

**BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE - VISIT SALINA ANNEX
OCTOBER 21, 2021 AT 9:30 AM**

- 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) September Financial Reports
 - (3.2) Draft Budget 2022

- 4. DIRECTOR'S REPORT**
 - (4.1) Housing Update -
 - (4.2) Prospect Updates - See Attached Chart

- 5. ADJOURNMENT**

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

September 16, 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 9:01 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:

Max Wellbrock-Talley
Pete Brungardt
Lloyd Davidson
Brian Richardson
Frank Hampton

Zoom (Z):

John Gunn
Jim Maes
Paula Fried

Also present:

Mitch Robinson, Salina Community Economic Development Organization Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Mike Schrage, City Manager, City of Salina
Eric Brown, President, Salina Chamber of Commerce (Z)
Tim Rogers, Executive Director, Salina Airport Authority
Phillip Smith-Hanes, County Administrator, Saline County
Cody Heiman, Vice President/Loan Officer, First Bank Kansas

Absent: Cheryl Murray

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

Moved by Hampton, seconded by Richardson to approve the August 19, 2021 minutes.

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

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) August Financial Reports

Moved by Richardson, seconded by Wellbrock-Talley, to approve the August 2021 financial statements. Aye: (8). Nay: (0). Motion carried.

(3.2) Annual Audit Report – Woods & Durham

Hillary Richards, Woods & Durham, completed the field work and presented the findings for the 2020 audit. Moved by Richardson, seconded by Hampton, to approve the 2020 Audit report as prepared by Woods & Durham. Aye: (8). Nay: (0). Motion carried.

DIRECTOR'S REPORT

(4.1) Housing Update –

Ryan Addition: 106 units (single & duplexes); Group of local developers; Rural Housing Incentive District (RHID) assisted

Magnolia Pointe: 168 units (multi-family); North of Menards; Original deed restrictions with Menards would be that the property would be retail; new negotiations to change restrictions to residential; Eligible for IRBs

Ambassador Hotel Conversion: Developers are from San Francisco, CA; Partnering with major employers to see their needs; looking for financial interest which would ensure certain block of rooms per investor; 191 rooms currently; most, if not all, rooms will be 1-bedroom apartments; Looking at acquiring additional property for 2-3-bedroom housing; Clubhouse amenities package to take advantage of the vast property space

(4.2) Marketing/ Annual Report

Fried, Robinson, and VanAtta met with Michael Freeland to get assistance with the annual report

(4.3) Potential Meeting Date or Time Change

Starting in October, the meeting time will be 9:30 AM instead of 9:00 AM

(4.4) Prospect Updates – See Attached Chart

EXECUTIVE SESSION

No executive session needed

ADJOURNMENT

Moved by Brungardt, seconded by Richardson, to adjourn the meeting at 9:55 AM. Aye: (8). Nay: (0). Motion carried.

Lloyd Davidson, Board President

ATTEST:

Cheryl Murray, Board Secretary

Statement of Financial Position

As of September 30, 2021

	<u>Sep 30, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	140,600.21
First Bank Kansas	73,891.35
Total Checking/Savings	214,491.56
Other Current Assets	
Prepaid Health Insurance	3,567.11
Total Other Current Assets	3,567.11
Total Current Assets	218,058.67
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,159.07
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-13.58
Total Fixed Assets	-13.58
TOTAL ASSETS	218,045.09
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	1,348.27
Total Accounts Payable	1,348.27
Credit Cards	
VISA - First Bank Kansas	-24.40
Total Credit Cards	-24.40
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	501.52
Medicare Taxes	716.96
Federal W/H Taxes	4,207.76
State W/H Taxes	719.45
State Unemployment Taxes	-728.00
Total Payroll Liabilities	5,417.69
Total Other Current Liabilities	5,417.69
Total Current Liabilities	6,741.56
Total Liabilities	6,741.56
Equity	
Net Assets w/ Donor Restriction	20,000.00
Retained Earnings	211,717.02
Net Income	-20,413.49
Total Equity	211,303.53
TOTAL LIABILITIES & EQUITY	218,045.09

