

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX**  
**JULY 15, 2021 AT 9:00AM**

- 1. CALL TO ORDER AND ROLL CALL @ 9:00 AM**
  - (1.1) Confirmation of Meeting Notice/ Visitor Introductions
  - (1.2) Public Comments
  
- 2. APPROVAL OF MINUTES**
  
- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
  - (3.1) May Financial Reports
  
- 4. UPDATE OF SALINA HOUSING PLAN – LAUREN DRISCOLL**
  - (4.1) New Housing Development Tools
  - (4.2) Potential Housing Projects
  
- 5. DIRECTOR’S REPORT**
  - (5.1) Budget Process Update – County Approval/City Approval / Airport
  - (5.2) Prospect Updates – See Attached Chart

**6. EXECUTIVE SESSION**

- (6.1) Discussion of Prospective Industry (\_\_ minutes)

*I move that the Salina Community Economic Development Organization Board of Directors recess into an executive session for \_\_\_\_\_ 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.**

**June 17, 2021**

**9:00 a.m.**

Via in person and Zoom Link

**CALL TO ORDER AND ROLL CALL**

The Regular Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 9:02 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  
Lloyd Davidson  
Max Wellbrock-Talley  
Paula Fried  
Brian Richardson

Zoom (Z):

John Gunn  
Cheryl Murray  
Brian Richardson

Also present:

Mitch Robinson, Salina Community Economic Development Organization Executive Director  
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant  
Eric Brown, President, Salina Area Chamber of Commerce (Z)  
Cody Heiman, Vice President Loan Officer, First Bank Kansas  
Kent Buer, President, First Bank Kansas  
Phillip Smith-Hanes, County Administrator, Saline County  
Mike Hoppock, City Commissioner, City of Salina  
Roger Sparks, County Commissioner, Saline County  
Mike Schrage, City Manager, City of Salina  
Tim Rogers, Executive Director, Salina Airport Authority (Z)  
Jordan Ackerman, Economic Development Project Manager, Ady Advantage (Z)  
Janet Ady, President and CEO, Ady Advantage (Z)

Absent: Jim Maes

(1.2) Public Comment  
No public comments.

**APPROVAL OF MINUTES**

Moved by Brungardt, seconded by Fried, to approve the May 20, 2021 minutes.  
Aye: (8). Nay: (0). Motion carried.

**APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE**

(3.1) May Financial Reports

Moved by Hampton, seconded by Brungardt, to approve the May 2021 financial statements.  
Aye: (8). Nay: (0). Motion carried.

**SPECIAL PRESENTATION – ADY ADVANTAGE UPDATE OF SALINA STRATEGIC PLAN**

Janet Ady and Jordan Ackerman of Ady Advantage presented highlights from the final report of the updated strategic plan.

**DIRECTOR’S REPORT**

(5.1) Budget Process Update – County Approval / City of Salina June 28th

Saline County has approved a \$35,000 contribution per year through 2024. Robinson will present an update and request to the City Commission on June 28<sup>th</sup>. A formal request letter has been submitted to the Salina Airport Authority.

(5.2) Prospect Updates – See Attached Chart

Project Jane – an RFI was submitted on June 14<sup>th</sup>, 2021. This is an aviation project seeking 500,000 sf and looking at adding 906 jobs. This project is slated for a quick turnaround.

Project Wall Street – Business representatives submitted their incentive request to the City Commission on June 7<sup>th</sup>, 2021. Wichita State University is working on several variations of the required cost benefit analysis needed for Industrial Revenue Bond requests. They have a second follow up meeting with the Commission once the evaluations are complete.

**EXECUTIVE SESSION**

No executive session needed

**ADJOURNMENT**

Moved by Brungardt, seconded by Hampton, to adjourn the meeting at 10:13 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 June 30, 2021

