

BOARD OF DIRECTORS MEETING AGENDA
VIA GOTO MEETING
MAY 15, 2020 AT 9:00AM

- 1. CALL TO ORDER AND ROLL CALL @ 9:00 AM**
 - (1.1) Confirmation of Meeting Notice
 - (1.2) Public Comments

- 2. APPROVAL OF MINUTES**

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (4.1) February Financial Reports
 - (4.2) March Financial Reports
 - (4.3) April Financial Reports
 - (4.4) Budget Changes Due to COVID-19 Virus

- 4. DIRECTOR'S REPORT**
 - (5.1) Activity Updates
 - (5.2) Prospect Update

- 5. EXECUTIVE SESSION**
 - (7.1) Discussion of Prospective Industry (15 minutes)

I move that the Salina Community Economic Development Organization board of directors recess into an executive session for ten (10) minutes to discuss the subject of a specific economic development project based upon the need to discuss data relating to the financial affairs or traded 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 ____ AM.

- 6. ADJOURNMENT**

CITY OF SALINA, KANSAS
REGULAR MEETING OF THE SALINA COMMUNITY ECONOMIC DEVELOPMENT
ORGANIZATION, INC.
February 27, 2020
9:00 a.m.

CALL TO ORDER AND ROLL CALL

The Regular Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 9:02 AM by Frank Hampton, Board President. Robinson confirmed that the meeting notice was made public. Hampton introduced newly appointed board member Michelle Griffin. She is filling a vacant position held by the City of Salina.

Those present and comprising a quorum: Lloyd Davidson, Frank Hampton, Brian Richardson (in at 9:20 AM), Paula Fried, Pete Brungardt, Michelle Griffin, and Cheryl Murray

Also present:

Mitch Robinson, Salina Community Economic Development Organization Executive Director; Robin VanAtta, Salina Community Economic Development Organization Administrative Assistant; Robert Vidricksen, Saline County, County Commissioner; Sheriff Roger Soldan, Saline County Sheriff's Office; Jeff Lane, Architect, TreanorHL; Hannah Stambaugh, Deputy County Administrator, Saline County; Phillip Smith-Hanes, County Administrator, Saline County; Tim Rogers, Executive Director, Salina Airport Authority; Mike Schrage, City Manager, City of Salina; Joan Ratzlaff, Citizen of Salina, Salina Area Workers' Coalition; Sheryl Brown, Retired Teacher, Salina; Alan Eikelberger, Sunflower Bank, President; Melissa Bixby, First Bank Kansas; and Eric Brown, Salina Area Chamber of Commerce, President.

Not present: John Gunn and Jeff Thompson.

1.2 Public Comment

Joan Ratzlaff, citizen of Salina, thanked the board for hearing comments made at the December 2019 meeting regarding the EDO's website wording around "affordable wages".

MONTHLY SPOTLIGHT - SALINE COUNTY JAIL UPDATE

Saline County Sheriff Roger Soldan updated the board on the current jail situation. Key points included:

- 278 currently incarcerated
- Jail has been over capacity since 2010
- Saline County has paid out over \$7M to house inmates in other counties
- The County pays \$35 per day to move a housed inmate out of Saline County
- Moving inmates in/out of the county is dangerous and overtaxing for staff.
- Current incarcerated inmates are not there for possession of marijuana. Those individuals usually get processed and then released for pending court.

- Four possible options as recommended by a hired consultant:
 1. New 12-acre greenfield site
 2. Renovation of current jail
 3. Off-site Induction
 4. Maintain current process of housing inmates out-of-county.

APPROVAL OF MINUTES

Moved by Davidson, seconded by Richardson, to approve the January 16, 2020 as written.
Aye: (7). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(4.1) January Financial Report

Moved by Richardson, seconded by Fried, to approve the January 2020 financial statements.
Aye: (7). Nay: (0). Motion carried.

(4.2) TEAM Kansas 2020 Pledge Contribution

The 2020 contribution of \$5,000 would include 4 marketing/outreach events hosted by TEAM Kansas. Moved by Davidson, seconded by Murray, to approve the \$5,000 pledge to TEAM Kansas. Aye: (7). Nay: (0). Motion carried.

