

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX**  
**JUNE 17, 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. SPECIAL PRESENTATION – ADY ADVANTAGE UPDATE OF SALINA STRATEGIC PLAN**
  - (4.1) Janet Ady and Jordan Ackerman
  
- 5. DIRECTOR’S REPORT**
  - (5.1) Budget Process Update – County Approval/City of Salina June 28th.
  
  - (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.**

**May 20, 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 9:00 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  
Jim Maes  
Lloyd Davidson  
Max Wellbrock-Talley  
Paula Fried (out at 10:28)  
Cheryl Murray  
Brian Richardson

Zoom (Z):

John Gunn

**Also present:**

Mitch Robinson, Salina Community Economic Development Organization Executive Director  
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant  
Renee Duxler, Dir. of Economic and Workforce Dev., Salina Chamber of Commerce  
Eric Brown, President, Salina Area Chamber of Commerce (Z)  
Cody Heiman, Vice President Loan Officer, First Bank Kansas  
Phillip Smith-Hanes, County Administrator, Saline County  
Mike Hoppock, City Commissioner, City of Salina  
Roger Sparks, County Commissioner, Saline County  
Stephanie Carlin, Accredited Senior Appraiser, C5 Business Advisors  
Mike Millard, CFO, Superior Plumbing  
Jacob Wood, Deputy City Manager, City of Salina  
Chad McClain (Z -- in: 9:09 out 9:50)  
Ann Z (Z -- in: 9:20 out 9:50)

(1.2) Public Comment  
No public comments.

### **APPROVAL OF MINUTES**

Moved by Brungardt, seconded by Murray, to approve the April 15, 2021 minutes.  
Aye: (9). Nay: (0). Motion carried.

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

#### (3.1) April Financial Reports

Moved by Hampton, seconded by Richardson, to approve the April 2021 financial statements.  
Aye: (9). Nay: (0). Motion carried.

### **DIRECTOR'S REPORT**

#### (4.1) Budget Process

Robinson will go before the Saline County Commission as part of the budget review process for the next 3-year budget cycle. Robinson is scheduled for a 10-minute proposal to the County Commissioners on Tuesday, May 25<sup>th</sup> at 9:00 AM. No date has been set for the City Commission proposal.

#### (4.2) Salina Regional Airport and Airport Industrial Center Economic Impact Summary Report – Fort Hays State's Docking Institute

Tim Rogers, SAA Executive Director, provide summary report handouts. Those are available upon request.

#### (4.3) Prospect Update

Some projects were removed based on feedback from state consultants.

#### (4.4) Superior Plumbing Project – Use of IRB's and Sales Tax Funds

Stephanie Carlin – C5 Business Advisor

Mark Millard – CFO, Superior Plumbing

#### Overview:

1979 – Company founded; plumbing services to Tony's Pizza and then Exide

2015 – Employee stock plan created; Company growth exploded

2016 – Mark Millard brought in as CFO

5 acquisitions including Systems 4, South Industrial Sheet Metal, and Accurate Electric

Superior Plumbing is outgrowing space and located all over the community. They want to have close proximity to Tony's, Stryten, and Great Plains' new expansion. They have made an offer on the vacating Forest River property and close this summer.

## **EXECUTIVE SESSION**

Moved by Brungardt, seconded by Maes that the Salina EDO Board of Directors recess into executive session for 20 minutes to discuss the subject of a specific economic development project based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts, and individual proprietorships pursuant to K.S.A. 75-4319(b)(4). The open meeting will resume in this room at 10:10 a.m.

Aye: (9). Nay: (0). Motion carried.

The board of directors recessed into executive session at 9:35 AM and reconvened at 10:15 AM.

Also present: Eric Brown (left at 10:07), Renee Duxler

Moved by Brungardt, seconded by Maes that the Salina EDO Board of Directors recess into executive session for 20 minutes to discuss the subject of a specific economic development project based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts, and individual proprietorships pursuant to K.S.A. 75-4319(b)(4). The open meeting will resume in this room at 10:36 a.m.

Aye: (9). Nay: (0). Motion carried.

The board of directors recessed into executive session at 10:16AM and reconvened at 10:36 AM.

