

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE - VISIT SALINA ANNEX
MARCH 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) February Financial Reports

- 4. SPEAKER SPOTLIGHT - HOUSING - TODD WELSH**

- 5. DIRECTOR'S REPORT**
 - (4.1) Strategic Plan Update / Ady Advantage
- Next Date - Releasing/Reviewing Updated Document

 - (4.2) Video Company Selection

 - (4.3) Budget Process

 - (4.4) Process for Prospect/Company Review

 - (4.5) Prospect Update

- 6. 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.

- 7. ADJOURNMENT**



CITY OF SALINA, KANSAS

REGULAR MEETING OF THE SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.

February 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 9:00 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

GoToMeeting (GTM):

Cheryl Murray
Paula Fried
Jim Maes

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)
Greg Stephens, Salina Media Connection
Mike Hoppock, City Commissioner, City of Salina
Roger Sparks, County Commissioner, Saline County
Joan Ratzlaff, Workers' Coalition, Salina

Absent: Brian Richardson

(1.2) Public Comment

No public comments.

APPROVAL OF MINUTES

Moved by Brungardt, seconded by Hampton, to approve the January 21, 2021 minutes with noted corrections. Aye: (8). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

February Financial Report

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

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

DIRECTOR'S REPORT

(4.1) Strategic Plan Update / Ady Advantage

Our office received the Interim Report from Ady Advantage on 2/17/2021 and was sent out in the board packet for this meeting. The three target areas included:

- 1). Aerospace
- 2). Agriculture
- 3). Distribution / Warehousing

(4.2) Activity Updates

Priority Areas for 2021:

- 1). Housing
- 2). Childcare
- 3). Budget Renewal with Member Partners
- 4). Certified Sites
- 5). Website Update with Video Testimonials
- 6). Entrepreneurial Challenge and StartUp Salina Reboot
- 7). EDO Matrix to Gauge Success

Davidson also suggested that the EDO focus on marketing the community and prospects.

Housing Update (Schrage)

The City Commissioners had a study session on housing on 2/1/2021. The expansion projects are driving the need for housing due to the influx of jobs and workers. 7+ developers have approached the City asking for subsidies or incentives. A housing study would revisit the available housing stock, tools, and incentives available, etc.

Opportunity Zone Question (Murray)

Are the Opportunity Zones still a viable incentive? Schrage reminded the board that the OZ tract 1 overlaps the Neighborhood Revitalization Area that already has incentives available. There has been some discussion about making modifications to extend the OZ program.

(4.4) Prospect Update

21-2 (Project XLR8) – KDOC manufacturing project; 200+ acre site with rail access; Project rep asked a few additional questions since receiving proposal

21-1 (Project Falcon) – SAA project; warehousing with ground and potential air transport; Developer out of Philadelphia; 80-acre site south of Water Well Road

Gauging Community Interest for Future Projects (Fried)

How do we determine what projects we deem viable based on community interest? Robinson will draft a basic framework for moving forward with projects based on collected community interest.

EXECUTIVE SESSION

No Executive Session needed.

ADJOURNMENT

Moved by Brungardt, seconded by Hampton, to adjourn the meeting at 10:02 AM. Aye: (8). Nay: (0). Motion carried.

Lloyd Davidson, Board President

ATTEST:

Cheryl Murray, Board Secretary

DRAFT

Statement of Financial Position

As of February 28, 2021

	<u>Feb 28, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	183,214.42
First Bank Kansas	75,541.84
Total Checking/Savings	<u>258,756.26</u>
Other Current Assets	
Prepaid Health Insurance	6,074.94
Total Other Current Assets	<u>6,074.94</u>
Total Current Assets	<u>264,831.20</u>
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,293.44
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	<u>-147.95</u>
Total Fixed Assets	<u>-147.95</u>
TOTAL ASSETS	<u>264,683.25</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-681.94
Total Accounts Payable	<u>-681.94</u>
Credit Cards	
VISA - First Bank Kansas	-22.32
Total Credit Cards	<u>-22.32</u>
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	<u>782.91</u>
Total Other Current Liabilities	<u>782.91</u>
Total Current Liabilities	<u>78.65</u>
Total Liabilities	<u>78.65</u>
Equity	
Retained Earnings	237,231.10
Net Income	27,373.50
Total Equity	<u>264,604.60</u>
TOTAL LIABILITIES & EQUITY	<u>264,683.25</u>

