

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX**  
**AUGUST 20, 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) July Financial Reports
  - (4.2) 2019 Audit Report
  
- 4. DIRECTOR’S REPORT**
  - (5.1) Activity Updates
  - (5.2) Prospect Update
  
- 5. EXECUTIVE SESSION**
  - (7.1) Discussion of Prospective Industry (\_\_ minutes)

*I move that the Salina Community Economic Development Organization board of directors recess into an executive session for \_\_\_\_twenty (20) 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.**

**July 16, 2020**

**9:00 a.m.**

Via in person and Audio Link

**CALL TO ORDER AND ROLL CALL**

The Regular Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 9:00 AM by Frank Hampton, Board President.

**(1.1) Confirmation of Meeting Notice**

Robinson confirmed that the meeting notice was made public via email, news release, and social media on July 9th, 2020.

Those present and comprising a quorum: Lloyd Davidson, Frank Hampton, Pete Brungardt, Brian Richardson (via phone), Paula Fried (via phone @ 9:06), Michelle Griffin (via phone), Cheryl Murray (via phone @ 9:04), John Gunn (via phone).

**Also present:**

Mitch Robinson, Salina Community Economic Development Organization Executive Director; Robin VanAtta, Salina Community Economic Development Organization Administrative Assistant; Alan Eichelberger, Board Representative, Salina Airport Authority (via phone); Phillip Smith-Hanes, Saline County Administrator; Mike Schrage, City Manager, City of Salina; and Eric Brown, Salina Area Chamber of Commerce, President.

Absent: Jeff Thompson

**(1.2) Public Comment**

No public comments.

**APPROVAL OF MINUTES**

Moved by Brungardt, seconded by Davidson, to approve the June 18, 2020 as written.

Aye: (6). Nay: (0). Motion carried.

**APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE**

**(4.1) May Financial Report**

Moved by Davidson, seconded by Brungardt, to approve the June 2020 financial statements.

Aye: (6). Nay: (0). Motion carried.

## **DIRECTOR'S REPORT**

### **(5.1) Activity Updates**

Philip Smith-Hanes, Saline County Administrator, reported that the county will be receiving \$11,022,434 in Coronavirus relief aid. The county can allocate the money in two buckets:

- 1) Reimbursement of cost already incurred because of the pandemic. These funds would be passed along to city entities and school districts. This doesn't fund revenue reimbursement.
- 2) Direct Aid plan for organizations and businesses in the community that meet certain requirements and have adjusted operations to response to or mitigate the effects of COVID-19

Saline County has established the Saline County Coronavirus Task Force. This advisory group consists of 5 public members, 2 County staff, and representatives from the Health Department and Emergency Management.

### **(5.2) Prospect Update**

Robinson reviewed the Prospect Table and gave a brief overview of all active and inactive projects since last month's report.

## **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 twenty (20) 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 9:45AM. Aye: (8). Nay: (0). Motion carried.

The board of directors recessed into executive session at 9:25 AM and reconvened at 9:45 AM. No action was taken.

Also present in executive session: Mike Schrage, City Manager, City of Salina and Eric Brown, President, Salina Area Chamber of Commerce

## **ADJOURNMENT**

Hampton adjourned the meeting at 9:45 AM.

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Frank Hampton, Board President

ATTEST:

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Paula Fried, Board Secretary

**CITY OF SALINA, KANSAS  
SPECIAL MEETING OF THE SALINA COMMUNITY ECONOMIC DEVELOPMENT  
ORGANIZATION, INC.**

**AUGUST 6, 2020**

**9:00 a.m.**

Via in person and Audio Link

**CALL TO ORDER AND ROLL CALL**

The Special Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 9:01 AM by Frank Hampton, Board President.

**(1.1) Confirmation of Meeting Notice**

Robinson confirmed that the meeting notice was made public via email, news release, and social media on July 31, 2020.

Those present and comprising a quorum: In person -- Lloyd Davidson, Pete Brungardt, and Paula Fried. Via Audio Link -- Frank Hampton, Brian Richardson, Michelle Griffin, Cheryl Murray, Jeff Thompson, and John Gunn.

