

**BOARD OF DIRECTORS MEETING AGENDA - MAY 21, 2026 AT 9:30 AM**  
**SALINA AREA CHAMBER OF COMMERCE ANNEX - 120 WEST ASH STREET; SALINA, KS**

**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) May 21, 2026 Minutes

**3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**

- (3.1) May 2026 Financial Reports
- (3.2) 2025 Financial Review

**4. DIRECTOR'S REPORT**

- (4.1) CMI Rollout and Update
- (4.2) Website Update
- (4.3) Small Business/Entrepreneurial Meeting July 7<sup>th</sup> @5:30 pm
- (4.4) General Atomics Investments in Salina
- (4.5) July Board Meeting
- (4.6) KU Salina Listening Session
- (4.7) Work with KDC on Kubota Workforce Question
- (4.8) Opportunity Zone 2.0 Submittal to KDC
- (4.9) Prospect Table Update

**5. EXECUTIVE SESSION**

**6. BOARD OF DIRECTORS COMMENTS**

**8. ADJOURNMENT**

**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.**

**THE TEMPLE – 336 SOUTH SANTA FE; SALINA, KS 67401**

**MAY 21, 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 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, Tom Dill, Brian Weisel, Chris Yohe, Jim Trower, Lee Young, Brian Schwarz

**ABSENT:** Daran Neuschafer, Jim Maes

**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  
Matt Stiles, County Administrator, Saline County  
Michael Bunn, Salina Airport Authority Board Liaison  
Mark Freel, Customer Solutions Manager, Evergy  
Dan McFadden, Bank of the Plains  
Jerry Ivey II, Commissioner/Vice Mayor, City of Salina City Commission  
Jacob Wood, City Manager, City of Salina  
Brenda Gutierrez, Foundation Director, Salina Area Technical College  
JR Claeys, Executive Director, Salina Aerospace Development Partnership  
Michelle Groopman, Early Childcare Initiative Director, Salina Area United Way

**(1.3) Public Comment**

N/A

**APPROVAL OF MINUTES**

(2.1) Moved by Trower, seconded by Weisel, to approve the April 16<sup>th</sup>, 2026 minutes. Aye: (7) Nay: (0). Motion carried.

**APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE**

(3.1) Moved by Trower, seconded by Schwarz to approve the April 2026 financial reports. Aye: (7) Nay: (0). Motion carried.

**(3.2) City of Salina Budget Requests – June 8<sup>th</sup>**

Robinson will submit a level funding request for 2027.

**4. SPOTLIGHT PRESENTATION – SALINA AREA UNITED WAY EARLY CHILDCARE INITIATIVE – MICHELLE GROOPMAN, DIRECTOR**

Groopman provided a program overview of the Early Childcare Initiative to those present.

**5. DIRECTOR’S REPORT**

**(5.1) Website Redesign**

Robinson received two proposals for the EDO website redesign; one from GSLI (Global Site Location Industries) and one from WCCiT/Mr. Freeland Design. Hard copies of each proposal were provided to the board.

Moved by Exline, seconded by Trower to work with GSLI on the EDO website redesign and to choose Option 2: Enhanced Website Redesign for \$9,000. Aye: (7) Nay: (0). Motion carried.

**(5.2) Nex-Tech Data Center Ribbon Cutting – June 9<sup>th</sup> @ 4:00 PM**

Board members and stakeholders who would like to attend should let Robinson know to be included on the guest list.

**(5.3) Upcoming Small Business / Entrepreneurial Meeting – July 7<sup>th</sup> @ 5:30 PM**

Our office will be inviting small business owners and entrepreneurs to this meeting.

**(5.4) Prospect Table Update**

Robinson reviewed the current projects.

**5. EXECUTIVE SESSION**

Moved by Weisel, seconded by Young that the Salina Community Economic Development Organization board of directors recess into executive session for 15 minutes to discuss the potential acquisition of specific real estate, the identification of which would be contrary to the public interest, based upon the need for the preliminary discussion of the acquisition of real property pursuant to K.S.A. 75-4319(b)(6). The open meeting will resume in this room at 10:42 AM. Aye: (7) Nay: (0). Motion carried.