	<u>Jun 30, 21</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	169,448.36
First Bank Kansas	75,432.09
Total Checking/Savings	244,880.45
Other Current Assets	
Prepaid Health Insurance	5,948.84
Total Other Current Assets	5,948.84
Total Current Assets	250,829.29
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,794.48
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-648.99
Total Fixed Assets	-648.99
<b>TOTAL ASSETS</b>	<b><u>250,180.30</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-681.94
Total Accounts Payable	-681.94
Credit Cards	
VISA - First Bank Kansas	283.46
Total Credit Cards	283.46
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-597.34
Medicare Taxes	117.14
Federal W/H Taxes	1,186.56
State W/H Taxes	512.43
Federal Unemployment Taxes	0.01
State Unemployment Taxes	-775.38
Payroll Liabilities - Other	-765.20
Total Payroll Liabilities	-321.78
Total Other Current Liabilities	-321.78
Total Current Liabilities	-720.26
Total Liabilities	-720.26
Equity	
Retained Earnings	237,231.10
Net Income	13,669.46
Total Equity	250,900.56
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>250,180.30</u></b>

## Salina Community Economic Development Organization, Inc.

07/12/21

## Statement of Activities w/Prev Year Comparison

Accrual Basis

June 2021

	Jun 21	Jun 20	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Investments</b>			
Interest-Savings, Short-term CD	52.17	71.86	-27.4%
<b>Total Investments</b>	52.17	71.86	-27.4%
<b>Total Income</b>	52.17	71.86	-27.4%
<b>Gross Profit</b>	52.17	71.86	-27.4%
<b>Expense</b>			
<b>Business Expenses</b>			
Miscellaneous Expense	36.97	20.00	84.9%
Business Registration Fees	40.00	0.00	100.0%
<b>Total Business Expenses</b>	76.97	20.00	284.9%
<b>Contract Services</b>			
Accounting Fees	212.33	237.81	-10.7%
<b>Total Contract Services</b>	212.33	237.81	-10.7%
<b>Operations</b>			
Dues & Subscriptions	166.88	195.00	-14.4%
Repairs & Maintenance	0.00	326.25	-100.0%
Advertising/Promotion	84.84	600.00	-85.9%
Postage, Mailing Service	0.00	58.80	-100.0%
Supplies	0.00	288.03	-100.0%
Telephone, Telecommunications	224.67	204.22	10.0%
<b>Total Operations</b>	476.39	1,672.30	-71.5%
<b>Other Types of Expenses</b>			
Depreciation	125.26	125.26	0.0%
Insurance - Liability, D and O	0.00	-33.85	100.0%
Other Costs	6.52	0.00	100.0%
<b>Total Other Types of Expenses</b>	131.78	91.41	44.2%
<b>Payroll Expenses</b>			
Retirement Contribution	2,763.17	0.00	100.0%
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	937.47	0.00	100.0%
Wages & Salaries	13,207.43	13,104.18	0.8%
<b>Total Payroll Expenses</b>	18,499.66	14,695.77	25.9%
<b>Travel and Meetings</b>			
Meals	0.00	85.71	-100.0%
Travel	106.40	0.00	100.0%
<b>Total Travel and Meetings</b>	106.40	85.71	24.1%
<b>Total Expense</b>	19,503.53	16,803.00	16.1%
<b>Net Ordinary Income</b>	-19,451.36	-16,731.14	-16.3%
<b>Net Income</b>	<b>-19,451.36</b>	<b>-16,731.14</b>	<b>-16.3%</b>

