

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX (ROOM B)**  
**APRIL 15, 2021 AT 9:00AM**

- 1. CALL TO ORDER AND ROLL CALL @ 9:00 AM**
  - (1.1) Confirmation of Meeting Notice/ More Formal-Identify Yourself
  - (1.2) Public Comments
  
- 2. APPROVAL OF MINUTES**
  
- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
  - (3.1) March Financial Reports
  
- 4. DIRECTOR’S REPORT**
  - (4.1) Strategic Plan Update / Ady Advantage
    - Next Date – 90 Minute Presentation
    - 30 Minute Presentation for Board of Directors May 20<sup>th</sup> Meeting
  
  - (4.2) Video Company Selection - Scheduling
  
  - (4.3) Budget Process – Meetings with City and County Admin.
  
  - (4.4) Prospect Update
  
  - (4.5) Apartment/Housing Update
  
- 5. EXECUTIVE SESSION**
  - (5.1) Discussion of Prospective Industry (\_\_ minutes)  
*I move that the Salina Community Economic Development Organization Board of Directors recess into an 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(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.**

**March 18, 2021**

**9:00 a.m.**

Via in person and GoToMeeting Link

**CALL TO ORDER AND ROLL CALL**

The Regular Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 9:03 AM by Lloyd Davidson, 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 and comprising a quorum:

In person:

Frank Hampton  
Pete Brungardt  
John Gunn  
Lloyd Davidson  
Max Wellbrock-Talley  
Jim Maes

GoToMeeting (GTM):

Brian Richardson  
Paula Fried

Also present:

Mitch Robinson, Salina Community Economic Development Organization Executive Director  
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant  
Tim Rogers, Salina Airport Authority, Executive Director (GTM)  
Renee Duxler, Dir. of Economic and Workforce Dev., Salina Chamber of Commerce (GTM)  
Alan Eichelberger, President, Sunflower Bank (GTM)  
Mike Schrage, City Manager, City of Salina (GTM)  
Mike Hoppock, City Commissioner, City of Salina (GTM)  
Roger Sparks, County Commissioner, Saline County  
Joan Ratzlaff, Workers' Coalition, Salina (GTM)  
Jason Jennings, Entrepreneur and Private Citizen  
Eric Brown, President, Salina Area Chamber of Commerce  
Charles Rankin, Reporter, Salina Journal  
Todd Welsch, Owner/Realtor, SalinaHomes.Com  
Mark Freel, Customer Solutions Manager, Evergy

Absent: Cheryl Murray

(1.2) Public Comment

No public comments.

## **APPROVAL OF MINUTES**

Moved by Gunn, seconded by Brungardt, to approve the February 18, 2021 minutes.

Aye: (8). Nay: (0). Motion carried.

## **APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE**

### **(3.1) February Financial Reports**

Moved by Maes, seconded by Hampton, to approve the February 2021 financial statements.

Aye: (8). Nay: (0). Motion carried.

## **SPEAKER SPOTLIGHT - HOUSING - TODD WELSH, SALINAHOMES.COM**

Todd Welsch gave Salina housing stock statistics from 2019-early 2021. In January and February 2019, 124 homes sold at an average of \$145,739. In the same months in 2021, 144 homes sold at an average of \$164,796. Currently, when a home goes on the MLS listing in Salina it stays on the market on average of 3 days. Many buyers are waiving appraisals to have a competitive offer. Expanding businesses are struggling to find homes for sale. There are currently four (4) home builders in Salina who share two (2) framing crews. These four builders built 40 new homes in Salina in 2020. The most up-to-date housing study shows that Salina should be building 140 homes per year. Lack of construction and framing crews, plus skyrocketing lumber prices, are leading factors to low new house construction. The City of Salina is currently in the process of getting the housing study updated.

## **DIRECTOR'S REPORT**

### **(4.1) Strategic Plan Update / Ady Advantage**

Ady Advantage is currently fine tuning the final presentation to the board.