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

	Jan - Sep 21	Jan - Sep 20	% Change
Ordinary Income/Expense			
Income			
Investments			
Interest-Savings, Short-term CD	503.06	1,147.65	-56.2%
Total Investments	503.06	1,147.65	-56.2%
Member Contributions	218,250.00	192,875.00	13.2%
Other Types of Income			
Miscellaneous Revenue	33.05	0.00	100.0%
Total Other Types of Income	33.05	0.00	100.0%
Total Income	218,786.11	194,022.65	12.8%
Gross Profit	218,786.11	194,022.65	12.8%
Expense			
Business Expenses			
Memberships	0.00	495.00	-100.0%
Marketing Events	0.00	585.00	-100.0%
Miscellaneous Expense	205.97	203.09	1.4%
Business Registration Fees	40.00	40.00	0.0%
Total Business Expenses	245.97	1,323.09	-81.4%
Contract Services			
Accounting Fees	9,641.49	10,174.15	-5.2%
Outside Contract Services	25,850.00	710.00	3,540.9%
Total Contract Services	35,491.49	10,884.15	226.1%
Operations			
StartUp Salina Expenses	3.18	343.10	-99.1%
Donations	50.00	0.00	100.0%
Dues & Subscriptions	1,318.88	5,195.00	-74.6%
Training Fees	0.00	695.28	-100.0%
Repairs & Maintenance	128.97	326.25	-60.5%
Advertising/Promotion	19,299.51	7,066.71	173.1%
Books, Subscriptions, Refere...	3,182.70	3,467.75	-8.2%
Postage, Mailing Service	0.00	58.80	-100.0%
Printing and Copying	53.56	71.40	-25.0%
Supplies	1,252.41	1,346.25	-7.0%
Telephone, Telecommunicatio...	2,509.97	1,877.53	33.7%
Total Operations	27,799.18	20,448.07	36.0%
Other Types of Expenses			
Depreciation	967.68	1,127.34	-14.2%
Insurance - Liability, D and O	5,437.00	4,863.65	11.8%
Other Costs	64.49	59.82	7.8%
Total Other Types of Expenses	6,469.17	6,050.81	6.9%
Payroll Expenses			
Retirement Contribution	8,289.51	0.00	100.0%
Employee Health Ins	3,974.75	3,702.05	7.4%
Director Health & Life Ins	7,076.04	8,400.46	-15.8%
Car Allowance	4,750.00	4,250.00	11.8%
Payroll Taxes	10,284.83	0.00	100.0%
Wages & Salaries	131,145.07	124,436.65	5.4%
Total Payroll Expenses	165,520.20	140,789.16	17.6%

Salina Community Economic Development Organization, Inc.

Statement of Activities w/Prev Year Comparison

January through September 2021

	Jan - Sep 21	Jan - Sep 20	% Change
Travel and Meetings			
Meals	692.26	514.13	34.7%
Conference, Convention, Meet...	903.64	1,410.40	-35.9%
Travel	2,077.69	1,317.67	57.7%
Total Travel and Meetings	3,673.59	3,242.20	13.3%
Total Expense	239,199.60	182,737.48	30.9%
Net Ordinary Income	-20,413.49	11,285.17	-280.9%
Net Income	-20,413.49	11,285.17	-280.9%

