

**BOARD OF DIRECTORS MEETING AGENDA**  
**SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX**  
**NOVEMBER 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) October 20, 2022 Minutes

**3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE**

- (3.1) October Financial Reports
- (3.2) Audit vs. 3<sup>rd</sup> Party Financial Preparation

**4. DIRECTOR'S REPORT**

- (4.1) Announcement at Schwan's Company
- (4.2) Update on Great Plains Railroad Relocation Project
- (4.3) Upcoming IRB Request for Beck Seeds
- (4.4) Financial Support For Community Lobbyist Contract
- (4.5) Industrial Revenue Bond Revisions/Updates
- (4.6) Change Concerning Past President Position
- (4.7) Prospect Updates – See Attached Chart

**5. BOARD MEMBER DISCUSSION/QUESTIONS**

**6. EXECUTIVE SESSION**

- (6.1) 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.**

**October 20, 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 9:34 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:

Rob Exline  
Frank Hampton  
Daran Neuschafer  
Brian Richardson  
Paula Fried  
Jim Maes  
Lloyd Davidson  
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  
Bill Longbine, City Commissioner, City of Salina  
Mike Schrage, City Manager, City of Salina  
Phillip Smith-Hanes, County Administrator, Saline County  
James Weese, County Commission Chair, Saline County  
Eric Brown, President/CEO, Salina Area Chamber of Commerce  
Renee Duxler, Director of Economic & Workforce Development, Salina Area Chamber of Commerce  
Cody Heiman, Vice President/Loan Officer, First Bank Kansas  
Tim Rogers, Executive Director, Salina Airport Authority  
Melissa Bixby, Senior Vice-President, Exchange Bank

Absent:

Pete Brungardt

(1.2) Public Comment

No Public Comment

**APPROVAL OF MINUTES**

(2.1) Moved by Richardson, seconded by Maes to approve the September 15, 2022 minutes.  
Aye: (8). Nay: (0). Motion carried.

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

### **(3.1) September Financial Reports**

Moved by Exline, seconded by Neuschafer to approve the September 2022 financial reports.

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

### **(3.2) Audit vs. 3<sup>rd</sup> Party Financial Preparation**

After looking over the options provided by Woods & Durham and SS&C, Davidson recommended that the board pursue the option of monthly compilation without disclosures as an alternative to a full-blown audit. Davidson felt that non-salary checks and deposits quantities are low enough not to require an audit. The organization pays out less than \$100,000 that isn't payroll or staff related. Rogers, Salina Airport Authority Executive Director, looked up the actual verbiage in the member agreement. In item 14.3, the agreement states that *"the corporation shall annually have prepared and submit to the Members, a cash and transaction audit by a certified public accountant"* Rogers also suggested that the EDO staff ask Woods & Durham if a "cash and transaction audit" is in the scope of work in a monthly compilation without disclosures. Neuschafer posed the question of "Would a full-blown audit be helpful every 3-5 years?" Wellbrock-Talley thinks that a full-blown audit is necessary.

Moved by Hampton, seconded by Maes to recommend, upon agreement with the four Members, to pursue moving toward utilizing a monthly compilation without disclosures in lieu of a full-blown audit if this procedure would be agreed upon by all four Members. Aye: (8). Nay: (0). Motion carried.

### **(3.3) 2023 Draft Budget**

The draft 2023 budget was reviewed. Moved by Neuschafer, seconded by Davidson to approve the 2023 budget. Aye: (8). Nay: (0). Motion carried.

### **(3.3a) Blue Cross/Blue Shield Insurance Policy Change – November 18<sup>th</sup>**

Moved by Hampton, seconded by Neuschafer that the organization sign up for the CD3 plan offered by Blue Cross/Blue Shield through the Chamber Blue of Kansas group program. The start date of these new plans would shift from May 1<sup>st</sup>, 2023 to January 1<sup>st</sup>, 2023. Aye: (8). Nay: (0). Motion carried.

## **DIRECTOR'S REPORT**

### **(4.1) Ribbon Cutting at Great Plains/Kubota**

Robinson attended on behalf of the organization. GP/Kubota announced Phase II of their project to add a paint line to the South 9<sup>th</sup> Street operation. This would be a \$178 million investment. GP/Kubota is hopeful for a Phase III expansion. This future expansion would allow GP/Kubota to reach the 900 overall employment threshold and bring the total investment to \$224 million.

