

BOARD OF DIRECTORS MEETING AGENDA - FEBRUARY 19, 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) January 15, 2026 Minutes

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) December 2025 Financial Reports
 - (3.2) January 2026 Financial Reports

- 4. SPOTLIGHT PRESENTATION - DR. ALYSIA STARKEY - K STATE UNIVERSITY**

- 5. ACTION ITEMS - REVIEW OF SALES TAX ABATEMENT - KMEA, INC**

- 6. DIRECTOR'S REPORT**
 - (6.1) CMI Report / Chamber Update - Marcus Petty/Renee Duxler
 - (6.2) Annual Luncheon/Joint Board Meeting Session - March 26th
 - (6.3) Industrial Incentives & Assistance Seminar - Review
 - (6.4) Future Spotlight Speaker Ideas Suggestions
 - (6.5) Prospect Table Update

- 7. EXECUTIVE SESSION - PERSONNEL REVIEW - EXECUTIVE DIRECTOR**

- 8. BOARD OF DIRECTORS COMMENTS**

- 9. ADJOURNMENT**

SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
SALINA CHAMBER OF COMMERCE/VISIT SALINA ANNEX - 120 WEST ASH; SALINA, KS 67401
JANUARY 15, 2026-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 Trower, Lee Young, Tom Dill

ABSENT: Jim Maes, 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 Hennessee, Assistant City Manager, City of Salina
Greg Taylor, Citizen of Salina
Renee Duxler, President/CEO, Salina Area Chamber of Commerce
Amanda Jarvis, Chief of Staff, Build A Pro
Joe Hay Jr, Commissioner, Saline County Commission
Tony Newell, Saline County Treasurer (Z)
Friday Otuya, Community Engagement Specialist, Nex-Tech (Z)
Joel Phelps, President/CEO, Salina Regional Health Center

(1.3) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Young, seconded by Schwarz, to approve the December 18, 2025 minutes. Aye: (7) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) The board is deferring the approval of the December 2025 financial reports until the January 2026 meeting to allow staff to correct some formatting and clerical errors in the reports.

4. SPOTLIGHT PRESENTATION - JOEL PHELPS, SALINA REGIONAL HEALTH CENTER

Phelps gave a brief presentation about Salina Regional Health Center's accomplishments and upcoming expansion.

5. DIRECTOR'S REPORT

(5.1) Community Marketing Initiative - Renee Duxler

The Chamber is launching the Community Marketing Initiative and the new branding at the Annual Meeting on February 3rd.

(5.2) January Annual Luncheon / Joint Board Meeting Session

The tentative dates are March 25th or 26th at the Salina Country Club. This will also be the 10th Anniversary celebration for the organization. We are planning for 150 people. Robinson has been securing sponsors to help cover costs associated with the venue, designing and printing of a comprehensive report, and a gift for keynote speaker Josh Wexler.

(5.3) The Temple - Kitchen Remodeling Ribbon Cutting - January 20th @ 4:00 PM

Robinson invited the board members and stakeholders to this ribbon cutting.

(5.4) Industrial Finance / Incentive Program - Feb 17th Joint Effort

This program will be held on February 17th. Representatives from KDOC, SBA, Regional Planning Commission, Network Kansas, and the EDO will be sharing program information. This is primarily for manufacturers and industries to hear about incentives and funding available via local, regional, and state programs.

(5.5) Future Spotlight Speaker Ideas Suggestions

Future speaker ideas: Dr. Starkey in February 2026; Pieter Miller/Salina Airport Authority; Kansas Highway Patrol; New County Commissioner

(5.6) Executive Director's Performance Review

Scores and comments from the board members are being compiled for Robinson's review.

(5.7) Prospect Table

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

6. EXECUTIVE SESSION

No recommendation for executive session needed.

7. BOARD OF DIRECTORS COMMENTS

No comments to record.

7. ADJOURNMENT

Moved by Trower, seconded by Neuschafer, to adjourn the meeting at 10:42 AM. Aye: (7) Nay: (0). Motion carried.

Tom Dill, Board Vice President

ATTEST: Daran Neuschafer, Board Secretary

Salina Community Economic Development Organization, Inc.

