

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
MARCH 17, 2022 AT 9:30 AM

- 1. CALL TO ORDER AND ROLL CALL @ 9:30 AM**
 - (1.1) Confirmation of Meeting Notice/ Visitor Introductions
 - (1.2) Public Comments

- 2. APPROVAL OF MINUTES**
 - (2.1) February 2022 Minutes

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) February Financial Reports

- 4. MONTHLY SPOTLIGHT – TIM ROGERS – SALINA AIRPORT AUTHORITY**

- 5. DIRECTOR’S REPORT**
 - (5.1) Release of SCEDO Report
 - (5.2) Possible Bonds for Geo Probe Expansion
 - (5.3) Engineering Firm Report / BASE Application for Great Plains
 - (5.4) 2022 Entrepreneurial Week / Business Plan Competition March 7-11th
 - (5.5) Prospect Updates – See Attached Chart

- 6. BOARD MEMBER DISCUSSION/QUESTIONS**

- 7. EXECUTIVE SESSION**
 - (7.1) Executive Session (____ 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 specific economic development projects 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.

- 8. ADJOURNMENT**



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

February 17, 2022

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 9:30 AM by Paula Fried, Board President. Fried introduced the new board members Daran Neuschafer and Rob Exline and the new City Commission liaison, Commissioner Bill Longbine.

(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:

Jim Maes
Daran Neuschafer
Pete Brungardt
Paula Fried
Rob Exline
Max Wellbrock-Talley
Brian Richardson
Frank Hampton

Zoom (Z):

Lloyd Davidson

Also present:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Tim Rogers, Executive Director, Salina Airport Authority
Jim Weese, County Commissioner, Saline County
Mike Schrage, City Manager, City of Salina
Renee Duxler, Economic & Workforce Development, Salina Chamber of Commerce
Melissa Bixby, Commercial and Mortgage Lender, Central National Bank (Z)
Phillip Smith-Hanes, County Administrator, Saline County
Eric Brown, President, Salina Area Chamber of Commerce

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Brungardt, seconded by Maes to approve the January 20, 2022 minutes

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

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) January Financial Reports

Moved by Wellbrock-Talley, seconded by Hampton to approve the January 2022 financial reports.

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

DIRECTOR'S REPORT

(4.1) REPCO Update

2nd Public Hearing at the City Commission meeting on 2/14/2022. Additional paperwork and bond work are the next steps to move this project forward.

(4.2) Housing Update

Mike Schrage, City Manager updated the board regarding several housing development projects.

(4.3) Engineering Firm Report

The EDO has contracted with TranSystem to consult on moving 2 rail lines north of Great Plains Manufacturing so that business expansion can access a 67-acre tract of land owned by the City of Salina. UP Railroad would have to relocate those lines to other UP property near the area.

Kansas Department of Commerce is opening the BASE (Building a Strong Economy) matching funds grant program to address economic development opportunities throughout the state. Each "applicant" can submit a maximum of three applications. The City of Salina plans to submit 3 applications for open housing development projects. The EDO has been asked to facilitate a BASE grant application to obtain funds to move the UP rail lines. The City of Salina would endorse the matching grant funds.

Moved by Brungardt, seconded by Hampton to approve the EDO staff to prepare and submit a BASE Program grant application to be endorsed by the City of Salina and include a 25% match from the City of Salina. Aye: (9). Nay: (0). Motion carried.

(4.4) 2022 Entrepreneurial Week / Business Plan Competition March 7-11th

Robinson reviewed the final schedule of events. Prize amounts to be awarded: 1st Prize - \$8,000; 2nd Prize - \$5,000; and 3rd Prize - \$3,000. Application deadline is Friday, March 4th and the 10 finalists moving on to the pitch competition will be notified on March 7th.

(4.5) Update on SCEDO Report

The 3-year funding cycle report is in the final stages of approval and will be sent to the printer. Paula Fried worked closely with Michael Freeland, Mr. Freeland Design, to design and finalize the report.

(4.6) Prospect Updates

Robinson reviewed the Prospect Table that was included in the board packet. Tim Rogers, Salina Airport Authority Executive Director, gave an update on a project that is in the works for one of the vacant hangars.

ADJOURNMENT

Moved by Brungardt, seconded by Maes, to adjourn the meeting at 10:37 AM. Aye: (9). Nay: (0). Motion carried.