### **(4.2) Video Company Selection**

Robinson provided two quotes from production companies to create video content for the website. Maes suggested that the decision be based on quality over price quote.

Moved by Hampton, seconded by Brungardt, to allow Robinson to move forward with choosing a production company for the website project after viewing sample work from each entity that submitted a quote. Aye: (8). Nay: (0). Motion carried.

### **(4.3) Budget Process**

The EDO staff is working on a power point presentation for the funding members to establish the next 3-year contribution cycle.

### **(4.4) Process for Prospect / Company Review**

Discussion tabled.

### **(4.5) Prospect Update**

The Salina Area Chamber of Commerce is hosting a job fair on April 7<sup>th</sup> at the Tony's Pizza Event Center. 3-7 PM. Twenty-three (23) local companies will be participating.

**EXECUTIVE SESSION**

(5.1) Discussion of Prospective Industry (10 minutes)

Moved by Brungardt, seconded by Maes to have the SCEDO 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 10:10 AM. Aye: (8). Nay: (0). Motion carried.

Also present: Mike Schrage, Tim Rogers, Eric Brown

Davidson called the regular meeting back to session at 10:10 AM

**ADJOURNMENT**

Moved by Brungardt, seconded by Hampton, to adjourn the meeting at 10:11 AM. Aye: (8). Nay: (0). Motion carried.

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Lloyd Davidson, Board President

ATTEST:

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Cheryl Murray, Board Secretary

## Statement of Financial Position

As of March 31, 2021

	Mar 31, 21
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	168,273.50
First Bank Kansas	75,222.60
Total Checking/Savings	243,496.10
Other Current Assets	
Prepaid Health Insurance	4,983.35
Total Other Current Assets	4,983.35
Total Current Assets	248,479.45
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,418.70
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-273.21
Total Fixed Assets	-273.21
<b>TOTAL ASSETS</b>	<b>248,206.24</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-587.27
Total Accounts Payable	-587.27
Credit Cards	
VISA - First Bank Kansas	-22.32
Total Credit Cards	-22.32
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-170.70
Medicare Taxes	197.26
Federal W/H Taxes	1,186.56
State W/H Taxes	528.98
Federal Unemployment Taxes	0.01
State Unemployment Taxes	-194.00
Payroll Liabilities - Other	-765.20
Total Payroll Liabilities	782.91
Total Other Current Liabilities	782.91
Total Current Liabilities	173.32
Total Liabilities	173.32
Equity	
Retained Earnings	237,231.10
Net Income	10,801.82
Total Equity	248,032.92
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>248,206.24</b>

## Salina Community Economic Development Organization, Inc.

## Statement of Activities w/Prev Year Comparison

March 2021

	Mar 21	Mar 20	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Investments</b>			
Interest-Savings, Short-term CD	59.08	202.02	-70.8%
<b>Total Investments</b>	59.08	202.02	-70.8%
<b>Total Income</b>	59.08	202.02	-70.8%
<b>Gross Profit</b>	59.08	202.02	-70.8%
<b>Expense</b>			
<b>Business Expenses</b>			
Miscellaneous Expense	20.00	29.36	-31.9%
<b>Total Business Expenses</b>	20.00	29.36	-31.9%
<b>Contract Services</b>			
Accounting Fees	205.00	0.00	100.0%
<b>Total Contract Services</b>	205.00	0.00	100.0%
<b>Operations</b>			
Advertising/Promotion	65.00	0.00	100.0%
Books, Subscriptions, Reference	0.00	204.00	-100.0%
Supplies	99.06	115.55	-14.3%
Telephone, Telecommunications	158.56	138.57	14.4%
<b>Total Operations</b>	322.62	458.12	-29.6%
<b>Other Types of Expenses</b>			
Depreciation	125.26	125.26	0.0%
Other Costs	7.30	29.00	-74.8%
<b>Total Other Types of Expenses</b>	132.56	154.26	-14.1%
<b>Payroll Expenses</b>			
Employee Health Ins	419.19	419.19	0.0%
Director Health & Life Ins	672.40	672.40	0.0%
Car Allowance	500.00	250.00	100.0%
Payroll Taxes	1,040.73	0.00	100.0%
Wages & Salaries	13,104.19	13,354.18	-1.9%
<b>Total Payroll Expenses</b>	15,736.51	14,695.77	7.1%
<b>Travel and Meetings</b>			
Meals	14.30	259.39	-94.5%
Travel	0.00	597.31	-100.0%
<b>Total Travel and Meetings</b>	14.30	856.70	-98.3%
<b>Total Expense</b>	16,430.99	16,194.21	1.5%
<b>Net Ordinary Income</b>	-16,371.91	-15,992.19	-2.4%
<b>Net Income</b>	<b>-16,371.91</b>	<b>-15,992.19</b>	<b>-2.4%</b>