Annual Budget Overview

January through December 2025

	Jan - Dec 25	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Charlie Walker Pitch Challenge	16,000.00	16,000.00	0.00
Pass Through Income	16,263.91	0.00	16,263.91
Direct Public Support			
Gifts in Kind - Goods	20,000.04	20,000.00	0.04
Total Direct Public Support	20,000.04	20,000.00	0.04
Investments			
Interest Income	10,199.01	6,500.00	3,699.01
Total Investments	10,199.01	6,500.00	3,699.01
Member Contributions	385,000.00	385,000.00	0.00
Other Types of Income			
Miscellaneous Revenue	38.85	0.00	38.85
Total Other Types of Income	38.85	0.00	38.85
Total Income	447,501.81	427,500.00	20,001.81
Gross Profit	447,501.81	427,500.00	20,001.81
Expense			
Business Expenses			
Pass Through Payments	1,320.86	0.00	1,320.86
Memberships	385.00	755.00	-370.00
Marketing Events	11,500.00	2,500.00	9,000.00
Miscellaneous Expense	807.10	350.00	457.10
Business Registration Fees	80.00	50.00	30.00
Total Business Expenses	14,092.96	3,655.00	10,437.96
Contract Services			
Accounting Fees	14,280.00	14,700.00	-420.00
Outside Contract Services	23,390.00	28,000.00	-4,610.00
Total Contract Services	37,670.00	42,700.00	-5,030.00
Facilities and Equipment			
Office Equipment	1,373.66	2,220.00	-846.34
Computer Replacement	0.00	1,500.00	-1,500.00
Donated Facilities	20,000.04	20,000.00	0.04
Total Facilities and Equipment	21,373.70	23,720.00	-2,346.30
Operations			
Charlie Walker Pitch Challenge	16,000.00	16,000.00	0.00
Donations	73.29	200.00	-126.71
Dues & Subscriptions	1,138.00	1,000.00	138.00
Finance Charges	5.04	0.00	5.04
Training Fees	0.00	100.00	-100.00
Repairs & Maintenance	0.00	150.00	-150.00
Advertising/Promotion	30,056.41	47,300.00	-17,243.59
Books, Subscriptions, Reference	6,043.60	5,750.00	293.60
Postage, Mailing Service	73.00	100.00	-27.00
Printing and Copying	458.27	200.00	258.27
Supplies	2,277.52	2,000.00	277.52
Telephone, Telecommunications	3,033.78	3,000.00	33.78
Total Operations	59,158.91	75,800.00	-16,641.09
Other Types of Expenses			
Insurance - Liability, D and O	6,041.50	6,500.00	-458.50
Other Costs	0.00	50.00	-50.00
Total Other Types of Expenses	6,041.50	6,550.00	-508.50

Annual Budget Overview

January through December 2025

	Jan - Dec 25	Budget	\$ Over Budget
Payroll Expenses			
Wages & Salaries	184,460.80	190,000.00	-5,539.20
Car Allowance	6,000.00	6,000.00	0.00
Director Health Insurance	8,096.76	2,750.00	5,346.76
Employee Health Ins	2,979.64	7,000.00	-4,020.36
Payroll Taxes	16,495.70	19,000.00	-2,504.30
Retirement Contribution	15,619.87	12,250.00	3,369.87
Director Performance Bonus	0.00	4,000.00	-4,000.00
Payroll Expenses - Other	20.00	0.00	20.00
Total Payroll Expenses	233,672.77	241,000.00	-7,327.23
Travel and Meetings			
Travel and Meetings - Other	2,474.04	1,725.00	749.04
Meals	2,990.93	750.00	2,240.93
Conference, Convention, Meeting	850.00	600.00	250.00
Travel	6,314.39	1,000.00	5,314.39
Total Travel and Meetings	12,629.36	4,075.00	8,554.36
Total Expense	384,639.20	397,500.00	-12,860.80
Net Ordinary Income	62,862.61	30,000.00	32,862.61
Other Income/Expense			
Other Expense			
Unspecified-Reserve Funds	0.00	30,000.00	-30,000.00
Total Other Expense	0.00	30,000.00	-30,000.00
Net Other Income	0.00	-30,000.00	30,000.00
Net Income	62,862.61	0.00	62,862.61