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

	Actual	Actual	Actual	Actual	Budget YTD
	June 2021	June 2020	Jan - June 21	Jan - June 20	Jan - June 21
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Start up Salina Income		-		-	750.00
Marketing Events Sponsorships		-	-	-	-
Member Contributions		-	145,500.00	82,750.00	145,500.00
Investments-Interest	52.17	71.86	351.21	952.77	700.00
Pass Through Income	-	-		-	
Miscellaneous Revenue	-	-	33.05	-	
Grants	-	-	-	-	
<b>Total Income</b>	<b>52.17</b>	<b>71.86</b>	<b>145,884.26</b>	<b>83,702.77</b>	<b>146,950.00</b>
<b>Gross Profit</b>	<b>52.17</b>	<b>71.86</b>	<b>145,884.26</b>	<b>83,702.77</b>	<b>146,950.00</b>
<b>Expense</b>					
<b>Business Expenses</b>					
Pass Through Payments		-		-	
Memberships	-	-	-	495.00	750.00
Marketing Events	-	-	-	-	4,800.00
Miscellaneous Expense	36.97	20.00	165.97	131.89	250.00
Business Registration Fees	40.00	-	40.00	40.00	500.00
<b>Total Business Expenses</b>	<b>76.97</b>	<b>20.00</b>	<b>205.97</b>	<b>666.89</b>	<b>6,300.00</b>
<b>Contract Services</b>					
Accounting Fees	212.33	237.81	1,920.85	2,552.81	6,000.00
Outside Contract Services	-	-	-	-	-
Contract Services - Other	-	-	-	-	500.00
<b>Total Contract Services</b>	<b>212.33</b>	<b>237.81</b>	<b>1,920.85</b>	<b>2,552.81</b>	<b>6,500.00</b>
<b>Operations</b>					
StartUp Salina Expenses	-	-	3.18	343.10	650.00
Donations (Outgoing Board Recognition)	-	-	50.00	-	
Dues & Subscriptions	166.88	195.00	1,123.88	5,195.00	2,150.00
Training Fees	-	-	-	695.28	-
Advertising/Promotion	84.84	600.00	9,053.24	3,916.40	5,000.00
Repairs & Maintenance	-	326.25	128.97	326.25	200.00
Books, Subscriptions, Reference	-	-	3,182.70	3,294.00	1,500.00
Postage, Mailing Service	-	58.80	-	58.80	85.00
Printing and Copying	-	-	16.50	46.70	250.00
Supplies	-	288.03	822.80	779.86	1,000.00
Telephone, Telecommunications	224.67	204.22	1,879.28	1,160.73	1,300.00
<b>Total Operations</b>	<b>476.39</b>	<b>1,672.30</b>	<b>16,260.55</b>	<b>15,816.12</b>	<b>12,135.00</b>
<b>Other Types of Expenses</b>					
Taxes & Licenses	-	-	-	-	20.00
Depreciation	125.26	125.26	751.56	751.56	792.50
Other Costs	6.52	-	45.20	59.82	
Insurance - Liability, D and O	-	(33.85)	5,085.50	4,528.15	2,500.00
<b>Total Other Types of Expenses</b>	<b>131.78</b>	<b>91.41</b>	<b>5,882.26</b>	<b>5,339.53</b>	<b>3,312.50</b>
<b>Payroll Expenses</b>					
Retirement Contribution	2,763.17	-	5,526.34	-	5,527.50
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	419.19	419.19	2,515.14	2,515.14	2,750.00
Director Health & Life Ins	672.40	672.40	4,716.34	5,360.36	5,250.00
Car Allowance	500.00	500.00	3,000.00	2,750.00	3,000.00

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

	Actual	Actual	Actual	Actual	Budget YTD
	June 2021	JUne 2020	Jan - June 21	Jan - June 20	Jan - June 21
Payroll Taxes	937.47	-	6,642.31	-	7,375.00
Wages & Salaries	13,207.43	13,104.18	85,280.43	85,124.11	90,000.00
<b>Total Payroll Expenses</b>	<b>18,499.66</b>	<b>14,695.77</b>	<b>107,680.56</b>	<b>95,749.61</b>	<b>113,902.50</b>
<b>Travel and Meetings</b>					
Meals	0.00	85.71	158.21	409.53	1,000.00
Conference, Convention, Meeting	-	-	-	729.73	500.00
Travel	106.40	-	106.40	1,178.74	3,000.00
Travel and Meetings - Other	-	-	-	-	250.00
<b>Total Travel and Meetings</b>	<b>106.40</b>	<b>85.71</b>	<b>264.61</b>	<b>2,318.00</b>	<b>4,750.00</b>
<b>Total Expense</b>	<b>19,503.53</b>	<b>16,803.00</b>	<b>132,214.80</b>	<b>122,442.96</b>	<b>146,900.00</b>
<b>Net Ordinary Income</b>	<b>(19,451.36)</b>	<b>(16,731.14)</b>	<b>13,669.46</b>	<b>(38,740.19)</b>	<b>50.00</b>
<b>Net Income</b>	<b>(19,451.36)</b>	<b>(16,731.14)</b>	<b>13,669.46</b>	<b>(38,740.19)</b>	<b>50.00</b>

Salina Community Economic Development Organization, Inc.  
Transaction Detail by Account  
January 2021