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

	Actual	Actual	Actual	Actual	Budget YTD
	Sept 2021	Sept 2020	Jan - Sept 21	Jan - Sept 20	Jan -Sept 21
Ordinary Income/Expense					
Income					
Start up Salina Income		-		-	1,125.00
Marketing Events Sponsorships		-	-	-	-
Member Contributions	-	-	218,250.00	192,875.00	218,250.00
Investments-Interest	40.29	69.68	503.06	1,147.65	1,050.00
Pass Through Income	-	-		-	
Miscellaneous Revenue	-	-	33.05	-	
Grants	-	-	-	-	
Total Income	40.29	69.68	218,786.11	194,022.65	220,425.00
Gross Profit	40.29	69.68	218,786.11	194,022.65	220,425.00
Expense					
Business Expenses					
Pass Through Payments		-		-	
Memberships	-		-	495.00	1,125.00
Marketing Events	-	585.00	-	585.00	7,200.00
Miscellaneous Expense	-	23.72	205.97	203.09	375.00
Business Registration Fees	-	-	40.00	40.00	750.00
Total Business Expenses	-	608.72	245.97	1,323.09	9,450.00
Contract Services					
Accounting Fees	6,961.80	6,457.04	9,641.49	10,174.15	9,000.00
Outside Contract Services	-	-	25,850.00	710.00	750.00
Contract Services - Other	-	-	-	-	-
Total Contract Services	6,961.80	6,457.04	35,491.49	10,884.15	9,750.00
Operations					
StartUp Salina Expenses	-	-	3.18	343.10	975.00
Donations (Outgoing Board Recognition)	-		50.00	-	
Dues & Subscriptions	195.00	-	1,318.88	5,195.00	3,225.00
Training Fees	-		-	695.28	-
Advertising/Promotion	4,986.51	-	19,299.51	7,066.71	7,500.00
Repairs & Maintenance	-	-	128.97	326.25	300.00
Books, Subscriptions, Reference	-	65.00	3,182.70	3,467.75	2,250.00
Postage, Mailing Service	-	-	-	58.80	127.50
Printing and Copying	-	18.40	53.56	71.40	375.00
Supplies	231.50	438.74	1,252.41	1,346.25	1,500.00
Telephone, Telecommunications	160.23	245.79	2,509.97	1,877.53	1,950.00
Total Operations	5,573.24	767.93	27,799.18	20,448.07	18,202.50
Other Types of Expenses					
Taxes & Licenses	-	-	-	-	30.00
Depreciation	45.43	125.26	967.68	1,127.34	1,188.75
Other Costs	6.60	-	64.49	59.82	
Insurance - Liability, D and O	-	-	5,437.00	4,863.65	3,750.00
Total Other Types of Expenses	52.03	125.26	6,469.17	6,050.81	4,968.75
Payroll Expenses					
Retirement Contribution	2,763.17	-	8,289.51	-	8,291.25
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	520.21	348.53	3,974.75	3,702.05	4,125.00
Director Health & Life Ins	843.65	672.40	7,076.04	8,400.46	7,875.00
Car Allowance	750.00	250.00	4,750.00	4,250.00	4,500.00

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

	Actual	Actual	Actual	Actual	Budget YTD
	Sept 2021	Sept 2020	Jan - Sept 21	Jan - Sept 20	Jan -Sept 21
Payroll Taxes	1,561.09	-	10,284.83	-	11,062.50
Wages & Salaries	19,656.27	6,552.09	131,145.07	124,436.65	135,000.00
Total Payroll Expenses	26,094.39	7,823.02	165,520.20	140,789.16	170,853.75
Travel and Meetings					
Meals	419.61	77.90	692.26	514.13	1,500.00
Conference, Convention, Meeting	903.64	-	903.64	1,410.40	750.00
Travel	956.51	138.93	2,077.69	1,317.67	4,500.00
Travel and Meetings - Other	-	-	-	-	375.00
Total Travel and Meetings	2,279.76	216.83	3,673.59	3,242.20	7,125.00
Total Expense	40,961.22	15,998.80	239,199.60	182,737.48	220,350.00
Net Ordinary Income	(40,920.93)	(15,929.12)	(20,413.49)	11,285.17	75.00
Net Income	(40,920.93)	(15,929.12)	(20,413.49)	11,285.17	75.00



