

**BOARD OF DIRECTORS MEETING AGENDA - MARCH 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) February 19, 2026 Minutes
  
- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
  - (3.1) February 2026 Financial Reports
  
- 4. DIRECTOR'S REPORT**
  - (4.1) Discussion on Data Centers / County Action
  - (4.2) Annual Meeting Update - March 26<sup>th</sup> @ 11:45 AM
  - (4.3) Ribbon Cutting on Monday, March 23<sup>rd</sup> @ 7:45 am
  - (4.4) Upcoming Meeting Schedules
  - (4.5) 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**  
**FEBRUARY 19, 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 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):**

Rob Exline, Brian Weisel, Daran Neuschafer, Chris Yohe, Brian Schwarz, Jim Trower, Tom Dill

**ABSENT:** Jim Maes, Lee Young

**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  
Joe Hay Jr, Commissioner, Saline County Commission  
Mark Freel, Customer Solutions Manager, Evergy  
Tom Bell, Interested Salina Citizen  
Michael Bunn, Salina Airport Authority Board Liaison  
Paul Mahlberg, General Manager, Kansas Municipal Energy Agency (Teams)  
Jerry Ivey II, Commissioner/Vice Mayor, City of Salina City Commission  
Sarah Steele, Attorney, Gilmore Bell (Teams)  
Anthony Newell, Treasurer, Saline County (Teams)  
Dr. Alysia Starkey, Dean/President, Kansas State University Salina Aerospace and Technology Campus  
Joshua Wexler, CEO, Pure Imagination Studios

**(1.3) Public Comment**

N/A

**APPROVAL OF MINUTES**

(2.1) Moved by Trower, seconded by Neuschafer, to approve the January 15<sup>th</sup>, 2026 minutes. Aye: (7) Nay: (0). Motion carried.

**APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE**

(3.1/3.2) Moved by Yohe, seconded by Weisel to approve the December 2025 and January 2026 financial reports. Aye: (7) Nay: (0). Motion carried.

Moved by Neuschafer, seconded by Exline to transfer \$50,000 into a reserve fund account and to authorize the EDO President and staff to research what local financial institutions and accounts to place these reserve funds. Aye: (7) Nay: (0). Motion carried.

#### **4. SPOTLIGHT PRESENTATION – DR. ALYSIA STARKEY – KANSAS STATE UNIVERSITY SALINA**

Dr. Starkey, Dean/CEO of Kansas State University Salina and Joshua Wexler, CEO of Pure Imagination Studios, gave a brief presentation on the construction of the KAIRES building on campus and how they are leveraging this new program. Both the KAIRES building and the Aerospace Education Hub buildings will tentatively be completed in November 2026.

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

General Manager Mahlberg gave a brief presentation about KMEA and their request for sales tax abatement. The current building is located on North Santa Fe in Salina and they are looking at a building expansion on property they are purchasing from the Salina Economic Development Corporation (the Salina Area Chamber of Commerce). They are requesting a sales tax abatement on construction materials. Steele of Gilmore Bell reiterated that this project would not require an impact study or public hearings since no property tax exemptions are requested. And there would be no liability on the part of the City of Salina. The company is scheduled to present their request to the City Commission on February 24, 2026 at 4:00 PM.

Moved by Exline, seconded by Weisel to recommend that the City of Salina grant an Industrial Revenue Bond (IRB) sales tax exemption on construction materials to the Kansas Municipal Energy Agency (KMEA). Aye: (5) Nay: (2). Motion carried.

#### **6. DIRECTOR'S REPORT**

##### **(6.1) Community Marketing Initiative – Renee Duxler**

The Chamber of Commerce launched the Community Marketing Initiative and the new branding at the Annual Meeting on February 3<sup>rd</sup>. The CMI staff are still looking at middle-to-late April for the website launch.

##### **(6.2) January Annual Luncheon / Joint Board Meeting Session**

The luncheon is scheduled for March 26<sup>th</sup> at 11:45 AM at the Salina Country Club. This will also be the 10<sup>th</sup> Anniversary celebration for the organization. We are planning for 150 people. Michael Freeland is designing the 10<sup>th</sup>-Anniversary report. Robinson has been soliciting event sponsors to help cover costs associated with the venue, designing and printing a 10-year comprehensive report, and a gift for keynote speaker Josh Wexler.

##### **(6.3) Industrial Incentives & Assistance Seminar – Review**

No discussion

##### **(6.4) Future Spotlight Speaker Ideas/Suggestions**

Several board members have suggested scheduling board meetings at business/community locations every other month. If board members and stakeholders have suggestions for future spotlight speakers, please send those to Robinson.