DIRECTOR'S REPORT

(5.1) Activity Updates

Robinson would still like to plan an Annual Meeting in early-to-mid May and invite Commerce Secretary David Toland to the meeting to provide an update on the state's strategic plan process.

Salina is sending a delegation of interested stakeholders to Garden City, KS on March 4th and 5th. Garden City officials will be presenting their findings from the childcare initiatives that they have put into place of the past several years. Robinson will be attending on behalf of the EDO.

(5.2) Prospect Update

Project 19-15 – Project Toys

- Meeting with the City of Salina Development Review Team the week of March 2nd
- 20-acre site across from Philips on South 9th

Project 19-7- Project Petal

- April 2020 decision timeline

EXECUTIVE SESSION

Moved by Brungardt, seconded by Davidson to move that the Salina Community Economic Development Organization board of directors recess into executive session for ten (10) minutes to discuss the subject of a specific economic development project based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts and

individual proprietorships pursuant to K.S.A. 75-4319. The open meeting will resume in this room at 9:35 AM. Aye: (7). Nay: (0). Motion carried.

The board of directors recessed into executive session at 9:40 AM and reconvened at 9:50 AM. No action was taken.

Also present in executive session: City Manager Mike Schrage, Salina Airport Authority Executive Director Tim Rogers, and the Salina Chamber of Commerce President Eric Brown.

ADJOURNMENT

Moved by Davidson, seconded by Richardson to adjourn the meeting. Aye: (7). Nay: (0). Motion carried. Hampton adjourned the meeting at 10:00 AM.

Frank Hampton, Board President

ATTEST:

Paula Fried, Board Secretary

Profit & Loss

February 2020

| | <u>Feb 20</u> |
|---------------------------------|--------------------------|
| Ordinary Income/Expense | |
| Income | |
| Investments | |
| Interest-Savings, Short-term CD | 244.31 |
| Total Investments | <u>244.31</u> |
| Total Income | <u>244.31</u> |
| Gross Profit | 244.31 |
| Expense | |
| Business Expenses | |
| Memberships | 300.00 |
| Miscellaneous Expense | 20.00 |
| Total Business Expenses | <u>320.00</u> |
| Contract Services | |
| Accounting Fees | 1,005.00 |
| Total Contract Services | <u>1,005.00</u> |
| Operations | |
| StartUp Salina Expenses | 200.00 |
| Dues & Subscriptions | 5,000.00 |
| Training Fees | 35.00 |
| Advertising/Promotion | 2,619.40 |
| Printing and Copying | 31.20 |
| Supplies | 192.01 |
| Telephone, Telecommunications | 137.78 |
| Total Operations | <u>8,215.39</u> |
| Other Types of Expenses | |
| Depreciation | 125.26 |
| Other Costs | 29.53 |
| Total Other Types of Expenses | <u>154.79</u> |
| Payroll Expenses | |
| Employee Health Ins | 419.19 |
| Director Health & Life Ins | 1,998.36 |
| Car Allowance | 500.00 |
| Wages & Salaries | 13,104.18 |
| Total Payroll Expenses | <u>16,021.73</u> |
| Travel and Meetings | |
| Meals | 20.10 |
| Travel | 877.27 |
| Total Travel and Meetings | <u>897.37</u> |
| Total Expense | <u>26,614.28</u> |
| Net Ordinary Income | <u>-26,369.97</u> |
| Net Income | <u><u>-26,369.97</u></u> |