Also present: Renee Duxler

Moved by Brungardt, seconded by Gunn to reconvene the open meeting at 10:36 AM.  
Aye: (8). Nay: (0). Motion carried.

Moved by Richardson, seconded by Hampton to recommend to the City of Salina City Commission to provide a 20% tax abatement on two buildings and the 34-acre site at 1655 Wall Street, Salina, KS over a 10-year period. Aye: (8). Nay: (0). Motion carried.

## **ADJOURNMENT**

Moved by Brungardt, seconded by Hampton, to adjourn the meeting at 10:49 AM. Aye: (8). Nay: (0). Motion carried.

---

Lloyd Davidson, Board President

ATTEST:

---

Cheryl Murray, Board Secretary

## Statement of Financial Position

As of May 31, 2021

	<u>May 31, 21</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
First Bank Kansas-Sweep Acct	190,396.19
First Bank Kansas	75,235.68
<b>Total Checking/Savings</b>	<u>265,631.87</u>
<b>Other Current Assets</b>	
Prepaid Health Insurance	7,040.43
<b>Total Other Current Assets</b>	<u>7,040.43</u>
<b>Total Current Assets</b>	<u>272,672.30</u>
<b>Fixed Assets</b>	
<b>Furniture and Equipment</b>	
Accumulated Depreciation - F&E	-6,669.22
Furniture and Equipment - Other	6,145.49
<b>Total Furniture and Equipment</b>	<u>-523.73</u>
<b>Total Fixed Assets</b>	<u>-523.73</u>
<b>TOTAL ASSETS</b>	<b><u>272,148.57</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
Accounts Payable	-681.94
<b>Total Accounts Payable</b>	<u>-681.94</u>
<b>Credit Cards</b>	
VISA - First Bank Kansas	124.45
<b>Total Credit Cards</b>	<u>124.45</u>
<b>Other Current Liabilities</b>	
<b>Payroll Liabilities</b>	
FICA Taxes	417.44
Medicare Taxes	354.46
Federal W/H Taxes	2,279.38
State W/H Taxes	843.43
Federal Unemployment Taxes	0.01
State Unemployment Taxes	-775.38
Payroll Liabilities - Other	-765.20
<b>Total Payroll Liabilities</b>	<u>2,354.14</u>
<b>Total Other Current Liabilities</b>	<u>2,354.14</u>
<b>Total Current Liabilities</b>	<u>1,796.65</u>
<b>Total Liabilities</b>	<u>1,796.65</u>
<b>Equity</b>	
Retained Earnings	237,231.10
Net Income	33,120.82
<b>Total Equity</b>	<u>270,351.92</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>272,148.57</u></b>

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

	May 21	May 20	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Investments</b>			
Interest-Savings, Short-term CD	63.88	99.18	-35.6%
<b>Total Investments</b>	63.88	99.18	-35.6%
<b>Member Contributions</b>	0.00	10,125.00	-100.0%
<b>Other Types of Income</b>			
Miscellaneous Revenue	33.05	0.00	100.0%
<b>Total Other Types of Income</b>	33.05	0.00	100.0%
<b>Total Income</b>	96.93	10,224.18	-99.1%
<b>Gross Profit</b>	96.93	10,224.18	-99.1%
<b>Expense</b>			
<b>Business Expenses</b>			
Miscellaneous Expense	49.00	21.19	131.2%
Business Registration Fees	0.00	40.00	-100.0%
<b>Total Business Expenses</b>	49.00	61.19	-19.9%
<b>Contract Services</b>			
Accounting Fees	0.00	785.00	-100.0%
<b>Total Contract Services</b>	0.00	785.00	-100.0%
<b>Operations</b>			
Repairs & Maintenance	128.97	0.00	100.0%
Advertising/Promotion	65.00	0.00	100.0%
Books, Subscriptions, Reference	0.00	3,090.00	-100.0%
Telephone, Telecommunications	647.07	162.40	298.4%
<b>Total Operations</b>	841.04	3,252.40	-74.1%
<b>Other Types of Expenses</b>			
Depreciation	125.26	125.26	0.0%
Insurance - Liability, D and O	0.00	4,562.00	-100.0%
Other Costs	8.56	0.00	100.0%
<b>Total Other Types of Expenses</b>	133.82	4,687.26	-97.2%
<b>Payroll Expenses</b>			
Employee Health Ins	419.19	419.19	0.0%
Director Health & Life Ins	672.40	672.40	0.0%
Car Allowance	500.00	250.00	100.0%
Payroll Taxes	1,040.73	0.00	100.0%
Wages & Salaries	13,104.18	13,104.18	0.0%
<b>Total Payroll Expenses</b>	15,736.50	14,445.77	8.9%
<b>Travel and Meetings</b>			
Meals	33.22	0.00	100.0%
<b>Total Travel and Meetings</b>	33.22	0.00	100.0%
<b>Total Expense</b>	16,793.58	23,231.62	-27.7%
<b>Net Ordinary Income</b>	-16,696.65	-13,007.44	-28.4%
<b>Net Income</b>	<b>-16,696.65</b>	<b>-13,007.44</b>	<b>-28.4%</b>