### **(4.2) Kansas State Salina Announcement – General Atomics/Pure Imagination**

General Atomics donated \$10 million to the university. The company's \$10 million dollar gift marks the largest corporate gift to an academic program in Kansas State University's history. With the General Atomics gift, K-State Salina will create the General Atomics Aerospace Innovation Ramp to enhance the campus's learning environment to meet the needs of the ever-changing aerospace industry, eventually making the campus one of the premier learning spaces in the country for aerospace education.

### **(4.3) KEDA Conference – September 27-28**

Tony's Pizza Event Center, Homewood Suites, and The District Eat & Play delivered a great conference, rave accommodations, and great fun during the KEDA Fall Conference. The conference was attended by over 100 economic development professionals from across the state. Governor Laura Kelly and Lt. Governor David Toland made appearances at the conference.

(4.4) Update on Great Plains Railroad Relocation Project

Robinson stated that the project is still ongoing. Partners continue to have conversations. Site plans are being developed and revised.

(4.5) Industrial Revenue Bond Revisions/Updates

Robinson is looking closely at the Sedgwick County/Wichita, Lawrence, and Finney County policies/procedures concerning IRBs and incentives. He also created a 1-page chart using the Sedgwick County rubric to “score” some of the past IRB projects that the board has looked at.



Salina Community  
Economic Development  
Organization

**Wichita / Sedgwick County Formula  
Abatement Percentage Calculation**

**Recent City of Salina Projects**

PROJECT	NEW JOBS			INVESTMENT			Additional	TOTAL
	5 to 25	26 to 50	>50	\$1M-<\$5M	\$5M-\$10M	>\$10M	Considerations	ABATEMENT
	30%	40%	50%	40%	50%	60%	Percentage**	PERCENTAGE
Schwan's			50%			60%		100%
Great Plains			50%			60%		100%
Superior Plumbing*	30%				50%			80%
REPCO	30%				50%			80%
Geoprobe	30%				50%			80%

**Additional Considerations:\*\***

Regional Growth Plan Sector	10%
Utilizing state, federal or utility incentives	10%
Sustainable Development/Alternative Energy use	15%
Investing in, or funding, entrepreneurship	25%
Talent attraction plan (must be documented)	25%
Locating in Redevelopment Area	25%
Community and Workforce Development Benefits	25%
Other	???

Robinson also suggested that the organization/stakeholders / community discover what economic development factors are important and structure the incentive formula around those values. What factors/priorities should be rewarded? Look at service to other local industries and how that drives economic growth in the community. Look at the ISOP component to a business at that component creates employee involvement and entrepreneurship. Weese, Saline County Commission Chair, suggested that employer-sponsored childcare be considered as an incentivized component.

(4.6) Bylaw Change Concerning Past President Position

Paula Fried, current President, is slated as an outgoing board member effective January 31, 2023. As a result, Fried would not be able to fulfill the past-president office. Allowing her to stay on one more year to fulfill that past-president office would allow for continuity of the board makeup. There are a few options: 1). Recommend a bylaw change to allow for continuation, or 2). Create an Ex-Officio (non-voting) position on the board. Rogers will work with Robinson to come up with a few options to present to the board at the November 2022 meeting.

(4.7) Prospect Updates – See Chart  
Robinson reviewed the prospect table.

**BOARD MEMBER DISCUSSION/QUESTIONS**

Rob Exline announced that Exline will be hosting a 150-year Open House and celebration with a ribbon cutting that evening, Thursday, October 20<sup>th</sup>, from 5-7PM.

**ADJOURNMENT**

Fried adjourned the board meeting at 10:51 AM

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Paula Fried, Board President

ATTEST:

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Jim Maes, Secretary

DRAFT

**Profit & Loss**

October 2022

	<u>Oct 22</u>
Ordinary Income/Expense	
Income	
Investments	
Interest-Savings, Short-term CD	213.28
Total Investments	213.28
Member Contributions	90,000.00
Total Income	90,213.28
Gross Profit	90,213.28
Expense	
Contract Services	
Accounting Fees	583.63
Total Contract Services	583.63
Operations	
StartUp Salina Expenses	400.00
Dues & Subscriptions	210.00
Books, Subscriptions, Reference	97.42
Supplies	139.50
Telephone, Telecommunications	331.29
Total Operations	1,178.21
Other Types of Expenses	
Depreciation	34.08
Total Other Types of Expenses	34.08
Payroll Expenses	
Employee Health Ins	1,745.97
Director Health & Life Ins	3,491.08
Car Allowance	500.00
Payroll Taxes	1,080.76
Wages & Salaries	13,627.58
Total Payroll Expenses	20,445.39
Travel and Meetings	
Meals	199.40
Conference, Convention, Meeting	50.75
Travel	140.00
Total Travel and Meetings	390.15
Total Expense	22,631.46
Net Ordinary Income	67,581.82
Net Income	<u><u>67,581.82</u></u>

