

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE - VISIT SALINA ANNEX**  
**FEBRUARY 18, 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) January Financial Reports

- 4. DIRECTOR'S REPORT**
  - (4.1) Strategic Plan Update / Ady Advantage
    - Local Updates
  - (4.2) Activity Updates
  - (4.3) Prospect 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.**

**January 21, 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 9:06 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 January 13, 2021.

Those present and comprising a quorum:

In person:

Frank Hampton  
Pete Brungardt  
John Gunn  
Jeff Thompson

GoToMeeting (GTM):

Michelle Griffin  
Cheryl Murray  
Lloyd Davidson  
Paula Fried  
Brian Richardson

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)  
Phillip Smith-Hanes, County Administrator, Saline County (GTM)  
Alan Eichelberger, President, Sunflower Bank (GTM)  
Mike Schrage, City Manager, City of Salina (GTM)  
Phil Black  
Melissa Bixby, President, Commercial and Mortgage Lender, Central National Bank (GTM)  
Amanda Beam, Occupational Center of Central Kansas/OCCK  
Jim Maes, Owner/Realtor, ComPro Realty

**(1.2) Public Comment**

No public comments.

## **APPROVAL OF MINUTES**

Moved by Thompson, seconded by Brundgardt, to approve the December 17, 2020 minutes as written. Aye: (9). Nay: (0). Motion carried.

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

### **(3.1) December Financial Report**

Moved by Davidson, seconded by Brungardt, to approve the December 2020 financial statements. Aye: (9). Nay: (0). Motion carried.

## **DIRECTOR'S REPORT**

### **(4.1) Election of Officers for 2021**

The following nominations were presented as the slate of officers:

President: Lloyd Davidson

Vice President: Paula Fried

Secretary: Cheryl Murray

Treasurer: Brian Richardson

Moved by Gunn, seconded by Thompson, to approve the 2021 slate of officers. Aye: (9). Nay: (0). Motion carried.

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

Interviews/round tables took place in December and January that highlighted employers, aviation, higher education, economic development, and minority businesses in Salina. The next report from Ady Advantage will come mid-February. Our office is in the process of setting up the next virtual meeting.

### **(4.3) Activity Updates**

Robinson is working with the North Central Regional Planning Commission, Salina Airport Authority, and the City of Salina to finalize the Economic Development Administration Grant for Project Rise. The initial award was granted and the scope of work has been modified to resubmit.

Robinson addressed areas that EDO would be focusing on in 2021. Those areas include:

#### **1). Housing**

People are looking at Salina for housing development on the heels of the two major expansion projects announced in August 2020. One Vision Aviation is also seeing an increase in employment that is showing the need for additional housing in Salina. The higher education institutions in Salina are needing housing options for incoming students. The City of Salina reported that they have had more than normal inquiries from housing developers asking about incentives.

#### **2). Website Update:**

The original website was created in 2018. It needs some updates that could include video testimonials from some of the successful projects/expansions/new business in Salina.

3). Startup Salina Reboot and Entrepreneurial Competition/Challenge  
Hays, Manhattan, Topeka, and Wichita have successful entrepreneurial competitions. Our office will research those programs to create our own competition/challenge.

4). Strategic Plan

We are currently working with Ady Advantage to review the current strategic plan and to review the target industries. Do we need to pivot due to COVID-19?

5). Certified Site Program:

The program is an accreditation process to declare a site as “shovel ready”. At the state level, the program has hit some roadblocks. They appear to be back on track and ready to roll out the program. Salina will work on getting sites at the Salina Regional Airport certified.

(4.4) Prospect Update

19-15 (Project Toys) – They have been given the green light to proceed with construction on South 9<sup>th</sup>, just south of Hilton Garden Inn

20-02 (Project Recycle) – Composting / recycling operation in the county. Owner is working on purchasing land northwest of Salina

**EXECUTIVE SESSION**

No Executive Session needed.

**ADJOURNMENT**

Moved by Hampton, seconded by Thompson, to adjourn the meeting at 9:52 AM. Aye: (9). Nay: (0). Motion carried.