Statement of Financial Position

As of December 31, 2025

	<u>Dec 31, 25</u>
ASSETS	
Current Assets	
Checking/Savings	
Cash	
First Bank Kansas	79,418.03
First Bank Kansas-Sweep Acct	327,908.96
Total Cash	<u>407,326.99</u>
Strategic Reserve Funds	
BSB Income Cash Sweep Acct	28,666.39
BSB CD 5906	26,059.51
Total Strategic Reserve Funds	<u>54,725.90</u>
Total Checking/Savings	<u>462,052.89</u>
Total Current Assets	462,052.89
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-3,931.99
Furniture and Equipment - Other	3,931.99
Total Furniture and Equipment	<u>0.00</u>
Total Fixed Assets	<u>0.00</u>
TOTAL ASSETS	<u>462,052.89</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
VISA - First Bank Kansas	914.66
Total Credit Cards	<u>914.66</u>
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	484.22
Medicare Taxes	113.26
Federal W/H Taxes	469.00
State W/H Taxes	122.00
Total Payroll Liabilities	<u>1,188.48</u>
Total Other Current Liabilities	<u>1,188.48</u>
Total Current Liabilities	<u>2,103.14</u>
Total Liabilities	2,103.14
Equity	
Net Assets WO Donor Restriction	397,087.14
Net Income	62,862.61
Total Equity	<u>459,949.75</u>
TOTAL LIABILITIES & EQUITY	<u>462,052.89</u>

Salina Community Economic Development Organization, Inc.

02/17/26

Statement of Activities - Budget Performance

Accrual Basis

December 2025

	Dec 25	Budget	Jan - Dec 25	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Charlie Walker Pitch Challenge	0.00	1,333.34	16,000.00	16,000.00	16,000.00
Pass Through Income	15,000.00	0.00	16,263.91	0.00	0.00
Direct Public Support					
Gifts in Kind - Goods	1,666.67	1,666.66	20,000.04	20,000.00	20,000.00
Total Direct Public Support	1,666.67	1,666.66	20,000.04	20,000.00	20,000.00
Investments					
Interest Income	768.58	541.66	10,199.01	6,500.00	6,500.00
Total Investments	768.58	541.66	10,199.01	6,500.00	6,500.00
Member Contributions					
Other Types of Income	0.00	32,083.32	385,000.00	385,000.00	385,000.00
Miscellaneous Revenue	0.00	0.00	38.85	0.00	0.00
Total Other Types of Income	0.00	0.00	38.85	0.00	0.00
Total Income	17,435.25	35,624.98	447,501.81	427,500.00	427,500.00
Gross Profit	17,435.25	35,624.98	447,501.81	427,500.00	427,500.00
Expense					
Business Expenses					
Pass Through Payments	0.00	0.00	1,320.86	0.00	0.00
Memberships	0.00	62.91	385.00	755.00	755.00
Marketing Events	0.00	208.32	11,500.00	2,500.00	2,500.00
Miscellaneous Expense	132.31	29.16	807.10	350.00	350.00
Business Registration Fees	0.00	4.16	80.00	50.00	50.00
Total Business Expenses	132.31	304.55	14,092.96	3,655.00	3,655.00
Contract Services					
Accounting Fees	170.00	1,225.00	14,280.00	14,700.00	14,700.00
Outside Contract Services	0.00	2,333.32	23,390.00	28,000.00	28,000.00
Total Contract Services	170.00	3,558.32	37,670.00	42,700.00	42,700.00
Facilities and Equipment					
Office Equipment	38.23	185.00	1,373.66	2,220.00	2,220.00
Computer Replacement	0.00	125.00	0.00	1,500.00	1,500.00
Donated Facilities	1,666.67	1,666.66	20,000.04	20,000.00	20,000.00
Total Facilities and Equipment	1,704.90	1,976.66	21,373.70	23,720.00	23,720.00
Operations					
Charlie Walker Pitch Challenge	0.00	1,333.32	16,000.00	16,000.00	16,000.00
Donations	0.00	16.66	73.29	200.00	200.00
Dues & Subscriptions	0.00	83.32	1,138.00	1,000.00	1,000.00
Finance Charges	0.00	0.00	5.04	0.00	0.00
Training Fees	0.00	8.32	0.00	100.00	100.00
Repairs & Maintenance	0.00	12.50	0.00	150.00	150.00
Advertising/Promotion	1,104.00	3,941.66	30,056.41	47,300.00	47,300.00
Books, Subscriptions, Reference	382.75	479.16	6,043.60	5,750.00	5,750.00
Postage, Mailing Service	0.00	8.32	73.00	100.00	100.00
Printing and Copying	0.00	16.66	458.27	200.00	200.00
Supplies	189.81	166.66	2,277.52	2,000.00	2,000.00
Telephone, Telecommunications	194.53	250.00	3,033.78	3,000.00	3,000.00
Total Operations	1,871.09	6,316.58	59,158.91	75,800.00	75,800.00
Other Types of Expenses					
Insurance - Liability, D and O	0.00	541.66	6,041.50	6,500.00	6,500.00
Other Costs	0.00	4.16	0.00	50.00	50.00
Total Other Types of Expenses	0.00	545.82	6,041.50	6,550.00	6,550.00
Payroll Expenses					
Wages & Salaries	14,192.80	15,833.32	184,460.80	190,000.00	190,000.00
Car Allowance	0.00	500.00	6,000.00	6,000.00	6,000.00
Director Health Insurance	1,094.94	229.16	8,096.76	2,750.00	2,750.00
Employee Health Ins	0.00	583.32	2,979.64	7,000.00	7,000.00
Payroll Taxes	1,416.08	1,583.32	16,495.70	19,000.00	19,000.00
Retirement Contribution	3,904.96	1,020.82	15,619.87	12,250.00	12,250.00
Director Performance Bonus	0.00	333.34	0.00	4,000.00	4,000.00
Payroll Expenses - Other	0.00	0.00	20.00	0.00	0.00
Total Payroll Expenses	20,608.78	20,083.28	233,672.77	241,000.00	241,000.00