Also present:

In person -- Mitch Robinson, Salina Community Economic Development Organization Executive Director; Robin VanAtta, Salina Community Economic Development Organization Administrative Assistant; Mike Schrage, City Manager, City of Salina. Via Audio Link - no attendees.

**(1.2) Public Comment**

No public comments.

**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 fifteen (15) 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 9:18AM. Aye: (9). Nay: (0). Motion carried.

The board of directors recessed into executive session at 9:03 AM and reconvened at 9:20 AM. No action was taken.

Also present in executive session: Mike Schrage, City Manager, City of Salina

**ADJOURNMENT**

Hampton adjourned the meeting at 9:26 AM.

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Frank Hampton, Board President

ATTEST:

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Paula Fried, Board Secretary

DRAFT

## Salina Community Economic Development Organization, Inc.

## Statement of Activities w/Prev Year Comparison

January through July 2020

	Jan - Jul 20	Jan - Jul 19	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Marketing Events Sponsorships	0.00	3,571.43	-100.0%
Investments			
Interest-Savings, Short-term CD	1,001.87	0.00	100.0%
<b>Total Investments</b>	1,001.87	0.00	100.0%
Member Contributions	72,625.00	217,500.00	-66.6%
Other Types of Income			
Miscellaneous Revenue	0.00	35.40	-100.0%
<b>Total Other Types of Income</b>	0.00	35.40	-100.0%
<b>Total Income</b>	73,626.87	221,106.83	-66.7%
<b>Gross Profit</b>	73,626.87	221,106.83	-66.7%
<b>Expense</b>			
<b>Business Expenses</b>			
Memberships	495.00	6,975.00	-92.9%
Marketing Events	0.00	12,191.96	-100.0%
Miscellaneous Expense	155.45	0.00	100.0%
Business Registration Fees	40.00	2,444.00	-98.4%
<b>Total Business Expenses</b>	690.45	21,610.96	-96.8%
<b>Contract Services</b>			
Accounting Fees	3,334.96	3,335.00	0.0%
Outside Contract Services	0.00	2,800.00	-100.0%
<b>Total Contract Services</b>	3,334.96	6,135.00	-45.6%
<b>Operations</b>			
StartUp Salina Expenses	343.10	918.55	-62.7%
Dues & Subscriptions	5,195.00	3,906.00	33.0%
Training Fees	695.28	0.00	100.0%
Repairs & Maintenance	326.25	0.00	100.0%
Advertising/Promotion	6,706.71	7,412.05	-9.5%
Books, Subscriptions, Reference	3,294.00	129.40	2,445.6%
Postage, Mailing Service	58.80	150.00	-60.8%
Printing and Copying	53.00	267.46	-80.2%
Supplies	779.86	745.33	4.6%
Telephone, Telecommunications	1,397.15	1,073.69	30.1%
<b>Total Operations</b>	18,849.15	14,602.48	29.1%
<b>Other Types of Expenses</b>			
Depreciation	876.82	876.93	0.0%
Insurance - Liability, D and O	4,863.65	4,148.50	17.2%
Other Costs	59.82	0.00	100.0%
<b>Total Other Types of Expenses</b>	5,800.29	5,025.43	15.4%
<b>Payroll Expenses</b>			
Director Relocation Expense	0.00	763.19	-100.0%
Employee Health Ins	2,934.33	3,221.95	-8.9%
Director Health & Life Ins	6,032.76	5,277.69	14.3%
Car Allowance	3,250.00	3,500.00	-7.1%
Payroll Taxes	0.00	8,406.37	-100.0%
Wages & Salaries	98,228.29	95,406.84	3.0%
<b>Total Payroll Expenses</b>	110,445.38	116,576.04	-5.3%