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

	Actual	Actual	Actual	Actual	Budget YTD
	May 2021	May 2020	Jan - May 21	Jan - May 20	Jan - May 21
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Start up Salina Income		-		-	625.00
Marketing Events Sponsorships		-	-	-	-
Member Contributions		10,125.00	145,500.00	82,750.00	145,500.00
Investments-Interest	63.88	99.18	299.04	880.91	583.33
Pass Through Income	-	-	-	-	-
Miscellaneous Revenue	33.05	-	33.05	-	-
Grants	-	-	-	-	-
<b>Total Income</b>	<b>96.93</b>	<b>10,224.18</b>	<b>145,832.09</b>	<b>83,630.91</b>	<b>146,708.33</b>
<b>Gross Profit</b>	<b>96.93</b>	<b>10,224.18</b>	<b>145,832.09</b>	<b>83,630.91</b>	<b>146,708.33</b>
<b>Expense</b>					
<b>Business Expenses</b>					
Pass Through Payments		-		-	-
Memberships	-	-	-	495.00	625.00
Marketing Events	-	-	-	-	4,000.00
Miscellaneous Expense	49.00	21.19	129.00	111.89	208.33
Business Registration Fees	-	40.00	-	40.00	416.67
<b>Total Business Expenses</b>	<b>49.00</b>	<b>61.19</b>	<b>129.00</b>	<b>646.89</b>	<b>5,250.00</b>
<b>Contract Services</b>					
Accounting Fees	-	785.00	1,708.52	2,315.00	5,000.00
Outside Contract Services	-	-	-	-	416.67
Contract Services - Other	-	-	-	-	-
<b>Total Contract Services</b>	<b>-</b>	<b>785.00</b>	<b>1,708.52</b>	<b>2,315.00</b>	<b>5,416.67</b>
<b>Operations</b>					
StartUp Salina Expenses	-	-	3.18	343.10	541.67
Donations (Outgoing Board Recognition)	-	-	50.00	-	-
Dues & Subscriptions	-	-	957.00	5,000.00	1,791.67
Training Fees	-	-	-	695.28	-
Advertising/Promotion	65.00	-	8,968.40	3,316.40	4,166.67
Repairs & Maintenance	128.97	-	128.97	-	166.67
Books, Subscriptions, Reference	-	3,090.00	3,182.70	3,294.00	1,250.00
Postage, Mailing Service	-	-	-	-	70.83
Printing and Copying	-	-	16.50	46.70	208.33
Supplies	-	-	822.80	491.83	833.33
Telephone, Telecommunications	647.07	162.40	1,654.61	956.51	1,083.33
<b>Total Operations</b>	<b>841.04</b>	<b>3,252.40</b>	<b>15,784.16</b>	<b>14,143.82</b>	<b>10,112.50</b>
<b>Other Types of Expenses</b>					
Taxes & Licenses	-	-	-	-	16.67
Depreciation	125.26	125.26	626.30	626.30	660.42
Other Costs	8.56	-	38.68	59.82	-
Insurance - Liability, D and O	-	4,562.00	5,085.50	4,562.00	2,083.33
<b>Total Other Types of Expenses</b>	<b>133.82</b>	<b>4,687.26</b>	<b>5,750.48</b>	<b>5,248.12</b>	<b>2,760.42</b>
<b>Payroll Expenses</b>					
Retirement Contribution	-	-	2,763.17	-	4,606.25
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	419.19	419.19	2,095.95	2,095.95	2,291.67
Director Health & Life Ins	672.40	672.40	4,043.94	4,687.96	4,375.00
Car Allowance	500.00	250.00	2,500.00	2,250.00	2,500.00

