

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE - VISIT SALINA ANNEX**  
**JANUARY 21, 2021 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**
  - (3.1) December Financial Reports
  
- 4. DIRECTOR'S REPORT**
  - (4.1) Election of Officers for 2021
  - (4.2) Strategic Plan Update / Ady Advantage
  - (4.3) Activity Updates
  - (4.4) 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.**

**December 17, 2020**

**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 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 December 14, 2020.

Those present and comprising a quorum:

In person:

Frank Hampton  
Pete Brungardt  
John Gunn

GoToMeeting (GTM):

Michelle Griffin  
Cheryl Murray  
Lloyd Davidson  
Paula Fried  
Jeff Thompson

Also present:

Mitch Robinson, Salina Community Economic Development Organization Executive Director; Robin VanAtta, Salina Community Economic Development Organization Administrative Assistant; Tim Rogers, Salina Airport Authority, Executive Director (GTM); Renee Duxler, Director of Economic and Workforce Development, Salina Chamber of Commerce (GTM); and Phillip Smith-Hanes, County Administrator, Saline County.

Absent: Brian Richardson

**(1.2) Public Comment**

No public comments.

**APPROVAL OF MINUTES**

Moved by Brungardt, seconded by Gunn, to approve the November 19, 2020 minutes as written. Aye: (8). Nay: (0). Motion carried.

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

### **(3.1) November Financial Report**

Moved by Gunn, seconded by Brungardt, to approve the November 2020 financial statements. Aye: (8). Nay: (0). Motion carried.

### **(3.2) Proposed 2021 Budget Review**

Robinson reviewed the proposed budget. There will be no salary increases for 2021. The Blue Cross/Blue Shield policy will be reviewed prior to May 1, 2021. Premiums may increase slightly. Travel may also increase as more in-person events are scheduled. The EDO is in the last year of a 3-year agreement. The EDO will be in talks with member representatives from the City of Salina, Saline County, the Salina Airport Authority, and the Salina Area Chamber of Commerce to layout details of the next 3-year agreement beginning in 2022.

Fried asked about the zero balance in the Payroll Taxes line items. VanAtta explained that she had not been entering payroll checks to show that payroll taxes had been credited to the appropriate account. She will get assistance from Cheryl Anderson at SS&C to create a lump sum journal entry that shows those payroll tax numbers credited to the appropriate accounts.

Moved by Brungardt, seconded by Thompson, to approve the 2021 Budget. Aye: (8). Nay: (0). Motion carried.

## **DIRECTOR'S REPORT**

### **(4.1) Activity Updates**

- a) Salina Area Chamber of Commerce Foundation/Saline County / Strengthening People and Revitalizing Kansas (SPARK) Small Business Grant Fund Award

The EDO has been grants \$9,548.71 from the \$2.7 million that the Chamber awarded to the grant application process.

- b) Update on Strategic Plan with Ady Advantage

The EDO was awarded a \$20,000 Evergy Hometown Recovery Grant for the Strategic Plan review conducted by Ady Advantage. On December 9<sup>th</sup>, we showcased Salina's sites and buildings through a virtual site tour. Business leaders, government officials, economic development stakeholders, and higher education representatives were also interviewed.

Fried suggested that representatives from the minority community, including minority business owners, also be included in interviews. Robinson will get a list of potential participants and will set that call-in interview up with Jordan Ackerman of Ady Advantage.

- c) Nomination of Board Officers for 2021

Possible slate of offices to bring before the board at the January 2021 meeting:

President – Lloyd Davidson

Vice President – Paula Fried

Secretary - Cheryl Murray  
Treasurer - Brian Richardson

d) New Board Member from Salina Airport Authority  
Jim Maes has been appointed to the board, as Jeff Thompson' term is expiring.

(4.2) Prospect Update

Please review the Prospect Table - December 2020 report for more information.

**EXECUTIVE SESSION**

No Executive Session needed. Adjournment

**ADJOURNMENT**

Hampton adjourned the meeting at 9:52 AM.