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Lloyd Davidson, Board President

ATTEST:

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Cheryl Murray, Board Secretary

## Salina Community Economic Development Organization, Inc.

## Statement of Financial Position

As of January 31, 2021

|  | <u>Jan 31, 21</u>        |
|--|--------------------------|
| <b>ASSETS</b>                          |                          |
| <b>Current Assets</b>                  |                          |
| <b>Checking/Savings</b>                |                          |
| First Bank Kansas-Sweep Acct           | 137,156.71               |
| First Bank Kansas                      | 75,879.25                |
| <b>Total Checking/Savings</b>          | <u>213,035.96</u>        |
| <b>Other Current Assets</b>            |                          |
| Prepaid Health Insurance               | 7,166.53                 |
| <b>Total Other Current Assets</b>      | <u>7,166.53</u>          |
| <b>Total Current Assets</b>            | <u>220,202.49</u>        |
| <b>Fixed Assets</b>                    |                          |
| <b>Furniture and Equipment</b>         |                          |
| Accumulated Depreciation - F&E         | -6,168.18                |
| Furniture and Equipment - Other        | 6,145.49                 |
| <b>Total Furniture and Equipment</b>   | <u>-22.69</u>            |
| <b>Total Fixed Assets</b>              | <u>-22.69</u>            |
| <b>TOTAL ASSETS</b>                    | <b><u>220,179.80</u></b> |
| <b>LIABILITIES &amp; EQUITY</b>        |                          |
| <b>Liabilities</b>                     |                          |
| <b>Current Liabilities</b>             |                          |
| <b>Credit Cards</b>                    |                          |
| VISA - First Bank Kansas               | 225.02                   |
| <b>Total Credit Cards</b>              | <u>225.02</u>            |
| <b>Other Current Liabilities</b>       |                          |
| <b>Payroll Liabilities</b>             |                          |
| 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                  |
| <b>Total Payroll Liabilities</b>       | <u>782.91</u>            |
| <b>Total Other Current Liabilities</b> | <u>782.91</u>            |
| <b>Total Current Liabilities</b>       | <u>1,007.93</u>          |
| <b>Total Liabilities</b>               | <u>1,007.93</u>          |
| <b>Equity</b>                          |                          |
| Retained Earnings                      | 237,231.10               |
| Net Income                             | -18,059.23               |
| <b>Total Equity</b>                    | <u>219,171.87</u>        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <b><u>220,179.80</u></b> |

## Salina Community Economic Development Organization, Inc.

02/12/21

## Statement of Activities w/Prev Year Comparison

Accrual Basis

January 2021

|                                 | Jan 21            | Jan 20           | % Change       |
|---------------------------------|-------------------|------------------|----------------|
| Ordinary Income/Expense         |                   |                  |                |
| Income                          |                   |                  |                |
| Investments                     |                   |                  |                |
| Interest-Savings, Short-term CD | 59.56             | 226.49           | -73.7%         |
| Total Investments               | 59.56             | 226.49           | -73.7%         |
| Member Contributions            | 0.00              | 67,500.00        | -100.0%        |
| Total Income                    | 59.56             | 67,726.49        | -99.9%         |
| Gross Profit                    | 59.56             | 67,726.49        | -99.9%         |
| Expense                         |                   |                  |                |
| Business Expenses               |                   |                  |                |
| Memberships                     | 0.00              | 195.00           | -100.0%        |
| Miscellaneous Expense           | 20.00             | 20.00            | 0.0%           |
| Total Business Expenses         | 20.00             | 215.00           | -90.7%         |
| Contract Services               |                   |                  |                |
| Accounting Fees                 | 0.00              | 525.00           | -100.0%        |
| Total Contract Services         | 0.00              | 525.00           | -100.0%        |
| Operations                      |                   |                  |                |
| StartUp Salina Expenses         | 0.00              | 127.10           | -100.0%        |
| Dues & Subscriptions            | 149.00            | 0.00             | 100.0%         |
| Training Fees                   | 0.00              | 660.28           | -100.0%        |
| Advertising/Promotion           | 1,365.00          | 697.00           | 95.8%          |
| Printing and Copying            | 0.00              | 3.60             | -100.0%        |
| Supplies                        | 50.85             | 184.27           | -72.4%         |
| Telephone, Telecommunications   | 315.65            | 287.76           | 9.7%           |
| Total Operations                | 1,880.50          | 1,960.01         | -4.1%          |
| Other Types of Expenses         |                   |                  |                |
| Depreciation                    | 125.26            | 125.26           | 0.0%           |
| Insurance - Liability, D and O  | 351.50            | 0.00             | 100.0%         |
| Other Costs                     | 5.04              | 0.00             | 100.0%         |
| Total Other Types of Expenses   | 481.80            | 125.26           | 284.6%         |
| Payroll Expenses                |                   |                  |                |
| Employee Health Ins             | 419.19            | 419.19           | 0.0%           |
| Director Health & Life Ins      | 672.40            | 672.40           | 0.0%           |
| Car Allowance                   | 500.00            | 500.00           | 0.0%           |
| Payroll Taxes                   | 1,040.72          | 0.00             | 100.0%         |
| Wages & Salaries                | 13,104.18         | 12,801.12        | 2.4%           |
| Total Payroll Expenses          | 15,736.49         | 14,392.71        | 9.3%           |
| Travel and Meetings             |                   |                  |                |
| Meals                           | 0.00              | 44.33            | -100.0%        |
| Conference, Convention, Meeting | 0.00              | 729.73           | -100.0%        |
| Travel                          | 0.00              | 8.50             | -100.0%        |
| Total Travel and Meetings       | 0.00              | 782.56           | -100.0%        |
| Total Expense                   | 18,118.79         | 18,000.54        | 0.7%           |
| Net Ordinary Income             | -18,059.23        | 49,725.95        | -136.3%        |
| Net Income                      | <b>-18,059.23</b> | <b>49,725.95</b> | <b>-136.3%</b> |