Paula Fried, Incoming Board President

ATTEST:

Jim Maes, Incoming Board Secretary

Salina Community Economic Development Organization, Inc.

Statement of Financial Position

As of February 28, 2022

	Feb 28, 22
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	117,796.53
First Bank Kansas	74,247.95
Total Checking/Savings	192,044.48
Other Current Assets	
Prepaid Health Insurance	-3,252.19
Total Other Current Assets	-3,252.19
Total Current Assets	188,792.29
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-6,363.52
Furniture and Equipment - Other	6,145.49
Total Furniture and Equipment	-218.03
Total Fixed Assets	-218.03
TOTAL ASSETS	188,574.26
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-64.71
Total Accounts Payable	-64.71
Credit Cards	
VISA - First Bank Kansas	266.22
Total Credit Cards	266.22
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-358.26
Medicare Taxes	479.64
Federal W/H Taxes	3,114.94
State W/H Taxes	26.45
State Unemployment Taxes	-395.00
Total Payroll Liabilities	2,867.77
Total Other Current Liabilities	2,867.77
Total Current Liabilities	3,069.28
Total Liabilities	3,069.28
Equity	
Net Assets w/ Donor Restriction	20,000.00
Retained Earnings	199,273.98
Net Income	-33,769.00
Total Equity	185,504.98
TOTAL LIABILITIES & EQUITY	188,574.26

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Comparison
January through February 2022

03/15/22

Accrual Basis

	Jan - Feb 22	Jan - Feb 21	% Change
Ordinary Income/Expense			
Income			
Investments			
Interest-Savings, Short-term CD	66.91	117.27	-42.9%
Total Investments	66.91	117.27	-42.9%
Member Contributions	21,250.00	72,750.00	-70.8%
Total Income	21,316.91	72,867.27	-70.8%
Gross Profit	21,316.91	72,867.27	-70.8%
Expense			
Business Expenses			
Memberships	300.00	0.00	100.0%
Marketing Events	549.77	0.00	100.0%
Miscellaneous Expense	0.00	40.00	-100.0%
Total Business Expenses	849.77	40.00	2,024.4%
Contract Services			
Accounting Fees	784.63	956.28	-18.0%
Outside Contract Services	7,475.11	0.00	100.0%
Total Contract Services	8,259.74	956.28	763.7%
Operations			
StartUp Salina Expenses	84.05	0.00	100.0%
Dues & Subscriptions	195.00	699.00	-72.1%
Advertising/Promotion	3,449.36	8,173.40	-57.8%
Books, Subscriptions, Refere...	3,289.09	3,182.70	3.3%
Printing and Copying	0.00	7.04	-100.0%
Supplies	631.50	70.84	791.5%
Telephone, Telecommunicati...	509.90	475.72	7.2%
Total Operations	8,158.90	12,608.70	-35.3%
Other Types of Expenses			
Depreciation	68.16	250.52	-72.8%
Insurance - Liability, D and O	343.50	351.50	-2.3%
Other Costs	0.00	13.56	-100.0%
Total Other Types of Expenses	411.66	615.58	-33.1%
Payroll Expenses			
Employee Health Ins	2,660.42	838.38	217.3%
Director Health & Life Ins	4,307.56	1,344.80	220.3%
Car Allowance	1,000.00	1,000.00	0.0%
Payroll Taxes	2,141.50	2,081.44	2.9%
Wages & Salaries	26,993.46	26,208.36	3.0%
Total Payroll Expenses	37,102.94	31,472.98	17.9%
Travel and Meetings			
Meals	171.63	0.00	100.0%
Travel	131.27	0.00	100.0%
Total Travel and Meetings	302.90	0.00	100.0%
Total Expense	55,085.91	45,693.54	20.6%
Net Ordinary Income	-33,769.00	27,173.73	-224.3%
Net Income	-33,769.00	27,173.73	-224.3%

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Budget Comparison
February 2022