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Comparison
February 2020

| | Feb 20 | Feb 19 | % Change |
|--------------------------------------|-------------------|------------------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| Investments | | | |
| Interest-Savings, Short-term CD | 244.31 | 0.00 | 100.0% |
| Total Investments | 244.31 | 0.00 | 100.0% |
| Member Contributions | 0.00 | 72,500.00 | -100.0% |
| Total Income | 244.31 | 72,500.00 | -99.7% |
| Gross Profit | 244.31 | 72,500.00 | -99.7% |
| Expense | | | |
| Business Expenses | | | |
| Memberships | 300.00 | 5,000.00 | -94.0% |
| Marketing Events | 0.00 | 50.00 | -100.0% |
| Miscellaneous Expense | 20.00 | 0.00 | 100.0% |
| Business Registration Fees | 0.00 | 550.00 | -100.0% |
| Total Business Expenses | 320.00 | 5,600.00 | -94.3% |
| Contract Services | | | |
| Accounting Fees | 1,005.00 | 350.00 | 187.1% |
| Total Contract Services | 1,005.00 | 350.00 | 187.1% |
| Operations | | | |
| StartUp Salina Expenses | 200.00 | 250.00 | -20.0% |
| Dues & Subscriptions | 5,000.00 | 0.00 | 100.0% |
| Training Fees | 35.00 | 0.00 | 100.0% |
| Advertising/Promotion | 2,619.40 | 4.50 | 58,108.9% |
| Books, Subscriptions, Reference | 0.00 | 119.40 | -100.0% |
| Printing and Copying | 31.20 | 0.00 | 100.0% |
| Supplies | 192.01 | 189.25 | 1.5% |
| Telephone, Telecommunications | 137.78 | 94.47 | 45.9% |
| Total Operations | 8,215.39 | 657.62 | 1,149.3% |
| Other Types of Expenses | | | |
| Depreciation | 125.26 | 125.29 | 0.0% |
| Other Costs | 29.53 | 0.00 | 100.0% |
| Total Other Types of Expenses | 154.79 | 125.29 | 23.6% |
| Payroll Expenses | | | |
| Employee Health Ins | 419.19 | 419.19 | 0.0% |
| Director Health & Life Ins | 1,998.36 | 676.40 | 195.4% |
| Car Allowance | 500.00 | 500.00 | 0.0% |
| Payroll Taxes | 0.00 | 1,184.32 | -100.0% |
| Wages & Salaries | 13,104.18 | 12,673.12 | 3.4% |
| Total Payroll Expenses | 16,021.73 | 15,453.03 | 3.7% |
| Travel and Meetings | | | |
| Meals | 20.10 | 80.14 | -74.9% |
| Travel | 877.27 | 417.13 | 110.3% |
| Total Travel and Meetings | 897.37 | 497.27 | 80.5% |
| Total Expense | 26,614.28 | 22,683.21 | 17.3% |
| Net Ordinary Income | -26,369.97 | 49,816.79 | -152.9% |
| Net Income | -26,369.97 | 49,816.79 | -152.9% |

Statement of Financial Position

As of February 29, 2020

| | Feb 29, 20 |
|---------------------------------------|-------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| First Bank Kansas-Sweep Acct | 180,190.69 |
| First Bank Kansas | 68,543.49 |
| Total Checking/Savings | 248,734.18 |
| Other Current Assets | |
| Prepaid Health Insurance | 2,963.83 |
| Total Other Current Assets | 2,963.83 |
| Total Current Assets | 251,698.01 |
| Fixed Assets | |
| Furniture and Equipment | |
| Accumulated Depreciation - F&E | -4,726.08 |
| Furniture and Equipment - Other | 4,509.89 |
| Total Furniture and Equipment | -216.19 |
| Total Fixed Assets | -216.19 |
| Other Assets | |
| Other Assets | |
| Member Contribution Pledges | -5,125.00 |
| Total Other Assets | -5,125.00 |
| Total Other Assets | -5,125.00 |
| TOTAL ASSETS | 246,356.82 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| Accounts Payable | 792.12 |
| Total Accounts Payable | 792.12 |
| Credit Cards | |
| VISA - First Bank Kansas | 130.71 |
| Visa - Sunflower Bank | 119.93 |
| Total Credit Cards | 250.64 |
| Other Current Liabilities | |
| Payroll Liabilities | |
| FICA Taxes | -2,096.02 |
| Medicare Taxes | -490.22 |
| State W/H Taxes | 53.00 |
| State Unemployment Taxes | 282.00 |
| Total Payroll Liabilities | -2,251.24 |
| Total Other Current Liabilities | -2,251.24 |
| Total Current Liabilities | -1,208.48 |
| Total Liabilities | -1,208.48 |
| Equity | |
| Retained Earnings | 224,209.32 |
| Net Income | 23,355.98 |
| Total Equity | 247,565.30 |
| TOTAL LIABILITIES & EQUITY | 246,356.82 |