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	Oct 2022	Oct 2021	Jan - Oct 22	Jan - Oct 21	Jan - Oct 22	Approved
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
Start up Salina Income	-	-	16,000.00	-	-	4000.00
Marketing Events Sponsorships	-	-	-	-	-	0.00
Member Contributions	90,000.00	72,750.00	360,000.00	291,000.00	360,000.00	360000.00
Investments-Interest	213.28	44.01	767.61	547.07	1,125.00	1500.00
Pass Through Income	-	-	-	-	-	0.00
Miscellaneous Revenue	-	-	-	33.05	-	0.00
Grants	-	-	-	-	-	0.00
<b>Total Income</b>	<b>90,213.28</b>	<b>72,794.01</b>	<b>376,767.61</b>	<b>291,580.12</b>	<b>361,125.00</b>	<b>365,500.00</b>
<b>Gross Profit</b>	<b>90,213.28</b>	<b>72,794.01</b>	<b>376,767.61</b>	<b>291,580.12</b>	<b>361,125.00</b>	<b>365,500.00</b>
<b>Expense</b>						
<b>Business Expenses</b>						
Pass Through Payments	-	-	-	-	-	-
Memberships	-	-	300.00	-	2,083.33	2500.00
Marketing Events	-	5,000.00	8,410.78	5,000.00	8,333.33	10000.00
Miscellaneous Expense	-	30.00	15.30	235.97	416.67	500.00
Business Registration Fees	-	-	40.00	40.00	33.33	40.00
<b>Total Business Expenses</b>	<b>-</b>	<b>5,030.00</b>	<b>8,766.08</b>	<b>5,275.97</b>	<b>10,866.66</b>	<b>13,040.00</b>
<b>Contract Services</b>						
Accounting Fees	583.63	341.90	11,896.07	9,983.39	10,000.00	2550.00
Outside Contract Services	-	-	10,040.00	25,850.00	2,125.00	12000.00
Contract Services - Other	-	-	-	-	-	0.00
<b>Total Contract Services</b>	<b>583.63</b>	<b>341.90</b>	<b>21,936.07</b>	<b>35,833.39</b>	<b>12,125.00</b>	<b>14,550.00</b>
<b>Facilities &amp; Equipment</b>						
Computer Replacement	-	-	2,011.57	-	1,250.00	1500.00
Office Equipment	-	-	230.47	-	708.33	850.00
<b>Total Facilities &amp; Equipment</b>	<b>-</b>	<b>-</b>	<b>2,242.04</b>	<b>-</b>	<b>1,958.33</b>	<b>2,350.00</b>
<b>Operations</b>						
StartUp Salina Expenses	400.00	-	17,103.39	3.18	3,333.33	4000.00
Donations (Outgoing Board Recognition)	-	-	100.00	50.00	125.00	150.00
Dues & Subscriptions	210.00	195.00	1,110.00	1,513.88	2,500.00	3000.00
Training Fees	-	-	1,000.00	-	833.33	1000.00
Advertising/Promotion	-	-	15,919.36	19,299.51	21,666.67	26000.00
Repairs & Maintenance	-	-	-	128.97	416.67	500.00
Books, Subscriptions, Reference	97.42	1.00	4,965.82	3,183.70	3,333.33	4000.00