##### **(6.5) Prospect Table**

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

#### **7. EXECUTIVE SESSION**

Moved by Weisel, seconded by Schwarz that the Salina Community Economic Development Organization board of directors recess into executive session for 15 minutes to discuss a non-elected employee's performance and status based upon the need to discuss personnel matters of non-elected personnel

pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at 10:58 AM. Aye: (7) Nay: (0). Motion carried.

The board recessed into executive session at 10:38 AM and reconvened at 10:58 AM. No action was taken.

The board reconvened at 10:58 AM. Moved by Neuschafer, seconded by Schwarz to approve a \$2,500 bonus to the EDO Executive Director, Mitch Robinson, with the right to revisit the performance evaluation in 6 months. Robinson is also authorized to offer the Administrative Assistant, Robin VanAtta, an hourly wage increase limited to up to 3%, at his discretion, effective January 1, 2025 and increase her yearly PTO by 1 week for a total of 4 weeks in a calendar year. Aye: (7) Nay: (0). Motion carried.

**8. BOARD OF DIRECTORS COMMENTS**

No comments to record.

**9. ADJOURNMENT**

Moved by Trower, seconded by Weisel, to adjourn the meeting at 11:02 AM. Aye: (7) Nay: (0). Motion carried.

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Tom Dill, Board President

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ATTEST: Daran Neuschafer, Board Secretary

## Statement of Financial Position

As of February 28, 2026

	<u>Feb 28, 26</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Cash	
First Bank Kansas	74,796.57
First Bank Kansas-Sweep Acct	376,358.12
Total Cash	451,154.69
Strategic Reserve Funds	
BSB Income Cash Sweep Acct	55,382.60
Total Strategic Reserve Funds	55,382.60
Total Checking/Savings	506,537.29
<b>Total Current Assets</b>	<b>506,537.29</b>
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
<b>Total Fixed Assets</b>	<b>0.00</b>
<b>TOTAL ASSETS</b>	<b><u>506,537.29</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
VISA - First Bank Kansas	781.82
Total Credit Cards	781.82
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	1,199.18
Medicare Taxes	421.17
Federal W/H Taxes	1,158.00
State W/H Taxes	396.00
Federal Unemployment Taxes	11.25
State Unemployment Taxes	1.08
Total Payroll Liabilities	3,186.68
Total Other Current Liabilities	3,186.68
Total Current Liabilities	3,968.50
<b>Total Liabilities</b>	<b>3,968.50</b>
Equity	
Net Assets WO Donor Restriction	459,949.75
Net Income	42,619.04
Total Equity	502,568.79
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>506,537.29</u></b>