**Salina Community Economic Development Organization, Inc.**  
**Statement of Activities w/Prev Year Budget Comparison**  
**January through March 2021**

	Actual		Actual		Budget YTD
	March 2021	March 2020	Jan - March 21	Jan - March 20	Jan - Feb 21
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Start up Salina Income		-		-	375.00
Marketing Events Sponsorships		-		-	-
Member Contributions			72,750.00	72,625.00	72,750.00
Investments-Interest	59.08	202.02	176.35	672.82	350.00
Pass Through Income	-	-		-	
Miscellaneous Revenue	-	-		-	
Grants	-	-		-	
<b>Total Income</b>	<b>59.08</b>	<b>202.02</b>	<b>72,926.35</b>	<b>73,297.82</b>	<b>72,750.00</b>
<b>Gross Profit</b>	<b>59.08</b>	<b>202.02</b>	<b>72,926.35</b>	<b>73,297.82</b>	<b>72,750.00</b>
<b>Expense</b>					
<b>Business Expenses</b>					
Pass Through Payments		-		-	
Memberships	-		-	495.00	375.00
Marketing Events	-	-	-	-	2,400.00
Miscellaneous Expense	20.00	29.36	60.00	69.36	125.00
Business Registration Fees	-	-	-	-	250.00
<b>Total Business Expenses</b>	<b>20.00</b>	<b>29.36</b>	<b>60.00</b>	<b>564.36</b>	<b>3,150.00</b>
<b>Contract Services</b>					
Accounting Fees	205.00	-	1,161.28	1,530.00	3,000.00
Outside Contract Services	-	-	-	-	250.00
Contract Services - Other	-	-	-	-	-
<b>Total Contract Services</b>	<b>205.00</b>	<b>-</b>	<b>1,161.28</b>	<b>1,530.00</b>	<b>3,250.00</b>
<b>Operations</b>					
StartUp Salina Expenses	-		-	335.97	325.00
Dues & Subscriptions			699.00	5,000.00	1,075.00
Training Fees	-		-	695.28	-
Advertising/Promotion	65.00		8,238.40	3,316.40	2,500.00
Repairs & Maintenance	-	-	-	-	100.00
Books, Subscriptions, Reference		204.00	3,182.70	204.00	750.00
Postage, Mailing Service	-	-	-	-	42.50
Printing and Copying			7.04	34.80	125.00
Supplies	99.06	115.55	169.90	491.83	500.00
Telephone, Telecommunications	158.56	138.57	634.28	564.11	650.00
<b>Total Operations</b>	<b>322.62</b>	<b>458.12</b>	<b>12,931.32</b>	<b>10,642.39</b>	<b>6,067.50</b>
<b>Other Types of Expenses</b>					
Taxes & Licenses	-	-	-	-	10.00
Depreciation	125.26	125.26	375.78	375.78	396.25
Other Costs	7.30	29.00	20.86	59.82	
Insurance - Liability, D and O	-	-	351.50	-	1,250.00
<b>Total Other Types of Expenses</b>	<b>132.56</b>	<b>154.26</b>	<b>748.14</b>	<b>435.60</b>	<b>1,656.25</b>
<b>Payroll Expenses</b>					
Retirement Contribution	-	-	-	-	2,763.75
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	419.19	419.19	1,257.57	1,257.57	1,375.00
Director Health & Life Ins	672.40	672.40	2,017.20	3,343.16	2,625.00
Car Allowance	500.00	250.00	1,500.00	1,250.00	1,500.00

