Financial Position

As of December 31, 2025

	Dec 31, 25
ASSETS	
Current Assets	
Checking/Savings	
Strategic Reserve Funds	
BSB Income Cash Sweep Acct	28,666.39
BSB CD 5906	26,059.51
	<hr/>
Total Strategic Reserve Funds	54,725.90
Cash	
First Bank Kansas	77,741.53
First Bank Kansas-Sweep Acct	<hr/> 327,908.96
	<hr/>
Total Cash	405,650.49
	<hr/>
Total Checking/Savings	460,376.39
	<hr/>
Total Current Assets	460,376.39
	<hr/>
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-3,931.99
Furniture and Equipment - Other	<hr/> 3,931.99
	<hr/>
Total Furniture and Equipment	0.00
	<hr/>
Total Fixed Assets	0.00
	<hr/>
TOTAL ASSETS	460,376.39
	<hr/>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-488.02
	<hr/>
Total Accounts Payable	-488.02
	<hr/>
Credit Cards	
VISA - First Bank Kansas	763.58
	<hr/>
Total Credit Cards	763.58
	<hr/>
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-567.66
Medicare Taxes	822.66
State W/H Taxes	<hr/> -255.00
	<hr/>
Total Payroll Liabilities	0.00
	<hr/>
Total Other Current Liabilities	0.00
	<hr/>
Total Current Liabilities	275.56
	<hr/>
Total Liabilities	275.56
	<hr/>
Equity	
Net Assets WO Donor Restriction	397,087.14
Net Income	<hr/> 63,013.69
	<hr/>
Total Equity	460,100.83
	<hr/>
TOTAL LIABILITIES & EQUITY	460,376.39
	<hr/>

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

	Dec 25	Jan - Dec 25	Annual Budget	Budget Difference
Ordinary Income/Expense				
Income				
Charlie Walker Pitch Challenge	0.00	16,000.00	16,000.00	0.00
Pass Through Income	15,000.00	16,263.91		
 Direct Public Support				
Gifts in Kind - Goods	<u>1,666.67</u>	<u>20,000.00</u>	<u>20,000.00</u>	0.00
Total Direct Public Support	<u>1,666.67</u>	<u>20,000.00</u>	<u>20,000.00</u>	
 Investments				
Interest Income	<u>768.58</u>	<u>10,199.01</u>	<u>6,500.00</u>	3,699.01
Total Investments	<u>768.58</u>	<u>10,199.01</u>	<u>6,500.00</u>	
Member Contributions	0.00	385,000.00	385,000.00	0.00
 Other Types of Income				
Miscellaneous Revenue	<u>0.00</u>	<u>38.85</u>		38.85
Total Other Types of Income	<u>0.00</u>	<u>38.85</u>		
Total Income	<u>17,435.25</u>	<u>447,501.77</u>	<u>427,500.00</u>	
Gross Profit	17,435.25	447,501.77	427,500.00	3,737.86
Expense				
Business Expenses				
Pass Through Payments	0.00	1,320.86		
Memberships	0.00	385.00	755.00	370.00
Marketing Events	0.00	11,500.00	2,500.00	-9,000.00
Miscellaneous Expense	<u>132.31</u>	<u>807.10</u>	<u>350.00</u>	-457.10
Business Registration Fees	<u>0.00</u>	<u>80.00</u>	<u>50.00</u>	-30.00
Total Business Expenses	<u>132.31</u>	<u>14,092.96</u>	<u>3,655.00</u>	-9,117.10
Contract Services				
Accounting Fees	170.00	14,280.00	14,700.00	420.00
Outside Contract Services	<u>0.00</u>	<u>23,390.00</u>	<u>28,000.00</u>	4,610.00
Total Contract Services	<u>170.00</u>	<u>37,670.00</u>	<u>42,700.00</u>	5,030.00
Facilities and Equipment				
Office Equipment	38.23	1,298.28	2,220.00	921.72
Computer Replacement	0.00	0.00	1,500.00	1,500.00
Donated Facilities	<u>1,666.67</u>	<u>20,000.00</u>	<u>20,000.00</u>	0.00
Facilities and Equipment - Other	<u>0.00</u>	<u>75.38</u>	<u>0.00</u>	-75.38
Total Facilities and Equipment	<u>1,704.90</u>	<u>21,373.66</u>	<u>23,720.00</u>	2,346.34
Operations				
Charlie Walker Pitch Challenge	0.00	16,000.00	16,000.00	0.00
Donations	0.00	73.29	200.00	126.71
Dues & Subscriptions	0.00	1,138.00	1,000.00	-138.00
Finance Charges	0.00	5.04	0.00	-5.04
Training Fees	0.00	0.00	100.00	100.00
Repairs & Maintenance	0.00	0.00	150.00	150.00

