

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
JULY 21, 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) June 16, 2022 Minutes

3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (3.1) June Financial Reports
- (3.2) 2021 Audit Report with Hillary Richards

4. DIRECTOR'S REPORT

- (5.1) Industrial Revenue Bonds and TIF Review
- (5.2) Housing Update
- (5.3) Update on Great Plains Railroad Relocation Project
- (5.4) Evergy Training Session on Thursday, July 28th, 11:30 am-2:00 pm
- (5.5) Prospect Updates – See Attached Chart
- (5.6) Panasonic EV Battery Plant in Kansas
- (5.7) Chamber Blue of Kansas Program

5. BOARD MEMBER DISCUSSION/QUESTIONS

6. 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.

7. ADJOURNMENT



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

June 16, 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:

Daran Neuschafer
Pete Brungardt
Paula Fried
Frank Hampton
Lloyd Davidson
Rob Exline
Max Wellbrock-Talley

Zoom (Z):

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
Melissa Bixby, Commercial and Mortgage Lender, Central National Bank
Mike Schrage, City Manager, City of Salina
Phillip Smith-Hanes, County Administrator, Saline County
James Weese, County Commission Chair, Saline County
Leadell Ediger, Childcare Workforce Development Director

Absent:

Jim Maes, Brian Richardson

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Neuschafer, seconded by Brungardt to approve the May 19, 2022 minutes
Aye: (7). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) May Financial Reports

Moved by Exline, seconded by Davidson to approve the May 2022 financial reports.
Aye: (7). Nay: (0). Motion carried.

(3.2) 2021 Audit Report -Hilary Richards, Wood & Durham

Richards highlighted her reasons why she is recommending that the EDO discontinue the audit process. In lieu of an audit she recommends that the EDO moves all the bookkeeping, payroll, tax prep, financial statements to a 3rd party CPA firm. This would mitigate the possibility of misuse of funds. The EDO members' agreement requires that the organization perform on outside financial audit. Davidson suggested that a review committee be formed to review requirements, look over proposals from Woods & Durham (all levels of accounting/auditing) and SS&C. This committee members will include Davidson, Fried, and Neuschafer. They will come up with a proposal to present to the board and all four members (City of Salina, Saline County, Salina Airport Authority, and the Salina Area Chamber of Commerce).

Rogers highlighted article 14.3 of the Members Agreement. This would need to be approved and amended by the members.

14. Records, Financial Controls and Fiscal Audit

14.3. Audit. The Corporation shall annually have prepared and submit to the Members, at a minimum, a cash and transaction audit by a certified public accountant.

MONTHLY SPOTLIGHT - LEADELL EDIGER

Saline County currently has a 410 slot gap for childcare.

2,400 childcare slots	>>>	2,810 slots needed
13 childcare centers	>>>	serving 810 children
120 family childcare homes	>>>	serving 1,200 children

DIRECTOR'S REPORT

(5.1) Housing Update

Drever Project Upcoming meeting
AeroPlane Upcoming public hearing

of Housing Units per Project:

Ryan Addition	150 units	AeroPlanes	300 (Phase 1 &2)
Manufactured Housing	300 units	Drever Project	500 units

Other developers not listed have approached the city with interest in housing development possibilities

(5.2) Industrial Revenue Bonds and TIF Review and Update

Robinson is still compiling a spreadsheet to compare other Kansas cities' policies. Board will look at the information and then create a recommendation to present to the City Commission.

