

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
MAY 19, 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) April 21st, 2022 Minutes

- 3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**
 - (3.1) April Financial Reports
 - (3.2) 2021 Audit Report

- 4. MONTHLY SPOTLIGHT – LAUREN DRISCOLL, CITY OF SALINA**
DIRECTOR OF COMMUNITY AND DEVELOPMENT SERVICES

- 5. DIRECTOR’S REPORT**
 - (5.1) Industrial Revenue Bonds and TIF Review and Update
 - (5.2) Childcare Activities
 - (5.3) Update on Great Plains Railroad Relocation Project
 - (5.4) 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.**

April 21, 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.

(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
Pete Brungardt
Paula Fried
Brian Richardson
Lloyd Davidson
Rob Exline

Zoom (Z):

Daran Neuschafer

Also present:

Mitch Robinson, Salina Community Economic Dev. Organization, Executive Director
Robin VanAtta, Salina Community Economic Dev. Organization Administrative Assistant
Cody Heiman, Vice President/Loan Officer, First Bank Kansas
Tim Rogers, Executive Director, Salina Airport Authority (Z)
Bill Longbine, City Commissioner, City of Salina (Z)

Absent:

Max Wellbrock-Talley
Frank Hampton

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Davidson, seconded by Brundgardt to approve the March 17, 2022 minutes
Aye: (7). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) March Financial Reports

Moved by Maes, seconded by Richardson to approve the March 2022 financial reports.
Aye: (7). Nay: (0). Motion carried.

MONTHLY SPOTLIGHT – LAUREN DRISCOLL – CITY OF SALINA

No update per schedule change

DIRECTOR’S REPORT

(5.1) BASE Application for Great Palins / Engineering Report on UP
The EDO was successful in receiving a grant through the BASE program.

(5.2) Possible Bond for Geoprobe Expansion
Looking at expanding at their Wall Street site.

(5.3) Recent Visit for Project JR
Third largest seed company in US is looking to expand their operations. Looking at warehouse distribution and 100 acres for test plots.

(5.4) Prospect Update
Project Cover – this project is out of Louisiana and manufactures agriculture grain covers.

Tim Rogers, SAA Airport Authority Executive Director, gave the board an update on several of the aviation projects he is working on at the airport.

ADJOURNMENT

Paula Fried, Board President, adjourned the meeting at 10:15 AM

Paula Fried, Board President

ATTEST:

Jim Maes, Secretary

Salina Community Economic Development Organization, Inc.

Profit & Loss

April 2022

05/11/22

Accrual Basis

	<u>Apr 22</u>
Ordinary Income/Expense	
Income	
Investments	
Interest-Savings, Short-term CD	47.30
Total Investments	47.30
Member Contributions	90,000.00
Total Income	90,047.30
Gross Profit	90,047.30
Expense	
Business Expenses	
Marketing Events	2,870.00
Total Business Expenses	2,870.00
Contract Services	
Accounting Fees	394.65
Total Contract Services	394.65
Operations	
Books, Subscriptions, Refere...	18.90
Telephone, Telecommunicati...	330.17
Total Operations	349.07
Other Types of Expenses	
Depreciation	34.08
Insurance - Liability, D and O	4,925.00
Total Other Types of Expenses	4,959.08
Payroll Expenses	
Employee Health Ins	2,266.18
Director Health & Life Ins	3,652.79
Car Allowance	250.00
Payroll Taxes	1,061.63
Wages & Salaries	13,627.58
Total Payroll Expenses	20,858.18

1:49 PM

05/11/22

Accrual Basis

Salina Community Economic Development Organization, Inc.

Profit & Loss

April 2022

	<u>Apr 22</u>
Travel and Meetings	
Travel and Meetings - Other	19.00
Meals	308.16
Travel	<u>135.00</u>
Total Travel and Meetings	<u>462.16</u>
Total Expense	<u>29,893.14</u>
Net Ordinary Income	<u>60,154.16</u>
Net Income	<u><u>60,154.16</u></u>

Salina Community Economic Development Organization, Inc.