Type	Date	Num	Name	Memo	Clr	Split	Amount	Balance
<b>First Bank Kansas-Sweep Acct</b>								
Deposit	01/04/2021		First Bank Kansas-sweep	Transfer from Sweep	√	First Bank Kansas	-4,000.00	-4,000.00
Deposit	01/07/2021		First Bank Kansas-sweep	Transfer from Sweep	√	First Bank Kansas	-5,000.00	-9,000.00
Deposit	01/11/2021		First Bank Kansas-sweep	Transfer from Sweep	√	First Bank Kansas	-1,000.00	-10,000.00
Deposit	01/13/2021		First Bank Kansas-sweep	Transfer from Sweep	√	First Bank Kansas	-2,000.00	-12,000.00
Deposit	01/19/2021		First Bank Kansas-sweep	Transfer from Sweep	√	First Bank Kansas	-2,000.00	-14,000.00
Deposit	01/20/2021		First Bank Kansas-sweep	Transfer from Sweep	√	First Bank Kansas	-2,000.00	-16,000.00
Deposit	01/21/2021		First Bank Kansas-sweep	Transfer from Sweep	√	First Bank Kansas	-7,000.00	-23,000.00
Deposit	01/26/2021		First Bank Kansas-sweep	Transfer from Sweep	√	First Bank Kansas	-4,000.00	-27,000.00
Deposit	01/27/2021		First Bank Kansas-sweep	transfer from Sweep	√	First Bank Kansas	-3,000.00	-30,000.00
Deposit	01/31/2021			Interest	√	Interest-Savings, Short-term CD	59.56	-29,940.44
<b>Total First Bank Kansas-Sweep Acct</b>							-29,940.44	-29,940.44
<b>Payroll Liabilities</b>								
<b>FICA Taxes</b>								
Check	01/08/2021	2028	Robin M Vanatta	payroll ending 1/6/2021		First Bank Kansas	-167.36	-167.36
Check	01/08/2021	2029	Robinson, Mitch	payroll ending 1/8/2021		First Bank Kansas	-676.12	-843.48
Check	01/13/2021	ACH	Internal Revenue Service			First Bank Kansas	843.48	0.00
Bill	01/14/2021		Robinson, Mitch	Cell Phone Reimbursement - January 2021		Accounts Payable	0.00	0.00
Check	01/22/2021	2030	Robinson, Mitch	payroll ending 1/20/2021		First Bank Kansas	-676.10	-676.10
Check	01/22/2021	2031	Robin M Vanatta	payroll ending 1/20/2021		First Bank Kansas	-167.34	-843.44
Check	01/27/2021	ACH	Internal Revenue Service			First Bank Kansas	843.44	0.00
<b>Total FICA Taxes</b>							0.00	0.00
<b>Medicare Taxes</b>								
Check	01/08/2021	2028	Robin M Vanatta	payroll ending 1/6/2021		First Bank Kansas	-39.14	-39.14
Check	01/08/2021	2029	Robinson, Mitch	payroll ending 1/8/2021		First Bank Kansas	-158.12	-197.26
Check	01/13/2021	ACH	Internal Revenue Service			First Bank Kansas	197.26	0.00
Bill	01/14/2021		Robinson, Mitch	Cell Phone Reimbursement - January 2021		Accounts Payable	0.00	0.00
Check	01/22/2021	2030	Robinson, Mitch	payroll ending 1/20/2021		First Bank Kansas	-158.12	-158.12
Check	01/22/2021	2031	Robin M Vanatta	payroll ending 1/20/2021		First Bank Kansas	-39.14	-197.26
Check	01/27/2021	ACH	Internal Revenue Service			First Bank Kansas	197.26	0.00
<b>Total Medicare Taxes</b>							0.00	0.00
<b>Federal W/H Taxes</b>								
Check	01/08/2021	2028	Robin M Vanatta	payroll ending 1/6/2021		First Bank Kansas	-90.34	-90.34
Check	01/08/2021	2029	Robinson, Mitch	payroll ending 1/8/2021		First Bank Kansas	-1,002.48	-1,092.82
Check	01/13/2021	ACH	Internal Revenue Service			First Bank Kansas	1,092.82	0.00
Bill	01/14/2021		Robinson, Mitch	Cell Phone Reimbursement - January 2021		Accounts Payable	0.00	0.00
Check	01/22/2021	2030	Robinson, Mitch	payroll ending 1/20/2021		First Bank Kansas	-1,002.48	-1,002.48
Check	01/22/2021	2031	Robin M Vanatta	payroll ending 1/20/2021		First Bank Kansas	-90.34	-1,092.82
Check	01/27/2021	ACH	Internal Revenue Service			First Bank Kansas	1,092.82	0.00
<b>Total Federal W/H Taxes</b>							0.00	0.00
<b>State W/H Taxes</b>								
Check	01/08/2021	2028	Robin M Vanatta	payroll ending 1/6/2021		First Bank Kansas	-53.00	-53.00
Check	01/08/2021	2029	Robinson, Mitch	payroll ending 1/8/2021		First Bank Kansas	-282.00	-335.00
Bill	01/14/2021		Robinson, Mitch	Cell Phone Reimbursement - January 2021		Accounts Payable	0.00	-335.00
Check	01/22/2021	2030	Robinson, Mitch	payroll ending 1/20/2021		First Bank Kansas	-282.00	-617.00
Check	01/22/2021	2031	Robin M Vanatta	payroll ending 1/20/2021		First Bank Kansas	-53.00	-670.00
Check	01/25/2021	ACH	Kansas Department of Revenue	Conf# 1006-7YD3-3F67		First Bank Kansas	335.00	-335.00
<b>Total State W/H Taxes</b>							-335.00	-335.00
<b>Total Payroll Liabilities</b>							-335.00	-335.00
<b>Investments</b>								
<b>Interest-Savings, Short-term CD</b>								
Deposit	01/31/2021			Interest		First Bank Kansas-Sweep Acct	-59.56	-59.56
<b>Total Interest-Savings, Short-term CD</b>							-59.56	-59.56
<b>Total Investments</b>							-59.56	-59.56