	2022 Budget	2021 YTD	2020 Actual	2019 Actual	2018 Actual
Ordinary Income/Expense					
Income					
Marketing Events Sponsorships	0.00	0.00	0.00	3,571.43	11,814.29
Pass Through Income	0.00	0.00	0.00	0.00	5,000.00
Start Up Salina Income	4,000.00	0.00	0.00	0.00	4,500.00
Investments					
Interest-Savings, Short-term CD	1,500.00	503.06	1,377.26	719.89	0.00
Total Investments	1,500.00	503.06	1,377.26	719.89	0.00
Member Contributions	360,000.00	291,000.00	265,500.00	290,000.00	320,000.00
<i>City of Salina - \$275,000</i>					
<i>Saline County - \$35,000</i>					
<i>SAA - \$50,000</i>					
Other Types of Income		33.05			
Grants	0.00	0.00	30,000.00	0.00	0.00
Miscellaneous Revenue	0.00	0.00	0.00	35.40	0.00
Total Other Types of Income	0.00	33.05	30,000.00	35.40	0.00
Total Income	365,500.00	291,536.11	296,877.26	294,326.72	341,314.29
Gross Profit	365,500.00	291,536.11	296,877.26	294,326.72	341,314.29
Expense					
Business Expenses					
Pass Through Payments	0.00	0.00	0.00	0.00	5,000.00
Memberships	2,500.00	0.00	950.00	7,410.00	2,845.00
Marketing Events	10,000.00	5,000.00	585.00	12,776.96	40,428.80
<i>TEAM Kansas - \$5,000/yr</i>					
Miscellaneous Expense	500.00	205.97	263.09	458.58	0.00
Strategic Planning	0.00	0.00	0.00	0.00	15,000.00
Business Registration Fees	40.00	40.00	40.00	2,484.00	1,010.00
Total Business Expenses	13,040.00	5,245.97	1,838.09	23,129.54	64,283.80
Contract Services					
Accounting Fees	12,000.00	9,641.49	11,670.13	12,280.00	12,200.00
<i>SS&C - \$3,500</i>					
<i>Woods & Durham - \$7,000</i>					
Outside Contract Services	2,550.00	25,850.00	710.00	2,921.83	1,000.00
<i>IRB Cost Analysis -\$850 per</i>					
Contract Services - Other	0.00	0.00	0.00	0.00	21,750.00
Total Contract Services	14,550.00	35,491.49	12,380.13	15,201.83	34,950.00
Facilities and Equipment					
Computer Replacement	1,500.00				
Office Equipment	850.00				
Total Facilities and Equipment	2,350.00				
Operations					
StartUp Salina Expenses	4,000.00	3.18	384.10	1,788.18	3,779.21
Donations - Outgoing Board Award	150.00	50.00			



2022 Budget

	2022 Budget	2021 YTD	2020 Actual	2019 Actual	2018 Actual
Dues & Subscriptions	3,000.00	1,318.88	5,387.00	4,231.50	688.60
<i>Rotary Dues - \$780/yr</i>					
<i>IEDC Membership - \$149/yr</i>					
<i>SEDC Membership - \$250/yr</i>					
<i>KEDA Membership - \$300/yr</i>					
Training Fees	1,000.00	0.00	695.28	0.00	1,100.00
Repairs & Maintenance	500.00	128.97	326.25	0.00	428.22
Advertising/Promotion	56,000.00	19,299.51	9,926.71	19,412.05	18,428.96
<i>Promotional Items - \$1000</i>					
<i>Print Marketing - \$25,000</i>					
<i>Other Marketing - \$5000</i>					
<i>Welcome/Promo - \$200</i>					
<i>Website Maintenance - \$1000</i>					
<i>Website Hosting - \$625/yr</i>					
Books, Subscriptions, Reference	4,000.00	3,182.70	3,868.55	477.79	2,395.04
<i>JobsEQ - \$3200 (1/2 sub)</i>					
<i>Canva - \$125/yr</i>					
<i>KC Biz Journal - \$80</i>					
<i>ICT Biz Journal - \$80</i>					
<i>Office 354 Renewal - \$350</i>					
Postage, Mailing Service	210.00	0.00	59.85	238.00	83.00
Printing and Copying	1,500.00	53.56	71.40	475.06	639.62
Supplies	3,200.00	1,252.41	2,181.50	2,675.39	2,437.30
Telephone, Telecommunications	3,000.00	2,509.97	2,436.43	2,151.33	2,482.20
<i>Cell Phone Allowance ExD - \$480</i>					
<i>Cell Phone Allowance AdA - \$480</i>					
<i>Zoom Subscription - \$225</i>					
<i>Cox Telephone - \$800</i>					
<i>Internet @ Chamber - \$600</i>					
Total Operations	76,560.00	27,799.18	25,337.07	31,449.30	32,462.15
Other Types of Expenses					
Taxes and Licenses	0.00	0.00	0.00	40.00	40.00
Depreciation	1,000.00	967.68	1,503.12	1,567.54	1,503.29
Insurance - Liability, D and O	6,000.00	5,437.00	4,863.65	4,484.00	4,446.50
Other Costs	250.00	64.49	171.73	219.26	0.00
Total Other Types of Expenses	7,250.00	6,469.17	6,538.50	6,310.80	5,989.79
Payroll Expenses					
Retirement Contributions	12,000.00	8,289.51	22,064.82	0.00	0.00
Director Relocation Expense	0.00	0.00	0.00	763.19	0.00
Employee Health Ins	7,000.00	3,974.75	4,959.62	5,579.40	5,291.72
Director Health & Life Ins	12,000.00	7,076.04	11,099.60	10,702.84	8,603.60
Car Allowance	6,000.00	4,750.00	5,750.00	6,000.00	6,000.00
Payroll Taxes	14,750.00	10,284.83	14,658.25	13,665.58	13,459.14
Wages & Salaries	180,000.00	131,145.07	176,801.28	165,241.00	175,975.25