## Statement of Activities w/Prev Year Comparison

January through July 2020

	Jan - Jul 20	Jan - Jul 19	% Change
<b>Travel and Meetings</b>			
<b>Meals</b>	409.53	1,737.64	-76.4%
<b>Conference, Convention, Meeting</b>	729.73	150.00	386.5%
<b>Travel</b>	1,178.74	7,503.72	-84.3%
<b>Travel and Meetings - Other</b>	0.00	0.00	0.0%
<b>Total Travel and Meetings</b>	2,318.00	9,391.36	-75.3%
<b>Total Expense</b>	141,438.23	173,341.27	-18.4%
<b>Net Ordinary Income</b>	-67,811.36	47,765.56	-242.0%
<b>Net Income</b>	<b>-67,811.36</b>	<b>47,765.56</b>	<b>-242.0%</b>

## Statement of Financial Position

As of July 31, 2020

	<u>Jul 31, 20</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
First Bank Kansas-Sweep Acct	87,721.76
First Bank Kansas	75,641.59
<b>Total Checking/Savings</b>	<u>163,363.35</u>
<b>Other Current Assets</b>	
Prepaid Health Insurance	5,532.91
<b>Total Other Current Assets</b>	<u>5,532.91</u>
<b>Total Current Assets</b>	<u>168,896.26</u>
<b>Fixed Assets</b>	
<b>Furniture and Equipment</b>	
Accumulated Depreciation - F&E	-5,416.62
Furniture and Equipment - Other	6,145.49
<b>Total Furniture and Equipment</b>	<u>728.87</u>
<b>Total Fixed Assets</b>	<u>728.87</u>
<b>Other Assets</b>	
<b>Other Assets</b>	
Member Contribution Pledges	-20,250.00
<b>Total Other Assets</b>	<u>-20,250.00</u>
<b>Total Other Assets</b>	<u>-20,250.00</u>
<b>TOTAL ASSETS</b>	<b><u>149,375.13</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Credit Cards</b>	
VISA - First Bank Kansas	-22.32
<b>Total Credit Cards</b>	<u>-22.32</u>
<b>Other Current Liabilities</b>	
<b>Payroll Liabilities</b>	
FICA Taxes	-6,648.51
Medicare Taxes	-1,475.83
Federal W/H Taxes	1,103.26
State W/H Taxes	53.00
Federal Unemployment Taxes	-84.00
State Unemployment Taxes	-93.66
Payroll Liabilities - Other	-765.20
<b>Total Payroll Liabilities</b>	<u>-7,910.94</u>
<b>Total Other Current Liabilities</b>	<u>-7,910.94</u>
<b>Total Current Liabilities</b>	<u>-7,933.26</u>
<b>Total Liabilities</b>	<u>-7,933.26</u>
<b>Equity</b>	
Retained Earnings	225,119.75
Net Income	-67,811.36
<b>Total Equity</b>	<u>157,308.39</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>149,375.13</u></b>



**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION**  
**Salina, Kansas**

**AUDITED FINANCIAL STATEMENTS**  
**December 31, 2019**

**WOODS & DURHAM, CHARTERED**  
**Certified Public Accountants**  
**Salina, Kansas**

**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION**  
**Salina, Kansas**

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## INDEPENDENT AUDITORS' REPORT

Members  
Salina Community Economic Development Organization  
Salina, Kansas

We have audited the accompanying financial statements of Salina Community Economic Development Organization (a nonprofit organization), which comprise the statement of financial position as of December 31, 2019, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and the maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Salina Community Economic Development Organization as of December 31, 2019, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

August 14, 2020

*Woods & Durham, Chtd.*  
WOODS & DURHAM, CHTD.  
Certified Public Accountants

**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION**  
Salina, Kansas

**STATEMENT OF FINANCIAL POSITION**  
December 31, 2019

**ASSETS**

**Current Assets**

Cash	\$ 223,102
Member contributions receivable - current	265,500
Prepaid health insurance	<u>1,248</u>

**Total Current Assets** 489,850

**Property and Equipment**

Furniture and equipment	6,145
Less: Accumulated depreciation	<u>(4,540)</u>

**Net Property and Equipment** 1,605

**Other Assets**

Member contribution receivable - non-current	<u>291,000</u>
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**TOTAL ASSETS** \$ 782,455