(5.3) Update of Great Plains Railroad Relocation Project

Robinson is still in communication with UP railroad

(5.4) Prospect Update

Robinson reviewed the updated Prospect Table

ADJOURNMENT

Paula Fried, Board President, adjourned the meeting at 10:39 AM

Paula Fried, Board President

ATTEST:

Jim Maes, Secretary

Profit & Loss

June 2022

	<u>Jun 22</u>
Ordinary Income/Expense	
Income	
Investments	
Interest-Savings, Short-term CD	56.98
Total Investments	<u>56.98</u>
Total Income	<u>56.98</u>
Gross Profit	56.98
Expense	
Business Expenses	
Business Registration Fees	40.00
Total Business Expenses	40.00
Contract Services	
Accounting Fees	216.66
Total Contract Services	216.66
Facilities and Equipment	
Office Equipment	80.47
Computer Replacement	2,011.57
Total Facilities and Equipment	2,092.04
Operations	
Advertising/Promotion	350.00
Books, Subscriptions, Reference	178.90
Supplies	246.61
Telephone, Telecommunications	180.17
Total Operations	955.68
Other Types of Expenses	
Depreciation	34.08
Insurance - Liability, D and O	-34.65
Other Costs	0.00
Total Other Types of Expenses	-0.57
Payroll Expenses	
Retirement Contribution	2,773.70
Employee Health Ins	520.21
Director Health & Life Ins	2,207.53
Car Allowance	500.00
Payroll Taxes	1,080.76
Wages & Salaries	13,627.58
Total Payroll Expenses	20,709.78
Travel and Meetings	
Meals	219.66
Travel	194.36
Total Travel and Meetings	<u>414.02</u>
Total Expense	<u>24,427.61</u>
Net Ordinary Income	<u>-24,370.63</u>
Net Income	<u><u>-24,370.63</u></u>

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	June 2022	June 2021	Jan - June 22	Jan - June 21	Jan - June 22	Approved
Ordinary Income/Expense						
Income						
Start up Salina Income	-	-	16,000.00	-	-	4000.00
Marketing Events Sponsorships	-	-	-	-	-	0.00
Member Contributions	-	-	180,000.00	145,500.00	180,000.00	360000.00
Investments-Interest	56.98	52.17	259.04	351.21	750.00	1500.00
Pass Through Income	-	-	-	-	-	0.00
Miscellaneous Revenue	-	-	-	33.05	-	0.00
Grants	-	-	-	-	-	0.00
Total Income	56.98	52.17	196,259.04	145,884.26	180,750.00	365,500.00
Gross Profit	56.98	52.17	196,259.04	145,884.26	180,750.00	365,500.00
Expense						
Business Expenses						
Pass Through Payments		-		-		
Memberships	-	-	300.00	-	1,250.00	2500.00
Marketing Events	-	-	8,410.78	-	5,000.00	10000.00
Miscellaneous Expense	-	36.97	15.30	165.97	250.00	500.00
Business Registration Fees	40.00	40.00	40.00	40.00	20.00	40.00
Total Business Expenses	40.00	76.97	8,766.08	205.97	6,520.00	13,040.00
Contract Services						
Accounting Fees	216.66	212.33	1,829.14	1,920.85	6,000.00	2550.00
Outside Contract Services	-	-	9,000.00	-	1,275.00	12000.00
Contract Services - Other	-	-	-	-	-	0.00
Total Contract Services	216.66	212.33	10,829.14	1,920.85	7,275.00	14,550.00
Facilities & Equipment						
Computer Replacement	2,011.57	-	2,011.57		750.00	1500.00
Office Equipment	80.47	-	80.47		425.00	850.00
Total Facilities & Equipment	2,092.04	-	2,092.04		1,175.00	2,350.00
Operations						
StartUp Salina Expenses	-	-	16,692.57	3.18	2,000.00	4000.00
Donations (Outgoing Board Recogni	-	-	100.00	50.00	75.00	150.00
Dues & Subscriptions	-	166.88	690.00	1,123.88	1,500.00	3000.00
Training Fees	-	-	-	-	500.00	1000.00
Advertising/Promotion	350.00	84.84	9,749.36	9,053.24	13,000.00	26000.00
Repairs & Maintenance	-	-	-	128.97	250.00	500.00
Books, Subscriptions, Reference	178.90	-	3,516.70	3,182.70	2,000.00	4000.00
Postage, Mailing Service	-	-	-	-	105.00	210.00