Statement of Activities w/Prev Year Comparison

05/12/22

Accrual Basis

April 2022

	Apr 22	Apr 21	% Change
Ordinary Income/Expense			
Income			
Investments			
Interest-Savings, Short-term CD	47.30	58.81	-19.6%
Total Investments	47.30	58.81	-19.6%
Member Contributions	90,000.00	72,750.00	23.7%
Total Income	90,047.30	72,808.81	23.7%
Gross Profit	90,047.30	72,808.81	23.7%
Expense			
Business Expenses			
Marketing Events	2,870.00	0.00	100.0%
Miscellaneous Expense	0.00	20.00	-100.0%
Total Business Expenses	2,870.00	20.00	14,250.0%
Contract Services			
Accounting Fees	394.65	547.24	-27.9%
Total Contract Services	394.65	547.24	-27.9%
Operations			
StartUp Salina Expenses	0.00	3.18	-100.0%
Donations	0.00	50.00	-100.0%
Dues & Subscriptions	0.00	258.00	-100.0%
Advertising/Promotion	0.00	665.00	-100.0%
Books, Subscriptions, Refere...	18.90	0.00	100.0%
Printing and Copying	0.00	9.46	-100.0%
Supplies	0.00	652.90	-100.0%
Telephone, Telecommunicati...	330.17	373.26	-11.5%
Total Operations	349.07	2,011.80	-82.7%
Other Types of Expenses			
Depreciation	34.08	125.26	-72.8%
Insurance - Liability, D and O	4,925.00	4,734.00	4.0%
Other Costs	0.00	9.26	-100.0%
Total Other Types of Expenses	4,959.08	4,868.52	1.9%
Payroll Expenses			
Employee Health Ins	2,266.18	419.19	440.6%
Director Health & Life Ins	3,652.79	1,354.34	169.7%
Car Allowance	250.00	500.00	-50.0%
Payroll Taxes	1,061.63	1,541.94	-31.2%
Wages & Salaries	13,627.58	19,656.27	-30.7%
Total Payroll Expenses	20,858.18	23,471.74	-11.1%
Travel and Meetings			
Travel and Meetings - Other	19.00	0.00	100.0%
Meals	308.16	110.69	178.4%
Travel	135.00	0.00	100.0%
Total Travel and Meetings	462.16	110.69	317.5%
Total Expense	29,893.14	31,029.99	-3.7%
Net Ordinary Income	60,154.16	41,778.82	44.0%
Net Income	60,154.16	41,778.82	44.0%

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	April 2022	April 2021	Jan - April 22	Jan - April 21	Jan - April 22	Approved
Ordinary Income/Expense						
Income						
Start up Salina Income	-	-	16,000.00	-	-	4000.00
Marketing Events Sponsorships	-	-	-	-	-	0.00
Member Contributions	90,000.00	72,750.00	180,000.00	145,500.00	180,000.00	360000.00
Investments-Interest	47.30	58.81	150.24	235.16	500.00	1500.00
Pass Through Income	-	-	-	-	-	0.00
Miscellaneous Revenue	-	-	-	-	-	0.00
Grants	-	-	-	-	-	0.00
Total Income	90,047.30	72,808.81	196,150.24	145,735.16	180,500.00	365,500.00
Gross Profit	90,047.30	72,808.81	196,150.24	145,735.16	180,500.00	365,500.00
Expense						
Business Expenses						
Pass Through Payments	-	-	-	-	-	-
Memberships	-	-	300.00	-	833.33	2500.00
Marketing Events	2,870.00	-	6,439.77	-	3,333.33	10000.00
Miscellaneous Expense	-	20.00	15.30	80.00	166.67	500.00
Business Registration Fees	-	-	-	-	13.33	40.00
Total Business Expenses	2,870.00	20.00	6,755.07	80.00	4,346.66	13,040.00
Contract Services						
Accounting Fees	394.65	547.24	1,395.88	1,708.52	4,000.00	2550.00
Outside Contract Services	-	-	9,000.00	-	850.00	12000.00
Contract Services - Other	-	-	-	-	-	0.00
Total Contract Services	394.65	547.24	10,395.88	1,708.52	4,850.00	14,550.00
Facilities & Equipment						
Computer Replacement	-	-	-	-	500.00	1500.00
Office Equipment	-	-	-	-	283.33	850.00
Total Facilities & Equipment	-	-	-	-	783.33	2,350.00
Operations						
StartUp Salina Expenses	-	3.18	16,692.57	3.18	1,333.33	4000.00
Donations (Outgoing Board Recogni	-	50.00	100.00	50.00	50.00	150.00
Dues & Subscriptions	-	258.00	195.00	957.00	1,000.00	3000.00
Training Fees	-	-	-	-	333.33	1000.00
Advertising/Promotion	-	665.00	9,399.36	8,903.40	8,666.67	26000.00
Repairs & Maintenance	-	-	-	-	166.67	500.00
Books, Subscriptions, Reference	18.90	-	3,318.90	3,182.70	1,333.33	4000.00
Postage, Mailing Service	-	-	-	-	70.00	210.00