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

	Actual	Actual	Actual	Actual	Budget YTD
	May 2021	May 2020	Jan - May 21	Jan - May 20	Jan - May 21
Payroll Taxes	1,040.73	-	5,704.84	-	6,145.83
Wages & Salaries	13,104.18	13,104.18	72,073.00	72,019.93	75,000.00
<b>Total Payroll Expenses</b>	<b>15,736.50</b>	<b>14,445.77</b>	<b>89,180.90</b>	<b>81,053.84</b>	<b>94,918.75</b>
<b>Travel and Meetings</b>					
Meals	33.22	-	158.21	323.82	833.33
Conference, Convention, Meeting	-	-	-	729.73	416.67
Travel	-	-	-	1,178.74	2,500.00
Travel and Meetings - Other	-	-	-	-	208.33
<b>Total Travel and Meetings</b>	<b>33.22</b>	<b>-</b>	<b>158.21</b>	<b>2,232.29</b>	<b>3,958.33</b>
<b>Total Expense</b>	<b>16,793.58</b>	<b>23,231.62</b>	<b>112,711.27</b>	<b>105,639.96</b>	<b>122,416.67</b>
<b>Net Ordinary Income</b>	<b>(16,696.65)</b>	<b>(13,007.44)</b>	<b>33,120.82</b>	<b>(22,009.05)</b>	<b>24,291.66</b>
<b>Net Income</b>	<b>(16,696.65)</b>	<b>(13,007.44)</b>	<b>33,120.82</b>	<b>(22,009.05)</b>	<b>24,291.66</b>



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

Type	Date	Name	Memo	Split	Amount	Balance
<b>First Bank Kansas-Sweep Acct</b>						
Deposit	05/04/2021	First Bank Kansas-sweep	Sweep Transfer	First Bank Kansas	-6,000.00	-6,000.00
Deposit	05/05/2021	First Bank Kansas-sweep	Sweep Transfer	First Bank Kansas	-2,000.00	-8,000.00
Deposit	05/13/2021	First Bank Kansas-sweep	Sweep Transfer	First Bank Kansas	-5,000.00	-13,000.00
Deposit	05/18/2021	First Bank Kansas-sweep	Sweep transfer	First Bank Kansas	-1,000.00	-14,000.00
Deposit	05/19/2021	First Bank Kansas-sweep	Sweep Transfer	First Bank Kansas	-2,000.00	-16,000.00
Deposit	05/25/2021	First Bank Kansas-sweep	Sweep transfer	First Bank Kansas	-1,000.00	-17,000.00
Deposit	05/28/2021	First Bank Kansas-sweep	Sweep Transfer	First Bank Kansas	-5,000.00	-22,000.00
Deposit	05/31/2021		Interest	Interest-Savings, Short-term CD	63.88	-21,936.12
Total First Bank Kansas-Sweep Acct					-21,936.12	-21,936.12

**Payroll Liabilities**

**FICA Taxes**

Check	05/14/2021	Robinson, Mitch	Payroll ending 4/13/2021	First Bank Kansas	-676.10	-676.10
Check	05/14/2021	Robin M Vanatta	Payroll ending 5/13/2021	First Bank Kansas	-167.36	-843.46
Check	05/14/2021	Internal Revenue Service	Q2/2021	First Bank Kansas	843.46	0.00
Check	05/28/2021	Robinson, Mitch	Payroll Ending 5/26/2021	First Bank Kansas	-676.12	-676.12
Check	05/28/2021	Robin M Vanatta	Payroll ending 5/26/2021	First Bank Kansas	-167.34	-843.46