Profit & Loss

March 2020

| | <u>Mar 20</u> |
|---------------------------------|--------------------------|
| Ordinary Income/Expense | |
| Income | |
| Investments | |
| Interest-Savings, Short-term CD | 202.02 |
| Total Investments | <u>202.02</u> |
| Total Income | <u>202.02</u> |
| Gross Profit | 202.02 |
| Expense | |
| Business Expenses | |
| Miscellaneous Expense | 20.00 |
| Total Business Expenses | <u>20.00</u> |
| Operations | |
| Books, Subscriptions, Reference | 204.00 |
| Supplies | 115.55 |
| Telephone, Telecommunications | <u>138.57</u> |
| Total Operations | 458.12 |
| Other Types of Expenses | |
| Depreciation | 125.26 |
| Other Costs | <u>38.36</u> |
| Total Other Types of Expenses | 163.62 |
| Payroll Expenses | |
| Employee Health Ins | 419.19 |
| Director Health & Life Ins | 672.40 |
| Car Allowance | 250.00 |
| Wages & Salaries | <u>13,354.18</u> |
| Total Payroll Expenses | 14,695.77 |
| Travel and Meetings | |
| Meals | 259.39 |
| Travel | <u>597.31</u> |
| Total Travel and Meetings | <u>856.70</u> |
| Total Expense | <u>16,194.21</u> |
| Net Ordinary Income | <u>-15,992.19</u> |
| Net Income | <u><u>-15,992.19</u></u> |

Salina Community Economic Development Organization, Inc.

Statement of Activities w/Prev Year Comparison

March 2020

| | Mar 20 | Mar 19 | % Change |
|--------------------------------------|-------------------|-------------------|--------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| Marketing Events Sponsorships | 0.00 | 3,571.43 | -100.0% |
| Investments | | | |
| Interest-Savings, Short-term CD | 202.02 | 0.00 | 100.0% |
| Total Investments | 202.02 | 0.00 | 100.0% |
| Total Income | 202.02 | 3,571.43 | -94.3% |
| Gross Profit | 202.02 | 3,571.43 | -94.3% |
| Expense | | | |
| Business Expenses | | | |
| Marketing Events | 0.00 | -50.00 | 100.0% |
| Miscellaneous Expense | 20.00 | 0.00 | 100.0% |
| Total Business Expenses | 20.00 | -50.00 | 140.0% |
| Contract Services | | | |
| Accounting Fees | 0.00 | 446.60 | -100.0% |
| Total Contract Services | 0.00 | 446.60 | -100.0% |
| Operations | | | |
| Dues & Subscriptions | 0.00 | 63.00 | -100.0% |
| Advertising/Promotion | 0.00 | 2,010.28 | -100.0% |
| Books, Subscriptions, Reference | 204.00 | 10.00 | 1,940.0% |
| Supplies | 115.55 | 0.00 | 100.0% |
| Telephone, Telecommunications | 138.57 | 94.27 | 47.0% |
| Total Operations | 458.12 | 2,177.55 | -79.0% |
| Other Types of Expenses | | | |
| Depreciation | 125.26 | 125.27 | 0.0% |
| Other Costs | 38.36 | 0.00 | 100.0% |
| Total Other Types of Expenses | 163.62 | 125.27 | 30.6% |
| Payroll Expenses | | | |
| Employee Health Ins | 419.19 | 419.19 | 0.0% |
| Director Health & Life Ins | 672.40 | 676.40 | -0.6% |
| Car Allowance | 250.00 | 500.00 | -50.0% |
| Payroll Taxes | 0.00 | 1,090.22 | -100.0% |
| Wages & Salaries | 13,354.18 | 12,691.21 | 5.2% |
| Total Payroll Expenses | 14,695.77 | 15,377.02 | -4.4% |
| Travel and Meetings | | | |
| Meals | 259.39 | 207.03 | 25.3% |
| Conference, Convention, Meeting | 0.00 | 150.00 | -100.0% |
| Travel | 597.31 | 123.36 | 384.2% |
| Total Travel and Meetings | 856.70 | 480.39 | 78.3% |
| Total Expense | 16,194.21 | 18,556.83 | -12.7% |
| Net Ordinary Income | -15,992.19 | -14,985.40 | -6.7% |
| Net Income | -15,992.19 | -14,985.40 | -6.7% |