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	April 2022	April 2021	Jan - April 22	Jan - April 21	Jan - April 22	Approved
Printing and Copying	-	9.46	273.13	16.50	400.00	1200.00
Supplies	-	652.90	812.58	822.80	1,000.00	3000.00
Telephone, Telecommunications	330.17	373.26	1,020.48	1,007.54	1,166.67	3500.00
Total Operations	349.07	2,011.80	31,812.02	14,943.12	15,520.00	46,560.00
Other Types of Expenses						
Taxes & Licenses	-	-	-	-	-	
Depreciation	34.08	125.26	136.32	501.04	333.33	1000.00
Other Costs	-	9.26	-	30.12	2,000.00	6000.00
Insurance - Liability, D and O	4,925.00	4,734.00	5,268.50	5,085.50	83.33	250.00
Total Other Types of Expenses	4,959.08	4,868.52	5,404.82	5,616.66	2,416.66	7,250.00
Payroll Expenses						
Retirement Contribution	-	-	2,773.70	2,763.17	4,000.00	12000.00
Director Relocation Expense	-	-	-	-	-	
Employee Health Ins	2,266.18	419.19	5,446.81	1,676.76	2,333.33	7000.00
Director Health & Life Ins	3,652.79	1,354.34	8,804.00	3,371.54	4,000.00	12000.00
Car Allowance	250.00	500.00	2,000.00	2,000.00	2,000.00	6000.00
Payroll Taxes	1,061.63	1,541.94	5,015.52	4,664.11	4,916.67	14750.00
Wages & Salaries	13,627.58	19,656.27	61,062.41	58,968.82	60,000.00	180000.00
Total Payroll Expenses	20,858.18	23,471.74	85,102.44	73,444.40	77,250.00	231,750.00
Travel and Meetings						
Meals	308.16	110.69	733.59	124.99	1,666.67	5000.00
Conference, Convention, Meet	-	-	25.63	-	833.33	2500.00
Travel	135.00	-	266.67	-	3,833.33	11500.00
Travel and Meetings - Other	19.00	-	19.00	-	333.33	1000.00
Total Travel and Meetings	462.16	110.69	1,044.89	124.99	6,666.66	20,000.00
Total Expense	29,893.14	31,029.99	140,515.12	95,917.69	111,833.31	333,150.00
Net Ordinary Income	60,154.16	41,778.82	55,635.12	49,817.47	68,666.69	32,350.00
	60,154.16	41,778.82	55,635.12	49,817.47	68,666.69	32,350.00

Salina Community Economic Development Organization, Inc. Transaction List by Vendor

April 2022

	Type	Date	Num	Memo	Split	Amount
Blue Cross & Blue Shield of Kansas						
	Bill	04/20/2022		Health Insurance Premium - May 2022 through July 31, 2022	-SPLIT-	-4,555.11
	Bill Pmt -Check	04/20/2022	2696	Health Insurance Premium - May 2022 through July 31, 2022	Accounts Payable	-4,555.11
Cox Business						
	Bill	04/27/2022		Telephone Service - April 2022	Telephone, Telecommunications	-67.13
	Bill Pmt -Check	04/27/2022	2698	Telephone Service - April 2022	Accounts Payable	-67.13
Internal Revenue Service						
	Check	04/06/2022		941 Employers Tax Q2/2022	-SPLIT-	-2,214.94
	Check	04/20/2022			-SPLIT-	-2,214.92
	Check	04/29/2022		Q1 2022 Unemployment Tax	-SPLIT-	-84.01
Kansas Department of Revenue						
	Check	04/11/2022		Conf # 2074-5544-NM6R	State W/H Taxes	-347.00
	Check	04/11/2022		Conf # 2084-785A-3HJ5	State W/H Taxes	-33.00
	Check	04/25/2022		Conf # 2090-556F-8728	State W/H Taxes	-347.00
	Check	04/25/2022		Conf# 2103-23R4-5AH6	State W/H Taxes	-347.00
	Check	04/29/2022		Q1 2022 State Unemployment Tax	State Unemployment Taxes	-407.51
Kansas Department of Transportation						
	Bill	04/20/2022		Exhibitor Co-Fee - Xponential 2022 with KDOT-Aviation	Marketing Events	-3,000.00
	Bill Pmt -Check	04/20/2022	2695	Exhibitor Co-Fee - Xponential 2022 with KDOT-Aviation	Accounts Payable	-3,000.00
Philadelphia Insurance Companies						
	Bill	04/20/2022		Insurance Renewal- D&O	Insurance - Liability, D and O	-4,925.00
	Bill Pmt -Check	04/20/2022	2694	Insurance Renewal- D&O	Accounts Payable	-4,925.00
Pronto Print						
	Bill Pmt -Check	04/08/2022	2689	Printing-100 Funding Cycle Report	Accounts Payable	-273.13
Quill						
	Bill Pmt -Check	04/08/2022	2690	Office Supplies - Cyan Ink, White 9x12 Envelopes, Notebooks, Sheet Protectors	Accounts Payable	-181.08
Robin Vanatta						
	Bill	04/20/2022		Cell Phone Reimbursement	Telephone, Telecommunications	-40.00
	Bill Pmt -Check	04/20/2022	2697	Cell Phone Reimbursement	Accounts Payable	-40.00