The board recessed into executive session at 10:27 AM and reconvened at 10:42 AM. No action was taken.

Also present in executive session: Shawn Hennesse, Deputy City Manager, City of Salina and Jacob Wood, City Manager, City of Salina.

**6. BOARD OF DIRECTORS COMMENTS**

No comments to record.

**7. ADJOURNMENT**

Moved by Weisel, seconded by Trower, to adjourn the meeting at 10:44 AM. Aye: (7) Nay: (0). Motion carried.

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Tom Dill, Board President

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ATTEST: Jim Trower, Board Treasurer

## Statement of Financial Position

As of May 31, 2026

|                                       | May 31, 26        |
|---------------------------------------|-------------------|
| <b>ASSETS</b>                         |                   |
| Current Assets                        |                   |
| Checking/Savings                      |                   |
| Cash                                  |                   |
| First Bank Kansas                     | 74,137.55         |
| First Bank Kansas-Sweep Acct          | 328,235.70        |
| Total Cash                            | 402,373.25        |
| Strategic Reserve Funds               |                   |
| BSB Income Cash Sweep Acct            | 56,058.52         |
| UMB_CD_1801137290                     | 25,000.00         |
| UMB_Money Market_9873177170           | 25,062.32         |
| Total Strategic Reserve Funds         | 106,120.84        |
| Total Checking/Savings                | 508,494.09        |
| Total Current Assets                  | 508,494.09        |
| 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              |
| <b>TOTAL ASSETS</b>                   | <b>508,494.09</b> |
| <b>LIABILITIES &amp; EQUITY</b>       |                   |
| Liabilities                           |                   |
| Current Liabilities                   |                   |
| Credit Cards                          |                   |
| VISA - First Bank Kansas              | 6,081.27          |
| Total Credit Cards                    | 6,081.27          |
| Other Current Liabilities             |                   |
| Payroll Liabilities                   |                   |
| State W/H Taxes                       | 337.00            |
| Total Payroll Liabilities             | 337.00            |
| Total Other Current Liabilities       | 337.00            |
| Total Current Liabilities             | 6,418.27          |
| Total Liabilities                     | 6,418.27          |
| Equity                                |                   |
| Net Assets WO Donor Restriction       | 459,949.75        |
| Net Income                            | 42,126.07         |
| Total Equity                          | 502,075.82        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>508,494.09</b> |