**October 2022**

No assurance is provided on these financial statements

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	Oct 2022	Oct 2021	Jan - Oct 22	Jan - Oct 21	Jan - Oct 22	Approved
Postage, Mailing Service	-	-	86.50	-	175.00	210.00
Printing and Copying	-	7.02	273.13	60.58	1,000.00	1200.00
Supplies	139.50	83.58	1,617.24	1,335.99	2,500.00	3000.00
Telephone, Telecommunications	331.29	309.82	2,407.24	2,819.79	2,916.67	3500.00
<b>Total Operations</b>	<b>1,178.21</b>	<b>596.42</b>	<b>44,582.68</b>	<b>28,395.60</b>	<b>38,800.00</b>	<b>46,560.00</b>
<b>Other Types of Expenses</b>						
Taxes & Licenses	-	-	-	-	-	
Depreciation	34.08	45.43	429.20	1,013.11	833.33	1000.00
Other Costs	-	7.25	-	71.74	208.33	6000.00
Insurance - Liability, D and O	-	-	5,577.35	5,437.00	5,000.00	250.00
<b>Total Other Types of Expenses</b>	<b>34.08</b>	<b>52.68</b>	<b>6,006.55</b>	<b>6,521.85</b>	<b>6,041.66</b>	<b>7,250.00</b>
<b>Payroll Expenses</b>						
Retirement Contribution	-	-	8,321.10	8,289.51	10,000.00	12000.00
Director Relocation Expense	-	-	-	-	-	
Employee Health Ins	1,745.97	2,140.21	9,979.17	6,114.96	5,833.33	7000.00
Director Health & Life Ins	3,491.08	3,463.91	18,155.40	10,539.95	10,000.00	12000.00
Car Allowance	500.00	250.00	5,000.00	5,000.00	5,000.00	6000.00
Payroll Taxes	1,080.76	918.35	12,233.52	11,203.18	12,291.67	14750.00
Wages & Salaries	13,627.58	13,207.43	149,641.68	144,352.50	150,000.00	180000.00
<b>Total Payroll Expenses</b>	<b>20,445.39</b>	<b>19,979.90</b>	<b>203,330.87</b>	<b>185,500.10</b>	<b>193,125.00</b>	<b>231,750.00</b>
<b>Travel and Meetings</b>						
Meals	199.40	236.63	1,809.69	928.89	4,166.67	5000.00
Conference, Convention, Meet	50.75	-	546.38	903.64	2,083.33	2500.00
Travel	140.00	1,181.17	1,229.58	3,258.86	833.33	1000.00
Travel and Meetings - Other	-	-	19.00	-	9,583.33	11500.00
<b>Total Travel and Meetings</b>	<b>390.15</b>	<b>1,417.80</b>	<b>3,604.65</b>	<b>5,091.39</b>	<b>16,666.66</b>	<b>20,000.00</b>
<b>Total Expense</b>	<b>22,631.46</b>	<b>27,418.70</b>	<b>290,468.94</b>	<b>266,618.30</b>	<b>279,583.31</b>	<b>333,150.00</b>
<b>Net Ordinary Income</b>	<b>67,581.82</b>	<b>45,375.31</b>	<b>86,298.67</b>	<b>24,961.82</b>	<b>81,541.69</b>	<b>32,350.00</b>
<b>Net Income - 2022 Reserve Funds (\$30,000)</b>	<b>37,581.82</b>		<b>56,298.67</b>		<b>51,541.69</b>	<b>2,350.00</b>





# 2023 Budget

	<b>2023 Budget</b>	<b>2022 YTD</b>	<b>2022 Budget</b>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Marketing Events Sponsorships</b>	0.00		0.00
<b>Pass Through Income</b>	0.00		0.00
<b>Start Up Salina Income</b>	4,000.00	16,000.00	4,000.00
<b>Investments</b>			
<b>Interest-Savings, Short-term CD</b>	1,500.00	767.61	1,500.00
<b>Member Contributions</b>	360,000.00	360,000.00	360,000.00
<i>City of Salina - \$275,000</i>			
<i>Saline County - \$35,000</i>			
<i>SAA - \$50,000</i>			
<b>Other Types of Income</b>			
<b>Grants</b>	0.00		0.00
<b>Total Income</b>	<b>365,500.00</b>	<b>376,767.61</b>	<b>365,500.00</b>
<b>Reserve Fund Account</b>	30,000.00	30,000.00	30,000.00
<b>Gross Profit</b>	<b>335,500.00</b>	<b>346,767.61</b>	<b>335,500.00</b>
<b>Expense</b>			
<b>Business Expenses</b>			
<b>Pass Through Payments</b>	0.00		0.00
<b>Memberships</b>	1,125.00	300.00	2,500.00
<i>IEDC Membership - \$455/yr</i>			
<i>SEDC Membership - \$300/yr</i>			
<i>KEDA Membership - \$300/yr</i>			
<b>Marketing Events</b>	6,000.00	8,410.78	10,000.00
<i>TEAM Kansas - \$2500/yr</i>			
<i>AUVSI Booth - \$3000</i>			
<b>Miscellaneous Expense</b>	500.00	15.30	500.00
<b>Strategic Planning</b>	0.00		0.00
<b>Business Registration Fees</b>	40.00	40.00	40.00
<b>Total Business Expenses</b>	<b>7,665.00</b>	<b>8,766.08</b>	<b>13,040.00</b>
<b>Contract Services</b>			
<b>Accounting Fees</b>	18,600.00	11,896.07	12,000.00
<i>SS&amp;C - \$3,500</i>			
<i>Woods &amp; Durham - \$10,000 + \$5,100</i>			
<b>Outside Contract Services</b>	2,550.00	10,040.00	2,550.00
<i>IRB Cost Analysis -\$850 per</i>			
<i>TransSystems(GP) - \$9000 (2022)</i>			
<b>Contract Services - Other</b>	0.00		0.00
<b>Total Contract Services</b>	<b>21,150.00</b>	<b>21,936.07</b>	<b>14,550.00</b>
<b>Facilities and Equipment</b>			