**Salina Community Economic Development Organization, Inc.**  
**Transaction Detail by Account**  
January 2021

	<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Clr</u>	<u>Split</u>	<u>Amount</u>	<u>Balance</u>
<b>Business Expenses</b>									
<b>Miscellaneous Expense</b>									
	Check	01/25/2021	ACH	Commercial Internet Banking Fee	January 2021 Banking Fee		First Bank Kansas	20.00	20.00
Total Miscellaneous Expense								<u>20.00</u>	<u>20.00</u>
Total Business Expenses								<u>20.00</u>	<u>20.00</u>
<b>Operations</b>									
<b>Dues &amp; Subscriptions</b>									
	Credit Card Charge	01/14/2021		International Eco. Dev. Council	2021 Membership Dues - Mitch Robinson		VISA - First Bank Kansas	149.00	149.00
Total Dues & Subscriptions								<u>149.00</u>	<u>149.00</u>
<b>Advertising/Promotion</b>									
	Bill	01/14/2021	24084	Expansion Solutions	Expansion Solutions - March/April 2021 Advertising		Accounts Payable	1,300.00	1,300.00
	Credit Card Charge	01/14/2021		Constant Contact	Email Marketing Monthly Subscription - January 2021		VISA - First Bank Kansas	65.00	1,365.00
Total Advertising/Promotion								<u>1,365.00</u>	<u>1,365.00</u>
<b>Supplies</b>									
	Bill	01/14/2021		Quill	Supplies - December 2020		Accounts Payable	32.88	32.88
	Credit Card Charge	01/24/2021		Amazon.Com	Office Supplies - 2021 Calendar/Mitch Robinson		VISA - First Bank Kansas	17.97	50.85
Total Supplies								<u>50.85</u>	<u>50.85</u>
<b>Telephone, Telecommunications</b>									
	Bill	01/14/2021		Robinson, Mitch	Cell Phone Reimbursement - January 2021		Accounts Payable	46.42	46.42
	Bill	01/14/2021		Robin Vanatta	Cell Phone Reimbursement - January 2021		Accounts Payable	40.00	86.42
	Bill	01/14/2021		Cox Business	Phone Bill - 12/16/2020-1/15/2021		Accounts Payable	63.86	150.28
	Bill	01/14/2021	44577	Salina Area Chamber of Commerce	Internet Service - 1st QTR 2021		Accounts Payable	150.00	300.28
	Credit Card Charge	01/14/2021		Log Me In	GoToMeeting (Online Meeting) Subscription - January 2021		VISA - First Bank Kansas	15.37	315.65
Total Telephone, Telecommunications								<u>315.65</u>	<u>315.65</u>
Total Operations								<u>1,880.50</u>	<u>1,880.50</u>
<b>Other Types of Expenses</b>									
<b>Depreciation</b>									
	General Journal	01/31/2021	AJE 745		JULY DEPRECIATION		Accumulated Depreciation - F&E	125.26	125.26
Total Depreciation								<u>125.26</u>	<u>125.26</u>
<b>Insurance - Liability, D and O</b>									
	Bill	01/14/2021		Accident Fund	Assurance Partners - Insurance		Accounts Payable	351.50	351.50