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

	Dec 25	Jan - Dec 25	Annual Budget	Budget Difference
Advertising/Promotion	1,104.00	30,056.41	47,300.00	17,243.59
Books, Subscriptions, Reference	382.75	6,043.60	5,750.00	-293.60
Postage, Mailing Service	0.00	73.00	100.00	27.00
Printing and Copying	0.00	458.27	200.00	-258.27
Supplies	189.81	2,277.52	2,000.00	-277.52
Telephone, Telecommunications	194.53	3,033.78	3,000.00	-33.78
Total Operations	1,871.09	59,158.91	75,800.00	16,641.09
Other Types of Expenses				
Insurance - Liability, D and O	0.00	6,041.50	6,500.00	458.50
Other Costs	0.00	0.00	50.00	50.00
Total Other Types of Expenses	0.00	6,041.50	6,550.00	508.50
Payroll Expenses				
Retirement Contribution	3,904.96	15,619.87	12,250.00	-3,369.87
Director Performance Bonus	0.00	0.00	4,000.00	4,000.00
Employee Health Ins	0.00	2,979.64	7,000.00	4,020.36
Director Health & Life Ins	1,094.94	8,096.76	2,750.00	-5,346.76
Car Allowance	0.00	6,000.00	6,000.00	0.00
Payroll Taxes	1,416.08	16,495.70	19,000.00	2,504.30
Wages & Salaries	14,192.80	184,460.80	190,000.00	5,539.20
Payroll Expenses - Other	0.00	20.00		-20.00
Total Payroll Expenses	20,608.78	233,672.77	241,000.00	7,327.23
Travel and Meetings				
Travel and Meetings - Other	9.35	2,474.04	1,725.00	-749.04
Meals	299.10	3,071.52	750.00	-2,321.52
Conference, Convention, Meeting	0.00	850.00	600.00	-250.00
Travel	193.90	6,082.72	1,000.00	-5,082.72
Total Travel and Meetings	502.35	12,478.28	4,075.00	-8,403.28
Total Expense	24,989.43	384,488.08	397,500.00	14,332.78
Net Ordinary Income	-7,554.18	63,013.69	30,000.00	10,594.92
Other Income/Expense				
Other Expense				
Unspecified-Reserve Funds	0.00	0.00	30,000.00	30,000.00
Net Income	=====	=====	0.00	-19,405.08



2026 Community Funding Priorities

The Salina Area Chamber of Commerce, in partnership with regional economic development, business, and education leaders, respectfully requests legislative support for three high-impact investments that will strengthen workforce development, statewide public safety, and Kansas' position as a national leader in advanced aviation.

Kansas Highway Patrol Training Center | Phase A \$101.3 Million

Purpose: Establish a modern, dedicated training facility on the campus of Kansas State University-Salina to meet the evolving needs of the Kansas Highway Patrol and optimize overhead and efficiency with joint-use facilities.

Statewide Impact:

- Enhances statewide public safety readiness
- Provides improved training capacity for troopers and law enforcement partners
- Supports recruitment and retention through state-of-the-art resources
- Generates construction and ongoing operational economic benefits

Request: A state investment of \$101.3 million for Phase A of this project to construct a centralized, fully equipped KHP training center. Total multi-phase project estimated cost is \$209.5 million, with Phase B estimated cost at 108.2 million.

Advanced Air Mobility & UAS Infrastructure | \$26 Million

Purpose: Construct facilities and infrastructure to support emerging Advanced Air Mobility (AAM) technologies and unmanned aircraft systems (UAS)

Statewide Impact:

- Advances Kansas's leadership in aerospace innovation
- Supports partnerships with defense, commercial aviation, and advanced manufacturing sectors
- Enables testing, training, and commercialization of UAS and AAM operations
- Expands high-skill job opportunities and attracts new industry investment

Request: \$26 million to develop AAM/UAS facilities

- Personnel-- \$2M (2-year budget)
- Infrastructure-- \$7M (includes 10,000SF test facility)
- Technology-- \$18M (includes DAA system and AAM vertiport)

State K-AIRES Base Funding Increase | \$5 Million

Purpose: Strengthen long-term operational support for the Kansas Artificial Intelligence Research and Entertainment Studio (K-AIRES)

Statewide Impact:

- Leverages state's capabilities in alignment with Kansas's ambitious Advanced Air Mobility (AAM) strategic plan
- Establishes a globally competitive hub for innovation in AI, machine learning, simulation, spatial computing and autonomous systems
- Fosters greater collaboration across educational and research initiatives

Request: A state investment of \$5 million along with a federal request of \$10 million, and *private fundraising of \$20 million.*

Federal K-AIRES Base Funding Increase | \$10 Million

Purpose: Strengthen long-term operational support for the Kansas Artificial Intelligence Research and Entertainment Studio (K-AIRES)

Federal Priorities Addressed:

- Artificial Intelligence
- Advanced Communications Networks
- Future Computing Technologies
- Advanced Military Capabilities
- Assure America's Continued Space Dominance
- Build the S&T Workforce of the Future
- Expand and Make Accessible World-Class Research Infrastructure
- Revitalize and Strengthen America's S&T Ecosystem

Request: A federal investment of \$10 million, along with state request of \$5 million, and *private fundraising of \$20 million.*

These investments will help Kansas strengthen public safety, accelerate innovation, and expand economic opportunity statewide. The Salina Area Chamber of Commerce and our partners stand ready to assist policymakers in advancing these priorities for the benefit of all Kansans.



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	DENIED	7/29/2021	County Commission Denied 4-1 vote 1/6/26	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	?	?		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 KDOC	\$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 / SAA	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 submital 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 / SKYWEST	SAA	Success		December	US Company MRO Operation	Lease Building	25-45	High Wages	?	Lease SAA		Look grow actiivity
26-01	Project Cobra	KDOC/BA	NEW	1/9/2026	Submittal Deadline 1/23/26	US Company Defense Related Products	Manufacturing Facility	150 by year 4	Area Average	\$40-\$60M	Purchase	100-160 acres	125,000 SF in 3 Buildings