## Salina Community Economic Development Organization, Inc.

## Statement of Activities - Budget Performance

03/12/26

February 2026

Accrual Basis

	Feb 26	Budget	Jan - Feb 26	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Charlie Walker Pitch Challenge	0.00	1,333.33	8,000.00	2,666.66	16,000.00
Marketing Events Sponsorships	0.00	0.00	0.00	0.00	0.00
Pass Through Income	0.00	0.00	50,000.00	50,000.00	50,000.00
Start Up Salina Income	0.00	0.00	0.00	0.00	0.00
<b>Direct Public Support</b>					
Gifts in Kind - Goods	1,666.67	1,666.67	3,333.34	3,333.34	20,000.00
<b>Total Direct Public Support</b>	1,666.67	1,666.67	3,333.34	3,333.34	20,000.00
<b>Investments</b>					
Interest Income	701.28	666.66	2,105.86	1,333.32	8,000.00
<b>Total Investments</b>	701.28	666.66	2,105.86	1,333.32	8,000.00
<b>Member Contributions</b>	0.00	0.00	96,250.00	96,250.00	385,000.00
<b>Other Types of Income</b>					
Miscellaneous Revenue	5,000.00	0.00	5,000.00	0.00	0.00
<b>Total Other Types of Income</b>	5,000.00	0.00	5,000.00	0.00	0.00
<b>Total Income</b>	7,367.95	3,666.66	164,689.20	153,583.32	479,000.00
<b>Gross Profit</b>	7,367.95	3,666.66	164,689.20	153,583.32	479,000.00
<b>Expense</b>					
<b>Business Expenses</b>					
Pass Through Payments	65,000.00	0.00	65,000.00	0.00	0.00
Memberships	0.00	62.50	0.00	125.00	750.00
Marketing Events	0.00	416.67	0.00	833.34	5,000.00
Miscellaneous Expense	35.00	29.17	35.00	58.34	350.00
Business Registration Fees	0.00	6.67	0.00	13.33	80.00
<b>Total Business Expenses</b>	65,035.00	515.01	65,035.00	1,030.01	6,180.00
<b>Contract Services</b>					
Accounting Fees	225.00	870.84	300.00	1,741.68	10,450.00
Outside Contract Services	0.00	833.33	2,250.00	1,666.66	10,000.00
<b>Total Contract Services</b>	225.00	1,704.17	2,550.00	3,408.34	20,450.00
<b>Facilities and Equipment</b>					
Office Equipment	0.00	208.34	0.00	416.68	2,500.00
Computer Replacement	0.00	208.34	0.00	416.68	2,500.00
Donated Facilities	1,666.67	1,666.67	3,333.34	3,333.34	20,000.00
<b>Total Facilities and Equipment</b>	1,666.67	2,083.35	3,333.34	4,166.70	25,000.00
<b>Operations</b>					
Charlie Walker Pitch Challenge	0.00	1,333.34	0.00	2,666.68	16,000.00
Donations	0.00	16.67	0.00	33.34	200.00
Dues & Subscriptions	359.99	100.00	644.99	200.00	1,200.00
Training Fees	0.00	8.34	0.00	16.68	100.00
Repairs & Maintenance	0.00	12.50	0.00	25.00	150.00
Advertising/Promotion	181.05	4,708.34	506.29	9,416.68	56,500.00
Books, Subscriptions, Reference	4,023.75	479.17	4,038.74	958.34	5,750.00
Postage, Mailing Service	78.00	10.00	78.00	20.00	120.00
Printing and Copying	0.00	83.34	0.00	166.68	1,000.00
Supplies	424.67	283.34	547.22	566.68	3,400.00
Telephone, Telecommunications	179.19	250.00	543.64	500.00	3,000.00
<b>Total Operations</b>	5,246.65	7,285.04	6,358.88	14,570.08	87,420.00
<b>Other Types of Expenses</b>					
Bank Charges	0.00	8.34	0.00	16.68	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	0.00	541.67	296.00	1,083.34	6,500.00
<b>Total Other Types of Expenses</b>	0.00	550.01	296.00	1,100.02	6,600.00

## Salina Community Economic Development Organization, Inc.

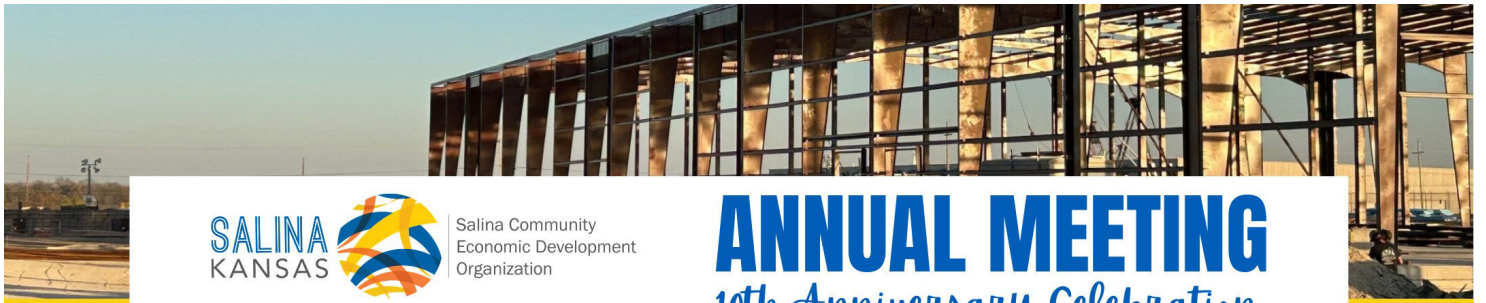
## Statement of Activities - Budget Performance