Total FICA Taxes

-843.46      -843.46

**Medicare Taxes**

Check	05/14/2021	Robinson, Mitch	Payroll ending 4/13/2021	First Bank Kansas	-158.14	-158.14
Check	05/14/2021	Robin M Vanatta	Payroll ending 5/13/2021	First Bank Kansas	-39.14	-197.28
Check	05/14/2021	Internal Revenue Service	Q2/2021	First Bank Kansas	197.28	0.00
Check	05/28/2021	Robinson, Mitch	Payroll Ending 5/26/2021	First Bank Kansas	-158.12	-158.12
Check	05/28/2021	Robin M Vanatta	Payroll ending 5/26/2021	First Bank Kansas	-39.14	-197.26

Total Medicare Taxes

-197.26      -197.26

**Federal W/H Taxes**

Check	05/14/2021	Robinson, Mitch	Payroll ending 4/13/2021	First Bank Kansas	-1,002.48	-1,002.48
Check	05/14/2021	Robin M Vanatta	Payroll ending 5/13/2021	First Bank Kansas	-90.34	-1,092.82
Check	05/14/2021	Internal Revenue Service	Q2/2021	First Bank Kansas	1,092.82	0.00
Check	05/28/2021	Robinson, Mitch	Payroll Ending 5/26/2021	First Bank Kansas	-1,002.48	-1,002.48
Check	05/28/2021	Robin M Vanatta	Payroll ending 5/26/2021	First Bank Kansas	-90.34	-1,092.82

Total Federal W/H Taxes

-1,092.82      -1,092.82

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

	Type	Date	Name	Memo	Split	Amount	Balance
<b>State W/H Taxes</b>							
	Check	05/10/2021	Kansas Department of Revenue	April 2021 - Conf # 1104-5XMK-738T	First Bank Kansas	335.00	335.00
	Check	05/14/2021	Robinson, Mitch	Payroll ending 4/13/2021	First Bank Kansas	-282.00	53.00
	Check	05/14/2021	Robin M Vanatta	Payroll ending 5/13/2021	First Bank Kansas	-53.00	0.00
	Check	05/14/2021	Kansas Department of Revenue	Conf # 1132-Y26K-K56P	First Bank Kansas	335.00	335.00
	Check	05/28/2021	Robinson, Mitch	Payroll Ending 5/26/2021	First Bank Kansas	-282.00	53.00
	Check	05/28/2021	Robin M Vanatta	Payroll ending 5/26/2021	First Bank Kansas	-53.00	0.00
Total State W/H Taxes						<u>0.00</u>	<u>0.00</u>
<b>State Unemployment Taxes</b>							
	Check	05/04/2021	Kansas.Gov	KDOL Unemployment Tax Q1/2021	First Bank Kansas	574.54	574.54
	Check	05/04/2021	Kansas.Gov	KDOL Unemployment Tax	First Bank Kansas	6.84	581.38
Total State Unemployment Taxes						<u>581.38</u>	<u>581.38</u>
Total Payroll Liabilities						<u>-1,552.16</u>	<u>-1,552.16</u>
<b>Investments</b>							
<b>Interest-Savings, Short-term CD</b>							
	Deposit	05/31/2021		Interest	First Bank Kansas-Sweep Acct	-63.88	-63.88
Total Interest-Savings, Short-term CD						<u>-63.88</u>	<u>-63.88</u>
Total Investments						<u>-63.88</u>	<u>-63.88</u>
<b>Other Types of Income</b>							
<b>Miscellaneous Revenue</b>							
	Deposit	05/26/2021	Accident Fund	Group Dividend - Insurance	First Bank Kansas	-33.05	-33.05
Total Miscellaneous Revenue						<u>-33.05</u>	<u>-33.05</u>
Total Other Types of Income						<u>-33.05</u>	<u>-33.05</u>
<b>Business Expenses</b>							
<b>Miscellaneous Expense</b>							
	Credit Card Charge	05/28/2021	Visa - First Bank Kansas	Late Fee	VISA - First Bank Kansas	29.00	29.00
	Check	05/28/2021	Commercial Internet Banking Fee	May 2021 Banking Fee	First Bank Kansas	20.00	49.00
Total Miscellaneous Expense						<u>49.00</u>	<u>49.00</u>
Total Business Expenses						<u>49.00</u>	<u>49.00</u>