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

|                                       | Actual          | Actual           | Actual          | Actual           | Budget YTD        |
|---------------------------------------|-----------------|------------------|-----------------|------------------|-------------------|
|                                       | 1/31/2021       | 1/31/2020        | Jan - Jan 21    | Jan - Jan 20     | 2021              |
| <b>Ordinary Income/Expense</b>        |                 |                  |                 |                  |                   |
| <b>Income</b>                         |                 |                  |                 |                  |                   |
| Start up Salina Income                |                 | -                |                 | -                | 1,500.00          |
| Marketing Events Sponsorships         |                 | -                | -               | -                | -                 |
| Member Contributions                  | -               | 67,500.00        | -               | 67,500.00        | 291,000.00        |
| Investments-Interest                  | 59.56           | 226.49           | 59.56           | 226.49           | 1,400.00          |
| Pass Through Income                   | -               | -                | -               | -                | -                 |
| Miscellaneous Revenue                 | -               | -                | -               | -                | -                 |
| Grants                                | -               | -                | -               | -                | -                 |
| <b>Total Income</b>                   | <b>59.56</b>    | <b>67,726.49</b> | <b>59.56</b>    | <b>67,726.49</b> | <b>293,900.00</b> |
| <b>Gross Profit</b>                   | <b>59.56</b>    | <b>67,726.49</b> | <b>59.56</b>    | <b>67,726.49</b> | <b>293,900.00</b> |
| <b>Expense</b>                        |                 |                  |                 |                  |                   |
| <b>Business Expenses</b>              |                 |                  |                 |                  |                   |
| Pass Through Payments                 |                 | -                |                 | -                | -                 |
| Memberships                           | -               | 195.00           | -               | 195.00           | 1,500.00          |
| Marketing Events                      | -               | -                | -               | -                | 9,600.00          |
| Miscellaneous Expense                 | 20.00           | 20.00            | 20.00           | 20.00            | 500.00            |
| Business Registration Fees            | -               | -                | -               | -                | 1,000.00          |
| <b>Total Business Expenses</b>        | <b>20.00</b>    | <b>215.00</b>    | <b>20.00</b>    | <b>215.00</b>    | <b>12,600.00</b>  |
| <b>Contract Services</b>              |                 |                  |                 |                  |                   |
| Legal Fees                            | -               | -                | -               | -                | -                 |
| Accounting Fees                       | -               | 525.00           | -               | 525.00           | 12,000.00         |
| Outside Contract Services             | -               | -                | -               | -                | 1,000.00          |
| Contract Services - Other             | -               | -                | -               | -                | -                 |
| <b>Total Contract Services</b>        | <b>-</b>        | <b>525.00</b>    | <b>-</b>        | <b>525.00</b>    | <b>13,000.00</b>  |
| <b>Operations</b>                     |                 |                  |                 |                  |                   |
| StartUp Salina Expenses               | -               | 127.10           | -               | 127.10           | 1,300.00          |
| Dues & Subscriptions                  | 149.00          | -                | 149.00          | -                | 4,300.00          |
| Training Fees                         | -               | 660.28           | -               | 660.28           | -                 |
| Advertising/Promotion                 | 1,365.00        | 697.00           | 1,365.00        | 697.00           | 10,000.00         |
| Repairs & Maintenance                 | -               | -                | -               | -                | 400.00            |