## 2023 Budget

	<b>2023 Budget</b>	<b>2022 YTD</b>	<b>2022 Budget</b>
<b>Computer Replacement</b>	1,500.00	2,011.57	1,500.00
<b>Office Equipment</b>	<b>800.00</b>	230.47	850.00
<b>Total Facilities and Equipment</b>	<b>2,300.00</b>	2,242.04	2,350.00
<b>Operations</b>			
<b>StartUp Salina Expenses</b>	4,000.00	17,103.39	4,000.00
<b>Donations - Outgoing Board Award</b>	150.00	100.00	150.00
<b>Dues &amp; Subscriptions</b>	<b>1,000.00</b>	1,110.00	3,000.00
<i>Rotary Dues - \$780/yr</i>			
<b>Training Fees</b>	<b>2,000.00</b>	1,000.00	1,000.00
<b>Repairs &amp; Maintenance</b>	<b>375.00</b>		500.00
<b>Advertising/Promotion</b>	<b>23,000.00</b>	15,919.36	26,000.00
<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>			
<b>Books, Subscriptions, Reference</b>	<b>5,000.00</b>	4,965.82	4,000.00
<i>JobsEQ - \$3278.18 (1/2 sub)</i>			
<i>Canva - \$125/yr</i>			
<i>KC Biz Journal - \$90</i>			
<i>ICT Biz Journal - \$90</i>			
<i>Office 354 Renewal - \$350</i>			
<i>Adobe Cloud Suite - \$130.80/yr</i>			
<i>Salina Journal Online - \$96/yr</i>			
<b>Postage, Mailing Service</b>	<b>125.00</b>	86.50	210.00
<b>Printing and Copying</b>	<b>285.00</b>	273.13	1,200.00
<b>Supplies</b>	<b>1,800.00</b>	1,617.24	3,000.00
<b>Telephone, Telecommunications</b>	<b>3,000.00</b>	2,407.24	3,500.00
<i>Cell Phone Allowance ExD - \$480</i>			
<i>Cell Phone Allowance AdA - \$480</i>			
<i>Zoom Subscription (2) - \$425</i>			
<i>Cox Telephone - \$800</i>			
<i>Internet @ Chamber - \$600</i>			
<b>Total Operations</b>	<b>40,735.00</b>	44,582.68	46,560.00
<b>Other Types of Expenses</b>			
<b>Taxes and Licenses</b>	0.00		0.00
<b>Depreciation</b>	1,000.00	429.20	1,000.00
<b>Insurance - Liability, D and O</b>	6,000.00	5,577.35	6,000.00
<b>Other Costs</b>	250.00		250.00
<b>Total Other Types of Expenses</b>	<b>7,250.00</b>	6,006.55	7,250.00



## 2023 Budget

	<b>2023 Budget</b>	<b>2022 YTD</b>	<b>2022 Budget</b>
<b>Payroll Expenses</b>			
Retirement Contributions	12,000.00	8,321.10	12,000.00
Director Relocation Expense	0.00		0.00
Employee Health Ins	7,700.00	9,979.17	7,000.00
Director Health & Life Ins	12,000.00	18,155.40	12,000.00
Car Allowance	6,000.00	5,000.00	6,000.00
Payroll Taxes	16,200.00	12,233.52	14,750.00
Wages & Salaries	189,000.00	149,641.68	180,000.00
<b>Total Payroll Expenses</b>	<b>242,900.00</b>	<b>203,330.87</b>	<b>231,750.00</b>
<b>Travel and Meetings</b>			
Meals	3,000.00	1,809.69	5,000.00
Conference, Convention, Meeting	1,500.00	546.38	2,500.00
Travel	8,000.00	1,229.58	11,500.00
Travel and Meetings - Other	1,000.00	19.00	1,000.00
<b>Total Travel and Meetings</b>	<b>13,500.00</b>	<b>3,604.65</b>	<b>20,000.00</b>
<b>Total Expense</b>	<b>335,500.00</b>	<b>290,468.94</b>	<b>335,500.00</b>
Net Ordinary Income	0.00	56,298.67	0.00
<b>Net Income</b>	<b>0.00</b>	<b>-56,298.67</b>	<b>0.00</b>