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

	<u>Dec 25</u>	<u>Budget</u>	<u>Jan - Dec 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Travel and Meetings					
Travel and Meetings - Other	9.35	143.75	2,474.04	1,725.00	1,725.00
Meals	218.51	62.50	2,990.93	750.00	750.00
Conference, Convention, Meeting	0.00	50.00	850.00	600.00	600.00
Travel	425.57	83.32	6,314.39	1,000.00	1,000.00
Total Travel and Meetings	<u>653.43</u>	<u>339.57</u>	<u>12,629.36</u>	<u>4,075.00</u>	<u>4,075.00</u>
Total Expense	<u>25,140.51</u>	<u>33,124.78</u>	<u>384,639.20</u>	<u>397,500.00</u>	<u>397,500.00</u>
Net Ordinary Income	-7,705.26	2,500.20	62,862.61	30,000.00	30,000.00
Other Income/Expense					
Other Expense					
Unspecified-Reserve Funds	0.00	2,500.00	0.00	30,000.00	30,000.00
Total Other Expense	<u>0.00</u>	<u>2,500.00</u>	<u>0.00</u>	<u>30,000.00</u>	<u>30,000.00</u>
Net Other Income	<u>0.00</u>	<u>-2,500.00</u>	<u>0.00</u>	<u>-30,000.00</u>	<u>-30,000.00</u>
Net Income	<u>-7,705.26</u>	<u>0.20</u>	<u>62,862.61</u>	<u>0.00</u>	<u>0.00</u>

Salina Community Economic Development Organization, Inc.

02/17/26

Statement of Financial Position

Accrual Basis

As of January 31, 2026

	Jan 31, 26
ASSETS	
Current Assets	
Checking/Savings	
Cash	
First Bank Kansas	74,472.44
First Bank Kansas-Sweep Acct	460,656.84
Total Cash	535,129.28
Strategic Reserve Funds	
BSB Income Cash Sweep Acct	28,666.39
BSB CD 5906	26,059.51
Total Strategic Reserve Funds	54,725.90
Total Checking/Savings	589,855.18
Total Current Assets	589,855.18
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	589,855.18
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
VISA - First Bank Kansas	604.88
Total Credit Cards	604.88
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	946.38
Medicare Taxes	221.32
Federal W/H Taxes	1,110.00
State W/H Taxes	634.00
Total Payroll Liabilities	2,911.70
Total Other Current Liabilities	2,911.70
Total Current Liabilities	3,516.58
Total Liabilities	3,516.58
Equity	
Net Assets WO Donor Restriction	459,949.75
Net Income	126,388.85
Total Equity	586,338.60
TOTAL LIABILITIES & EQUITY	589,855.18

Salina Community Economic Development Organization, Inc.