## Salina Community Economic Development Organization, Inc.

06/15/26

## Statement of Activities - Budget Performance

Accrual Basis

May 2026

|                                       | May 26    | Budget   | Jan - May 26 | YTD Budget | Annual Budget |
|---------------------------------------|-----------|----------|--------------|------------|---------------|
| <b>Ordinary Income/Expense</b>        |           |          |              |            |               |
| <b>Income</b>                         |           |          |              |            |               |
| Charlie Walker Pitch Challenge        | 0.00      | 1,333.33 | 16,000.00    | 6,666.66   | 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 | 8,333.35     | 8,333.35   | 20,000.00     |
| <b>Total Direct Public Support</b>    | 1,666.67  | 1,666.67 | 8,333.35     | 8,333.35   | 20,000.00     |
| <b>Investments</b>                    |           |          |              |            |               |
| Interest Income                       | 776.83    | 666.67   | 4,721.68     | 3,333.32   | 8,000.00      |
| <b>Total Investments</b>              | 776.83    | 666.67   | 4,721.68     | 3,333.32   | 8,000.00      |
| <b>Member Contributions</b>           | 87,500.00 | 0.00     | 192,500.00   | 192,500.00 | 385,000.00    |
| <b>Other Types of Income</b>          |           |          |              |            |               |
| Miscellaneous Revenue                 | 1,000.00  | 0.00     | 9,500.00     | 0.00       | 0.00          |
| <b>Total Other Types of Income</b>    | 1,000.00  | 0.00     | 9,500.00     | 0.00       | 0.00          |
| <b>Total Income</b>                   | 90,943.50 | 3,666.67 | 281,055.03   | 260,833.33 | 479,000.00    |
| <b>Gross Profit</b>                   | 90,943.50 | 3,666.67 | 281,055.03   | 260,833.33 | 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         | 312.50     | 750.00        |
| Marketing Events                      | 0.00      | 416.67   | 0.00         | 2,083.35   | 5,000.00      |
| Miscellaneous Expense                 | 0.00      | 29.17    | 89.68        | 145.85     | 350.00        |
| Business Registration Fees            | 0.00      | 6.67     | 0.00         | 33.34      | 80.00         |
| <b>Total Business Expenses</b>        | 0.00      | 515.01   | 65,089.68    | 2,575.04   | 6,180.00      |
| <b>Contract Services</b>              |           |          |              |            |               |
| Accounting Fees                       | 425.00    | 870.83   | 1,385.00     | 4,354.19   | 10,450.00     |
| Outside Contract Services             | 0.00      | 833.33   | 4,500.00     | 4,166.65   | 10,000.00     |
| <b>Total Contract Services</b>        | 425.00    | 1,704.16 | 5,885.00     | 8,520.84   | 20,450.00     |
| <b>Facilities and Equipment</b>       |           |          |              |            |               |
| Office Equipment                      | 0.00      | 208.33   | 0.00         | 1,041.69   | 2,500.00      |
| Computer Replacement                  | 0.00      | 208.33   | 0.00         | 1,041.69   | 2,500.00      |
| Donated Facilities                    | 1,666.67  | 1,666.67 | 8,333.35     | 8,333.35   | 20,000.00     |
| <b>Total Facilities and Equipment</b> | 1,666.67  | 2,083.33 | 8,333.35     | 10,416.73  | 25,000.00     |
| <b>Operations</b>                     |           |          |              |            |               |
| Charlie Walker Pitch Challenge        | 0.00      | 1,333.33 | 16,000.00    | 6,666.69   | 16,000.00     |
| Donations                             | 0.00      | 16.67    | 0.00         | 83.35      | 200.00        |
| Dues & Subscriptions                  | 0.00      | 100.00   | 929.99       | 500.00     | 1,200.00      |
| Finance Charges                       | 70.00     |          | 70.00        |            |               |
| Training Fees                         | 0.00      | 8.33     | 0.00         | 41.69      | 100.00        |
| Repairs & Maintenance                 | 0.00      | 12.50    | 0.00         | 62.50      | 150.00        |
| Advertising/Promotion                 | 5,512.08  | 4,708.33 | 28,547.73    | 23,541.69  | 56,500.00     |
| Books, Subscriptions, Reference       | 14.19     | 479.17   | 4,096.30     | 2,395.85   | 5,750.00      |
| Postage, Mailing Service              | 0.00      | 10.00    | 78.00        | 50.00      | 120.00        |
| Printing and Copying                  | 0.00      | 83.33    | 0.00         | 416.69     | 1,000.00      |
| Supplies                              | 0.00      | 283.33   | 1,225.97     | 1,416.69   | 3,400.00      |
| Telephone, Telecommunications         | 179.35    | 250.00   | 1,231.79     | 1,250.00   | 3,000.00      |
| <b>Total Operations</b>               | 5,775.62  | 7,284.99 | 52,179.78    | 36,425.15  | 87,420.00     |
| <b>Other Types of Expenses</b>        |           |          |              |            |               |
| Bank Charges                          | 0.00      | 8.33     | 0.00         | 41.69      | 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        | 1,087.68  | 541.67   | 6,307.68     | 2,708.35   | 6,500.00      |
| <b>Total Other Types of Expenses</b>  | 1,087.68  | 550.00   | 6,307.68     | 2,750.04   | 6,600.00      |

