

**BOARD OF DIRECTORS MEETING AGENDA - MAY 21, 2026 AT 9:30 AM**  
**THE TEMPLE - 336 S. SANTA FE AVENUE ; SALINA, KS 67401**

- 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) April 16, 2026 Minutes
  
- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
  - (3.1) April 2026 Financial Reports
  - (3.2) City of Salina Budget Request - June 8th
  
- 4. SPOTLIGHT PRESENTATION - SALINA AREA UNITED WAY EARLY CHILDCARE INITIATIVE - MICHELLE GROOPMAN, DIRECTOR**
  
- 5. DIRECTOR'S REPORT**
  - (5.1) Website Redesign
  - (5.2) Nex-Tech Data Center Ribbon Cutting - June 9<sup>th</sup> @ 4:00 pm
  - (5.3) Upcoming Small Business/Entrepreneurial Meeting July 7<sup>th</sup> @5:30 pm
  - (5.4) Prospect Table Update
  
- 6. EXECUTIVE SESSION**
  
- 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**  
**APRIL 16, 2026-Via in-person and TEAMS 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 Brian Weisel, 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, Chris Yohe, Jim Trower, Jim Maes, Lee Young, Brian Schwarz,

**ABSENT:** Daran Neuschafer, Rob Exline, Tom Dill

**ALSO PRESENT:**

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director  
Robin VanAtta, Salina Community Economic Dev. Organization, Administrative Assistant  
Shawn Hennessee, Deputy City Manager, City of Salina  
Greg Taylor, Citizen, Salina  
Pieter Miller, Executive Director, Salina Airport Authority  
Hannah Bett, Deputy County Administrator, Saline County  
Matt Stiles, County Administrator, Saline County  
Marcus Petty, Director of Marketing, Salina Area Chamber of Commerce  
Richard Humphrey, Citizen, Salina

**(1.3) Public Comment**

N/A

**APPROVAL OF MINUTES**

(2.1) Moved by Trower, seconded by Schwarz, to approve the March 19<sup>th</sup>, 2026 minutes. Aye: (6) Nay: (0).  
Motion carried.

**APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE**

(3.1/3.2) Moved by Trower, seconded by Schwarz to approve the March 2026 financial reports. Aye: (6)  
Nay: (0). Motion carried.

**4. DIRECTOR'S REPORT**

**(4.1) CMI Report (Marcus Petty)**

The website will have an official launch at the June 4<sup>th</sup>, 2026 Business After Hours. The website will be replacing the existing Visit Salina tourism website and will be a stand-alone website.

**(4.2) 10 Anniversary Celebration / Annual Meeting Review**

Robinson has received positive feedback about the event and the 10-year report.

**4.3) Ribbon Cutting / Groundbreakings**

Skywest Ribbon Cutting - April 9<sup>th</sup>, 2026

General Atomics Downtown Location Ribbon Cutting - April 9<sup>th</sup>

Salina Family Health Care Groundbreaking – April 9<sup>th</sup>  
Great Plains/Kubota R&D Facility Groundbreaking – April 10<sup>th</sup>

(4.4) 5<sup>th</sup> Annual Charlie Walker Pitch Challenge

Liam Deniau-Young	HiCo.	First Place / \$6000
Rindi & Matt Guldner	The Maker’s Shop	Second Place / \$4000
Kellen & Yessenia Womochil	This Moment Mobile Events	Third Place / \$3000
Angelica Carrillo-Hernandez	Casa Dolores Café	Fourth Place / \$2000
William Heironymus	Bobby’s Bees	Fifth Place / \$1000

(4.5) Upcoming Small Business/Entrepreneurial Public Meeting

Looking to schedule this meeting in June 2026 and will seek assistance from the Kansas Department of Commerce.

(4.6) Geopobe Exporter of the Year Visit with the Governor & Lt. Governor--

This visit is scheduled for Thursday, April 16<sup>th</sup> at 1:30 PM.

(4.7) Upcoming Meeting Schedule

Here is the tentative schedule:

May – The Temple	June -- Chamber of Commerce
July – Bergkamp	August – Chamber of Commerce
September --?	October – Chamber of Commerce
November --?	December – Chamber of Commerce

(4.8) Prospect Table Update

Robinson reviewed the current projects.

**5. EXECUTIVE SESSION**

Moved by Trower, seconded by Schwarz that the Salina Community Economic Development Organization board of directors recess into executive session for 15 minutes to discuss Project DC based up confidential 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 10:30 AM. Aye: (7) Nay: (0). Motion carried.