02/17/26

Statement of Activities - Budget Performance

Accrual Basis

January 2026

	Jan 26	Budget	Jan 26	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Charlie Walker Pitch Challenge	8,000.00	1,333.33	8,000.00	1,333.33	16,000.00
Marketing Events Sponsorships	0.00	0.00	0.00	0.00	0.00
Pass Through Income	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00
Start Up Salina Income	0.00	0.00	0.00	0.00	0.00
Direct Public Support					
Corporate Contributions	0.00	0.00	0.00	0.00	0.00
Gifts in Kind - Goods	1,666.67	1,666.67	1,666.67	1,666.67	20,000.00
Individ, Business Contributions	0.00	0.00	0.00	0.00	0.00
Direct Public Support - Other	0.00	0.00	0.00	0.00	0.00
Total Direct Public Support	1,666.67	1,666.67	1,666.67	1,666.67	20,000.00
Indirect Public Support					
United Way, CFC Contributions	0.00	0.00	0.00	0.00	0.00
Indirect Public Support - Other	0.00	0.00	0.00	0.00	0.00
Total Indirect Public Support	0.00	0.00	0.00	0.00	0.00
Investments					
Interest Income	747.88	666.66	747.88	666.66	8,000.00
Total Investments	747.88	666.66	747.88	666.66	8,000.00
Member Contributions	96,250.00	96,250.00	96,250.00	96,250.00	385,000.00
Other Types of Income					
Grants	0.00	0.00	0.00	0.00	0.00
Miscellaneous Revenue	0.00	0.00	0.00	0.00	0.00
Other Types of Income - Other	0.00	0.00	0.00	0.00	0.00
Total Other Types of Income	0.00	0.00	0.00	0.00	0.00
Program Income					
Membership Dues	0.00	0.00	0.00	0.00	0.00
Program Service Fees	0.00	0.00	0.00	0.00	0.00
Total Program Income	0.00	0.00	0.00	0.00	0.00
Total Income	156,664.55	149,916.66	156,664.55	149,916.66	479,000.00
Cost of Goods Sold					
*Cost of Goods Sold	0.00	0.00	0.00	0.00	0.00
Cost of Goods Sold	0.00	0.00	0.00	0.00	0.00
Total COGS	0.00	0.00	0.00	0.00	0.00
Gross Profit	156,664.55	149,916.66	156,664.55	149,916.66	479,000.00
Expense					
Business Expenses					
Pass Through Payments	0.00	0.00	0.00	0.00	0.00
Memberships	0.00	62.50	0.00	62.50	750.00
Marketing Events	0.00	416.67	0.00	416.67	5,000.00
Miscellaneous Expense	0.00	29.17	0.00	29.17	350.00
Strategic Planning	0.00	0.00	0.00	0.00	0.00
Business Registration Fees	0.00	6.66	0.00	6.66	80.00
Total Business Expenses	0.00	515.00	0.00	515.00	6,180.00
Contract Services					
Accounting Fees	75.00	870.84	75.00	870.84	10,450.00
Legal Fees	0.00	0.00	0.00	0.00	0.00
Outside Contract Services	2,250.00	833.33	2,250.00	833.33	10,000.00
Total Contract Services	2,325.00	1,704.17	2,325.00	1,704.17	20,450.00
Facilities and Equipment					
Office Equipment	0.00	208.34	0.00	208.34	2,500.00
Computer Replacement	0.00	208.34	0.00	208.34	2,500.00
Donated Facilities	1,666.67	1,666.67	1,666.67	1,666.67	20,000.00
Total Facilities and Equipment	1,666.67	2,083.35	1,666.67	2,083.35	25,000.00

Salina Community Economic Development Organization, Inc.