**LIABILITIES AND NET ASSETS**

**Current Liabilities**

Accounts payable	\$ 513
Payroll liabilities	323
Deferred member contributions - current	<u>265,500</u>

**Total Current Liabilities** 266,336

**Other Liabilities**

Deferred member contributions - non-current	<u>291,000</u>
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**TOTAL LIABILITIES** 557,336

**Net Assets**

Without donor restriction	<u>225,119</u>
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**TOTAL LIABILITIES AND NET ASSETS** \$ 782,455

**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION**  
Salina, Kansas

**STATEMENT OF ACTIVITIES**  
For the Year Ended December 31, 2019

**SUPPORT AND REVENUE**

**Private Support**

Member contributions	\$ 290,000
Marketing event sponsorships	3,571
Miscellaneous revenue	35
Interest income	720
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**Total Support and Revenue - Without Donor Restriction** 294,326

**Expenses**

**Program Services**

Economic Development Expenses	
Marketing events	12,777
Travel and meetings	13,342
Payroll and benefits	180,046
Memberships	7,410
Advertising and promotion	19,412
Other program services	4,731
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**Total Program Services** 237,718

**Supporting Services**

Contract services	15,202
Payroll and benefits	21,906
Miscellaneous	972
Supplies	2,675
Telephone	2,151
Depreciation	1,568
Dues and subscriptions	4,709
Insurance	4,484
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**Total Supporting Services** 53,667

**Total Expenses - Without Donor Restriction** 291,385

**Change in Net Assets - Without Donor Restriction** 2,941

**Net Assets Without Donor Restrictions- January 1, 2019** 222,178

**Net Assets Without Donor Restrictions - December 31, 2019** \$ 225,119

**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION**  
Salina, Kansas

**STATEMENT OF CASH FLOWS - INDIRECT**  
December 31, 2019

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Member contributions	\$ 290,000
Marketing event sponsorships	3,571
Miscellaneous revenue	35
Cash paid to suppliers/employees	<u>(300,151)</u>

**NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES** **\$ (6,545)**

**CASH FLOWS FROM INVESTING ACTIVITIES**

Interest income	720
Equipment purchased	<u>(1,635)</u>

**NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES** **(915)**

**NET INCREASE IN CASH** **(7,460)**

**CASH - BEGINNING OF YEAR** 230,562

**CASH - END OF YEAR** \$ 223,102

**SUPPLEMENTAL CASH FLOW DISCLOSURES**

Cash paid for income taxes	<u>\$ -</u>
Cash paid for interest	<u><u>\$ -</u></u>

**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION**  
**Salina, Kansas**

**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2019**

**NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The Salina Community Economic Development Organization was created by an agreement dated November 17, 2015, between the members: Saline County, Kansas, The Salina Airport Authority, The City of Salina, Kansas, and the Salina Area Chamber of Commerce, to be the community's primary economic development entity. It is funded solely by member contributions on a three-year contractual basis.

**Basis of Accounting** - The Organization prepares its Financial Statements on the accrual basis of accounting, which is a basis of accounting in compliance with generally approved accounting principles. Under this basis, revenues are recorded when earned and expenses are recorded when they are incurred.

**Basis of Presentation** - The Organization is required to report information regarding its financial position and activities according to two classes of net assets: with donor restriction and without donor restriction. As of December 31, 2019, the entire balance of net assets is classified as Net Assets Without Donor Restriction, as no restrictions have been placed on the net assets of the Organization.

**Property and Equipment** - The amount recorded as Property and Equipment represents equipment purchased by the Salina Community Economic Development Organization and is recorded at cost. Depreciation has been provided for those assets based upon the straight-line method over the useful life of the assets. It is the policy of the Organization to capitalize equipment in excess of \$1,000. There are no restrictions placed, nor liens against any of these assets.

**Cash and Cash Equivalents** - Cash and Cash Equivalents includes all monies in the Organization's bank account. Fair market value equals carrying amounts.

**Use of Estimates** - The preparation of financial statements requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**Income Taxes** - The Salina Community Economic Development Organization is exempt from federal income taxes under Section 501(c)(6) of the Internal Revenue Code, and is classified as "other than a private foundation." Therefore, no provision for income taxes is reflected in these financial statements.