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Frank Hampton, Board President

ATTEST:

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Paula Fried, Board Secretary

## Statement of Financial Position

As of December 31, 2020

	<u>Dec 31, 20</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	167,097.15
First Bank Kansas	68,522.87
Total Checking/Savings	235,620.02
Other Current Assets	
Prepaid Health Insurance	4,166.54
Total Other Current Assets	4,166.54
Total Current Assets	239,786.56
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,042.92
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	102.57
Total Fixed Assets	102.57
<b>TOTAL ASSETS</b>	<b><u>239,889.13</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	2,000.00
Total Accounts Payable	2,000.00
Credit Cards	
VISA - First Bank Kansas	210.12
Total Credit Cards	210.12
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-170.70
Medicare Taxes	197.26
Federal W/H Taxes	1,186.56
State W/H Taxes	193.98
Federal Unemployment Taxes	0.01
State Unemployment Taxes	-194.00
Payroll Liabilities - Other	-765.20
Total Payroll Liabilities	447.91
Total Other Current Liabilities	447.91
Total Current Liabilities	2,658.03
Total Liabilities	2,658.03
Equity	
Retained Earnings	225,119.75
Net Income	12,111.35
Total Equity	237,231.10
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>239,889.13</u></b>

## Salina Community Economic Development Organization, Inc.

## Statement of Activities w/Prev Year Comparison

December 2020

	Dec 20	Dec 19	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Investments</b>			
Interest-Savings, Short-term CD	79.65	253.76	-68.6%
<b>Total Investments</b>	79.65	253.76	-68.6%
<b>Other Types of Income</b>			
Grants	30,000.00	0.00	100.0%
<b>Total Other Types of Income</b>	30,000.00	0.00	100.0%
<b>Total Income</b>	30,079.65	253.76	11,753.6%
<b>Gross Profit</b>	30,079.65	253.76	11,753.6%
<b>Expense</b>			
<b>Business Expenses</b>			
Miscellaneous Expense	20.00	20.00	0.0%
<b>Total Business Expenses</b>	20.00	20.00	0.0%
<b>Operations</b>			
StartUp Salina Expenses	6.00	0.00	100.0%
Dues & Subscriptions	0.00	250.00	-100.0%
Advertising/Promotion	2,065.00	0.00	100.0%
Books, Subscriptions, Reference	65.00	0.00	100.0%
Postage, Mailing Service	1.05	0.00	100.0%
Supplies	573.51	-1,247.28	146.0%
Telephone, Telecommunications	176.61	138.37	27.6%
<b>Total Operations</b>	2,887.17	-858.91	436.1%
<b>Other Types of Expenses</b>			
Depreciation	125.26	189.50	-33.9%
Insurance - Liability, D and O	0.00	335.50	-100.0%
Other Costs	104.32	191.76	-45.6%
<b>Total Other Types of Expenses</b>	229.58	716.76	-68.0%
<b>Payroll Expenses</b>			
Retirement Contribution	22,064.82	0.00	100.0%
Employee Health Ins	419.19	471.49	-11.1%
Director Health & Life Ins	672.40	776.23	-13.4%
Car Allowance	500.00	500.00	0.0%
Payroll Taxes	14,658.25	735.23	1,893.7%
Wages & Salaries	19,604.18	12,697.12	54.4%
<b>Total Payroll Expenses</b>	57,918.84	15,180.07	281.6%
<b>Travel and Meetings</b>			
Meals	96.35	24.79	288.7%
Travel	0.00	130.15	-100.0%
Travel and Meetings - Other	0.00	480.00	-100.0%
<b>Total Travel and Meetings</b>	96.35	634.94	-84.8%
<b>Total Expense</b>	61,151.94	15,692.86	289.7%
<b>Net Ordinary Income</b>	-31,072.29	-15,439.10	-101.3%
<b>Net Income</b>	-31,072.29	-15,439.10	-101.3%

**Salina Community Economic Development Organization, Inc.**  
**Statement of Activities w/Prev Year Budget Comparison**  
**January through December 2020**