Statement of Financial Position

As of March 31, 2019

| | <u>Mar 31, 19</u> |
|---------------------------------------|--------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| Sunflower Bank - Operating Acct | 239,386.63 |
| Total Checking/Savings | 239,386.63 |
| Other Current Assets | |
| Prepaid Health Insurance | 1,469.71 |
| Total Other Current Assets | 1,469.71 |
| Total Current Assets | 240,856.34 |
| Fixed Assets | |
| Furniture and Equipment | |
| Accumulated Depreciation - F&E | -3,348.09 |
| Furniture and Equipment - Other | 4,509.89 |
| Total Furniture and Equipment | 1,161.80 |
| Total Fixed Assets | 1,161.80 |
| TOTAL ASSETS | <u>242,018.14</u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| Accounts Payable | 2,000.00 |
| Total Accounts Payable | 2,000.00 |
| Credit Cards | |
| Visa - Sunflower Bank | 218.67 |
| Total Credit Cards | 218.67 |
| Other Current Liabilities | |
| Payroll Liabilities | |
| State W/H Taxes | 322.00 |
| Federal Unemployment Taxes | 84.00 |
| State Unemployment Taxes | 586.76 |
| Total Payroll Liabilities | 992.76 |
| Total Other Current Liabilities | 992.76 |
| Total Current Liabilities | 3,211.43 |
| Total Liabilities | 3,211.43 |
| Equity | |
| Retained Earnings | 222,178.13 |
| Net Income | 16,628.58 |
| Total Equity | 238,806.71 |
| TOTAL LIABILITIES & EQUITY | <u>242,018.14</u> |

Profit & Loss

April 2020

| | <u>Apr 20</u> |
|---------------------------------|--------------------------|
| Ordinary Income/Expense | |
| Income | |
| Investments | |
| Interest-Savings, Short-term CD | 108.91 |
| Total Investments | <u>108.91</u> |
| Total Income | <u>108.91</u> |
| Gross Profit | 108.91 |
| Expense | |
| Business Expenses | |
| Miscellaneous Expense | 21.34 |
| Total Business Expenses | 21.34 |
| Operations | |
| Printing and Copying | 11.90 |
| Telephone, Telecommunications | 230.00 |
| Total Operations | 241.90 |
| Other Types of Expenses | |
| Depreciation | 125.26 |
| Total Other Types of Expenses | 125.26 |
| Payroll Expenses | |
| Employee Health Ins | 419.19 |
| Director Health & Life Ins | 672.40 |
| Car Allowance | 750.00 |
| Wages & Salaries | 19,656.27 |
| Total Payroll Expenses | <u>21,497.86</u> |
| Total Expense | <u>21,886.36</u> |
| Net Ordinary Income | <u>-21,777.45</u> |
| Net Income | <u><u>-21,777.45</u></u> |