Total Insurance - Liability, D and O								<u>351.50</u>	<u>351.50</u>
<b>Other Costs</b>									
	Check	01/31/2021			Service Charge		First Bank Kansas	5.04	5.04
Total Other Costs								<u>5.04</u>	<u>5.04</u>
Total Other Types of Expenses								<u>481.80</u>	<u>481.80</u>
<b>Payroll Expenses</b>									
<b>Employee Health Ins</b>									
	General Journal	01/31/2021	AJE 746		JUNE INSURANCE		-SPLIT-	419.19	419.19
Total Employee Health Ins								<u>419.19</u>	<u>419.19</u>
<b>Director Health &amp; Life Ins</b>									
	General Journal	01/31/2021	AJE 746		JUNE INSURANCE		Employee Health Ins	672.40	672.40
Total Director Health & Life Ins								<u>672.40</u>	<u>672.40</u>
<b>Car Allowance</b>									
	Check	01/08/2021	2029	Robinson, Mitch	payroll ending 1/8/2021		First Bank Kansas	250.00	250.00
	Check	01/22/2021	2030	Robinson, Mitch	payroll ending 1/20/2021		First Bank Kansas	250.00	500.00
Total Car Allowance								<u>500.00</u>	<u>500.00</u>
<b>Payroll Taxes</b>									
	Check	01/08/2021	2028	Robin M Vanatta	payroll ending 1/6/2021		First Bank Kansas	103.25	103.25
	Check	01/08/2021	2029	Robinson, Mitch	payroll ending 1/8/2021		First Bank Kansas	417.12	520.37
	Check	01/22/2021	2030	Robinson, Mitch	payroll ending 1/20/2021		First Bank Kansas	417.11	937.48
	Check	01/22/2021	2031	Robin M Vanatta	payroll ending 1/20/2021		First Bank Kansas	103.24	1,040.72
Total Payroll Taxes								<u>1,040.72</u>	<u>1,040.72</u>
<b>Wages &amp; Salaries</b>									

**Salina Community Economic Development Organization, Inc.**  
**Transaction Detail by Account**  
 January 2021

Type	Date	Num	Name	Memo	Clr	Split	Amount	Balance
Check	01/08/2021	2028	Robin M Vanatta	payroll ending 1/6/2021		First Bank Kansas	1,349.60	1,349.60
Check	01/08/2021	2029	Robinson, Mitch	payroll ending 1/8/2021		First Bank Kansas	5,202.49	6,552.09
Check	01/22/2021	2030	Robinson, Mitch	payroll ending 1/20/2021		First Bank Kansas	5,202.49	11,754.58
Check	01/22/2021	2031	Robin M Vanatta	payroll ending 1/20/2021		First Bank Kansas	1,349.60	13,104.18
							<u>13,104.18</u>	<u>13,104.18</u>
							<u>15,736.49</u>	<u>15,736.49</u>
							<u>-12,216.21</u>	<u>-12,216.21</u>

  

Total Wages & Salaries								
Total Payroll Expenses								
<b>TOTAL</b>								

## **JULY 2021 REPORT**

### **MARKETING / PROMOTION**

Work continues on marketing pieces (slide deck and printed annual reports) for use in fundraising efforts with supporting organizations. Final draft will soon be finished. Starting to look at possible dates for annual meeting luncheon which had been planned for last year but not held due to COVID-19.