	Actual	Actual	Actual	Actual	Budget YTD
	20-Dec	19-Dec	Jan - Dec 20	Jan - Dec 19	Jan - Dec 20
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Start up Salina Income		-		-	
Marketing Events Sponsorships		-	-	3,571.43	-
Member Contributions	-	-	265,500.00	290,000.00	320,000.04
Investments-Interest	79.65	253.76	1,377.26	719.89	
Pass Through Income	-	-		-	
Miscellaneous Revenue	-		-	35.40	
Grants	30,000.00	-	30,000.00	-	
<b>Total Income</b>	<b>30,079.65</b>	<b>253.76</b>	<b>296,877.26</b>	<b>294,326.72</b>	<b>320,000.04</b>
<b>Gross Profit</b>	<b>30,079.65</b>	<b>253.76</b>	<b>296,877.26</b>	<b>294,326.72</b>	<b>320,000.04</b>
<b>Expense</b>					
<b>Business Expenses</b>					
Pass Through Payments		-		-	
Memberships	-	-	950.00	7,410.00	999.96
Marketing Events	-	-	585.00	12,776.96	75,605.40
Miscellaneous Expense	20.00	20.00	263.09	458.58	-
Business Registration Fees	-	-	40.00	2,484.00	-
<b>Total Business Expenses</b>	<b>20.00</b>	<b>20.00</b>	<b>1,838.09</b>	<b>23,129.54</b>	<b>76,605.36</b>
<b>Contract Services</b>					
Legal Fees	-	-			4,000.08
Accounting Fees	-	-	11,670.13	12,280.00	12,619.92
Outside Contract Services	-	-	710.00	2,921.83	-
Contract Services - Other	-	-	-	-	-
Business Registration Fees	-	-			-
<b>Total Contract Services</b>	<b>-</b>	<b>-</b>	<b>12,380.13</b>	<b>15,201.83</b>	<b>16,620.00</b>
<b>Operations</b>					
StartUp Salina Expenses	6.00	-	384.10	1,788.18	-
Dues & Subscriptions	-	250.00	5,387.00	4,231.50	759.96
Training Fees	-	-	695.28	-	
Advertising/Promotion	2,065.00	-	9,926.71	19,412.05	-
Repairs & Maintenance	-	-	326.25	-	500.04
Books, Subscriptions, Reference	65.00	-	3,868.55	477.79	-
Postage, Mailing Service	1.05	-	59.85	238.00	150.00
Printing and Copying	-	-	71.40	475.06	500.04
Supplies	573.51	(1,247.28)	2,181.50	2,675.39	2,000.04
Telephone, Telecommunications	176.61	138.37	2,436.43	2,151.33	2,829.00
<b>Total Operations</b>	<b>2,887.17</b>	<b>(858.91)</b>	<b>25,337.07</b>	<b>31,449.30</b>	<b>6,739.08</b>
<b>Other Types of Expenses</b>					
Taxes & Licenses	-	-	-	40.00	
Depreciation	125.26	189.50	1,503.12	1,567.54	-
Other Costs	104.32	191.76	171.73	219.26	
Insurance - Liability, D and O	-	335.50	4,863.65	4,484.00	-
<b>Total Other Types of Expenses</b>	<b>229.58</b>	<b>716.76</b>	<b>6,538.50</b>	<b>6,310.80</b>	<b>-</b>
<b>Payroll Expenses</b>					
Retirement Contribution (2019 & 2020)	22,064.82	-	22,064.82	-	
Director Relocation Expense	-	-	-	763.19	-
Employee Health Ins	419.19	471.49	4,959.62	5,579.40	14,000.04
Director Health & Life Ins	672.40	776.23	11,099.60	10,702.84	13,107.60

**Salina Community Economic Development Organization, Inc.**  
**Statement of Activities w/Prev Year Budget Comparison**  
**January through December 2020**