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Comparison
April 2020

| | Apr 20 | Apr 19 | % Change |
|--------------------------------------|-------------------|------------------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| Investments | | | |
| Interest-Savings, Short-term CD | 108.91 | 0.00 | 100.0% |
| Total Investments | 108.91 | 0.00 | 100.0% |
| Member Contributions | 0.00 | 72,500.00 | -100.0% |
| Total Income | 108.91 | 72,500.00 | -99.9% |
| Gross Profit | 108.91 | 72,500.00 | -99.9% |
| Expense | | | |
| Business Expenses | | | |
| Memberships | 0.00 | 1,975.00 | -100.0% |
| Marketing Events | 0.00 | 1,716.96 | -100.0% |
| Miscellaneous Expense | 21.34 | 0.00 | 100.0% |
| Business Registration Fees | 0.00 | 975.00 | -100.0% |
| Total Business Expenses | 21.34 | 4,666.96 | -99.5% |
| Contract Services | | | |
| Accounting Fees | 0.00 | 378.40 | -100.0% |
| Total Contract Services | 0.00 | 378.40 | -100.0% |
| Operations | | | |
| StartUp Salina Expenses | 0.00 | 54.94 | -100.0% |
| Dues & Subscriptions | 0.00 | 3,500.00 | -100.0% |
| Advertising/Promotion | 0.00 | 363.00 | -100.0% |
| Printing and Copying | 11.90 | 70.55 | -83.1% |
| Supplies | 0.00 | 391.06 | -100.0% |
| Telephone, Telecommunications | 230.00 | 244.02 | -5.8% |
| Total Operations | 241.90 | 4,623.57 | -94.8% |
| Other Types of Expenses | | | |
| Depreciation | 125.26 | 125.28 | 0.0% |
| Total Other Types of Expenses | 125.26 | 125.28 | 0.0% |
| Payroll Expenses | | | |
| Director Relocation Expense | 0.00 | 763.19 | -100.0% |
| Employee Health Ins | 419.19 | 419.19 | 0.0% |
| Director Health & Life Ins | 672.40 | 676.40 | -0.6% |
| Car Allowance | 750.00 | 500.00 | 50.0% |
| Payroll Taxes | 0.00 | 1,077.15 | -100.0% |
| Wages & Salaries | 19,656.27 | 12,673.12 | 55.1% |
| Total Payroll Expenses | 21,497.86 | 16,109.05 | 33.5% |
| Travel and Meetings | | | |
| Meals | 0.00 | 959.84 | -100.0% |
| Travel | 0.00 | 1,594.49 | -100.0% |
| Total Travel and Meetings | 0.00 | 2,554.33 | -100.0% |
| Total Expense | 21,886.36 | 28,457.59 | -23.1% |
| Net Ordinary Income | -21,777.45 | 44,042.41 | -149.5% |
| Net Income | -21,777.45 | 44,042.41 | -149.5% |

Statement of Financial Position

As of April 30, 2020

| | <u>Apr 30, 20</u> |
|---------------------------------------|--------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| First Bank Kansas-Sweep Acct | 136,501.62 |
| First Bank Kansas | 71,522.98 |
| Total Checking/Savings | <u>208,024.60</u> |
| Other Current Assets | |
| Prepaid Health Insurance | 4,872.23 |
| Total Other Current Assets | <u>4,872.23</u> |
| Total Current Assets | 212,896.83 |
| Fixed Assets | |
| Furniture and Equipment | |
| Accumulated Depreciation - F&E | -4,976.60 |
| Furniture and Equipment - Other | 4,509.89 |
| Total Furniture and Equipment | <u>-466.71</u> |
| Total Fixed Assets | -466.71 |
| Other Assets | |
| Other Assets | |
| Member Contribution Pledges | -5,125.00 |
| Total Other Assets | <u>-5,125.00</u> |
| Total Other Assets | -5,125.00 |
| TOTAL ASSETS | <u>207,305.12</u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Credit Cards | |
| VISA - First Bank Kansas | -22.32 |
| Total Credit Cards | <u>-22.32</u> |
| Other Current Liabilities | |
| Payroll Liabilities | |
| FICA Taxes | -3,361.21 |
| Medicare Taxes | -786.11 |
| Federal W/H Taxes | 1,103.26 |
| State W/H Taxes | 388.00 |
| Federal Unemployment Taxes | -84.00 |
| State Unemployment Taxes | 282.00 |
| Total Payroll Liabilities | <u>-2,458.06</u> |
| Total Other Current Liabilities | <u>-2,458.06</u> |
| Total Current Liabilities | <u>-2,480.38</u> |
| Total Liabilities | -2,480.38 |
| Equity | |
| Retained Earnings | 224,209.32 |
| Net Income | -14,423.82 |
| Total Equity | <u>209,785.50</u> |
| TOTAL LIABILITIES & EQUITY | <u>207,305.12</u> |

MAY 2020 DIRECTOR'S REPORT

MARKETING / PROMOTION

Much has changed since both the State of Kansas and the City of Salina/Saline County has closed down much of normal business operations. Both Robin and I worked out of our homes in April but returned to working at the office on May 4th. Meetings have been canceled and changed to various conference calls, GoToMeetings, and Zoom calls.