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

Type	Date	Name	Memo	Split	Amount	Balance
<b>Operations</b>						
<b>Repairs &amp; Maintenance</b>						
Bill	05/21/2021	ISG Technology	Microsoft 365 Issues from 1/4/2021	Accounts Payable	128.97	128.97
Total Repairs & Maintenance					<u>128.97</u>	<u>128.97</u>
<b>Advertising/Promotion</b>						
Credit Card Charge	05/13/2021	Constant Contact	Monthly Email Marketing Subscription	VISA - First Bank Kansas	65.00	65.00
Total Advertising/Promotion					<u>65.00</u>	<u>65.00</u>
<b>Telephone, Telecommunications</b>						
Credit Card Charge	05/04/2021	Zoom.US	Monthly Online Meeting Subscription	VISA - First Bank Kansas	16.37	16.37
Bill	05/21/2021	Robin Vanatta	Cell Phone Reimbursement - May 2021	Accounts Payable	40.00	56.37
Bill	05/21/2021	Robinson, Mitch	Cell Phone Reimbursement - May 2021	Accounts Payable	40.00	96.37
Bill	05/21/2021	Salina Area Chamber of Commerce	1/2 Cost of Meeting Owl Pro (Directional Meeting Speaker and Microphone)	Accounts Payable	550.70	647.07
Total Telephone, Telecommunications					<u>647.07</u>	<u>647.07</u>
Total Operations					<u>841.04</u>	<u>841.04</u>
<b>Other Types of Expenses</b>						
<b>Depreciation</b>						
General Journal	05/31/2021		JULY DEPRECIATION	Accumulated Depreciation - F&E	125.26	125.26
Total Depreciation					<u>125.26</u>	<u>125.26</u>
<b>Other Costs</b>						
Check	05/28/2021		Service Charge	First Bank Kansas	8.56	8.56
Total Other Costs					<u>8.56</u>	<u>8.56</u>
Total Other Types of Expenses					<u>133.82</u>	<u>133.82</u>
<b>Payroll Expenses</b>						
<b>Employee Health Ins</b>						
General Journal	05/31/2021		JUNE INSURANCE	-SPLIT-	419.19	419.19
Total Employee Health Ins					<u>419.19</u>	<u>419.19</u>

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

	Type	Date	Name	Memo	Split	Amount	Balance
<b>Director Health &amp; Life Ins</b>							
	General Journal	05/31/2021		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	05/14/2021	Robinson, Mitch	Payroll ending 4/13/2021	First Bank Kansas	250.00	250.00
	Check	05/28/2021	Robinson, Mitch	Payroll Ending 5/26/2021	First Bank Kansas	250.00	500.00
Total Car Allowance						<u>500.00</u>	<u>500.00</u>
<b>Payroll Taxes</b>							
	Check	05/14/2021	Robinson, Mitch	Payroll ending 4/13/2021	First Bank Kansas	417.12	417.12
	Check	05/14/2021	Robin M Vanatta	Payroll ending 5/13/2021	First Bank Kansas	103.25	520.37
	Check	05/28/2021	Robinson, Mitch	Payroll Ending 5/26/2021	First Bank Kansas	417.12	937.49
	Check	05/28/2021	Robin M Vanatta	Payroll ending 5/26/2021	First Bank Kansas	103.24	1,040.73
Total Payroll Taxes						<u>1,040.73</u>	<u>1,040.73</u>
<b>Wages &amp; Salaries</b>							
	Check	05/14/2021	Robinson, Mitch	Payroll ending 4/13/2021	First Bank Kansas	5,202.49	5,202.49
	Check	05/14/2021	Robin M Vanatta	Payroll ending 5/13/2021	First Bank Kansas	1,349.60	6,552.09
	Check	05/28/2021	Robinson, Mitch	Payroll Ending 5/26/2021	First Bank Kansas	5,202.49	11,754.58
	Check	05/28/2021	Robin M Vanatta	Payroll ending 5/26/2021	First Bank Kansas	1,349.60	13,104.18
Total Wages & Salaries						<u>13,104.18</u>	<u>13,104.18</u>
Total Payroll Expenses						<u>15,736.50</u>	<u>15,736.50</u>
<b>Travel and Meetings</b>							
<b>Meals</b>							
	Credit Card Charge	05/06/2021	Martinelli's	Lunch Meeting - Damien Davis	VISA - First Bank Kansas	27.30	27.30
	Credit Card Charge	05/28/2021	Mokas	Lunch Meeting -	VISA - First Bank Kansas	5.92	33.22
Total Meals						<u>33.22</u>	<u>33.22</u>
Total Travel and Meetings						<u>33.22</u>	<u>33.22</u>
						<u><b>-6,791.63</b></u>	<u><b>-6,791.63</b></u>