The board recessed into executive session at 10:24 AM and reconvened at 10:32 AM. No action was taken.

Also present in executive session: Shawn Hennesse, Deputy City Manager, City of Salina

**6. BOARD OF DIRECTORS COMMENTS**

No comments to record.

**7. ADJOURNMENT**

Moved by Trower, seconded by Schwarz, to adjourn the meeting at 10:35 AM. Aye: (7) Nay: (0). Motion carried.

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Brian Weisel, Board Vice President

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ATTEST: Jim Trower, Board Treasurer

## Statement of Financial Position

As of April 30, 2026

	<u>Apr 30, 26</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Cash	
First Bank Kansas	58,062.29
First Bank Kansas-Sweep Acct	324,696.59
Total Cash	<u>382,758.88</u>
Strategic Reserve Funds	
BSB Income Cash Sweep Acct	55,883.12
Total Strategic Reserve Funds	<u>55,883.12</u>
Total Checking/Savings	<u>438,642.00</u>
Total Current Assets	438,642.00
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>
<b>TOTAL ASSETS</b>	<b><u>438,642.00</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
VISA - First Bank Kansas	868.09
Total Credit Cards	<u>868.09</u>
Other Current Liabilities	
Payroll Liabilities	
State W/H Taxes	325.00
Total Payroll Liabilities	<u>325.00</u>
Total Other Current Liabilities	<u>325.00</u>
Total Current Liabilities	<u>1,193.09</u>
Total Liabilities	1,193.09
Equity	
Net Assets WO Donor Restriction	459,949.75
Net Income	-22,500.84
Total Equity	<u>437,448.91</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>438,642.00</u></b>

Salina Community Economic Development Organization, Inc.

Statement of Activities - Budget Performance

April 2026

	Apr 26	Budget	Jan - Apr 26	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Charlie Walker Pitch Challenge	0.00	1,333.34	16,000.00	5,333.33	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	6,666.68	6,666.68	20,000.00
<b>Total Direct Public Support</b>	1,666.67	1,666.67	6,666.68	6,666.68	20,000.00
<b>Investments</b>					
Interest Income	804.39	666.66	3,944.85	2,666.65	8,000.00
<b>Total Investments</b>	804.39	666.66	3,944.85	2,666.65	8,000.00
<b>Member Contributions</b>	8,750.00	96,250.00	105,000.00	192,500.00	385,000.00
<b>Other Types of Income</b>					
Miscellaneous Revenue	2,000.00	0.00	8,500.00	0.00	0.00
<b>Total Other Types of Income</b>	2,000.00	0.00	8,500.00	0.00	0.00
<b>Total Income</b>	13,221.06	99,916.67	190,111.53	257,166.66	479,000.00
<b>Gross Profit</b>	13,221.06	99,916.67	190,111.53	257,166.66	479,000.00
<b>Expense</b>					
<b>Business Expenses</b>					
Pass Through Payments	0.00	0.00	65,000.00	0.00	0.00
Memberships	0.00	62.50	0.00	250.00	750.00
Marketing Events	0.00	416.67	0.00	1,666.68	5,000.00
Miscellaneous Expense	54.68	29.17	89.68	116.68	350.00
Business Registration Fees	0.00	6.67	0.00	26.67	80.00
<b>Total Business Expenses</b>	54.68	515.01	65,089.68	2,060.03	6,180.00
<b>Contract Services</b>					
Accounting Fees	0.00	870.84	960.00	3,483.36	10,450.00
Outside Contract Services	0.00	833.33	4,500.00	3,333.32	10,000.00
<b>Total Contract Services</b>	0.00	1,704.17	5,460.00	6,816.68	20,450.00
<b>Facilities and Equipment</b>					
Office Equipment	0.00	208.34	0.00	833.36	2,500.00
Computer Replacement	0.00	208.34	0.00	833.36	2,500.00
Donated Facilities	1,666.67	1,666.67	6,666.68	6,666.68	20,000.00
<b>Total Facilities and Equipment</b>	1,666.67	2,083.35	6,666.68	8,333.40	25,000.00
<b>Operations</b>					
Charlie Walker Pitch Challenge	16,000.00	1,333.34	16,000.00	5,333.36	16,000.00
Donations	0.00	16.67	0.00	66.68	200.00
Dues & Subscriptions	285.00	100.00	929.99	400.00	1,200.00
Training Fees	0.00	8.34	0.00	33.36	100.00
Repairs & Maintenance	0.00	12.50	0.00	50.00	150.00
Advertising/Promotion	17,589.10	4,708.34	23,035.65	18,833.36	56,500.00
Books, Subscriptions, Reference	14.19	479.17	4,082.11	1,916.68	5,750.00
Postage, Mailing Service	0.00	10.00	78.00	40.00	120.00
Printing and Copying	0.00	83.34	0.00	333.36	1,000.00
Supplies	117.28	283.34	1,225.97	1,133.36	3,400.00
Telephone, Telecommunications	179.35	250.00	1,052.44	1,000.00	3,000.00
<b>Total Operations</b>	34,184.92	7,285.04	46,404.16	29,140.16	87,420.00
<b>Other Types of Expenses</b>					
Bank Charges	0.00	8.34	0.00	33.36	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	4,924.00	541.67	5,220.00	2,166.68	6,500.00
<b>Total Other Types of Expenses</b>	4,924.00	550.01	5,220.00	2,200.04	6,600.00