June 2022

No assurance is provided on these financial statements

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	June 2022	June 2021	Jan - June 22	Jan - June 21	Jan - June 22	Approved
Printing and Copying	-	-	273.13	16.50	600.00	1200.00
Supplies	246.61	-	1,105.78	822.80	1,500.00	3000.00
Telephone, Telecommunications	180.17	224.67	1,380.82	1,879.28	1,750.00	3500.00
Total Operations	955.68	476.39	33,508.36	16,260.55	23,280.00	46,560.00
Other Types of Expenses						
Taxes & Licenses	-	-	-	-	-	
Depreciation	34.08	125.26	292.88	751.56	500.00	1000.00
Other Costs	-	6.52	-	45.20	125.00	6000.00
Insurance - Liability, D and O	(34.65)	-	5,233.85	5,085.50	3,000.00	250.00
Total Other Types of Expenses	(0.57)	131.78	5,526.73	5,882.26	3,625.00	7,250.00
Payroll Expenses						
Retirement Contribution	2,773.70	2,763.17	5,547.40	5,526.34	6,000.00	12000.00
Director Relocation Expense	-	-	-	-	-	
Employee Health Ins	520.21	419.19	6,487.23	2,515.14	3,500.00	7000.00
Director Health & Life Ins	2,207.53	672.40	11,855.18	4,716.34	6,000.00	12000.00
Car Allowance	500.00	500.00	3,000.00	3,000.00	3,000.00	6000.00
Payroll Taxes	1,080.75	937.47	7,177.04	6,642.31	7,375.00	14750.00
Wages & Salaries	13,627.58	13,207.43	88,317.57	85,280.43	90,000.00	180000.00
Total Payroll Expenses	20,709.77	18,499.66	122,384.42	107,680.56	115,875.00	231,750.00
Travel and Meetings						
Meals	219.66	-	1,124.76	158.21	2,500.00	5000.00
Conference, Convention, Meet	-	-	75.63	-	1,250.00	2500.00
Travel	194.36	106.40	604.82	106.40	5,750.00	11500.00
Travel and Meetings - Other	-	-	19.00	-	500.00	1000.00
Total Travel and Meetings	414.02	106.40	1,824.21	264.61	10,000.00	20,000.00
Total Expense	24,427.60	19,503.53	184,930.98	132,214.80	167,750.00	333,150.00
Net Ordinary Income	(24,370.62)	(19,451.36)	11,328.06	13,669.46	13,000.00	32,350.00
	(24,370.62)	(19,451.36)	11,328.06	13,669.46	13,000.00	32,350.00

Salina Community Economic Development Organization, Inc.
Check Detail
June 2022

<u>Type</u>	<u>Num</u>	<u>Date</u>	<u>Name</u>	<u>Account</u>	<u>Paid Amount</u>	<u>Original Amount</u>
Check		06/01/2022	Internal Revenue Service	First Bank Kansas		-2,214.94
				FICA Taxes	-875.91	875.91
				Medicare Taxes	-204.85	204.85
				Federal W/H Taxes	-1,134.18	1,134.18
TOTAL					<u>-2,214.94</u>	<u>2,214.94</u>
Check		06/10/2022	Kansas Department of Revenue	First Bank Kansas		-347.00
				State W/H Taxes	-347.00	347.00
TOTAL					<u>-347.00</u>	<u>347.00</u>
Check		06/15/2022	Internal Revenue Service	First Bank Kansas		-2,214.94
				FICA Taxes	-875.91	875.91
				Medicare Taxes	-204.85	204.85
				Federal W/H Taxes	-1,134.18	1,134.18
TOTAL					<u>-2,214.94</u>	<u>2,214.94</u>
Check		06/27/2022	Kansas Department of Revenue	First Bank Kansas		-347.00
				State W/H Taxes	-347.00	347.00
TOTAL					<u>-347.00</u>	<u>347.00</u>
Check		06/29/2022	Internal Revenue Service	First Bank Kansas		-458.13
				FICA Taxes	-343.94	343.94
				Medicare Taxes	-80.44	80.44
				Federal W/H Taxes	-33.75	33.75
TOTAL					<u>-458.13</u>	<u>458.13</u>
Check		06/29/2022	Internal Revenue Service	First Bank Kansas		-2,214.96

Salina Community Economic Development Organization, Inc.