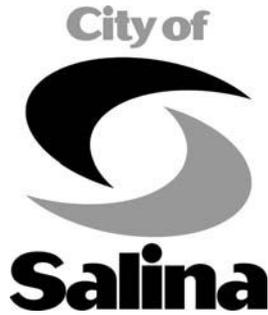
02/17/26

Statement of Activities - Budget Performance

Accrual Basis

January 2026

	Jan 26	Budget	Jan 26	YTD Budget	Annual Budget
Operations					
Charlie Walker Pitch Challenge	0.00	1,333.34	0.00	1,333.34	16,000.00
Donations	0.00	16.67	0.00	16.67	200.00
Dues & Subscriptions	285.00	100.00	285.00	100.00	1,200.00
Training Fees	0.00	8.34	0.00	8.34	100.00
Repairs & Maintenance	0.00	12.50	0.00	12.50	150.00
Advertising/Promotion	325.24	4,708.34	325.24	4,708.34	56,500.00
Books, Subscriptions, Reference	14.99	479.17	14.99	479.17	5,750.00
Postage, Mailing Service	0.00	10.00	0.00	10.00	120.00
Printing and Copying	0.00	83.34	0.00	83.34	1,000.00
Supplies	122.55	283.34	122.55	283.34	3,400.00
Telephone, Telecommunications	364.45	250.00	364.45	250.00	3,000.00
Total Operations	1,112.23	7,285.04	1,112.23	7,285.04	87,420.00
Other Types of Expenses					
Bank Charges	0.00	8.34	0.00	8.34	100.00
Taxes and Licenses	0.00	0.00	0.00	0.00	0.00
Depreciation	0.00	0.00	0.00	0.00	0.00
Insurance - Liability, D and O	296.00	541.67	296.00	541.67	6,500.00
Total Other Types of Expenses	296.00	550.01	296.00	550.01	6,600.00
Payroll Expenses					
Wages & Salaries	21,289.20	16,083.34	21,289.20	16,083.34	193,000.00
Car Allowance	750.00	500.00	750.00	500.00	6,000.00
Director Health Insurance	509.98	312.50	509.98	312.50	3,750.00
Employee Health Ins	391.64	275.00	391.64	275.00	3,300.00
Payroll Taxes	1,754.98	1,583.34	1,754.98	1,583.34	19,000.00
Payroll Direct Deposit Fee	30.00	21.67	30.00	21.67	260.00
Retirement Contribution	0.00	1,333.34	0.00	1,333.34	16,000.00
Director Performance Bonus	0.00	333.34	0.00	333.34	4,000.00
Total Payroll Expenses	24,725.80	20,442.53	24,725.80	20,442.53	245,310.00
Travel and Meetings					
Travel and Meetings - Other	0.00	166.67	0.00	166.67	2,000.00
Meals	0.00	83.34	0.00	83.34	1,000.00
Conference, Convention, Meeting	150.00	83.34	150.00	83.34	1,000.00
Travel	0.00	125.00	0.00	125.00	1,500.00
Total Travel and Meetings	150.00	458.35	150.00	458.35	5,500.00
Total Expense	30,275.70	33,038.45	30,275.70	33,038.45	396,460.00
Net Ordinary Income	126,388.85	116,878.21	126,388.85	116,878.21	82,540.00
Other Income/Expense					
Other Expense					
Unspecified-Reserve Funds	0.00	2,500.00	0.00	2,500.00	30,000.00
Total Other Expense	0.00	2,500.00	0.00	2,500.00	30,000.00
Net Other Income	0.00	-2,500.00	0.00	-2,500.00	-30,000.00
Net Income	126,388.85	114,378.21	126,388.85	114,378.21	52,540.00



APPLICATION FOR INDUSTRIAL REVENUE BONDS

I. GENERAL INFORMATION

1.	Kansas Municipal Energy Agency	2/11/26
	Name of Applicant Firm	Date of Request

2.	6300 W 95th St. Overland Park, KS 66062	913-660-0234	913-677-0804
	Firm Address	Phone Number	Fax Number

3.	Paul Mahlberg, General Manager	913-660-0234	913-677-0804
	Contact person/title	Phone Number	Fax Number

4. Names and Addresses of other contacts:

Mike Schmaderer	618 N. Santa Fe, Topeka KS 67401	785-827-3631
Name	Address	Phone/Fax

Name	Address	Phone/Fax

Name	Address	Phone/Fax

5. Names and address of the principal owners, officers and directors of the firm requesting the Industrial Revenue Bonds:

Name	Title	Address
Paul Mahlberg	General Manager	6300 W 95th St. Overland Park, KS 66062

6.	Terri Pemberton	913-374-1365	913-677-0804
	Applicant's Attorney	Phone Number	Fax Number

7.	n/a		
	Applicant's Underwriter (or Purchaser)	Phone Number	Fax Number

Contact Person	Address

II. NATURE OF PROJECT FINANCING (if refunding/refinancing, skip to section III)

1. Briefly describe the proposed financing:

KMEA is constructing three new buildings for (1) office space and line shop/storage, (2) Fabrication Shop, and (3) warehouse space. KMEA is requesting the City issue Industrial Revenue Bonds to qualify for a sales tax exemption on materials for the building construction project.

2. Is the proposed project a new facility, expansion, or replacement of another existing facility?
Replacement of existing facility at a new location in Salina

Please state the reason for the establishment of the new facility, expansion or replacement of the existing facility:

A replacement facility that is three times larger is needed because we have outgrown the existing facility

3. Is the applicant's understanding that the interest on the proposed issue is tax-exempt or taxable?

(Consult Bond Counsel).

Taxable Industrial Revenue Bonds to be purchased directly by KMEA

4. Proposed number of years to amortize the bond issue:

6 months

5. Describe proposed call features:

Bonds subject to redemption anytime after the effective date of issuance

6. Describe the proposed security for the bonds (i.e., pledge of collateral, corporate/personal guarantees, debt service reserve fund, credit enhancements, etc.).

n/a

7. Proposed date of issue: March 2027

8. Will the bonds be rates? No By whom? _____

9. Interest rate to be fixed or variable rate Fixed. If variable, please describe:

10. Please attach proposed debt service schedule, if available.

11. Anticipated source and use of project financing.

Sources:

Bond proceeds	\$ <u>6,300,000</u>
Cash	<u>0</u>
Other	<u>0</u>
Interest on Bond Proceeds during construction	<u>0</u>
TOTAL =	\$ <u>6,300,000</u>