The SCEDO will be hosting Department of Commerce Secretary David Toland on a conference call on Thursday afternoon of April 16th. Secretary Toland will spend 30 minutes with anyone interested in calling in learn what the State of Kansas is doing to assist local business during this crisis period.

WORKFORCE TALENT AND HOUSING

Workforce development is evolving due to impact of virus. The recent sale of local company resulted in a layoff of 60 people. Several local companies have expressed interest in these workers. Connections were provided to the interested companies.

A former area resident is working with a Nebraska-based apartment developer seeking potential locations and support for a development that could go up to 98 units in two phases. The project is seeking local support at this time. We are seeking information on the proposed development.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

The COVID-19 Virus has resulted in major changes to our e-ship efforts. We have been promoting both SBA and SCORE online training programs via the Startup Salina Facebook page. Numerous webinars and Zoom sessions have occurred providing additional information on various programs.

PROSPECT MANAGEMENT

We continue to work with a foreign owned company looking to establish a new production facility here in Salina. The project was discussed at the company's board meeting in April, but a decision has been postponed due to the virus. We hope to have a timeline for a final decision in late May.

We also continue to work with another large project. Project Rise is working toward an announcement in August, but much work is still taking place. The City of Salina is working via their DRT (Development Review Team) group to provide additional information concerning P&Z (planning & zoning) as well as flooding issues. An EDA grant is in process with support of Senator Jerry Moran and his staff. This project continues to require numerous meetings, phone calls and dozens of emails to provide information to the company and work on developing



potential funding sources for this project. The remaining prospects have been followed up with and we are maintaining contact where needed. (See the May 2020 Prospect Table)

SITES / BUILDINGS / TOOLS:

Additional property and buildings are being identified on an “ongoing basis” to keep an update record of potential locations for new or expanding businesses. Numerous buildings at the Salina Industrial Authority has been leased during the past several months so economic activity is taking place.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (January 2020 reported numbers)

276 users 268 New Users 300 Sessions 1.76 Pgs/Session 1:44 Avg Session
527 Pageviews

Website – 2/24/2020 through 3/12/2020

78 users 75 New Users 88 Sessions 1.67 Pgs/Session 0:35 Avg. Session
147 Pageviews

Website – 3/13/2020 through 4/12/2020

278 users 274 New Users 302 Sessions 1.77 Pgs/Session 1:22 Avg. Session
534 Pageviews

Website – 4/12/2020 through 5/17/2020

278 users 274 New Users 302 Sessions 1.77 Pgs/Session 1:22 Avg. Session
534 Pageviews

Website - Pages Visited – 3/13/2020 through 4/12/2020

| Page ? | Pageviews ? | |
|-------------------------------------|-------------|---------------------------|
| | 193 | % of Total: 100.00% (193) |
| 1. / | 71 | (36.79%) |
| 2. /utilities/ | 46 | (23.83%) |
| 3. /sites-buildings/search/ | 15 | (7.77%) |
| 4. /sites-buildings/ | 14 | (7.25%) |
| 5. /contact-us/ | 12 | (6.22%) |
| 6. /government-incentives/ | 6 | (3.11%) |
| 7. /life/ | 6 | (3.11%) |
| 8. /target-industries/agfood/ | 5 | (2.59%) |
| 9. /target-industries/aeroaircraft/ | 4 | (2.07%) |
| 10. /news/ | 3 | (1.55%) |

Facebook – (January 2020 reported numbers)

979 Page Views 1,935 People Reached 4,723 Post Engagements 475 Page Likes

Facebook – Feb to March

986 Page Views 1,565 Posts Reached 373 Post Engagements 478 Page Likes

Facebook – 3/16/2020 through 4/12/2020

1,130 Page Views 4,127 Posts Reached 791 Post Engagements 498 Page Likes

Facebook – Last 30 Days

1,525 Page Views 354 Posts Reached 51 Post Engagements 497 Page Likes

Start Up Salina Facebook Group

April 2020 - 241 members (+2)

5/18/2020 – 247 members (+5)



Prospect Table

This information is strictly CONFIDENTIAL. Discussion of this information outside of this meeting could jeopardize the progress of these pending projects.