2022 Budget

	231,750.00	165,520.20	235,333.57	201,952.01	209,329.71
	2022 Budget	2021 YTD	2020 Actual	2019 Actual	2018 Actual
Total Payroll Expenses					
Travel and Meetings					
Meals	5,000.00	692.26	610.48	2,798.17	4,591.88
Conference, Convention, Meeting	2,500.00	903.64	1,410.40	300.00	1,707.72
Travel	11,500.00	2,077.69	1,317.67	9,763.45	11,984.59
Travel and Meetings - Other	1,000.00	0.00	0.00	480.00	0.00
Total Travel and Meetings	20,000.00	3,673.59	3,338.55	13,341.62	18,284.19
Total Expense	365,500.00	244,199.60	284,765.91	291,385.10	365,299.64
Net Ordinary Income	0.00	47,336.51	12,111.35	2,941.62	-23,985.35
Net Income	0.00	47,336.51	12,111.35	2,941.62	-23,985.35

DRAFT

Salina Community Economic Development Organization, Inc.
Journal
September 2021

<u>Trans #</u>	<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Account</u>	<u>Debit</u>	<u>Credit</u>
2912	Bill	09/09/2021		Salina Rotary Club Salina Rotary Club	Rotary Due ... Rotary Due ...	Accounts Payable Dues & Subscript...	195.00	195.00
							195.00	195.00
2913	Bill	09/09/2021		Brand Acceleration Brand Acceleration	Website Ho... Website Ho...	Accounts Payable Advertising/Prom...	585.00	585.00
							585.00	585.00
2921	Bill	09/10/2021		Robinson, Mitch Robinson, Mitch	Mileage and... Mileage and...	Accounts Payable Travel	954.26	954.26
							954.26	954.26
2922	Bill Pmt -Check	09/10/2021	2595	Brand Acceleration Brand Acceleration	Website Ho... Website Ho...	First Bank Kansas Accounts Payable	585.00	585.00
							585.00	585.00
2923	Bill Pmt -Check	09/10/2021	2596	Visa - First Bank ... Visa - First Bank ...	August 202... August 202...	First Bank Kansas Accounts Payable	812.80	812.80
							812.80	812.80
2924	Bill Pmt -Check	09/10/2021	2597	SS&C Solutions Inc SS&C Solutions Inc	Payroll and... Payroll and...	First Bank Kansas Accounts Payable	205.00	205.00
							205.00	205.00
2925	Bill Pmt -Check	09/10/2021	2598	Quill Quill	Office suppl... Office suppl...	First Bank Kansas Accounts Payable	111.91	111.91
							111.91	111.91
2926	Bill Pmt -Check	09/10/2021	2599	Robinson, Mitch Robinson, Mitch	Mileage and... Mileage and...	First Bank Kansas Accounts Payable	954.26	954.26
							954.26	954.26
2927	Bill Pmt -Check	09/10/2021	2600	Salina Rotary Club Salina Rotary Club	Rotary Due ... Rotary Due ...	First Bank Kansas Accounts Payable	195.00	195.00
							195.00	195.00
2928	Check	09/10/2021		Kansas Departm... Kansas Departm...	Conf # 123... Conf # 123...	First Bank Kansas State W/H Taxes	335.00	335.00
							335.00	335.00