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

	Jan - Feb 21	Jan - Feb 20	% Change
Ordinary Income/Expense			
Income			
Investments			
Interest-Savings, Short-term CD	117.27	470.80	-75.1%
Total Investments	117.27	470.80	-75.1%
Member Contributions	72,750.00	72,625.00	0.2%
Total Income	72,867.27	73,095.80	-0.3%
Gross Profit	72,867.27	73,095.80	-0.3%
Expense			
Business Expenses			
Memberships	0.00	495.00	-100.0%
Miscellaneous Expense	40.00	40.00	0.0%
Total Business Expenses	40.00	535.00	-92.5%
Contract Services			
Accounting Fees	956.28	1,530.00	-37.5%
Total Contract Services	956.28	1,530.00	-37.5%
Operations			
StartUp Salina Expenses	0.00	335.97	-100.0%
Dues & Subscriptions	699.00	5,000.00	-86.0%
Training Fees	0.00	695.28	-100.0%
Advertising/Promotion	7,989.00	3,316.40	140.9%
Books, Subscriptions, Reference	3,182.70	0.00	100.0%
Printing and Copying	7.04	34.80	-79.8%
Supplies	70.84	376.28	-81.2%
Telephone, Telecommunications	460.35	425.54	8.2%
Total Operations	12,408.93	10,184.27	21.8%
Other Types of Expenses			
Depreciation	250.52	250.52	0.0%
Insurance - Liability, D and O	351.50	0.00	100.0%
Other Costs	13.56	30.82	-56.0%
Total Other Types of Expenses	615.58	281.34	118.8%
Payroll Expenses			
Employee Health Ins	838.38	838.38	0.0%
Director Health & Life Ins	1,344.80	2,670.76	-49.7%
Car Allowance	1,000.00	1,000.00	0.0%
Payroll Taxes	2,081.44	0.00	100.0%
Wages & Salaries	26,208.36	25,905.30	1.2%
Total Payroll Expenses	31,472.98	30,414.44	3.5%
Travel and Meetings			
Meals	0.00	64.43	-100.0%
Conference, Convention, Meeting	0.00	729.73	-100.0%
Travel	0.00	885.77	-100.0%
Total Travel and Meetings	0.00	1,679.93	-100.0%
Total Expense	45,493.77	44,624.98	2.0%
Net Ordinary Income	27,373.50	28,470.82	-3.9%
Net Income	27,373.50	28,470.82	-3.9%

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

	Actual	Actual	Actual	Actual	Budget YTD
	February 2021	February 2020	Jan - Feb 21	Jan - Feb 20	Jan - Feb 21
Ordinary Income/Expense					
Income					
Start up Salina Income		-		-	
Marketing Events Sponsorships		-	-	-	-
Member Contributions	72,750.00	5,125.00	72,750.00	72,625.00	48,500.00
Investments-Interest	57.71	244.31	117.27	470.80	233.33
Pass Through Income	-	-		-	
Miscellaneous Revenue	-	-	-	-	
Grants	-	-	-	-	
Total Income	72,807.71	5,369.31	72,867.27	73,095.80	48,500.00
Gross Profit	72,807.71	5,369.31	72,867.27	73,095.80	48,500.00
Expense					
Business Expenses					
Pass Through Payments		-		-	
Memberships	-	300.00	-	495.00	166.66
Marketing Events	-	-	-	-	524.04
Miscellaneous Expense	20.00	20.00	40.00	40.00	-
Business Registration Fees	-	-	-	-	-
Total Business Expenses	20.00	320.00	40.00	535.00	690.70
Contract Services					
Legal Fees	-	-			666.68
Accounting Fees	956.28	1,005.00	956.28	1,530.00	2,103.32
Outside Contract Services	-	-	-	-	-
Contract Services - Other	-	-	-	-	-
Business Registration Fees	-	-	-	-	-
Total Contract Services	956.28	1,005.00	956.28	1,530.00	2,770.00
Operations					
StartUp Salina Expenses	-	208.87	-	335.97	-
Dues & Subscriptions	550.00	5,000.00	699.00	5,000.00	126.66
Training Fees	-	35.00	-	695.28	
Advertising/Promotion	6,624.00	2,619.40	7,989.00	3,316.40	-
Repairs & Maintenance	-	-	-	-	83.34
Books, Subscriptions, Reference	3,182.70	-	3,182.70	-	500.00
Postage, Mailing Service	-	-	-	-	25.00
Printing and Copying	7.04	31.20	7.04	34.80	83.34
Supplies	19.99	192.01	70.84	376.28	333.34
Telephone, Telecommunications	144.70	137.78	460.35	425.54	471.50
Total Operations	10,528.43	8,224.26	12,408.93	10,184.27	1,623.18
Other Types of Expenses					
Taxes & Licenses	-	-	-	-	
Depreciation	125.26	125.26	250.52	250.52	250.52
Other Costs	8.52	30.82	13.56	30.82	
Insurance - Liability, D and O	-	-	351.50	-	833.34
Total Other Types of Expenses	133.78	156.08	615.58	281.34	1,083.86
Payroll Expenses					
Retirement Contribution	-	-	-	-	921.25
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	419.19	419.19	838.38	838.38	1,166.67
Director Health & Life Ins	672.40	1,998.36	1,344.80	2,670.76	1,092.30

