

BOARD OF DIRECTORS MEETING AGENDA - AUGUST 20, 2026 AT 9:30 AM
SALINA CHAMBER BUILDING (FORMER 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) July 16, 2026 Minutes

3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (3.1) July 2026 Financial Reports

4. POSSIBLE ACTION ITEM - DOVER DEVELOPMENT, INC (CEDARHURST EXPANSION)

-Jeff Maes and Nick Dwyer (remotely)

5. DIRECTOR'S REPORT

- (5.1) Kubota Announcement
- (5.2) A&B Groundbreaking
- (5.3) Next Month's Meeting - Salina Tech
- (5.4) Prospect Table Update

6. EXECUTIVE SESSION

7. BOARD OF DIRECTORS COMMENTS

8. ADJOURNMENT



SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.
BERGKAMP, INC; 3040 EMULSION DRIVE; SALINA, KS 67401
JULY 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 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 (TEAMS), Chris Yohe, Jim Trower, Lee Young (TEAMS), Brian Schwarz, Daran Neuschafer, Jim Maes

ABSENT: N/A

ALSO PRESENT:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization, Administrative Assistant
Matt Stiles, County Administrator, Saline County
Jeff Maes, Realtor, ComPro Realty
Pieter Miller, Executive Director, Salina Airport Authority
Richard Humphrey, Citizen of Salina

(1.2) Public Comment

N/A

APPROVAL OF MINUTES

(2.1) Moved by Neuschafer, seconded by Trower, to approve the June 18th, 2026 minutes. Aye: (9) Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENTS AND ACCOUNTS PAYABLE

(3.1) Moved by Exline, seconded by Schwarz to approve the June 2026 financial reports upon further clarification of the \$50,000 pass through line item. Aye: (9) Nay: (0). Motion carried.

4. DIRECTOR'S REPORT

(4.1) Website Update

GSLI will be starting on the website redesign soon.

(4.2) Small Business / Entrepreneurial Meeting July 7th at 5:30 PM

There were about 30 people in attendance. The meeting included a brainstorming activity that garnered Salina's strengths and weaknesses around supporting small businesses and entrepreneurs.

(4.3) Upcoming A&B Groundbreaking

The ceremony is tentatively scheduled for July 28th, and the start time is still to be determined.

(4.4) Federal Reserve July 13th Meeting with Local Industries

Jeremy Hill with the Federal Reserve Bank in Kansas City met for a lunch meeting with about 10 local industry representatives.

(4.5) Prospect Table Update

Robinson provided an update on the current projects.

5. EXECUTIVE SESSION

Moved by Yohe, seconded by Exline that the Salina Community Economic Development Organization board of directors recess into executive session for 23 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 10:30 AM. Aye: (9) Nay: (0). Motion carried.

The board recessed into executive session at 10:07 AM and reconvened at 10:28 AM. No action taken. Also present in executive session: Jeff Maes, Compro Realty

6. BOARD OF DIRECTORS COMMENTS

No comments to record.

7. ADJOURNMENT

Moved by Trower, seconded by Neuschafer, to adjourn the meeting at 10:29 AM. Aye: (9) Nay: (0). Motion carried.

Tom Dill, Board President

ATTEST: Daran Neuschafer, Board Secretary

Statement of Financial Position

As of July 31, 2026

	Jul 31, 26
ASSETS	
Current Assets	
Checking/Savings	
Cash	
First Bank Kansas	74,747.98
First Bank Kansas-Sweep Acct	349,386.48
Total Cash	424,134.46
Strategic Reserve Funds	
BSB Income Cash Sweep Acct	56,392.07
UMB_CD_1801137290	25,241.97
UMB_Money Market_9873177170	25,198.63
Total Strategic Reserve Funds	106,832.67
Total Checking/Savings	530,967.13
Total Current Assets	530,967.13
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	530,967.13
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
VISA - First Bank Kansas	849.92
Total Credit Cards	849.92
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	965.62
Medicare Taxes	225.84
Federal W/H Taxes	1,141.00
State W/H Taxes	690.00
Total Payroll Liabilities	3,022.46
Total Other Current Liabilities	3,022.46
Total Current Liabilities	3,872.38
Total Liabilities	3,872.38
Equity	
Net Assets WO Donor Restriction	459,949.75
Net Income	67,145.00
Total Equity	527,094.75
TOTAL LIABILITIES & EQUITY	530,967.13