Salina Community Economic Development Organization, Inc. Transaction List by Vendor

April 2022

	Type	Date	Num	Memo	Split	Amount
Robinson, Mitch						
	Check	04/15/2022	2094	Payroll ending 4/13/2022	-SPLIT-	-3,893.95
	Bill	04/20/2022		Cell Phone Reimbursement	Telephone, Telecommunications	-40.00
	Bill Pmt -Check	04/20/2022	2693	Cell Phone Reimbursement	Accounts Payable	-40.00
	Check	04/29/2022	2096	Payroll ending 4/ 27/2022	-SPLIT-	-3,737.08
Salina Area Chamber of Commerce						
	Bill	04/13/2022		Internet - 2nd QTR 2022	Telephone, Telecommunications	-150.00
TranSystems						
	Bill Pmt -Check	04/08/2022	2688	Contract Services - Salina-Great Plains UP Coordination	Accounts Payable	-1,524.89
Visa - First Bank Kansas						
	Bill	04/13/2022		VISA Charges - March 2022	VISA - First Bank Kansas	-887.37

Salina Community Economic Development Organization, Inc.

Deposit Detail

April 2022

Type	Num	Date	Name	Account	Amount
Deposit		04/01/2022		First Bank Kansas	5,000.00
				First Bank Kansas-Sweep Acct	-5,000.00
TOTAL					-5,000.00
Deposit		04/06/2022		First Bank Kansas	130.00
				Marketing Events	-130.00
TOTAL					-130.00
Deposit		04/06/2022		First Bank Kansas	2,000.00
				First Bank Kansas-Sweep Acct	-2,000.00
TOTAL					-2,000.00
Deposit		04/13/2022		First Bank Kansas	68,750.00
			City of Salina	Member Contributions	-68,750.00
TOTAL					-68,750.00
Deposit		04/13/2022		First Bank Kansas-Sweep Acct	67,000.00
				First Bank Kansas	-67,000.00
TOTAL					-67,000.00
Deposit		04/14/2022		First Bank Kansas	6,000.00
				First Bank Kansas-Sweep Acct	-6,000.00
TOTAL					-6,000.00
Deposit		04/20/2022		First Bank Kansas	2,000.00
				First Bank Kansas-Sweep Acct	-2,000.00
TOTAL					-2,000.00
Deposit		04/21/2022		First Bank Kansas	21,250.00
			Salina Airport Authority_V	Member Contributions	-12,500.00
			Saline County, Kansas	Member Contributions	-8,750.00
TOTAL					-21,250.00
Deposit		04/21/2022		First Bank Kansas-Sweep Acct	20,000.00
				First Bank Kansas	-20,000.00

Salina Community Economic Development Organization, Inc.

Deposit Detail

April 2022

	<u>Type</u>	<u>Num</u>	<u>Date</u>	<u>Name</u>	<u>Account</u>	<u>Amount</u>
TOTAL						-20,000.00
	Deposit		04/26/2022		First Bank Kansas	1,000.00
					First Bank Kansas-Sweep Acct	-1,000.00
TOTAL						-1,000.00
	Deposit		04/28/2022		First Bank Kansas	9,000.00
					First Bank Kansas-Sweep Acct	-9,000.00
TOTAL						-9,000.00
	Deposit		04/30/2022		First Bank Kansas-Sweep Acct	47.30
					Interest-Savings, Short-term CD	-47.30
TOTAL						-47.30

May 2022 REPORT

MARKETING

Attended the first Board of Directors meeting of Team Kansas. Lt Governor Toland was in attendance along with new Team Kansas Executive Director Jose Romano. We reviewed the by-laws of the organization, the proposed budget and proposed marketing plan for the upcoming year. Many of the current plans for 2022 will be revised. A major fundraising campaign will take place attempting to raise funds from the private sector who have been assisted by the State of Kansas on previous projects.