Salina Community Economic Development Organization, Inc.

Journal

September 2021

Trans #	Type	Date	Num	Name	Memo	Account	Debit	Credit
2940	Check	09/24/2021	2601	Robinson, Mitch	3rd QTR 20...	First Bank Kansas		2,228.00
				Robinson, Mitch	3rd QTR 20...	Retirement Contri...	2,500.00	
				Robinson, Mitch	3rd QTR 20...	FICA Taxes		155.00
				Robinson, Mitch	3rd QTR 20...	Medicare Taxes		36.25
				Robinson, Mitch	3rd QTR 20...	Federal W/H Taxes		43.75
				Robinson, Mitch	3rd QTR 20...	State W/H Taxes		37.00
							2,500.00	2,500.00
2941	Check	09/24/2021	2602	Robin M Vanatta	3rd QTR Re...	First Bank Kansas		243.04
				Robin M Vanatta	3rd QTR Re...	Retirement Contri...	263.17	
				Robin M Vanatta	3rd QTR Re...	FICA Taxes		16.32
				Robin M Vanatta	3rd QTR Re...	Medicare Taxes		3.81
				Robin M Vanatta	3rd QTR Re...	Federal W/H Taxes	0.00	
				Robin M Vanatta	3rd QTR Re...	State W/H Taxes	0.00	
							263.17	263.17
2942	Bill	09/24/2021		Cox Business	Telephone ...	Accounts Payable		63.86
				Cox Business	Telephone ...	Telephone, Telec...	63.86	
							63.86	63.86
2943	Bill	09/24/2021		Robin Vanatta	Cell Phone ...	Accounts Payable		40.00
				Robin Vanatta	Cell Phone ...	Telephone, Telec...	40.00	
							40.00	40.00
2944	Bill	09/24/2021		Robinson, Mitch	Cell Phone ...	Accounts Payable		40.00
				Robinson, Mitch	Cell Phone ...	Telephone, Telec...	40.00	
							40.00	40.00
2945	Bill	09/24/2021		France Media, Inc	Heartland R...	Accounts Payable		350.00
				France Media, Inc	Heartland R...	Advertising/Prom...	350.00	
							350.00	350.00
2946	Bill	09/24/2021		Quill	Ink Toner C...	Accounts Payable		231.50
				Quill	Ink Toner C...	Supplies	231.50	
							231.50	231.50
2947	Bill	09/24/2021		Woods & Durham	2020 Audit -...	Accounts Payable		6,750.00
				Woods & Durham	2020 Audit -...	Accounting Fees	6,750.00	
							6,750.00	6,750.00

Salina Community Economic Development Organization, Inc.