	Actual	Actual	Actual	Actual	Budget YTD
	20-Dec	19-Dec	Jan - Dec 20	Jan - Dec 19	Jan - Dec 20
Car Allowance	500.00	500.00	5,750.00	6,000.00	6,000.00
Payroll Taxes	14,658.25	735.23	14,658.25	13,665.58	17,399.88
Wages & Salaries	19,604.18	12,697.12	176,801.28	165,241.00	170,021.52
<b>Total Payroll Expenses</b>	<b>57,918.84</b>	<b>15,180.07</b>	<b>235,333.57</b>	<b>201,952.01</b>	<b>220,529.04</b>
<b>Travel and Meetings</b>					
Meals	96.35	24.79	610.48	2,798.17	2,499.96
Conference, Convention, Meeting	-	-	1,410.40	300.00	-
Travel	-	130.15	1,317.67	9,763.45	6,000.00
Travel and Meetings - Other	-	480.00	-	480.00	-
<b>Total Travel and Meetings</b>	<b>96.35</b>	<b>634.94</b>	<b>3,338.55</b>	<b>13,341.62</b>	<b>8,499.96</b>
<b>Total Expense</b>	<b>61,151.94</b>	<b>15,692.86</b>	<b>284,765.91</b>	<b>291,385.10</b>	<b>328,993.44</b>
<b>Net Ordinary Income</b>	<b>(31,072.29)</b>	<b>(15,439.10)</b>	<b>12,111.35</b>	<b>2,941.62</b>	<b>(8,993.40)</b>
<b>Net Income</b>	<b>(31,072.29)</b>	<b>(15,439.10)</b>	<b>12,111.35</b>	<b>2,941.62</b>	<b>(8,993.40)</b>



**Salina Community Economic Development Organization, Inc.**  
**Statement of Activities w/Prev Year Comparison**  
**January through December 2020**

	Jan - Dec 20	Jan - Dec 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	1,377.26	719.89	91.3%
<b>Total Investments</b>	1,377.26	719.89	91.3%
Member Contributions	265,500.00	290,000.00	-8.5%
Other Types of Income			
Grants	30,000.00	0.00	100.0%
Miscellaneous Revenue	0.00	35.40	-100.0%
<b>Total Other Types of Income</b>	30,000.00	35.40	84,645.8%
<b>Total Income</b>	296,877.26	294,326.72	0.9%
<b>Gross Profit</b>	296,877.26	294,326.72	0.9%
<b>Expense</b>			
<b>Business Expenses</b>			
Memberships	950.00	7,410.00	-87.2%
Marketing Events	585.00	12,776.96	-95.4%
Miscellaneous Expense	263.09	458.58	-42.6%
Business Registration Fees	40.00	2,484.00	-98.4%
<b>Total Business Expenses</b>	1,838.09	23,129.54	-92.1%
<b>Contract Services</b>			
Accounting Fees	11,670.13	12,280.00	-5.0%
Outside Contract Services	710.00	2,921.83	-75.7%
<b>Total Contract Services</b>	12,380.13	15,201.83	-18.6%
<b>Operations</b>			
StartUp Salina Expenses	384.10	1,788.18	-78.5%
Dues & Subscriptions	5,387.00	4,231.50	27.3%
Training Fees	695.28	0.00	100.0%
Repairs & Maintenance	326.25	0.00	100.0%
Advertising/Promotion	9,926.71	19,412.05	-48.9%
Books, Subscriptions, Reference	3,868.55	477.79	709.7%
Postage, Mailing Service	59.85	238.00	-74.9%
Printing and Copying	71.40	475.06	-85.0%
Supplies	2,181.50	2,675.39	-18.5%
Telephone, Telecommunications	2,436.43	2,151.33	13.3%
<b>Total Operations</b>	25,337.07	31,449.30	-19.4%
<b>Other Types of Expenses</b>			
Taxes and Licenses	0.00	40.00	-100.0%
Depreciation	1,503.12	1,567.54	-4.1%
Insurance - Liability, D and O	4,863.65	4,484.00	8.5%
Other Costs	171.73	219.26	-21.7%
<b>Total Other Types of Expenses</b>	6,538.50	6,310.80	3.6%
<b>Payroll Expenses</b>			
Retirement Contribution	22,064.82	0.00	100.0%
Director Relocation Expense	0.00	763.19	-100.0%
Employee Health Ins	4,959.62	5,579.40	-11.1%
Director Health & Life Ins	11,099.60	10,702.84	3.7%
Car Allowance	5,750.00	6,000.00	-4.2%
Payroll Taxes	14,658.25	13,665.58	7.3%
Wages & Salaries	176,801.28	165,241.00	7.0%
<b>Total Payroll Expenses</b>	235,333.57	201,952.01	16.5%