| Books, Subscriptions, Reference       | -               | -                | -               | -                | 3,000.00          |
| Postage, Mailing Service              | -               | -                | -               | -                | 170.00            |
| Printing and Copying                  | -               | 3.60             | -               | 3.60             | 500.00            |
| Supplies                              | 50.85           | 184.27           | 50.85           | 184.27           | 2,000.00          |
| Telephone, Telecommunications         | 315.65          | 287.76           | 315.65          | 287.76           | 2,600.00          |
| <b>Total Operations</b>               | <b>1,880.50</b> | <b>1,960.01</b>  | <b>1,880.50</b> | <b>1,960.01</b>  | <b>24,270.00</b>  |
| <b>Other Types of Expenses</b>        |                 |                  |                 |                  |                   |
| Taxes & Licenses                      | -               | -                | -               | -                | 40.00             |
| Depreciation                          | 125.26          | 125.26           | 125.26          | 125.26           | 1,585.00          |
| Other Costs                           | 5.04            | -                | 5.04            | -                | 100.00            |
| Insurance - Liability, D and O        | 351.50          | -                | 351.50          | -                | 5,000.00          |
| <b>Total Other Types of Expenses</b>  | <b>481.80</b>   | <b>125.26</b>    | <b>481.80</b>   | <b>125.26</b>    | <b>6,725.00</b>   |
| <b>Payroll Expenses</b>               |                 |                  |                 |                  |                   |
| Retirement Contribution (2019 & 2020) | -               | -                | -               | -                | 11,055.00         |
| Director Relocation Expense           | -               | -                | -               | -                | -                 |
| Employee Health Ins                   | 419.19          | 419.19           | 419.19          | 419.19           | 5,500.00          |
| Director Health & Life Ins            | 672.40          | 672.40           | 672.40          | 672.40           | 10,500.00         |
| Car Allowance                         | 500.00          | 500.00           | 500.00          | 500.00           | 6,000.00          |

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

|                                  | Actual             | Actual           | Actual             | Actual           | Budget YTD        |
|----------------------------------|--------------------|------------------|--------------------|------------------|-------------------|
|                                  | 1/31/2021          | 1/31/2020        | Jan - Jan 21       | Jan - Jan 20     | 2021              |
| Payroll Taxes                    | 1,040.72           | -                | 1,040.72           | -                | 14,750.00         |
| Wages & Salaries                 | 13,104.18          | 12,801.12        | 13,104.18          | 12,801.12        | 180,000.00        |
| <b>Total Payroll Expenses</b>    | <b>15,736.49</b>   | <b>14,392.71</b> | <b>15,736.49</b>   | <b>14,392.71</b> | <b>227,805.00</b> |
| Travel and Meetings              |                    |                  |                    |                  |                   |
| Meals                            | 0.00               | 44.33            | -                  | 44.33            | 2,000.00          |
| Conference, Convention, Meeting  | -                  | 729.73           | -                  | 729.73           | 1,000.00          |
| Travel                           | -                  | 8.50             | -                  | 8.50             | 6,000.00          |
| Travel and Meetings - Other      | -                  | -                | -                  | -                | 500.00            |
| <b>Total Travel and Meetings</b> | <b>-</b>           | <b>782.56</b>    | <b>-</b>           | <b>782.56</b>    | <b>9,500.00</b>   |
| <b>Total Expense</b>             | <b>18,118.79</b>   | <b>18,000.54</b> | <b>18,118.79</b>   | <b>18,000.54</b> | <b>293,900.00</b> |
| <b>Net Ordinary Income</b>       | <b>(18,059.23)</b> | <b>49,725.95</b> | <b>(18,059.23)</b> | <b>49,725.95</b> | <b>-</b>          |
| <b>Net Income</b>                | <b>(18,059.23)</b> | <b>49,725.95</b> | <b>(18,059.23)</b> | <b>49,725.95</b> | <b>-</b>          |