**Advertising Costs** - Advertising and promotional costs are charged to expense as incurred. During the year, the Organization spent \$19,412 for advertising and promotional expense.

**Fair Value of Financial Instruments** - The amounts reported on the Statement of Financial Position for member contributions receivable, accounts payable and payroll and other liabilities, are reported at actual value, which is considered to be fair value, due to the short-term nature of these financial instruments.

**Cost Allocation** - These financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. The expenses allocated include salaries and benefits, which were allocated on the basis of estimated time and effort.

**NOTE 2 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS**

The Organization has \$223,102 in liquid financial assets as of December 31, 2019. There have been no contractual or donor-imposed restrictions on these funds. Accordingly, the entire amount is available for general use for the twelve month period subsequent to the balance sheet date.

**SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION**  
**Salina, Kansas**

**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2019**

**NOTE 3 - SUPPORT - MEMBER CONTRIBUTION**

The funding for the Organization is based upon scheduled member contributions over a three-year funding model.

The current funding schedule is as follows:

	2019	2020	2021
City of Salina	\$ 250,000	\$ 225,000	\$ 250,000
Saline County	20,000	20,000	20,000
Salina Airport Authority	20,000	20,500	21,000
	<b>\$ 290,000</b>	<b>\$ 265,500</b>	<b>\$ 291,000</b>

The Organization considers these contribution receivables as fully collectible, so, accordingly, no allowance for uncollectibility is recorded.

**NOTE 4 - CONCENTRATION OF CREDIT RISK**

As of December 31, 2019, and for certain periods prior to year-end, the cash balance of the Organization exceeded the FDIC account limits at the banking institution.

**NOTE 5 - UNCERTAIN INCOME TAX POSITION**

The Organization follows the provision of uncertain tax positions as addressed in FASB Accounting Standards. The Organization believes that it has appropriate support for any tax position taken, and as such, does not have any uncertain tax positions that are material to the financial statements.

The Organization files a Federal Exempt Organization Income Tax Return (Form 990) and is subject to the statute of limitations for tax examinations by tax authorities. Accordingly, the December 31, 2019, 2018 and 2017 Forms 990 could be subject to IRS examination.

**NOTE 6 - COMPENSATED ABSENCES**

Employees are not permitted to carry over unused vacation or illness allowances. Accordingly, no accrual for such is included in these financial statements.

**NOTE 7 - SUBSEQUENT EVENTS**

Management has evaluated subsequent events through August 14, 2020, the date on which these financial statements were available to be issued. Management concluded that there were no material subsequent events or transactions that required additional disclosure in these financial statements. However, the long-term effects of the COVID-19 pandemic on the financial position and activities for the year 2020 are unknown at this time.



## **AUGUST 2020 DIRECTOR'S REPORT**

### **MARKETING / PROMOTION**

Due to COVID-19 pandemic we have had to eliminate almost all direct contact marketing efforts. We have taken part in numerous Zoom or Go To Meeting type calls with consultants and other economic development type groups. We did send our Department of Commerce marketing staff Chamber sponsored 67401 T Shirts.

The first two newsletters were sent following the Schwan's and Great Plain's announcements to over 4000 site location consultants plus local contacts.

### **WORKFORCE TALENT AND HOUSING**

Brady Sherman, the Wichita developer of a "micro mansion" concept has started his model home in Wichita. We are looking to take a group down to tour the home at the end of August.

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 additional information on the proposed development.

### **ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT**

We have not been able to restart the monthly Startup Salina events held the first Wednesday of each month. Due to the COVID 19 virus we have had a lack of success getting speakers to commit. Eric Brown has been working very hard with the new programs generated from the federal money being developed into new programs. We are looking at putting a Zoom conference call together outlining the various programs now available through the end of the year.

### **PROSPECT MANAGEMENT**

As everyone is aware both Project Rise and Project Gemini were announced last week to the public Governor Kelly was able to take part in the program as was Senator Moran. Gov. Kelly was able to take part in the Gemini announcement via a taped video. Both companies were pleased with the events.