## **JUNE 2021 REPORT**

### **MARKETING / PROMOTION**

Robin and I are working on marketing pieces (slide deck and printed annual reports) for use in fundraising efforts with supporting organizations Spoke to Rotary on 6/14 about recent activity.

Tim Rogers and I visited Wichita State's NAIR WERK's facility along with three representatives of KS Department of Commerce Staff. We discussed joint efforts between Wichita, Topeka, and Salina in promoting State of Kansas aviation.

Took part in planning session for large consultants' event in September where 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.

Also took part in meeting with Lt Gov/Commerce Secretary David Toland concerning marking of Team Kansas and KEDA. Also discussed the support by Department of Commerce to hire a director of the organization.

Attended monthly board of directors meeting for Airport Authority and the Salina Chamber of Commerce.

Have more work to perform prior to submittals to City Commissions concerning 2022-2225 budget. County approved a \$35,000 annual amount for next three-year contract. City has set June 28<sup>th</sup> for date to present to the Salina City Commission. Have talked with Airport Manager Tim Rogers about their support.

### **STRATEGIC PLANNING**

Janet Ady and Jordan Ackerman will present a 30- minute overview of the revised Salina Strategic Plan at the June 17<sup>th</sup> Board of Directors meeting. This will be at the beginning of the meeting. This would be a presentation by Janet Ady and Jordan Ackerman to present the plan via Zoom. I have had additional discussions with Janet and Jordan discussing our recent spike in project requests and the impact on our labor force situation.

### **WORKFORCE TALENT / HOUSING**

One additional housing study session will be held in late June to discuss incentive programs that might work here in Kansas. This will be recommendations by the firm on what policies should be adopted by the City of Salina to encourage housing development. The City of Salina did receive two proposals from developers. The first one is located adjacent to Menard's on 10.6 acres for 168 units containing over 300 beds. They have asked for 10 years of property tax abatement including sales tax abatement on construction materials. Attended via Zoom or in

person the public meetings on the update of the housing study. Have two firms that have submitted projects into the Commission for review.

On Tuesday and Wednesday June 8<sup>th</sup> and 9<sup>th</sup> we hosted a real estate consultant from San Francisco that is working with a buyer for 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.

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

We continue to promote various online type educational sessions sponsored by the Wichita SCORE Chapter and other sessions from the SBA and SBDC across Kansas. Work will start on developing a competition for startup projects where a reward will be given to the winner. This will be targeted for end of 3Q or early 4Q. We hope to restart the Startup Salina program on Wednesday, July 7<sup>th</sup> with a speaker and programs of interest to entrepreneurs.

### **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. Both the EDA and KDOT grants have been approved. \$3.8 million and \$2.1 million federal and state grants. Both will be used for street/highway improvements and the federal grant will also pay for drainage improvements.

Several new aviation projects are including Salina for possible air cargo (Project Falcon and Project Heavy) and MRO activities working with Wichita State University's NAIR WERKS Program. Project Jane is a new aviation related project that was submitted to Department of Commerce on Monday, June 14<sup>th</sup>.

Worked with city staff to present Project Wall Street to the Salina City Commission. No final decision has been made to what level of abatement the company would receive. Possible 20%, 40% or 60% of assistance is being considered.

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

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

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

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

### **Website – (reported May 2021)**

375 users    364 New Users    433 Sessions    1.15 Pgs/Session    0:45 Avg Session  
659 Pageviews

### **Website –5/14/2021 – 6/10/2021**

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

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

153 Page Views    1,290 Post Reach    249 Post Engagements    560 Page Likes

### **Facebook – 5/14/2021 – 6/10/2021**

**85 Page Views    327 Post Reach    36 Post Engagements    562 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)



# 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