as of 11/11/2022

**Salina Community Economic Development Organization, Inc.**  
**Check Detail**  
**October 2022**

Type	Num	Date	Name	Item	Account	Paid Amount	Original Amount
Check		10/05/2022	Internal Revenue ...		First Bank Kansas		<b>-732.69</b>
				FICA Taxes		-343.98	343.98
				Medicare Taxes		-80.48	80.48
				Federal W/H Taxes		-308.23	308.23
TOTAL						-732.69	732.69
Check		10/11/2022	Kansas Departme...		First Bank Kansas		<b>-347.00</b>
				State W/H Taxes		-347.00	347.00
TOTAL						-347.00	347.00
Check		10/11/2022	Kansas Departme...		First Bank Kansas		<b>-333.00</b>
				State W/H Taxes		-333.00	333.00
TOTAL						-333.00	333.00
Check		10/11/2022	Kansas Departme...		First Bank Kansas		<b>-116.00</b>
				State W/H Taxes		-116.00	116.00
TOTAL						-116.00	116.00
Check		10/19/2022	Internal Revenue ...		First Bank Kansas		<b>-2,214.92</b>
				FICA Taxes		-875.90	875.90
				Medicare Taxes		-204.84	204.84
				Federal W/H Taxes		-1,134.18	1,134.18
TOTAL						-2,214.92	2,214.92
Check		10/25/2022	Kansas Departme...		First Bank Kansas		<b>-347.00</b>
				State W/H Taxes		-347.00	347.00
TOTAL						-347.00	347.00

**Salina Community Economic Development Organization, Inc.**  
**Check Detail**  
**October 2022**

Type	Num	Date	Name	Item	Account	Paid Amount	Original Amount
Check	ACH	10/05/2022	Internal Revenue ...		First Bank Kansas		-2,116.67
				FICA Taxes		-844.90	844.90
				Medicare Taxes		-197.59	197.59
				Federal W/H Taxes		-1,074.18	1,074.18
TOTAL						-2,116.67	2,116.67
Check	ACH	10/14/2022	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	ACH	10/14/2022	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
Check	ACH	10/28/2022	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
				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

**Salina Community Economic Development Organization, Inc.**  
**Check Detail**  
**October 2022**

Type	Num	Date	Name	Item	Account	Paid Amount	Original Amount
<b>Check</b>	<b>ACH</b>	<b>10/28/2022</b>	<b>Robin M Vanatta</b>		<b>First Bank Kansas</b>		<b>-1,148.27</b>
				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
<b>Bill Pmt -Check</b>	<b>2752</b>	<b>10/07/2022</b>	<b>SS&amp;C Solutions Inc</b>		<b>First Bank Kansas</b>		<b>-216.64</b>
Bill		10/07/2022		Accounting Fees		-216.64	216.64
TOTAL						-216.64	216.64
<b>Bill Pmt -Check</b>	<b>2753</b>	<b>10/07/2022</b>	<b>The Temple</b>		<b>First Bank Kansas</b>		<b>-400.00</b>
Bill		10/07/2022		StartUp Salina Exp...		-400.00	400.00
TOTAL						-400.00	400.00
<b>Bill Pmt -Check</b>	<b>2754</b>	<b>10/07/2022</b>	<b>North Central Regi...</b>		<b>First Bank Kansas</b>		<b>-20.00</b>
Bill		10/07/2022		Conference, Conve...		-20.00	20.00
TOTAL						-20.00	20.00
<b>Bill Pmt -Check</b>	<b>2755</b>	<b>10/07/2022</b>	<b>Salina Area Cham...</b>		<b>First Bank Kansas</b>		<b>-150.00</b>
Bill		10/07/2022		Telephone, Teleco...		-150.00	150.00
TOTAL						-150.00	150.00
<b>Bill Pmt -Check</b>	<b>2757</b>	<b>10/14/2022</b>	<b>Blue Cross &amp; Blue...</b>		<b>First Bank Kansas</b>		<b>-4,555.11</b>
Bill		10/14/2022		Employee Health Ins		-1,745.97	1,745.97
				Director Health & Li...		-2,809.14	2,809.14
TOTAL						-4,555.11	4,555.11