Check Detail

June 2022

Type	Num	Date	Name	Account	Paid Amount	Original Amount
				FICA Taxes	-875.93	875.93
				Medicare Taxes	-204.85	204.85
				Federal W/H Taxes	-1,134.18	1,134.18
TOTAL					-2,214.96	2,214.96
Check	2102	06/10/2022	Robinson, Mitch	First Bank Kansas		-3,893.95
				Wages & Salaries	-5,410.59	5,410.59
				Car Allowance	-250.00	250.00
				FICA Taxes	701.92	-701.92
				Medicare Taxes	164.16	-164.16
				Federal W/H Taxes	1,041.60	-1,041.60
				State W/H Taxes	292.00	-292.00
				Payroll Taxes	-433.04	433.04
TOTAL					-3,893.95	3,893.95
Check	2103	06/10/2022	Robin M Vanatta	First Bank Kansas		-1,148.27
				Wages & Salaries	-1,403.20	1,403.20
				FICA Taxes	174.00	-174.00
				Medicare Taxes	40.70	-40.70
				Federal W/H Taxes	92.58	-92.58
				State W/H Taxes	55.00	-55.00
				Payroll Taxes	-107.35	107.35
TOTAL					-1,148.27	1,148.27
Check	2104	06/24/2022	Robinson, Mitch	First Bank Kansas		-3,893.96
				Wages & Salaries	-5,410.59	5,410.59
				Car Allowance	-250.00	250.00
				FICA Taxes	701.90	-701.90
				Medicare Taxes	164.16	-164.16

Salina Community Economic Development Organization, Inc.

Check Detail

June 2022

Type	Num	Date	Name	Account	Paid Amount	Original Amount
				Federal W/H Taxes	1,041.60	-1,041.60
				State W/H Taxes	292.00	-292.00
				Payroll Taxes	-433.03	433.03
TOTAL					-3,893.96	3,893.96
Check	2105	06/22/2022	Robin M Vanatta	First Bank Kansas		-1,148.28
				Wages & Salaries	-1,403.20	1,403.20
				FICA Taxes	174.00	-174.00
				Medicare Taxes	40.68	-40.68
				Federal W/H Taxes	92.58	-92.58
				State W/H Taxes	55.00	-55.00
				Payroll Taxes	-107.34	107.34
TOTAL					-1,148.28	1,148.28
Bill Pmt -Check	2708	06/03/2022	Robinson, Mitch	First Bank Kansas		-1,363.88
Bill		06/03/2022		Director Health & Life Ins	-681.94	681.94
				Director Health & Life Ins	-681.94	681.94
TOTAL					-1,363.88	1,363.88
Bill Pmt -Check	2712	06/16/2022	Robinson, Mitch	First Bank Kansas		-40.00
Bill		06/16/2022		Telephone, Telecommunications	-40.00	40.00
TOTAL					-40.00	40.00
Check	2713	06/20/2022	Void Check	First Bank Kansas		0.00
TOTAL					0.00	0.00
Bill Pmt -Check	2714	06/16/2022	Robin Vanatta	First Bank Kansas		-40.00
Bill		06/16/2022		Telephone, Telecommunications	-40.00	40.00

Salina Community Economic Development Organization, Inc.