**Salina Community Economic Development Organization, Inc.**  
**Statement of Activities w/Prev Year Budget Comparison**  
**January through March 2021**

	Actual	Actual	Actual	Actual	Budget YTD
	March 2021	March 2020	Jan - March 21	Jan - March 20	Jan - Feb 21
Payroll Taxes	1,040.72	-	3,122.17	-	3,687.50
Wages & Salaries	13,104.18	13,354.18	39,312.55	39,259.48	45,000.00
<b>Total Payroll Expenses</b>	<b>15,736.49</b>	<b>14,695.77</b>	<b>47,209.49</b>	<b>45,110.21</b>	<b>56,951.25</b>
Travel and Meetings					
Meals	14.30	259.39	14.30	323.82	500.00
Conference, Convention, Meeting	-	-	-	729.73	250.00
Travel	-	597.31	-	1,483.08	1,500.00
Travel and Meetings - Other	-	-	-	-	125.00
<b>Total Travel and Meetings</b>	<b>14.30</b>	<b>856.70</b>	<b>14.30</b>	<b>2,536.63</b>	<b>2,375.00</b>
<b>Total Expense</b>	<b>16,430.97</b>	<b>16,194.21</b>	<b>62,124.53</b>	<b>60,819.19</b>	<b>73,450.00</b>
<b>Net Ordinary Income</b>	<b>(16,371.89)</b>	<b>(15,992.19)</b>	<b>10,801.82</b>	<b>12,478.63</b>	<b>(700.00)</b>
<b>Net Income</b>	<b>(16,371.89)</b>	<b>(15,992.19)</b>	<b>10,801.82</b>	<b>12,478.63</b>	<b>(700.00)</b>



## **APRIL 2021 REPORT**

### **MARKETING / PROMOTION**

Working on marketing pieces for use in fundraising efforts with supporting organization. Have more work to perform prior to submittals to City and County Commissions.

### **STRATEGIC PLANNING**

Working to set a final date for a 90 minute overview for team members and any interested board of directors. And at the May 20<sup>th</sup> Board of Directors meeting Janet Ady and Jordan Ackerman will present the plan in a 30 minute presentation via Zoom. I have had additional discussions with Janet and Jordan discussing our recent spike in project requests and the impact on our labor force situation.

### **WORKFORCE TALENT AND HOUSING**

At the recent April 5 study session meeting the City Commission met with their consultant who discussed the various tools that are available to the City for assistance to companies considering locating new developments within the City of Salina. The next session with the consultant will be on May 3<sup>rd</sup>. An updated housing study will provide additional info for the Commission. We have been meeting with several possible investors interested in building in Salina for new high-density housing. Numerous developers have expressed interest. Waiting on any developer to actually submit plans.

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

We continue to promoting various online type educational sessions sponsored by the Wichita SCORE Chapter and other sessions from the SBA and SBDC across Kansas. Work will start on developing a competition for startup projects where a reward will be given to the winner. This will be targeted for end of 3Q or early 4Q. We hope to restart the Startup Salina on May, 5<sup>th</sup> Wednesday evening at 5:30 pm.

### **PROSPECT MANAGEMENT**

Work continues with Project Rise and Project Gemini. After announcements of both projects work on issuing IRB's and other funding methods/grants continue including an EDA grant to the City of Salina for improvements on streets and drainage ditches near the expanding Schwan's plant. Once the EDA grant is finalized then we can move on to the Kansas Department of Transportation \$2.1 million state grant

Several new aviation projects are including Salina for possible air cargo (Project Falcon) and MRO activities as well as aviation electronics.

We have also been working with the Chamber of Commerce related to the closure of El Dorado. A local company has purchased the buildings and land but the company name has not been announced at this time. The Chamber has held a job fair to help the workers who will be laid off from Signify as well as El Dorado.