Hosted a visit by Project Recycle. The owner visited for a fourth time and we toured another building and discussed a possible rural site. The company has now considering a location requiring rail service which greatly limited his options. The project would be a

composting operation that would take in items for a fee and then crush or chop those items to turn them into compost. The owner is based in Stillwater, OK and is an OSU grad.

The remaining prospects have been followed up with and we are maintaining contact where needed. (See the August 2020 Prospect Table)

**SITES / BUILDINGS / TOOLS:**

Several additional small buildings have been identified in Salina for smaller projects. We have also checked on our existing list to remove any buildings that have been sold or leased. Additional property and buildings are being identified on an “ongoing basis” to keep an updated record.

The Certified Sites Program has been delayed again due to the layoff of the Department of Commerce staff member who had just been given that position in addition to his current duties. Our first application was approved from Eastern Kansas.

**MONTHLY WEB/SOCIAL MEDIA STATISTICS**

**Website – (reported last month)**

106 users      102 New Users      122 Sessions      1.92 Pgs/Session      1:50 Avg Session  
234 Pageviews

**Website – 7/13/2020 through 8/17/2020**

139 users      135 New Users      151 Sessions      1.95 Pgs/Session      1:59 Avg. Session  
295 Pageviews

**Website - Pages Visited – 7/13/2020 through 8/17/2020**

Page ?	Pageviews ? ↓
	295 % of Total: 100.00% (295)
1. /	89 (30.17%)
2. /contact-us/	28 (9.49%)
3. /utilities/	28 (9.49%)
4. /sites-buildings/search/	24 (8.14%)
5. /government-incentives/	23 (7.80%)
6. /sites-buildings/	23 (7.80%)
7. /contact-us/resources/	17 (5.76%)
8. /life/	10 (3.39%)
9. /news/	8 (2.71%)
10. /target-industries/agfood/	8 (2.71%)

**Facebook – (reported last month)**

917 Page Views      457 Posts Reached      80 Post Engagements      502 Page Likes

**Facebook – 7/13/2020 through 8/17/2020**

219 Page Views      506 Posts Reached      89 Post Engagements      506 Page Likes

**Start Up Salina Facebook Group**

6/15/2020 – 249 members (+2)

7/13/2020 – 258 members (+9)

8/17/2020 – 264 members (+6)



# 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
18-13		Local Researchers/Developers	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 employees 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 Commerce/TX Consultant	Success (8/13/20)	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	Success (8/13/20)	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	Approximately \$75 million	South Ohio Street	28 acres	Build 210,000 sf
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	Met with County Commission	Company seeking incentives for new retail operation	Retail and service location for farm equipment, ATVs, and watercraft	5	\$20/hr	\$2.0 m	Ag & Recreation	Seeking Abatement	Will Build 18,000 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
19-17	Project Rise	LOCAL	Success (8/10/20)	11/4/2019	Announced 8/10/2020	Food Production	Pizza Plant Expansion	225	\$65,210	\$6-700 M		Expansion on Existing Site	400,000 SF
20-02	Project Recycle	SAA referral	Active	1/5/2020	Visited 4x	Seeking site or building for composting	Est Composting Operation	5-Mar	\$15-\$20	?	Has Operation in OK	Acreage or Building	15,000 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
20-03	Project Solo	SAA	Inactive (8/18/20)	5/15/2020	Funding Needed	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
20-05	Project Valley	KDOC	Active	6/22/2020	6/30/2020	Need Aviation Location	Constuct Aircraft	?	?	?	?	Need 20 acres	Seeking 700,000 SF
20-06	Project Rome	KDOC	Active	7/24/2020		Call Center for ~300 workstations for B2B & B2C	Plug and Play Call Center	150-200	\$15/hr	?	?	NA	25K-40K SF
19-17	Project Rise	LOCAL	Success (8/10/20)	11/4/2019	Announced 8/10/2020	Food Production	Pizza Plant Expansion	225	\$65,210	\$6-700 M		Expansion on Existing Site	400,000 SF