**Salina Community Economic Development Organization, Inc.**  
**Check Detail**  
**October 2022**

Type	Num	Date	Name	Item	Account	Paid Amount	Original Amount
<b>Bill Pmt -Check</b>	<b>2758</b>	<b>10/14/2022</b>	<b>Robinson, Mitch</b>		<b>First Bank Kansas</b>		<b>-681.94</b>
Bill		10/14/2022			Director Health & Li...	-681.94	681.94
TOTAL						-681.94	681.94
<b>Bill Pmt -Check</b>	<b>2759</b>	<b>10/14/2022</b>	<b>Salina Rotary Club</b>		<b>First Bank Kansas</b>		<b>-210.00</b>
Bill		10/14/2022			Dues & Subscriptions	-210.00	210.00
TOTAL						-210.00	210.00
<b>Bill Pmt -Check</b>	<b>2760</b>	<b>10/18/2022</b>	<b>Cox Business</b>		<b>First Bank Kansas</b>		<b>-68.25</b>
Bill		10/18/2022			Telephone, Teleco...	-68.25	68.25
TOTAL						-68.25	68.25
<b>Bill Pmt -Check</b>	<b>2761</b>	<b>10/21/2022</b>	<b>Robinson, Mitch</b>		<b>First Bank Kansas</b>		<b>-180.00</b>
Bill		10/21/2022		Travel		-140.00	140.00
				Telephone, Teleco...		-40.00	40.00
TOTAL						-180.00	180.00
<b>Bill Pmt -Check</b>	<b>2762</b>	<b>10/21/2022</b>	<b>Robin Vanatta</b>		<b>First Bank Kansas</b>		<b>-40.00</b>
Bill		10/21/2022			Telephone, Teleco...	-40.00	40.00
TOTAL						-40.00	40.00
<b>Bill Pmt -Check</b>	<b>2763</b>	<b>10/27/2022</b>	<b>Quill</b>		<b>First Bank Kansas</b>		<b>-139.50</b>
Bill		10/27/2022		Supplies		-139.50	139.50
TOTAL						-139.50	139.50

**Salina Community Economic Development Organization, Inc.**  
**Deposit Detail**  
**October 2022**

Type	Num	Date	Name	Account	Amount
<b>Deposit</b>		<b>10/05/2022</b>		<b>First Bank Kansas</b>	<b>3,000.00</b>
			First Bank Kansas-...	First Bank Kansas-...	-3,000.00
TOTAL					-3,000.00
<b>Deposit</b>		<b>10/11/2022</b>		<b>First Bank Kansas</b>	<b>77,500.00</b>
			City of Salina	Member Contributio...	-68,750.00
			Saline County, Kan...	Member Contributio...	-8,750.00
TOTAL					-77,500.00
<b>Deposit</b>		<b>10/11/2022</b>		<b>First Bank Kansas...</b>	<b>77,000.00</b>
			First Bank Kansas	First Bank Kansas	-77,000.00
TOTAL					-77,000.00
<b>Deposit</b>		<b>10/13/2022</b>		<b>First Bank Kansas</b>	<b>6,000.00</b>
			First Bank Kansas-...	First Bank Kansas-...	-6,000.00
TOTAL					-6,000.00
<b>Deposit</b>		<b>10/14/2022</b>		<b>First Bank Kansas</b>	<b>12,500.00</b>
			Salina Airport Autho...	Member Contributio...	-12,500.00
TOTAL					-12,500.00
<b>Deposit</b>		<b>10/14/2022</b>		<b>First Bank Kansas...</b>	<b>13,000.00</b>
			First Bank Kansas	First Bank Kansas	-13,000.00
TOTAL					-13,000.00
<b>Deposit</b>		<b>10/17/2022</b>		<b>First Bank Kansas</b>	<b>1,000.00</b>
			First Bank Kansas-...	First Bank Kansas-...	-1,000.00
TOTAL					-1,000.00



**Salina Community Economic Development Organization, Inc.**  
**Deposit Detail**  
**October 2022**

Type	Num	Date	Name	Account	Amount
Deposit		10/19/2022		First Bank Kansas	2,000.00
			First Bank Kansas-...	First Bank Kansas-...	-2,000.00
TOTAL					-2,000.00
Deposit		10/20/2022		First Bank Kansas	1,000.00
			First Bank Kansas-...	First Bank Kansas-...	-1,000.00
TOTAL					-1,000.00
Deposit		10/24/2022		First Bank Kansas	3,000.00
			First Bank Kansas-...	First Bank Kansas-...	-3,000.00
TOTAL					-3,000.00
Deposit		10/25/2022		First Bank Kansas	4,000.00
			First Bank Kansas-...	First Bank Kansas-...	-4,000.00
TOTAL					-4,000.00
Deposit		10/27/2022		First Bank Kansas	5,000.00
			First Bank Kansas-...	First Bank Kansas-...	-5,000.00
TOTAL					-5,000.00
Deposit		10/28/2022		First Bank Kansas	1,000.00
			First Bank Kansas-...	First Bank Kansas-...	-1,000.00
TOTAL					-1,000.00
Deposit		10/31/2022		First Bank Kansas...	213.28
				Interest-Savings, S...	-213.28
TOTAL					-213.28