Check Detail

June 2022

	<u>Type</u>	<u>Num</u>	<u>Date</u>	<u>Name</u>	<u>Account</u>	<u>Paid Amount</u>	<u>Original Amount</u>
TOTAL						-40.00	40.00
	Check	2715	06/23/2022	Robinson, Mitch	First Bank Kansas		-2,242.00
					Retirement Contribution	-2,500.00	2,500.00
					FICA Taxes	155.00	-155.00
					Medicare Taxes	36.25	-36.25
					Federal W/H Taxes	33.75	-33.75
					State W/H Taxes	33.00	-33.00
TOTAL						-2,242.00	2,242.00
	Check	2716	06/23/2022	Robin M Vanatta	First Bank Kansas		-252.76
					Retirement Contribution	-273.70	273.70
					FICA Taxes	16.97	-16.97
					Medicare Taxes	3.97	-3.97
TOTAL						-252.76	252.76
	Bill Pmt -Check	2717	06/20/2022	Cox Business	First Bank Kansas		-67.13
	Bill		06/20/2022		Telephone, Telecommunications	-67.13	67.13
TOTAL						-67.13	67.13
	Bill Pmt -Check	2718	06/27/2022	Quill	First Bank Kansas		-161.09
	Bill		06/27/2022		Supplies	-161.09	161.09
TOTAL						-161.09	161.09
	Bill Pmt -Check	2719	06/27/2022	France Media, Inc	First Bank Kansas		-350.00
	Bill	2022-48696	06/27/2022		Advertising/Promotion	-350.00	350.00
TOTAL						-350.00	350.00

Salina Community Economic Development Organization, Inc.

VISA-First Bank Kansas

Charges on Card

	<u>Date</u>	<u>Name</u>	<u>Memo</u>	<u>Split</u>	<u>Amount</u>	<u>Balance</u>
Jun 22						
	06/02/2022	Freddy's (Junction City)	Travel Meal - Kansas City Meeting	Meals	11.18	11.18
	06/03/2022	Marriott KC Plaza (Kansas City, MO)	Travel Accomodations - Kansas City Meeting	Travel	194.36	205.54
	06/03/2022	Zoom.US	Zoom Monthly Subscription - Executive Director	Telephone, Telecommunications	16.52	222.06
	06/05/2022	Zoom.US	Zoom Monthly Subscription - Admin Asst	Telephone, Telecommunications	16.52	238.58
	06/05/2022	Mokas	LOPE Breakfast Meeting	Meals	10.23	248.81
	06/05/2022	The Business Journal	KC Business Journal Subscription	Books, Subscriptions, Reference	160.00	408.81
	06/06/2022	Adobe	Monthly Account Subscription	Books, Subscriptions, Reference	10.91	419.72
	06/06/2022	Amazon.Com	Duplex Module for Printer	Office Equipment	80.47	500.19
	06/08/2022	Ya's Ya's EuroBistro	ED Members Meeting with Ebony Clemmons - Evergy	-SPLIT-	155.88	656.07
	06/16/2022	KS.Gov	KS Annual Report Filing	Business Registration Fees	40.00	696.07
	06/22/2022	Gannett Newspaper	Salina Journal E-Subscription	Books, Subscriptions, Reference	7.99	704.06
	06/29/2022	Dell	Admin Asst Computer Replacement	Computer Replacement	1,718.79	2,422.85
	06/29/2022	Hickory Hut	Meeting Meal - Mtg with Dickinson Co ED Dir	Meals	42.37	2,465.22
	06/30/2022	Amazon.Com	Admin Asst Computer Replacement - Laptop Dock	Computer Replacement	292.78	2,758.00
Jun 22					<u>2,758.00</u>	<u>2,758.00</u>

July 2022 REPORT

MARKETING

Met with Kent Campbell, the new economic developer in Abilene. Gave him a tour of the airport, industrial areas and the key quality of life factors in Salina. We discussed mutual issues facing the State of Kansas and our region.

Along with Eric Brown attended the Governor's announcement of Panasonic intent to build a \$4 Billion facility to building batteries for the EV industry creating 4000 direct and 4000 indirect jobs. Approximately 500 people attended the announcement in Topeka.