The remaining prospects have been followed up with and we are maintaining contact where needed. (See the April 2021 Prospect Table)

### **SITES / BUILDINGS / TOOLS:**

A second meeting was held by the new KS DOC staff reorganizing the Certified Sites program for the state. We will start work on the first Salina application in the 3<sup>rd</sup> quarter of 2021.

### **MONTHLY WEB/SOCIAL MEDIA STATISTICS**

#### **Website – (reported March 2021)**

160 users    158 New Users    171 Sessions    1.74 Pgs/Session    1.20 Avg Session  
298 Pageviews

#### **Website –3/16/2021 – 4/12/2021**

**167users    165 New Users    198 Sessions    1.19 Pgs/Session    1:21 Avg Session  
349 Pageviews**

#### **Facebook – (reported March 2021)**

76 Page Views    813 Post Reach    69 Post Engagements    545 Page Likes

#### **Facebook – 3/16/2021 – 4/12/2021**

**96 Page Views    415 Post Reach    51 Post Engagements    551 Page Likes**

#### **Start Up Salina Facebook Group**

1/19/2021 – 280 members (---)  
2/16/2021 – 283 members (+3)  
3/16/2021 – 285 members (+2)  
4/12/2021 – 289 members (+4)



# Prospect Table

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

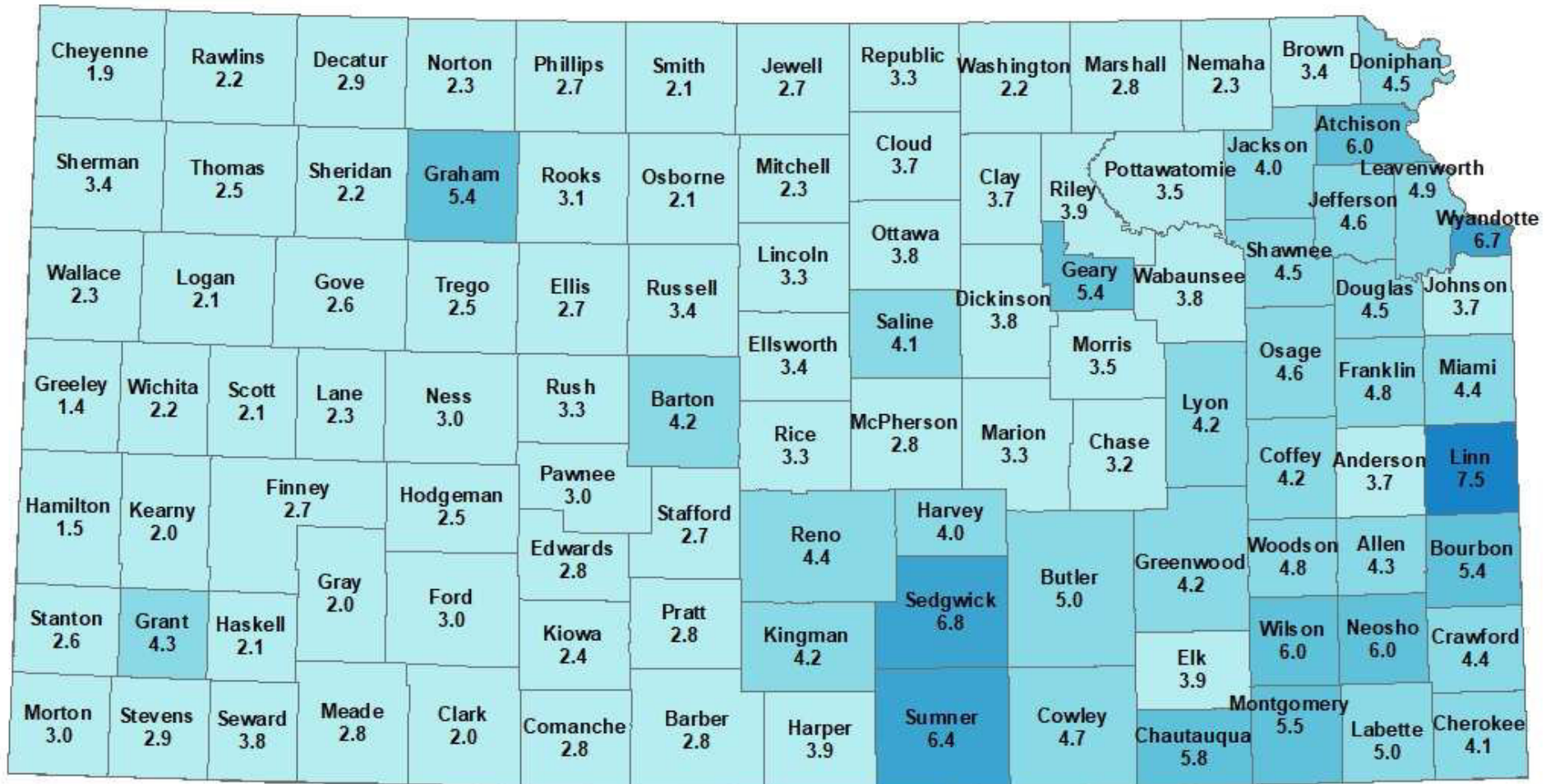
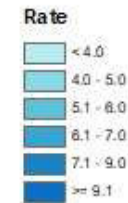
Code #	Project Name	Client Source	Project Status	Contact Date	Milestone / Decision Date	Project Objective	Business Description	Jobs (New)	Average Salary	Investment	Niche	Acreage Required	Square Footage
19-15	Project Toys	Direct Contact	Active	10/10/2019	Met with County Commission	Building on South 9th Street	Retail and service location for farm equipment, ATVs, and watercraft	5	\$20/hr	\$2.0 m	Ag & Recreation	Own Site	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