	Actual	Actual	Actual	Actual	Budget YTD
	Feb 2022	Feb 2021	Jan - Feb 22	Jan - Feb 21	Jan - Feb 22
Ordinary Income/Expense					
Income					
Start up Salina Income		-		-	-
Marketing Events Sponsorships	-	-	-	-	-
Member Contributions		72,750.00	21,250.00	72,750.00	90,000.00
Investments-Interest	30.14	57.71	66.91	117.27	250.00
Pass Through Income	-	-		-	
Miscellaneous Revenue	-	-	-	-	
Grants	-	-	-	-	
Total Income	30.14	72,807.71	21,316.91	72,867.27	90,250.00
Gross Profit	30.14	72,807.71	21,316.91	72,867.27	90,250.00
Expense					
Business Expenses					
Pass Through Payments		-		-	
Memberships	-	-	300.00	-	416.67
Marketing Events	-	-	549.77	-	1,666.67
Miscellaneous Expense	-	20.00	-	40.00	83.33
Business Registration Fees	-	-	-	-	6.67
Total Business Expenses	-	20.00	849.77	40.00	2,173.34
Contract Services					
Accounting Fees	216.60	956.28	784.63	956.28	2,000.00
Outside Contract Services	-	-	7,475.11	-	425.00
Contract Services - Other	-	-	-	-	-
Total Contract Services	216.60	956.28	8,259.74	956.28	2,425.00
Facilities & Equipment					
Computer Replacement					250.00
Office Equipment					141.67
Total Facilities & Equipment	-	-	-	-	391.67
Operations					
StartUp Salina Expenses	-	-	84.05	-	666.67
Donations (Outgoing Board Recognition)	-	-	-	-	25.00
Dues & Subscriptions	-	550.00	195.00	699.00	500.00
Training Fees	-	-	-	-	166.67
Advertising/Promotion	1,869.36	6,808.40	3,449.36	8,173.40	4,333.33
Repairs & Maintenance	-	-	-	-	83.33
Books, Subscriptions, Reference	10.91	3,182.70	3,289.09	3,182.70	666.67
Postage, Mailing Service	-	-	-	-	35.00
Printing and Copying	-	7.04	-	7.04	200.00
Supplies	132.28	19.99	631.50	70.84	500.00
Telephone, Telecommunications	180.16	160.07	509.90	475.72	583.33
Total Operations	2,192.71	10,728.20	8,158.90	12,608.70	7,760.00
Other Types of Expenses					
Taxes & Licenses	-	-	-	-	-
Depreciation	34.08	125.26	68.16	250.52	166.67
Other Costs	-	8.52	-	13.56	41.67
Insurance - Liability, D and O	-	-	343.50	351.50	1,000.00
Total Other Types of Expenses	34.08	133.78	411.66	615.58	1,208.34
Payroll Expenses					
Retirement Contribution	-	-	-	-	2,000.00

Salina Community Economic Development Organization, Inc.
Statement of Activities w/Prev Year Budget Comparison
February 2022

	Actual	Actual	Actual	Actual	Budget YTD
	Feb 2022	Feb 2021	Jan - Feb 22	Jan - Feb 21	Jan - Feb 22
Director Relocation Expense	-	-	-	-	-
Employee Health Ins	520.21	419.19	2,660.42	838.38	1,166.67
Director Health & Life Ins	843.65	672.40	4,307.56	1,344.80	2,000.00
Car Allowance	500.00	500.00	1,000.00	1,000.00	1,000.00
Payroll Taxes	1,080.76	1,040.72	2,141.50	2,081.44	2,458.33
Wages & Salaries	13,627.58	13,104.18	26,993.46	26,208.36	30,000.00
Total Payroll Expenses	16,572.20	15,736.49	37,102.94	31,472.98	38,625.00
Travel and Meetings					
Meals	37.14	-	171.63	-	833.33
Conference, Convention, Meeting	-	-	-	-	416.67
Travel	-	-	131.27	-	1,916.67
Travel and Meetings - Other	-	-	-	-	166.67
Total Travel and Meetings	37.14	-	302.90	-	3,333.34
Total Expense	19,052.73	27,574.75	55,085.91	45,693.54	55,916.69
Net Ordinary Income	(19,022.59)	45,232.96	(33,769.00)	27,173.73	34,333.31
Net Income	(19,022.59)	45,232.96	(33,769.00)	27,173.73	34,333.31

Salina Community Economic Development Organization, Inc.
Transaction List by Date
February 2022