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

	Actual	Actual	Actual	Actual	Budget YTD
	February 2021	February 2020	Jan - Feb 21	Jan - Feb 20	Jan - Feb 21
Car Allowance	500.00	500.00	1,000.00	1,000.00	500.00
Payroll Taxes	1,040.72	-	2,081.44	-	1,449.99
Wages & Salaries	13,104.18	13,104.18	26,208.36	25,905.30	14,168.46
Total Payroll Expenses	15,736.49	16,021.73	31,472.98	30,414.44	19,298.67
Travel and Meetings					
Meals	0.00	20.10	-	64.43	208.33
Conference, Convention, Meeting	-	-	-	729.73	-
Travel	-	877.27	-	885.77	500.00
Travel and Meetings - Other	-	-	-	-	-
Total Travel and Meetings	-	897.37	-	1,679.93	708.33
Total Expense	27,374.98	26,624.44	45,493.77	44,624.98	26,174.74
Net Ordinary Income	45,432.73	(21,255.13)	27,373.50	28,470.82	22,325.26
Net Income	45,432.73	(21,255.13)	27,373.50	28,470.82	22,325.26

MARCH 2021 REPORT

MARKETING / PROMOTION

Took part in the monthly Airport Board of Directors meeting. And will take part in the Chamber's meeting at the end of the month. Will be taking part in more Kansas Department of Commerce events including consultant visits with groups in Omaha, St. Louis and the Kansas City area. Working to develop a Zoom call with Kansas City area real estate brokers and realtors. We need to develop more of a relationship with those firms. Have done that with some of the same groups out of Wichita.

STRATEGIC PLANNING

Reviewed the progress on the Ady Advantage strategic plan. Have narrowed in on the strategic plan updates and are at the final steps with the three target markets. Will soon schedule the date for the final discussion with Janet Ady and Jordan Ackerman with Ady Advantage.

WORKFORCE TALENT AND HOUSING

The next two City Commission Study Sessions to discuss housing will be on April 5 and May 3 at the first Monday of the month. At the April session the major item will be the discussion of possible incentive tools used in Kansas by other communities. An updated housing study will provide additional info for the Commission. We have been meeting with other possible investors interested in building in Salina for new high density housing. Numerous developers have expressed interest.

ENTREPRENEURSHIP / 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. This will be targeted for end of 3Q or early 4Q.

Looking at various way to restart the in-person Startup Salina program. This would give us the opportunity to have an that discussion between individuals.

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. We have a couple of interested companies seeing information on one of the two buildings. A Wichita based realtor is handling the properties.

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

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

Website –2/16/2021 – 3/15/2021

160 users 158 New Users 171 Sessions 1.74 Pgs/Session 1:20 Avg Session
298 Pageviews

Facebook – (reported February 2021)

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

Facebook – 2/16/2021 – 3/15/2021

76 Page Views 813 Posts Reached 69 Post Engagements 545 Page Likes

Start Up Salina Facebook Group

1/19/2021 – 280 members (---)

2/16/2021 – 283 members (+3)

3/16/2021 – 285 members (+2)



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	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	
21-2	Project XLR8	KDOC	OUT	Received 2/5/2021	Submitted 2/8/2021	Manufacturing	Unknown	150-200	?	?	?	200 Acres w/rail	1 M Plus
21-3	Project Sequel	KDOC	NEW	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	NEW	3/12/2021	Immediate	Manufacturing	Need Building	?	?	?	?	?	El Dorado Building