03/12/26

February 2026

Accrual Basis

	Feb 26	Budget	Jan - Feb 26	YTD Budget	Annual Budget
<b>Payroll Expenses</b>					
Wages & Salaries	14,489.81	16,083.34	35,779.01	32,166.68	193,000.00
Car Allowance	500.00	500.00	1,250.00	1,000.00	6,000.00
Director Health Insurance	303.48	312.50	813.46	625.00	3,750.00
Employee Health Ins	267.48	275.00	659.12	550.00	3,300.00
Payroll Taxes	1,202.72	1,583.34	2,957.70	3,166.68	19,000.00
Payroll Direct Deposit Fee	20.00	21.67	50.00	43.34	260.00
Retirement Contribution	0.00	1,333.34	0.00	2,666.68	16,000.00
Director Performance Bonus	2,500.00	333.34	2,500.00	666.68	4,000.00
<b>Total Payroll Expenses</b>	<b>19,283.49</b>	<b>20,442.53</b>	<b>44,009.29</b>	<b>40,885.06</b>	<b>245,310.00</b>
<b>Travel and Meetings</b>					
Travel and Meetings - Other	0.00	166.67	0.00	333.34	2,000.00
Meals	174.96	83.34	174.96	166.68	1,000.00
Conference, Convention, Meeting	0.00	83.34	150.00	166.68	1,000.00
Travel	162.69	125.00	162.69	250.00	1,500.00
<b>Total Travel and Meetings</b>	<b>337.65</b>	<b>458.35</b>	<b>487.65</b>	<b>916.70</b>	<b>5,500.00</b>
<b>Total Expense</b>	<b>91,794.46</b>	<b>33,038.46</b>	<b>122,070.16</b>	<b>66,076.91</b>	<b>396,460.00</b>
<b>Net Ordinary Income</b>	<b>-84,426.51</b>	<b>-29,371.80</b>	<b>42,619.04</b>	<b>87,506.41</b>	<b>82,540.00</b>
<b>Other Income/Expense</b>					
Other Expense					
Unspecified-Reserve Funds	0.00	2,500.00	0.00	5,000.00	30,000.00
<b>Total Other Expense</b>	<b>0.00</b>	<b>2,500.00</b>	<b>0.00</b>	<b>5,000.00</b>	<b>30,000.00</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>-2,500.00</b>	<b>0.00</b>	<b>-5,000.00</b>	<b>-30,000.00</b>
<b>Net Income</b>	<b>-84,426.51</b>	<b>-31,871.80</b>	<b>42,619.04</b>	<b>82,506.41</b>	<b>52,540.00</b>



SALINA  
KANSAS



Salina Community  
Economic Development  
Organization

# ANNUAL MEETING

10th Anniversary Celebration

A DECADE OF PROGRESS. A FUTURE FULL OF POSSIBILITY. CONNECT, CELEBRATE, AND SEE WHAT'S NEXT FOR SALINA.



**DATE:**

MARCH 26 2026



**SPEAKER:**

JOSHUA WEXLER, CEO  
PURE IMAGINATION STUDIOS



**TIME:**

11:45 AM - 1:45 PM



**LOCATION:**

SALINA COUNTRY CLUB  
5101 E. COUNTRY CLUB RD.



First Bank Kansas Bank of Tescott



Bennington State Bank Exchange Bank



Central National Bank Sunflower Bank



Bank of the Plains Equity Bank

Thank you to everyone who has already registered for the Salina Community Economic Development Organization's 10th Anniversary Celebration Luncheon. We're excited to see such strong interest, and we appreciate your support as we mark this milestone year.

If you haven't registered yet, there's still time to reserve your seat for Thursday, March 26, at the Salina Country Club. The event begins at 11:45 a.m. with a buffet lunch.

We are pleased to welcome Joshua Wexler, President/CEO of Pure Imagination Studios, as our keynote speaker. Pure Imagination Studios is partnering with Kansas State University Salina to establish Pure Imagination Labs, the first confirmed tenant of the new K<sup>2</sup>AIRES Center. This 44,000-square-foot facility, opening later this year, will house immersive technology operations and serve as a major innovation hub for the region.

The luncheon program will also highlight the EDO's accomplishments and milestones since its founding in December 2015—celebrating a decade of progress in advancing Salina's economic growth.

Following the luncheon, the annual meeting of the EDO's sponsoring organizations will convene. The EDO is sponsored and funded by the City of Salina, Saline County, the Salina Airport Authority, and the Salina Area Chamber of Commerce. Each organization appoints representatives to the nine-member EDO Board of Directors, who guide the organization's strategic direction and support the EDO staff.

We look forward to celebrating with you. If you haven't registered yet, we encourage you to do so soon.



# Scan to Register!



# 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
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
25-10	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
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
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	Active	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	Active	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



# Prospect Table

26-04	Project KMEA	Gilmore & Bell	<b>OUT</b>	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 Energy	15 acres	3 Buildings for a total of 17,,850 SF
26-05	Project DAVCON	SAA	<b>Active</b>										
26-06	Project DC	KDOC	<b>NEW</b>	3/11/2026	Ongoing	Multiple Options & Public Education	Data Center	?	?	?	?	?	?
26-07	Project Claw	KDOC / KC	<b>NEW</b>	3/17/2026	3/24/2026 Project Submission Due	European Mfg	Items for Construction	90	?	\$40 M	Constuction	9 to 12 acres	?