## Salina Community Economic Development Organization, Inc.

## Statement of Activities w/Prev Year Comparison

January through December 2020

	Jan - Dec 20	Jan - Dec 19	% Change
<b>Travel and Meetings</b>			
<b>Meals</b>	610.48	2,798.17	-78.2%
<b>Conference, Convention, Meeting</b>	1,410.40	300.00	370.1%
<b>Travel</b>	1,317.67	9,763.45	-86.5%
<b>Travel and Meetings - Other</b>	0.00	480.00	-100.0%
<b>Total Travel and Meetings</b>	3,338.55	13,341.62	-75.0%
<b>Total Expense</b>	284,765.91	291,385.10	-2.3%
<b>Net Ordinary Income</b>	12,111.35	2,941.62	311.7%
<b>Net Income</b>	<b>12,111.35</b>	<b>2,941.62</b>	<b>311.7%</b>

## **JANUARY 2021 REPORT**

### **MARKETING / PROMOTION**

On December 15<sup>th</sup> joined with KS Commerce staff with West Coast based site location consultants promoting Kansas, Salina, and several other Kansas communities. This was a 2 hour Zoom call. On the 16<sup>th</sup> another Zoom call with KS Commerce staff focused on international site location consultants who focus on Asian and European markets. On the 7<sup>th</sup> Salina played host to Commerce Deputy Secretary Bill Murphy who recently relocated from Tulsa to take this position.

### **STRATEGIC PLANNING**

SCEDO on December 8<sup>th</sup> kicked off its update process for the SCEDO Strategic Plan by Ady Advantage. It was a full day meeting with Ady representatives and local community leaders, economic development professionals, city and county government plus representatives of Schwan's, Great Plains, 1 Vision Aviation, and local universities/colleges via Zoom. On January 14<sup>th</sup>. Ady Advantage met with representatives of minority, women, and not-for-profits groups

### **WORKFORCE TALENT AND HOUSING**

Numerous meetings have discussed the local situation on housing and what might be done locally to improve the availability of housing here in the community. A Zoom meeting was held with representatives from KWU, KSU Polytechnic, Salina Tech, KU Med and the developer to discuss options. Work continues with this developer and others considering Salina.

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.

### **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. In early January we will start developing a concept working with startups in a contest for an undetermined cash and possible in-kind price.

**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 and MRO activities.

Interest in the mall property as well as the former K Mart.

The remaining prospects have been followed up with and we are maintaining contact where needed. (See the December 2020 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 late January.

**MONTHLY WEB/SOCIAL MEDIA STATISTICS**

Website – (reported December 2020)

122 users    116 New Users    144 Sessions    2.03 Pgs/Session    2.29 Avg Session  
293 Pageviews

Website –12/15/2020 – 1/18/2021

**150 users    145 New Users    176 Sessions    1.65 Pgs/Session    2:03 Avg Session**  
**290 Pageviews**

Facebook – 12/15/2020 – 1/18/2021

130 Page Views    1,604 Posts Reached    139 Post Engagements    520 Page Likes

Facebook – 11/17/2020 – 12/14/2020

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

Start Up Salina Facebook Group

10/12/2020 – 280 members (+7)  
11/19/2020 – 278 members (-2)  
12/15/2020 – 280 members (+2)  
1/19/2021 – 280 members (---)



# 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
19-14	Project Mobile	Direct Contact	InActive	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
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

# 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
20-11	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	New	12/8/2020	12/15/2020	Aviation	Large Hanger	?	?	?	Building 606	55' Eave Height	50,000 SF