## **FEBRUARY 2021 REPORT**

### **MARKETING / PROMOTION**

Took part in the monthly Chamber of Commerce Board of Directors meeting as well as the Airport Board of Directors meeting. As a board member took part in the annual planning session for the Temple organization.

### **STRATEGIC PLANNING**

Reviewed the progress on the Ady Advantage strategic plan. The next meeting is on February 17<sup>th</sup> with a review of the targeted industries aspect of the plan as well other discussion points made from community representatives.

### **WORKFORCE TALENT AND HOUSING**

On February 1<sup>st</sup>, a City Commission Study Session was held to discuss the housing situation in Salina especially targeted at the workforce housing aspect. Several industries CEO's or owners provided comments or took part in the discussion about their issues with finding housing for their employees. We provided upcoming workforce numbers and projected estimates. An updated housing study will provide additional info for the Commission. The Chamber will lead the discussion among numerous organizations including the SCEDO.

We have also been working with a local businessman who has brought a Wichita developer to Salina. The development team has met with the City of Salina staff. Working on a zoning change of the property. Zoning work is being done to encourage development on the property. As a result of numerous inquiries concerning housing here in Salina, the City of Salina is having the last housing plan updated to include the impact of Schwan's and Great Plains' expansion. A Neb. Based developer is also interested in developing a development for workforce as well as college residents. Several other groups have reached out to the city about their interest in building in Salina.

### **ETREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT**

We keep 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.

### **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.

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

We also have a new project from the State of Kansas named Project XLR8 which needs rail service as well as over 200 acres of land.

The remaining prospects have been followed up with and we are maintaining contact where needed. (See the January 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 first quarter of 2021.

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

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

150 users      1450 New Users      176 Sessions      1.65 Pgs/Session      2.03 Avg Session  
290 Pageviews

#### **Website – 1/18/2021 – 2/15/2021**

**164 users      159 New Users      172 Sessions      1.72 Pgs/Session      0.55 Avg Session**  
**290 Pageviews**

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

148 Page Views      571 Posts Reached      23 Post Engagements      529 Page Likes

#### **Facebook – 1/18/2021 – 2/15/2021**

**150 Page Views      1,314 Posts Reached      177 Post Engagements      538 Page Likes**

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

12/15/2020 – 280 members (+2)

1/19/2021 – 280 members (---)

2/16/2021 – 283 members (+3)



# 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          | 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                 |
| 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                          | Construct 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<br>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  |                           |
| 21-2   | Project XLR8     | KDOC               | New            | Received 2/5/2021 | sub 28/2021                | Manufacturing                                   | Unknown  | 150-200             | ?              | ?              | ?                            | 200 Acres w/rail    | 1 M Plus                  |

## **2021 Monthly Board Meeting Schedule**

|                 |                  |           |
|-----------------|------------------|-----------|
| <b>Thursday</b> | <b>January</b>   | <b>21</b> |
| <b>Thursday</b> | <b>February</b>  | <b>18</b> |
| <b>Thursday</b> | <b>March</b>     | <b>18</b> |
| <b>Thursday</b> | <b>April</b>     | <b>15</b> |
| <b>Thursday</b> | <b>May</b>       | <b>20</b> |
| <b>Thursday</b> | <b>June</b>      | <b>17</b> |
| <b>Thursday</b> | <b>July</b>      | <b>15</b> |
| <b>Thursday</b> | <b>August</b>    | <b>19</b> |
| <b>Thursday</b> | <b>September</b> | <b>16</b> |
| <b>Thursday</b> | <b>October</b>   | <b>21</b> |
| <b>Thursday</b> | <b>November</b>  | <b>18</b> |
| <b>Thursday</b> | <b>December</b>  | <b>16</b> |