20-02	Project Recycle	SAA referral	Active	1/5/2020	sited Many Tim	Seeking site or building for composting	Est Composting Operation	5-Mar	\$15-\$20	?	Has Operation in OK	Acreage or Building	15,000 SF
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
20-07	Project Fairview	KDOC	Active	9/11/2020	?	Find existing building	Archery Equipment Manufacturing	190 yr1 300 yr 5	\$40,000	?	?	?	70,000 SF
20-08	Project Zero	KDOC	Active	10/6/2020	11/24/2020	Small Aircraft	Build/test Aircraft	1000-2000	\$18-\$23	?	Access to Runway 25-50 acres	25 acres	276,000 SF
20-11	Project Andes	KDOC	Active	11/2/2020	11/9/2020	Aerospace Mfg		100	?	\$45m & \$120m	SAA	25 acres	20-50,000 sf
20-12	Project Cycle	KDOC	Active	12/8/2020	12/15/2020	Aviation	Large Hanger	?	?	?	Building 606	55' Eave Height	50,000 SF
21-1	Project Falcon	SAA Direct Contact	Active	1/5/2021	First Qt	Warehousing	Possible Air & Ground Shipping	?	?	?	1 M SQ	Located off Runway	
21-3	Project Sequel	KDOC	Active	Received	2/8/2021	Food Processing	Meat Cutting/Processing	825 by Year 2	?	?	?	50 acres	\$130-\$150 m



# 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
21-4	Project Newton	Direct	NEW	Recieved 3/2/2021	Immediate	Metal Fabricating	Need Building	15	?	?	Large Metal Fabrication	?	80,000 Available
21-5	Project Refill	Realtor	OUT	3/12/2021	Immediate	Manufacturing	Need Building	?	?	?	?	?	El Dorado Building

# FEBRUARY 2021 UNEMPLOYMENT RATES



Note: County unemployment rates are only available not seasonally adjusted

Source: Kansas Department of Labor, Labor Market Information Services and the Bureau of Labor Statistics; Local Area Unemployment Statistics (LAUS)

Created: March 2021