Profit & Loss

July 2026

	Jul 26
Ordinary Income/Expense	
Income	
Direct Public Support	
Gifts in Kind - Goods	1,666.67
Total Direct Public Support	1,666.67
Investments	
Interest Income	1,059.01
Total Investments	1,059.01
Member Contributions	96,250.00
Total Income	98,975.68
Gross Profit	98,975.68
Expense	
Contract Services	
Accounting Fees	440.00
Total Contract Services	440.00
Facilities and Equipment	
Donated Facilities	1,666.67
Total Facilities and Equipment	1,666.67
Operations	
Advertising/Promotion	5,916.57
Books, Subscriptions, Reference	14.19
Supplies	456.79
Telephone, Telecommunications	179.64
Total Operations	6,567.19
Other Types of Expenses	
Insurance - Liability, D and O	-31.68
Total Other Types of Expenses	-31.68
Payroll Expenses	
Wages & Salaries	21,755.43
Car Allowance	750.00
Director Health Insurance	455.22
Employee Health Ins	401.22
Payroll Taxes	1,787.19
Payroll Direct Deposit Fee	30.00
Total Payroll Expenses	25,179.06
Travel and Meetings	
Meals	449.31
Travel	170.54
Total Travel and Meetings	619.85
Total Expense	34,441.09
Net Ordinary Income	64,534.59
Net Income	64,534.59

Salina Community Economic Development Organization, Inc.

08/14/26

Statement of Activities - Budget Performance

Accrual Basis

July 2026

	Jul 26	Budget	Jan - Jul 26	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Charlie Walker Pitch Challenge	0.00	1,333.34	16,000.00	9,333.33	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
Direct Public Support					
Gifts in Kind - Goods	1,666.67	1,666.67	11,666.69	11,666.69	20,000.00
Total Direct Public Support	1,666.67	1,666.67	11,666.69	11,666.69	20,000.00
Investments					
Interest Income	1,059.01	666.67	6,584.29	4,666.66	8,000.00
Total Investments	1,059.01	666.67	6,584.29	4,666.66	8,000.00
Member Contributions	96,250.00	96,250.00	288,750.00	288,750.00	385,000.00
Other Types of Income					
Miscellaneous Revenue	0.00	0.00	9,500.00	0.00	0.00
Total Other Types of Income	0.00	0.00	9,500.00	0.00	0.00
Total Income	98,975.68	99,916.68	382,500.98	364,416.68	479,000.00
Gross Profit	98,975.68	99,916.68	382,500.98	364,416.68	479,000.00
Expense					
Accrued Wages	0.00		7,677.06		
Business Expenses					
Pass Through Payments	0.00	0.00	65,000.00	0.00	0.00
Memberships	0.00	62.50	0.00	437.50	750.00
Marketing Events	0.00	416.67	500.00	2,916.69	5,000.00
Miscellaneous Expense	0.00	29.17	121.68	204.19	350.00
Business Registration Fees	0.00	6.67	0.00	46.68	80.00
Total Business Expenses	0.00	515.01	65,621.68	3,605.06	6,180.00
Contract Services					
Accounting Fees	440.00	870.83	1,825.00	6,095.85	10,450.00
Outside Contract Services	0.00	833.33	5,250.00	5,833.31	10,000.00
Total Contract Services	440.00	1,704.16	7,075.00	11,929.16	20,450.00
Facilities and Equipment					
Office Equipment	0.00	208.33	0.00	1,458.35	2,500.00
Computer Replacement	0.00	208.33	0.00	1,458.35	2,500.00
Donated Facilities	1,666.67	1,666.67	11,666.69	11,666.69	20,000.00
Total Facilities and Equipment	1,666.67	2,083.33	11,666.69	14,583.39	25,000.00
Operations					
Charlie Walker Pitch Challenge	0.00	1,333.33	16,000.00	9,333.35	16,000.00
Donations	0.00	16.67	0.00	116.69	200.00
Dues & Subscriptions	0.00	100.00	929.99	700.00	1,200.00
Finance Charges	0.00		70.00		
Training Fees	0.00	8.33	10.00	58.35	100.00
Repairs & Maintenance	0.00	12.50	0.00	87.50	150.00
Advertising/Promotion	5,916.57	4,708.33	49,737.40	32,958.35	56,500.00
Books, Subscriptions, Reference	14.19	479.17	4,124.68	3,354.19	5,750.00
Postage, Mailing Service	0.00	10.00	243.62	70.00	120.00
Printing and Copying	0.00	83.33	0.00	583.35	1,000.00
Supplies	456.79	283.33	2,363.15	1,983.35	3,400.00
Telephone, Telecommunications	179.64	250.00	1,740.78	1,750.00	3,000.00
Total Operations	6,567.19	7,284.99	75,219.62	50,995.13	87,420.00
Other Types of Expenses					
Bank Charges	0.00	8.33	0.00	58.35	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	-31.68	541.67	6,534.90	3,791.69	6,500.00
Total Other Types of Expenses	-31.68	550.00	6,534.90	3,850.04	6,600.00