Working with Kansas Economic Development Alliance and Team Kansas in cooperation with the Kansas Department of Commerce in possible merger of two groups and hiring of marketing director which KDOC would help pay for. Final decisions coming by late August.

Planning continues for large consultants' event in September. The Governor's Mansion would host 20-25 consultants attending a conference in Kansas City, MO. This is part of Team Kansas' efforts to work with consultants promoting Kansas.

Attended County Commission meeting in support of Salina Airport Authority's request for COVID 19 funds to support third air service from Houston to Salina. Service should start in September.

### **STRATEGIC PLANNING**

Janet Ady and Jordan Ackerman presented an overview of the revised Salina Strategic Plan at the June 17<sup>th</sup> Board of Directors meeting. Final revisions will be sent out to community partners and others interested in economic development.

### **WORKFORCE TALENT / HOUSING**

More work is ongoing toward development of new tools to assist housing development in Salina. One more meeting of the housing consultant is planned.

On Tuesday night June 29<sup>th</sup>, Wednesday June 30<sup>th</sup>, Thursday July 1<sup>st</sup> and Friday July 2<sup>nd</sup> helped to host and drive team members of group looking at the Ambassador Hotel to convert them to single unit apartments. The company specializes in taking older hotels and doing conversions to apartments. The company has an option on the hotel complex. Would generate 191 units. The group is also interested in purchasing additional older hotels for this same conversion. Ideal number is approximately 300 units.

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

Still struggling to find speakers for the Startup Salina monthly program. Will try again for August 4<sup>th</sup> date. Will also be starting efforts on a business plan competition for later this fall.

**PROSPECT MANAGEMENT**

Work continues with Project Rise and Project Gemini. Great Plains will take over their building at the end of July from Signify. On June 18<sup>th</sup> was able to tour the construction at Schwan’s with the current plant manager. Impressive progress has been made with the construction activity.

Additional projects have continued to include Salina as possible locations for future locations. Activity level stays positive.

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

**SITES / BUILDINGS / TOOLS:**

Work will soon begin on Certified Sites submittal of property located at the Salina Airport Authority. These sites will have the best opportunity to get approval on first submittal.

**MONTHLY WEB/SOCIAL MEDIA STATISTICS**

Website – (reported June 2021)

252 users    248 New Users    294 Sessions    1.17 Pgs/Session    0:49 Avg Session  
453 Pageviews

Website –6/10/2021 – 7/11/2021

**220 users    216 New Users    231 Sessions    1.05 Pgs/Session    0:33 Avg Session**  
**323 Pageviews**

Facebook – (reported June 2021)

85 Page Views    327 Post Reach    36 Post Engagements    562 Page Likes

Facebook – 6/10/2021 – 7/11/2021

**56 Page Views    1,245 Post Reach    145 Post Engagements    566 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)
- 5/13/2021 – 290 members (+1)
- 6/11/2021 – 291 members (+1)
- 7/12/2021 – 292 members (+1)



# 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
20-02	Project Recycle	SAA referral	Active	1/5/2020	ited 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
20-07	Project Fairview	KDOC	Active	9/11/2020	?	Find existing building	Archery Equipment Manufacturing	190 yr1 300 yr 5	\$40,000	?	?	?	70,000 SF
20-11	Project Andes	KDOC	Active	11/2/2020	11/9/2020	Aerospace Mfg		100	?	\$45m & \$120m	SAA	25 acres	20-50,000 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	1 Million SQ
21-3	Project Sequel	KDOC	Active	Received	2/8/2021	Food Processing	Meat Cutting/Processing	825 by Year 2	?	?	?	50 acres	\$130-\$150 m
21-6	Project Wall Street	SAA / Direct	Active	4/12/2021	Immediate	Manufacturing	Need Building	20-27	\$22-25 & \$28-30	\$9 Million	Local Company	34 Acres	150,000 SF
21-7	Project Heavy	SAA Direct Contact	Active	4/15/2021	In Process	MRO/Fabrication	Need Building	?	Above Co Avg Wage	?	?	North End of Airport	500,000 to 1 M SF
21-8	Project Jane	KDOC	New	6/7/2021	Submitted 6/14/2021	Aviation Manufacturing	Build Aircraft	906	Above County Avg Wage	?	?	40-160 acres at Airport	Build 500,000 SF