| 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 |
|--------|---------------------|--|----------------|--------------|---|---|---|---|---------------------------------|--------------------------------|-------------------------------------|--|-------------------------------------|
| 18-9 | Project Destination | Local Entrepreneur Contact from Salina Airport Exec Dir. | Active | 6/12/2018 | July 20th Real Estate Review | Unique retail opportunity with potential high attraction | Locally owned facility attract visitors to Salina | ? | ? | ? | Unique Retail Opportunity | NA | 5000-9000 SF |
| 18-13 | | Local Researchers/Devel opers | Active | | No Deadline | 7 year effort researching use of 3D imaging | Company being dislocated from existing offices seeking new location and project funding/assistance | Currently 2 FT employee s plus research team | ? | About \$1m to start | Medical, military, media uses | Purchased a local building in November for new office/lab space | office space of 5000- 7500 sf |
| 19-7 | Project Petal | KS Dept of Commrcce/TX Consultant | Active | 4/25/2019 | April Decision Date | Seeking location for Japanese Company in Midwest | metal fabrication & assembly | 455 to start with 795 at year 5 | \$19.25 per hour | \$50m | Seeking site in KS | 105 acres or purchase existing building | Building size of 520,000 SF |
| 19-8 | Project Gemini | Direct Call to Chamber & SCEDO | Active | 5/13/2019 | Construction Start Fall 2020 | Assembly Operation | Local Company looking for additional building to house assembly | 100 by first 3 years. | Over \$20 per hour | Approximatel y \$75 million | South Ohio Street | 28 acres | Build 210,000 sf |
| 19-9 | Project Stover | Kansas DOC | Active | 8/9/2019 | Submitted 8/23/2019 Reviewing Submittals | Manufacture products using corn stover | Build various wood products using wood stover | 15-17 | Avergae \$14 to \$20/hour | ? | Corn Production Region | 14-16 | Build 10,000 sf |
| 19-13 | Project Red Air | SAA | Active | 8/28/19 | Submitted 9/16/19 | FL Based Company looking for new location | Foreign Air Force planes fly against US forces | 50+ | Upper Levels | ? | Maintain Anti- US aircraft | | 60,000 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 |
|--------|------------------|----------------|----------------|--------------|----------------------------|--|--|------------|----------------|--------------|---------------------|--------------------------|---------------------------|
| 19-14 | Project Mobile | Direct Contact | Active | 10/10/2019 | Reviewing Sites 11/25/19 | Company looking for additional Call Center operation space | Servicing small hospital accounting needs | 50 | ? | ? | | N/A | 12,000 SF |
| 19-15 | Project Toys | Direct Contact | Active | 10/10/2019 | Meeting with City Staff So | Company seeking incentives for new retail operation | Retail and service location for farm equipment, ATVs, and watercraft | 5 | \$18/hr | \$1.5M | Ag & Recreation | Already own 22 acre site | will build 10,000 SF |
| 19-16 | Omaha Developer | Direct Contact | Active | 12/2/2019 | Submitted 12/13/19 | Seeking 10-15 acres | Location for Mfg Operation | 20-100 | \$19/hr | ? | Defense Related | Looking for site | Building Up to 100,000 sf |
| 20-01 | Project Milk Jug | KDOC | Active | 3/13/2020 | Submitted 3/13/2020 | Seeking 17,000 SF | | ? | ? | ? | ? | | 17,000 SF Building |
| 20-02 | Project Recycle | Direct Contact | Active | | | Seeking Composting Operation | Est Composting Operation | 5-Mar | \$15-\$20 | ? | Has Operation in OK | 15 acres | 15,000 SF |
| 20-03 | Project Solo | SAA | Active | | | Location to establish Drone Manufacturing | Use NASA Developed Drone to Get Govt Contracts | 200 | \$20 & UP | \$2.5 m | Exp with Govt | Airport Location | Bldg 509 |
| 20-04 | Project Aniram | KDOC | Active | 5/15/2020 | 5/20//2020 | Seeking 600,000 sf | Build Airplanes | 1600 | avg \$100k | \$150-\$250M | ? | 20-80 acres | 600,000 sf to start |