## **November 2022 REPORT**

### **MARKETING**

Took part in announcement by Schwan's Company of an expansion of their cold storage capacity with the addition of 140,000 square foot highly automated facility that in addition to the new pizza capacity will also oversee the Asian foods that will soon be produced in South Dakota along with dessert items produced in other plants. This will not add jobs but will make the Salina facility critical to the company. Governor Kelly and Lt Gov Toland spoke as well as Senator Jerry Moran. A formal ribbon cutting will be held in the first quarter of next year when the plant has started production.

Attended the Chamber's annual Hall of Fame Luncheon. Kansas State University's President

### **WORKFORCE TALENT / HOUSING**

Supplied updated information to Stephen Roulac concerning workforce information for the Drever Project. They are working with another San Francisco based developer who is considering joining their project.

Collaborating with local developer considering apartment complex or extended stay hotel.

Kansas City based developer meet with city official concerning their travel center project that is interested in locating in Salina. Two apartment buildings would be part of their project.

### **ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT**

Local business owner/coach Amanda Littell was the November Startup Salina 2<sup>nd</sup> program.

Working on second annual Charlie Walker Entrepreneurial Challenge set for March 24<sup>th</sup>, 2023. The event is being held on the campus of KWU this year and will rotate in the future between KWU, KSU State and other locations in the community.

### **PROSPECT MANAGEMENT**

Jeff Maes has continued to work with Project JR landowners. Two company employees visited Salina and met with SCEDO, police and fire department chiefs, planning staff as well as the local engineering firm who is managing their zoning changes. Will be submitting IRB application to SCEDO this week.

The engineering firm is working with Great Plains and has several site layouts completed. They will be meeting with UP's industrial sales manager later this month.

Along with airport team and KDOC's Tim Zimmerman met with three company representatives for Project Tanker. Company looking at available hanger for company expansion from another community. Available hanger with modifications and improvements can meet the company's needs.

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

Continue to monitor sites and available buildings within the community.

**MONTHLY WEB/SOCIAL MEDIA STATISTICS**

**Website – (reported October 2022)**

187 users      182 New Users      201 Sessions      1.07 Pgs/Session      0:41 Avg Session  
319 Pageviews

**Website –10/12/2022 – 11/11/2022**

**158 users      156 New Users      166 Sessions      1.05 Pgs/Session      0:24 Avg Session**  
**255 Pageviews**

**Facebook – (reported October 2022)**

854 Page Reach      132 Post Reach      77 Page Visits      777 Followers

**Facebook – 10/12/2022 – 11/11/2022**

**348 Page Reach      82 Post Engagement      77 Page Visits      785 Followers**

**Start Up Salina Facebook Group**

4/15/2022 – 322 members (+5)  
5/13/2022 – 326 members (+4)  
6/9/2022 – 330 members (+4)  
7/18/2022 – 334 members (+4)  
8/11/2022 – 334 members (--)  
9/13/2022 – 338 members (+4)  
10/11/2022 – 339 members (+1)  
11/11/2022 – 347 members (+8)



# 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	Next Phase 11/2022	Visited August 23rd	Energy Storage 3-4 years for approval	0	0	\$330M	Energy	20-40 acres under option	
21-18	Project JR	KC Realtor	Active	11/19/2021	Zoom Call set price and target property	Warehouse for existing company from outside the region.	Warehouse seeking rural location on Interstate	5 Warehouse Positions + 15 Sales	?	\$20 Million	Warehousing & 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
22-07	Project Slat	KDOC - RJ	Active	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
22-11	Project Imagination	KSU Salina	Active	7/5/2022	Ongoing	CA based company provide services to KS Salina	High Tech Imaging	5 to 300	\$100K+	?	High Tech Image	Existing Hanger	KS Salina Hanger
22-13	Project Tanker	SAA- Tim Rogers	Active	10/10/2022	Beginning	Buidling Submitted	Aviation MRO	?	?	?	MRO	Existing Hanger	\$3.5 M estimate refurbish