Uses:

Land cost	\$ <u>0</u>
Construction Costs	<u>6,300,000</u>
Machinery/Equipment	<u>0</u>
Cost of Issuance (specify)	<u>0</u>

Capitalized Interest	<u>0</u>
Debt Service Reserve Fund	<u>0</u>
Underwriting Fee	<u>0</u>
Other	<u>0</u>
TOTAL =	\$ <u>6,300,000</u>

10. Please indicate proposed Trustee.
UMB Bank

III. REFUNDING/REFINANCING (fill out this section if transaction is refunding of an existing bond issue)

1. Which form of refunding is proposed?

- a. Advance Refunding
- b. Current Refunding

2. Current Principal Outstanding \$_____.

3. Purpose of Refunding:

Interest savings (attach proposed savings schedule)

Extend or shorten repayment (attach debt service schedule)

Change indenture covenants (specify)

Other (specify)

4. Was the City of Salina the original Issuer? Yes_____ No_____

Original date of issue: _____

5. If an advance refunding is proposed:

Who is the proposed Escrow Trustee?

Who is proposed to provide escrow verification?

What is the length of escrow account?

6. When are the refunding bonds callable? _____

7. Is there a call premium? Yes_____ (if so, _____%) No _____

8. List estimated sources and uses of refunding bond proceeds:

Sources:

Uses:

TOTAL = \$_____

TOTAL=\$_____

9. Please list the proposed security of the refunding issue:

10. Proposed offering date of the bond issue:

11. Please describe any material changes that have occurred to the company since the original bond issue, (i.e., new products or services, increase or decrease in employment, changes in sales revenue, net worth, profitability, new locations, etc.).

IV. PROPOSED USE

1. Location of the proposed facility. Located on west side of Progress Road approximately ¼ mile north of the intersection of Progress Road and Water Well Road

2. Size of the proposed facility (include size of building and amount of real property):

The real property is 15 acres.
There will be 3 separate buildings:
1. Office/Line Shop - 8,500 sq.ft.
2. Fabrication Shop - 4,850 sq.ft.
3. Warehouse - 4,500 sq.ft.

3. Name of the Architect and Contractor, if designated:

Architect One	906 S. Kansas Avenue, Suite 200 Topeka, KS 66612	785-271-7010
Name	Address	Phone/Fax
Hutton	137 S 5th St, Salina, KS 67401	785-825-4664
Name	Address	Phone/Fax

4. What business is proposed by the applicant at this location?

Services-based activities including engineering, project management, maintenance, construction, fabrication and other services supporting our member's electric systems and operations. 5

5. List the products or services to be rendered. (Include details of the nature and scope of the operation of the business):

KMEA provides certain electric utility services out of our Salina operations for our members across the state of Kansas. These services including professional services such as engineering and project management. In addition, we provide certain field and construction services including a full service electrical apparatus fabrication shop, in-house design capabilities, as well as field crews for construction, trouble-shooting, testing, service, and maintenance on electrical systems of our members. KMEA/Mid-States custom designs and fabricates components to the customers' needs and wants.

6. What percentage of the facility will be occupied by the Applicant? (If less than 100%, please specify other occupants): 100%

7. Describe type of building construction proposed:

The three buildings and their key features are:

- Office/Line Shop: The main building is a combination of office space (8,500 sq. ft.) for the employees and line shop/storage area (4,850 ft2) that will be used parking mobile equipment and storage of material and tools. The office area includes a large meeting space to meet the needs of the membership
- Fabrication Shop: This 4,850 sq. ft. building will be used for special metal fabrication work and will include a paint booth and overhead crane; and
- Warehouse: The 4,500 sq. ft. warehouse space will be "cold" storage of material and other equipment.

8. Current zoning: I3

9. Anticipated date of completion: March 1, 2027

V. ORGANIZATIONAL

1. Describe the organizational structure of the firm (proprietorship, partnership, subsidiary, corporation, not-for-profit, etc.)