## Salina Community Economic Development Organization, Inc.

06/15/26

## Statement of Activities - Budget Performance

Accrual Basis

May 2026

|                                  | May 26           | Budget            | Jan - May 26      | YTD Budget        | Annual Budget     |
|----------------------------------|------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Payroll Expenses</b>          |                  |                   |                   |                   |                   |
| Wages & Salaries                 | 14,503.62        | 16,083.33         | 79,289.87         | 80,416.69         | 193,000.00        |
| Car Allowance                    | 500.00           | 500.00            | 2,750.00          | 2,500.00          | 6,000.00          |
| Director Health Insurance        | 303.48           | 312.50            | 1,723.90          | 1,562.50          | 3,750.00          |
| Employee Health Ins              | 267.48           | 275.00            | 1,461.56          | 1,375.00          | 3,300.00          |
| Payroll Taxes                    | 1,268.51         | 1,583.33          | 7,113.79          | 7,916.69          | 19,000.00         |
| Payroll Direct Deposit Fee       | 20.00            | 21.67             | 110.00            | 108.35            | 260.00            |
| Retirement Contribution          | 0.00             | 1,333.33          | 3,914.11          | 6,666.69          | 16,000.00         |
| Director Life Insurance          | 0.00             |                   | 681.94            |                   |                   |
| Director Performance Bonus       | 0.00             | 333.33            | 2,500.00          | 1,666.69          | 4,000.00          |
| <b>Total Payroll Expenses</b>    | <b>16,863.09</b> | <b>20,442.49</b>  | <b>99,545.17</b>  | <b>102,212.61</b> | <b>245,310.00</b> |
| <b>Travel and Meetings</b>       |                  |                   |                   |                   |                   |
| Travel and Meetings - Other      | 0.00             | 166.67            | 35.00             | 833.35            | 2,000.00          |
| Meals                            | 544.77           | 83.33             | 926.12            | 416.69            | 1,000.00          |
| Conference, Convention, Meeting  | 0.00             | 83.33             | 150.00            | 416.69            | 1,000.00          |
| Travel                           | 11.44            | 125.00            | 477.18            | 625.00            | 1,500.00          |
| <b>Total Travel and Meetings</b> | <b>556.21</b>    | <b>458.33</b>     | <b>1,588.30</b>   | <b>2,291.73</b>   | <b>5,500.00</b>   |
| <b>Total Expense</b>             | <b>26,374.27</b> | <b>33,038.31</b>  | <b>238,928.96</b> | <b>165,192.14</b> | <b>396,460.00</b> |
| <b>Net Ordinary Income</b>       | <b>64,569.23</b> | <b>-29,371.64</b> | <b>42,126.07</b>  | <b>95,641.19</b>  | <b>82,540.00</b>  |
| <b>Other Income/Expense</b>      |                  |                   |                   |                   |                   |
| Other Expense                    |                  |                   |                   |                   |                   |
| Unspecified-Reserve Funds        | 0.00             | 2,500.00          | 0.00              | 12,500.00         | 30,000.00         |
| <b>Total Other Expense</b>       | <b>0.00</b>      | <b>2,500.00</b>   | <b>0.00</b>       | <b>12,500.00</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>-12,500.00</b> | <b>-30,000.00</b> |
| <b>Net Income</b>                | <b>64,569.23</b> | <b>-31,871.64</b> | <b>42,126.07</b>  | <b>83,141.19</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                                                                  | ?                                          | ?                      | ?          | ?                   | ?                            | ?                                                                                                               |
| 25-07  | Project Launch             | KDOC/LC            | Active         | 7/14/2025                    | submitted 9/8/2025               | Manufacturing techonology company          | High-performance mechanical equipment that enhances productivity on construction sites | 75-100 initially<br>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                                                                                   |
| 25-13  | Project Circle             | KDOC/KC            | INACTIVE       | 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                                                                                        |
| 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                                                                                             |
| 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                | ?                                                                                                               |
| 26-08  | Projet Powder              | Superior           | Active         | 2/19/2026                    |                                  | Wyoming Based Business                     | Processing Facility using Wheat straw to make plastic filler                           | 15                                         | ?                      | \$2.5 M    | Lease-Superior Bldg | NA                           | 16,000 SF                                                                                                       |

# 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 |
|--------|-------------------|---------------|----------------|--------------|---------------------------|--------------------------------------------------------------------|---------------------------|------------|----------------|------------|---------------------|------------------|----------------|
| 26-09  | Project Precision | KDC/Direct    | New            | 5/27/2026    | Waiting for Zoom Call     | Israel based company seeking US HQ location and assembly operation | sensors for agr equipment | 20         | ?              | ?          | Lease-Superior Bldg | NA               | 15,000 SF      |