Attended along with city and county staff as well as Tim Rogers a two day in Wichita concerning the future grant funding process that the State of Kansas will be using to fund infrastructure projects. Tim Rogers is on the advisory committee helping to direct the process. Was one of the local visitors hosted at the new CE Plant of Kubota's for a visit by the Counsel General of Japan who is based in Chicago. This is a Japanese government position that helps with promotion of Japanese business around the world and assists with foreign companies who would like to do business with Japanese companies.

Taking part in the groundbreaking ceremony for expansion of REPCO's new production facility and warehouse along with their new headquarters office building and lab space.

WORKFORCE TALENT / HOUSING

Visited the new City of Lindsborg childcare facility. The building is licensed for 100 children. The facility cost \$3.1 million plus an additional \$400,000 in furnishings.

Waiting for final confirmation that the Schwan's Company has leased the former Montessori School for up to 60 spots for childcare. The company will lease the building and have the YMCA run the childcare operation. The company attorneys are reviewing the various agreements.

Attended the quarterly childcare meeting. Leadell Ediger is moving forward with more visits to companies and to existing childcare providers. First priority is to get existing childcare providers help to fully staff their facilities allowing for additional rooms to be staffed.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

The Startup Salina monthly meeting met on Wednesday, July 6th. The speaker was Karie Bogart, owner of Flipping Fabulous.

The oversight committee for the 2nd Annual Charlie Walker Entrepreneurial Challenge met to discuss the first year's event and plan for the event. The target date is Friday, March 24th. Calls to seek funding sources for next year's awards starting in August. Positive ideas were suggested to improve next year's events. The pitch event will be at KWU's campus and efforts to seek more applicants from KWU and KS Salina as well as local and regional residents.

PROSPECT MANAGEMENT

Jeff Maes has been working with Project JR. He has an option signed on one tract of land and working with another family to get their ground under option and completed within the next 30 days. A company representative will be visiting the community prior to meeting with several large farmers in far western Kansas.

Project Minnesota is looking at possible sites for a new project which will also take over 100 acres. Waiting on the company to take the next step. Little progress on this project. Company reviewing the site proposed at this time.

The Great Plains project to change rail service north of their plant has changed with rail now needed for their future needs. Still working with our contractor and the Union Pacific staff. Several funding options are now available.

Developer interested in Salina for a new truck stop complex met with Development Review Team at City Hall to discuss a location on the west side of Salina along Interstate 135. The developer is moving forward with developing partners for this project.

Have been working to evaluate the Industrial Revenue Bond process for the City of Salina and now Saline County.

SITES / BUILDINGS / TOOLS:

Continue to monitor sites and available buildings within the community.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported June 2022)

172 users	172 New Users	183 Sessions	1.48 Pgs/Session	1:03 Avg Session
270 Pageviews				

Website –6/10/2022 – 7/17/2022

768 users	579 New Users	862 Sessions	1.12 Pgs/Session	0:29 Avg Session
1,296 Pageviews				

Facebook – (reported June 2021)

656 Page Reach	1000 Post Reach	38 Page Visits	732 Followers
----------------	-----------------	----------------	---------------

Facebook – 6/20/2022 – 7/17/2022

1,643 Page Reach	1,060 Post Reach	74 Page Visits	746 Followers
-------------------------	-------------------------	-----------------------	----------------------

Start Up Salina Facebook Group

1/17/2022 – 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)
 6/9/2022 – 330 members (+4)
 7/18/2022 – 334 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	ll set price and target	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 warhouse 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
22-06	Project Minnesota	MN Based Realtor	Active	4/27/2022	Submitted 4/28/2022	Unknown	Unknown	?	?	?	?	100-150 acres w/rail	Unknown
22-07	Project Slat	KDOC - RJ	New	7/5/2022	Submitted 7/8/2022	Plastics	Plastics	200-300 per shift - 3 shift goal	\$18-\$20/hour	TBD	Mfg/Distribution	50-80 acres	150,000-250,000 SF