Type	Date	Num	Name	Memo	Account	Clr	Split	Amount
Bill	02/01/2022		Tim Unruh	Charlie Walker Entrepreneurial Challenge Press Release	Accounts Payable		Advertising/Promotion	-284.96
Bill Pmt -Check	02/01/2022	2659	Tim Unruh	Charlie Walker Entrepreneurial Challenge Press Release	First Bank Kansas	√	Accounts Payable	-284.96
Credit Card Charge	02/02/2022		Zoom.US	Monthly Zoom Subscription - Executive Director	VISA - First Bank Kansas		Telephone, Telecommunications	-16.52
Deposit	02/03/2022			Deposit	First Bank Kansas	√	First Bank Kansas-Sweep Acct	5,000.00
Credit Card Charge	02/03/2022		Mokas	Meeting Meal - LOPE Breakfast Meeting - Mitch Robinson	VISA - First Bank Kansas		Meals	-8.59
Check	02/04/2022	2084	Robinson, Mitch	Payroll ending 2/2/2022	First Bank Kansas	√	-SPLIT-	-3,893.95
Check	02/04/2022	2085	Robin M Vanatta	Payroll ending 2/2/2022	First Bank Kansas	√	-SPLIT-	-1,148.28
Credit Card Charge	02/04/2022		Zoom.US	Monthly Zoom Subscription - Admin Assistant	VISA - First Bank Kansas		Telephone, Telecommunications	-16.52
Credit Card Charge	02/04/2022		Adobe	Monthly Document Management Subscription -	VISA - First Bank Kansas		Books, Subscriptions, Reference	-10.91
Credit Card Charge	02/05/2022		Carol Lee Donuts	Meeting Meal - Donuts for Legislative Tour	VISA - First Bank Kansas		Meals	-28.55
Credit Card Charge	02/07/2022		CANVA.com	Yearly Subscription - Online Design Program	VISA - First Bank Kansas		Advertising/Promotion	-119.40
Check	02/09/2022		Internal Revenue Service	941 Employers Fed Tax Q1/2022	First Bank Kansas	√	-SPLIT-	-2,214.94
Deposit	02/09/2022			Deposit	First Bank Kansas	√	First Bank Kansas-Sweep Acct	4,000.00
Check	02/10/2022		Kansas Department of Revenue	Conf # 2018-6FKH-NBX7	First Bank Kansas	√	State W/H Taxes	-347.00
Bill	02/10/2022		Expansion Solutions	Target Industry Directory Listing	Accounts Payable		Advertising/Promotion	-515.00
Deposit	02/10/2022			Deposit	First Bank Kansas	√	First Bank Kansas-Sweep Acct	1,000.00
Credit Card Charge	02/12/2022		Intuit	Check Reorder	VISA - First Bank Kansas		Supplies	-132.28
Bill Pmt -Check	02/12/2022	2669	Visa - First Bank Kansas	VISA Charges - February 2022	First Bank Kansas		Accounts Payable	-332.77
Bill	02/17/2022		Robinson, Mitch	Cell Phone Reimbursement - Mitch Robinson - February 2022	Accounts Payable		Telephone, Telecommunications	-40.00
Bill	02/17/2022		Robin Vanatta	Cell Phone Reimbursement - Robin VanAtta - February 2022	Accounts Payable		Telephone, Telecommunications	-40.00
Bill Pmt -Check	02/17/2022	2666	Robinson, Mitch	Cell Phone Reimbursement - Mitch Robinson - February 2022	First Bank Kansas	√	Accounts Payable	-40.00
Bill Pmt -Check	02/17/2022	2667	Robin Vanatta	Cell Phone Reimbursement - Robin VanAtta - February 2022	First Bank Kansas	√	Accounts Payable	-40.00
Bill	02/17/2022		Cox Business	Telephone Service - February 2022	Accounts Payable		Telephone, Telecommunications	-67.12
Bill Pmt -Check	02/17/2022	2668	Cox Business	Telephone Service - February 2022	First Bank Kansas		Accounts Payable	-67.12
Deposit	02/17/2022			Deposit	First Bank Kansas	√	First Bank Kansas-Sweep Acct	5,000.00
Check	02/18/2022	2086	Robinson, Mitch	Payroll ending 2/16/2022	First Bank Kansas	√	-SPLIT-	-3,893.96
Check	02/18/2022	2087	Robin M Vanatta	Payroll ending 2/16/2022	First Bank Kansas	√	-SPLIT-	-1,148.27
Deposit	02/22/2022			Deposit	First Bank Kansas	√	First Bank Kansas-Sweep Acct	4,000.00
Deposit	02/22/2022			Deposit	First Bank Kansas	√	First Bank Kansas-Sweep Acct	6,000.00
Check	02/23/2022		Internal Revenue Service		First Bank Kansas	√	-SPLIT-	-2,214.94
Deposit	02/24/2022			Deposit	First Bank Kansas	√	First Bank Kansas-Sweep Acct	1,000.00
Check	02/25/2022		Kansas Department of Revenue	Conf # 2033-7TK8-KJP3	First Bank Kansas	√	State W/H Taxes	-347.00
General Journal	02/28/2022	AJE 771		Monthly Depreciation	Accumulated Depreciation - F&E		Depreciation	-34.08
General Journal	02/28/2022	AJE 772		Monthly Insurance Premium	Employee Health Ins		-SPLIT-	520.21
Deposit	02/28/2022			Interest	First Bank Kansas-Sweep Acct	√	Interest-Savings, Short-term CD	30.14
Bill	02/28/2022		SS&C Solutions Inc	Payroll and Tax Prep - February 2022	Accounts Payable		Accounting Fees	-216.60
Bill	02/28/2022		Mr. Freeland Design	Funding Cycle Report Design -	Accounts Payable		Advertising/Promotion	-950.00
Bill Pmt -Check	02/28/2022	2670	SS&C Solutions Inc	Payroll and Tax Prep - February 2022	First Bank Kansas		Accounts Payable	-216.60