Journal

September 2021

Trans #	Type	Date	Num	Name	Memo	Account	Debit	Credit
2948	Bill	09/24/2021		Global Site Locati...	Project Port...	Accounts Payable		2,475.00
				Global Site Locati...	Project Port...	Advertising/Prom...	2,475.00	
							2,475.00	2,475.00
2949	Bill	09/24/2021		Fili Creative LLC	Video Prod...	Accounts Payable		1,100.00
				Fili Creative LLC	Video Prod...	Advertising/Prom...	1,100.00	
							1,100.00	1,100.00
2950	Bill Pmt -Check	09/24/2021	2603	Robinson, Mitch	Cell Phone ...	First Bank Kansas		40.00
				Robinson, Mitch	Cell Phone ...	Accounts Payable	40.00	
							40.00	40.00
2951	Bill Pmt -Check	09/24/2021	2604	Cox Business	Telephone ...	First Bank Kansas		63.86
				Cox Business	Telephone ...	Accounts Payable	63.86	
							63.86	63.86
2952	Bill Pmt -Check	09/24/2021	2605	Robin Vanatta	Cell Phone ...	First Bank Kansas		40.00
				Robin Vanatta	Cell Phone ...	Accounts Payable	40.00	
							40.00	40.00
2953	Bill Pmt -Check	09/24/2021	2606	France Media, Inc	Heartland R...	First Bank Kansas		350.00
				France Media, Inc	Heartland R...	Accounts Payable	350.00	
							350.00	350.00
2954	Bill Pmt -Check	09/24/2021	2607	Quill	Ink Toner C...	First Bank Kansas		231.50
				Quill	Ink Toner C...	Accounts Payable	231.50	
							231.50	231.50
2955	Bill Pmt -Check	09/24/2021	2608	Woods & Durham	2020 Audit -...	First Bank Kansas		6,750.00
				Woods & Durham	2020 Audit -...	Accounts Payable	6,750.00	
							6,750.00	6,750.00
2956	Bill Pmt -Check	09/24/2021	2609	Global Site Locati...	Project Port...	First Bank Kansas		2,475.00
				Global Site Locati...	Project Port...	Accounts Payable	2,475.00	
							2,475.00	2,475.00
2957	Bill Pmt -Check	09/24/2021	2610	Fili Creative LLC	Video Prod...	First Bank Kansas		1,100.00
				Fili Creative LLC	Video Prod...	Accounts Payable	1,100.00	
							1,100.00	1,100.00

Salina Community Economic Development Organization, Inc.
Journal
September 2021

<u>Trans #</u>	<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Account</u>	<u>Debit</u>	<u>Credit</u>
2958	General Journal	09/30/2021	AJE ...		Monthly DE...	Accumulated Dep...		45.43
					Monthly DE...	Depreciation	45.43	
							45.43	45.43
2959	General Journal	09/30/2021	AJE ...		September ...	Employee Health ...	520.21	
					September ...	Director Health & ...	843.65	
					September ...	Prepaid Health In...		1,363.86
							1,363.86	1,363.86
TOTAL							31,206.41	31,206.41



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	Buildling on South 9th Street	Retail and service location for farm equipment, ATVs, and watercraft	5	\$20/hr	\$2.0 m	Ag & Recreation	Own Site	Now Looking at Harley/Honda Building
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
21-6	Project Wall Street	SAA / Direct	Success	4/12/2021	IRB's on 9/13/2021	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	2022	MRO/Fabrication	Need Building	?	Above Co Avg Wage	?	?	North End of Airport	500,000 to 1 M SF
21-8	Project Jane	KDOC	Active	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
21-9	Project Ecosphere	KDOC	Active	7/7/2021	Submitted 7/14/2021	Auto Battery Mfg	Find A Site	Over 1100 by Year 5	?	\$2.5 B by Year 5	?	40-75	1-1.6 M SF
21-10	Project Storage	Direct Contact	Active	7/29/2021	8/23/2021	Visited August 23rd	Engery Storage 3-4 years for approval	0	0	\$330M	Energy	40 acres under opti	Outside Storage
21-11	IN Apartment Developers	Direct Contact/DOC	Active	8/3/2021	Visited 9/22 and 10/27	Apartment	200 Apartments				Housing	10-20 acres	200 Units
21-12	Project Birdcage	KDOC	Active	8/31/2021	11/1/2021	Shovel-ready site for Manufacturing / Warehousing / Distribution	Industrial Site for 425,000 SF manufacturing and 300,000 SF warehouse with future expansion possibilities	700-900 over 3-5 years	Wages competitive to the region selected.	\$300 Million	?	100 to 150 acres	425,000 SF manufacturing and 300,000 SF warehouse
21-13	Project Ocean	KDOC	New	9/29/2021	Submitted 10/6/21 Finalist Selected 11/2021	Considering both greenfield sites and existing buildings.	New U.S. large-scale plant manufacturing project.	4,000 FTEs within 2 years	\$23/hr	?	(NAIC 335 - Electrical Equipment, Appliance, Component Mft)	350+ acres	3,000,000 SF
21-14	Project Singularity	KDOC	New	9/30/2021	Submitted 10/6/2021 In operation in 2022	Establish new production facility and U.S. Headquarters	Precision machining company and Tier 2 supplier to the semiconductor industry	175 jobs over 6 years	?	\$40 M	MFTing	20 acres (The plot needs to accommodate building for employee childcare, parking spaces, turcking/loading area, and solar panels	40,000-80,000 SF
21-15	Project MVP	SAA Direct Contact	New	10/12/2021	Contract Being Drafted	New property for future warehousing	Build 100,000 sf warehouses	limited	?	approx \$40 M	Warehousing	80 acres @ SAA	1,300,000 total SF