Salina Community Economic Development Organization, Inc.

08/14/26

Statement of Activities - Budget Performance

Accrual Basis

July 2026

	Jul 26	Budget	Jan - Jul 26	YTD Budget	Annual Budget
Payroll Expenses					
Wages & Salaries	21,755.43	16,083.33	107,871.86	112,583.35	193,000.00
Car Allowance	750.00	500.00	4,000.00	3,500.00	6,000.00
Director Health Insurance	455.22	312.50	2,482.60	2,187.50	3,750.00
Employee Health Ins	401.22	275.00	2,130.26	1,925.00	3,300.00
Payroll Taxes	1,787.19	1,583.33	10,391.86	11,083.35	19,000.00
Payroll Direct Deposit Fee	30.00	21.67	160.00	151.69	260.00
Retirement Contribution	0.00	1,333.33	7,828.22	9,333.35	16,000.00
Director Life Insurance	0.00		1,363.88		
Director Performance Bonus	0.00	333.33	2,500.00	2,333.35	4,000.00
Total Payroll Expenses	25,179.06	20,442.49	138,728.68	143,097.59	245,310.00
Travel and Meetings					
Travel and Meetings - Other	0.00	166.67	35.00	1,166.69	2,000.00
Meals	449.31	83.33	1,480.25	583.35	1,000.00
Conference, Convention, Meeting	0.00	83.33	445.00	583.35	1,000.00
Travel	170.54	125.00	872.10	875.00	1,500.00
Total Travel and Meetings	619.85	458.33	2,832.35	3,208.39	5,500.00
Total Expense	34,441.09	33,038.31	315,355.98	231,268.76	396,460.00
Net Ordinary Income	64,534.59	66,878.37	67,145.00	133,147.92	82,540.00
Other Income/Expense					
Other Expense					
Unspecified-Reserve Funds	0.00	2,500.00	0.00	17,500.00	30,000.00
Total Other Expense	0.00	2,500.00	0.00	17,500.00	30,000.00
Net Other Income	0.00	-2,500.00	0.00	-17,500.00	-30,000.00
Net Income	64,534.59	64,378.37	67,145.00	115,647.92	52,540.00

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
25-11	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
21-10	Project North Track	Direct Call / City	(re)Active	2/9/2026	Delayed to '27	Existing Salina Company	Future Area for Testing	?	?	?	?	pproximately 67 acres	
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	Project 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	20,000 SF
26-09	Project Precision	KDC/Direct	Active	5/27/2026	Lease Being Shared	Israel based company seeking US HQ location and assembly operation	sensors for agr equipment	5 start	?	\$1.50	Lease-Superior Bldg	Testing Area & Farm Plots	20,000 SF