MARCH 2022 REPORT

MARKETING

Still working with Kansas Department of Transportation Aviation Department on trade show for AUVSI, the largest trade show targeted at UAV's (drone). This year the show will be back on again after being canceled due to COVID 19 this past year. The show will be in Orlando. Our commitment will be \$5000 toward the booth cost. The second program is targeted at Team Kansas which is the marketing effort of communities and organization supporting the Department of Commerce. This year we will be supporting the effort with a \$2500 commitment.

The SCEDO 3 Year Report is complete and we are waiting on getting hard copies from the printer this week. We will be sharing those with local officials and key individuals in Topeka. The electronic version will be sent to a much larger collection of individuals.

STRATEGIC PLANNING

No activity at this time.

WORKFORCE TALENT / HOUSING

On the housing front the City of Salina submitted three BASE applications to the Kansas Department of Commerce all related to housing projects in the City of Salina. The top project is the Drever Project targeted at property around the Ambassador Hotel and around the Menards Store for a total of 1800 units total from the two sites. The second project is the development of the Holmes Road area with a new street, curb cuts and installed water and wastewater service to this area. Based on estimates there would be 1200 acres available for immediate development for new housing. The third project submitted is a supporting letter on behalf of Aero Planes Subdivision which is in development off Centennial Road. This is to help with their development, but no city funds are involved. The city staff did not support the Indiana based developers request due to a high dollar request compared to a lower number of units. They will still consider Salina in the future. The Magnolia Road project will use the Kansas Department of Transportation street funds project that could fund this expansion and upgrade of Magnolia with three lanes, curb cuts and other improvements.

The SCEDO submitted on behalf of the City of Salina and Great Plains for the rail relocation of two tracks located north of the Great Plains plant and south of the City of Salina 67 acres of industrial property. Future development on this site would be enhanced with the relocation of the track. Work continues with Union Pacific and our engineering firm who is coordinating activities.

Attended a meeting with community representatives involved in childcare here in Salina. Reviewed job description for the position to develop support for childcare workers in the area as well as assisting individuals seeking to start their own childcare center. The group met with an individual who is considering taking this position on a part time basis. Would be an ideal person to take this key position. Should have an answer within 3 weeks if this person will take the position.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

The Charlie Walker Entrepreneurial Challenge Week took place last week with events on Monday through Friday expect for our event that was snowed out but rescheduled for Wednesday, March 16th. We a total of 11 applicants plus the high school winner who competed for \$16,000 in prize money

All the events went well with fair to good attendance. The Challenge had very good attendance on Friday night. The first two winners had projects related to early childhood development with focus on development on using music and all educational methods. The third-place winner was a group promoting sport shirts suitable for golf and tennis wear.