KMEA is a quasi-municipal corporation formed under the Kansas Statutes

2. Is the Applicant's stock publicly held? No

If so, which stock exchange? _____

3. In what state is the Applicant incorporated? KS

4. Date of incorporation. 1980

5. Indicate Applicant's principal bank. UMB Bank

6. Which CPA firm does the accounting/audit? Rubin Brown

Chester Moyer	1200 Main, Ste 1000, Kansas City, MO 64105	816-859-7945
Contact person	Address	Phone/Fax

7. Please indicate what company will be performing the environmental audit: GSI Engineering LLC (UES)

Meaghan Fee	4503 E. 47th St. S., Wichita KS 67210	316-554-0725
Contact person	Address	Phone/Fax

Environmental Review was completed in 2025

8. Describe and pending or threatened litigation:

None

9. Total employment of Applicant. 40

10. How many locations does applicant currently have?

List locations:

6300 W 95th St. Overland Park, KS 66062
618 N Santa Fe Ave, Salina, KS 67401

VII. MARKETING OF THE BONDS

1. Has the applicant retained a financial advisor, instead of or in addition to an underwriter?

Company name Phone/Fax

Contact person Address

2. Please indicate the proposed marketing arrangement:

_____ Retail public offering _____ Institutional offering

IX. POTENTIAL CONFLICTS

1. Is any City Commissioner an officer, director or employee of the Applicant or hold an ownership interest in Applicant's firm? If so, please identify the individual and the nature of the relationship.

No

2. Please describe any other known circumstances that would create a conflict of interest:

None

PLEASE NOTE: Any potential conflicts as disclosed above do not necessarily negate the approval of the Issue, but are pertinent for determining those conflicts for the purpose of public disclosure.

X. OTHER INFORMATION

Specify below any other data or information you deem pertinent for the City's consideration in passing upon the approval of the proposed project for financing:

XI. ATTACHMENTS

To facilitate the processing of the application, please attach the following items to the application.

1. Certified copies of applicant's financial audits for the past three (3) years.
2. Applicant's most recent annual or quarterly financial report.
3. Financial Statement, current to date, for each personal guarantor.

4. Pro forma statements for the first five (5) years of operation after issuance of Bonds, including revenue projections, operating expense projections and a debt amortization schedule.
5. Interim financial statements to date, for the current fiscal year.

XII. APPLICANT'S AGREEMENT

In consideration for the City's acceptance, processing and consideration of this application, Applicant agrees, represents and warrants as follows:

Applicant acknowledges that City of Salina policy requires a full payment in lieu of ad valorem property taxes otherwise exempt under Kansas law as a result of the industrial revenue bond financing. Applicant acknowledges having read the City's tax abatement policy set forth in the attached City of Salina Resolution Number 91-4265, including the conditions upon which Applicants project may qualify for partial property tax abatement. **Is the applicant requesting partial property tax abatement pursuant to the City's policy?**

Applicant agrees and understands that Applicant shall be responsible for paying all expenses incurred by the City for professional services pertaining to this application and Applicants project regardless of whether or not the project is approved or a closing on the sale of the contemplated bonds takes place. Applicant represents and warrants that all statements of fact contained in this application are true to the Applicants best knowledge and belief.

Partial completion of this application is permitted, however, prior to the adoption of the bond ordinance, the remaining supplementary information to complete this application must be furnished. Additional information may be required by Bond Counsel and the Financial Advisor.

It is understood and agreed the information required in Section XI or any other information will be disclosed to the financial team and may be disclosed to the public.

DATED this 11th day of February, 2026.

[Signature]
Applicant's signature

GENERAL MANAGER
Title

Return this application to:
Shandi Wicks
City Clerk
City of Salina
P.O. Box 736
Salina, Ks. 67402-0736



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 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	Kansas & Salina Out	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	Success	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

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
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
25-14	Project X / SKYWEST	SAA	Success		Start Operation April	SkyWest MRO Operation	Lease Building	25-45	High Wages	?	Lease SAA		30,000 SF in Hanger 600
26-01	Project Cobra	KDOC/BA	Active	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
26-02	Project Gold Medal	KDOC/JF	NEW	2/5/2026	Submittal 2/18/2026	Auto Related Product	Manufacturing Facility	1750	\$78,120 avg salary	\$600M	Auto	275 acres	
26-03	Project Vineyard	KDOC/MF	NEW	2/5/2026	Decision by End of 2026	Aerospace/Defense Company	Manufacturing - Office-Storage Space	22		\$50-100M	Lease	215,000 SF Land	9,700 SF Office; 9,700 SF storage; 19,400 Manufacturing Workshop
21-10	Project North Track	Direct Call / City	(re)Active	2/9/2026	By End of 2026	Existing Salina Company	Future Area for Testing	?	?	?	?	Entire Property	TBD
26-04	Project KMEA	Gilmore & Bell	NEW	2/6/2026	2/23/2026 Commission Meeting	Existing Salina Company	Energy Support for Small Towns	8 New Over 3 years + 20 existing	?	\$8.5 M	municipal Ener	15 acres	3 Buildings for a total of 17,,850 SF