## Salina Community Economic Development Organization, Inc.

## Statement of Activities - Budget Performance

05/20/26

April 2026

Accrual Basis

	Apr 26	Budget	Jan - Apr 26	YTD Budget	Annual Budget
<b>Payroll Expenses</b>					
Wages & Salaries	14,503.62	16,083.34	64,786.25	64,333.36	193,000.00
Car Allowance	500.00	500.00	2,250.00	2,000.00	6,000.00
Director Health Insurance	303.48	312.50	1,420.42	1,250.00	3,750.00
Employee Health Ins	267.48	275.00	1,194.08	1,100.00	3,300.00
Payroll Taxes	1,204.29	1,583.34	5,902.96	6,333.36	19,000.00
Payroll Direct Deposit Fee	20.00	21.67	90.00	86.68	260.00
Retirement Contribution	0.00	1,333.34	3,914.11	5,333.36	16,000.00
Director Life Insurance	0.00		681.94		
Director Performance Bonus	0.00	333.34	2,500.00	1,333.36	4,000.00
<b>Total Payroll Expenses</b>	<b>16,798.87</b>	<b>20,442.53</b>	<b>82,739.76</b>	<b>81,770.12</b>	<b>245,310.00</b>
<b>Travel and Meetings</b>					
Travel and Meetings - Other	35.00	166.67	35.00	666.68	2,000.00
Meals	103.68	83.34	381.35	333.36	1,000.00
Conference, Convention, Meeting	0.00	83.34	150.00	333.36	1,000.00
Travel	0.00	125.00	465.74	500.00	1,500.00
<b>Total Travel and Meetings</b>	<b>138.68</b>	<b>458.35</b>	<b>1,032.09</b>	<b>1,833.40</b>	<b>5,500.00</b>
<b>Total Expense</b>	<b>57,767.82</b>	<b>33,038.46</b>	<b>212,612.37</b>	<b>132,153.83</b>	<b>396,460.00</b>
<b>Net Ordinary Income</b>	<b>-44,546.76</b>	<b>66,878.21</b>	<b>-22,500.84</b>	<b>125,012.83</b>	<b>82,540.00</b>
<b>Other Income/Expense</b>					
Other Expense					
Unspecified-Reserve Funds	0.00	2,500.00	0.00	10,000.00	30,000.00
<b>Total Other Expense</b>	<b>0.00</b>	<b>2,500.00</b>	<b>0.00</b>	<b>10,000.00</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>-10,000.00</b>	<b>-30,000.00</b>
<b>Net Income</b>	<b>-44,546.76</b>	<b>64,378.21</b>	<b>-22,500.84</b>	<b>115,012.83</b>	<b>52,540.00</b>



# 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	Inactive	7/14/2025	On hold due to changes in the food market	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	Storm Impact on Building?	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	
26-05	Project DAVCON	SAA	Active	?	Late '25 contracts signed	New Hangar Sapce at SAA Aircraft Hangars		?	?	?	?	Available Property	10,000 to 90,000 SF



Salina Community  
Economic Development  
Organization

# 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
26-07	Project Claw	KDOC / KC	Active	3/17/2026	3/24/2026 Project Submission Due	European Mfg	Items for Construction	90	?	\$40 M	Constuction	9 to 12 acres	?