As a member of the Board of Directors of the Temple, we have been working on developing a plan to raise \$2 million for construction of a new elevator for the facility, new HVAC for the 6th floor and for the addition of new ADA certified bathrooms for the building. Look to kick off the campaign in the 2nd quarter of 2022.

PROSPECT MANAGEMENT

Talked with the owner of local furniture store concerning possible development of warehouse for their business. They were interested in sales tax abatement via the State of Kansas. Also met with owners of a local company considering expanding their company. Along with a Dept of Commerce representative we meet with the CEO and CFO concerning the programs available to the company for their project. The company will be making decisions in the next few weeks. Also working with the Dept of Commerce on a new project concerning a 50,000 square foot building.

Continue to have discussions with other projects considering Salina as the possible location for warehousing and production facilities.

SITES / BUILDINGS / TOOLS:

Continue to monitor sites and available buildings within the community.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported February 2022)

175 users	172 New Users	201 Sessions	1.15 Pgs/Session	1:38 Avg Session
409 Pageviews				

Website – 2/10/2022 – 3/14/2022

215 users	210 New Users	247 Sessions	1.15 Pgs/Session	1:0 Avg Session
390 Pageviews				

Facebook – (reported February 2021)

710 Page Views	296 Post Reach	50 Post Engagements	713 Page Likes
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Facebook – 2/10/2022 – 3/14/2022

710 Page Reach	1875 Post Reach	287 Post Engagements	722 Page Likes
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Start Up Salina Facebook Group

11/16/2021 – 305 members (+6)
 12/12/2021 – 309 member (+4)
 1/17/2021 – 312 members (+3)
 2/11/2022 – 313 members (+1)
 3/14/2022 – 317 members (+4)



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
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
21-10	Project Storage	Direct Contact	Active	7/29/2021	8/23/2021	Visited August 23rd	Energy 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	Conference Call Update 12/14	Apartment	Approximately 200-220 units	3-Feb	?	est \$25M	Housing	10 acres	200-220 units
21-15	Project MVP	SAA Direct Contact	Defunct	10/12/2021	Contract Being Drafted	New property for future warehousing	Build 100,000 sf warehouses x 8	limited	?	approx \$30-40 M	Warehousing	80 acres @ SAA	800,000 total sq
21-16	Project Bison	KDOC	Active	11/16/2021	Decision date note specified. Project would be a 5-year build out	New manufacturing facility	Building turf maintenance equipment for US sales; powder painting involved	555 employees, with possible growth up to 740 employees by 2030	Expected wages 15% about prevailing rate in the area for similar jobs. Benefit package also includes health care.	\$100 Million	Manufacturing	60-150 acres submit Sager-Miller	200,000 SF with a later expansion to 500,000 SF
21-17	Project REPCO	Jeff Maes	Active	11/23/2021	City Commission	Expansion of existing manufacturing, warehousing, and laboratory facilities	manufacturing and warehousing in the milling industry, nutritional industry, and the bakery industry.	5	4 @ \$48,600 1 @ \$63,300	\$6-\$7 Million	Mftg and Warehouse	On current parcel	36,000 sq ft warehouse/ mfgt facility + 6K-10K sq ft office and lab complex
21-18	Project JR	KC Realtor	Active	11/19/2021	Waiting for site visit	Warehouse for existing company from outside the region.	Warehouse seeking rural location on Interstate	20 Warehousing Position + Sales	?	\$20 Million	Warehousing and Regional Office 60,000 SF Rural Location	20-40 acres on Interstate interchange	60,000 SF
22-01	Project Big Rig	Direct Call	Active	1/19/2022	Reviewing Sites	Seeking site for Travel Plaza	High quality C Store with lots of services	150-200	?	\$35-\$50 M	C Store w/hotel	20 acres on Interstate	Undisclosed
22-02	Project Plan	KDOC	Active	1/31/2022	Submitted 2/9/22	Asphalt Plant	Asphalt Production Plant	30-40	?	\$30 M	?	10-20 w/rail	Undisclosed
22-03	Project Dig	Chamber	New	2/21/2022	Visited 3/1/2022	Expand Assembly Plant	Add approximately 50,000SF	10-May	?	?	More Assembly Space	On Existing Land	Approximately 50,000 SF