OCTOBER REPORT

MARKETING / PROMOTION

We continue to work with Michael Freeland making final design changes concerning annual report of the SCEDO. Gathering final quotes from area businesses and community leaders.

Met with Lt Governor Toland to discuss legislative priorities for the 2022 session. As VP of KEDA I hold the VP position in charge of planning legislation efforts for KEDA and coordinate with the Department of Commerce.

The Department of Commerce held a large marketing event at the Governor's Mansion on Monday, October 4th. The event would bring approximately 20-25 consultants attending a national conference in Kansas City, MO to the Governor's Mansion in Topeka. This is part of Team Kansas' efforts to work with consultants promoting Kansas. Company officials from Schwan's and Great Plains attended the event to be available to speak about their relationship with the State of Kansas. Great Plains provided various pieces of equipment that were displayed on the lawn of the Mansion during the event. The cost of the event was split between the SCEDO and the Airport Authority.

STRATEGIC PLANNING

Will be presenting the strategic plan to the Airport Board at their November meeting. Janet Ady is going to provide a 5- page executive summary.

WORKFORCE TALENT / HOUSING

Lt Governor David Toland brought via state aircraft four representatives of a national real estate development company to Salina during a visit to Kansas which included Topeka, Wichita and Salina. The firm will have a visit to Salina on October 27th to look at possible building sites.

The Ambassador Hotel Project continues to move ahead with the conversion of hotel rooms to single unit apartments. The company owner and their consultant met with the Salina City Commission and the Saline County Commission on October 4th and 5th to discuss their project.

ETREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

On October 6th Startup Salina had Leslie Bishop of Salina Downtown Inc come and speak about programs their organization provides to businesses and business owners downtown. The November 3rd program will be entrepreneur Gus Applequist who will speak about his business. The December program on the 1st will be Renee Duxler from the Chamber who will speak about their loan program. We are putting together a local group to help develop and promote the business plan competition for the first quarter of 2022.

PROSPECT MANAGEMENT

The Salina City Commission approved of IRB's for Superior Plumbing's \$ 9 million project. On October 25th the Commission will take the final step in the bond process.

Assisted the Salina Airport Authority on working to promote an 80 acre site within the airport industrial park as a location for a warehouse complex.

SITES / BUILDINGS / TOOLS:

The former #2 building at El Dorado came on the market in August and has been leased to another local company who will expand its operation within that building.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported September 2021)

119 users 117 New Users 123 Sessions 1.88 Pgs/Session 0:50 Avg Session
230 Pageviews

Website –9/12/2021 – 10/17/2021

252 users 250 New Users 278 Sessions 1.57 Pgs/Session 1:07 Avg Session
437 Pageviews

Facebook – (reported September 2021)

48 Page Views 548 Post Reach 42 Post Engagements 576 Page Likes

Facebook – 9/20/2021 –10/17/2021

?? Page Views 374 Post Reach 24 Post Engagements 683 Page Likes

Start Up Salina Facebook Group

8/15/2021 – 299 members (+7)
9/13/2021 – 299 members (--)
10/18/2021 – 299 members (--)