Will be attending the quarterly meeting of the Kansas Economic Development Alliance in Topeka. The upcoming Fall 2022 Annual Meeting will take place in Salina on September 27-28. About 125 to 150 individuals will attend the meeting. As 1st Vice President will be meeting with Lt Governor Toland to discuss upcoming budget support for KEDA's currently shared staff member.

WORKFORCE TALENT / HOUSING

The City of Salina is waiting on the final signing of the state budget by Governor Kelly that will grant a total of \$25 million in assistance for housing to the city for assistance with the Drever Project which will help to develop over 1800 housing units. Senator J.R. Claeys has worked very hard to get this funding committed by the state to help fund this project. Meeting with area employers to consider final partners to work with Drever's on this project.

We have worked with several childcare projects including the possible purchase & donation of the Montessori School to the local YMCA. Efforts by several individuals and organizations might bring this to a successful ending for the building owner and the tenants.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

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. Working to finalize cost estimates now.

PROSPECT MANAGEMENT

Salina hosted Project JR's management group. Looked at 7 different sites with two being studied further. Will require 150 acres for test plots with a 60,000 SF building and five full time employees.

Project Minnesota looking at possible sites for a new project which will also take over 100 acres.

The BASE application submitted for Great Plains was not approved so I reached out to Senator Moran's office for possible federal programs to help with rail relocation. Have a program that is possible funding source. Union Pacific RR is interested in working with us on this project.

Developer interested in Salina for a new truck stop complex met with Development Review Team at City Hall to discuss possible location on west side of Salina along Interstate 135. The first site considered was in the floodway and would be impossible to build upon. Discussed several other possible sites that the developer was going to investigate.

SITES / BUILDINGS / TOOLS:

Continue to monitor sites and available buildings within the community.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported April 2022)

228 users 224 New Users 271 Sessions 1.72 Pgs/Session 1:44 Avg Session
465 Pageviews

Website –4/15/2022 – 5/13/2022

860 users 857 New Users 978 Sessions 1.62 Pgs/Session 0:31 Avg Session
1,583 Pageviews

Facebook – (reported April 2021)

710 Page Reach 446 Post Reach 75 Post Engagements 725 Page Likes

Facebook – 4/15/2022 – 5/13/2022

672 Page Reach 667 Post Reach 64 Post Engagements 728 Followers

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)
4/15/2022 – 322 members (+5)
5/13/2022 – 326 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.

Color Key: ACTIVE INACTIVE NEW OUT SUCCESS DELAYED DEFUNCT

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	ting Next Step - 4/1/2	Visited August 23rd	Energy Storage 3-4 years for approval	0	0	\$330M	Energy	20-40 acres under option	
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
21-18	Project JR	KC Realtor	Active	11/19/2021	Visit on 4/19/22	Warehouse for existing company from outside the region.	Warehouse seeking rural location on Interstate	5 Warehousing Positions + 15 Sales	?	\$20 Million	Warehousing and Regional Office 60,000 SF Rural Location	150 acres on Interstate interchange for warehouse and test plots	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	Active	2/21/2022	Visited 3/1/2022	Expand Assembly Plant	Add approximately 50,000SF	10	?	?	More Assembly Space	On Existing Land	Approximately 50,000 SF
22-04	Project Cover	KDOC	Active	3/14/2022	Visit on 3/31/2022	Plastic Material Mfg	Covers for Tarps/Green Houses	15	?	\$5 M	Mfg/Distribution	6-10 acres	50,000 SF
22-05	Project Ski	KDOC	Active	4/4/2022	Submitted 4/4/2022	Chemical Mfg Plant	Nitrogen Trifluoride Mfg	100	?	\$200 M	Mfg	30-50 acres requested	40,000 SF w/ Rail
22-06	Project Minnesota	MN Based Realtor	New	4/27/2022	Submitted 4/28/2022	Unknown	Unknown	?	?	?	?	100-150 acres w/rail	Unknown