

BOARD OF DIRECTORS MEETING AGENDA
SALINA AREA CHAMBER OF COMMERCE – VISIT SALINA ANNEX
DECEMBER 15, 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) November 17, 2022 Minutes
- (2.2) November 22, 2022 Minutes

3. APPROVAL OF FINANCIAL STATEMENT & ACCOUNTS PAYABLE

- (3.1) November Financial Reports
- (3.2) Audit vs. 3rd Party Financial Preparation

4. DIRECTOR'S REPORT

- (4.1) Beck Hybrids Update
- (4.2) PBS / Dennis Quaid Program
- (4.3) Industrial Revenue Bond Revisions/Updates
- (4.4) Change Concerning Past President Position
- (4.5) Upcoming Board Member Changes / Officers Election for 2023
 - A - President
 - B - Vice President
 - C - Secretary
 - D - Treasurer
- (4.6) Prospect Updates - See Attached Chart
- (4.7) Staff Review

5. BOARD MEMBER DISCUSSION/QUESTIONS

6. EXECUTIVE SESSION

- (6.1) Executive Session (____ minutes)

Personnel

I move the Salina EDO board of directors recess into executive session for ____ minutes to discuss a non-elected employee's performance and status based upon the need to discuss personnel matters of non-elected personnel pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at ____ a.m.

8. ADJOURNMENT

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

November 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 9:33 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 (*out at 10:20 AM*)
Daran Neuschafer (*out at 10:42 AM*)
Brian Richardson
Paula Fried
Jim Maes
Lloyd Davidson
Max Wellbrock-Talley
Pete Brungardt

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 (*out at 10:00 AM*)
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
Tim Rogers, Executive Director, Salina Airport Authority
Melissa Bixby, Senior Vice-President, Exchange Bank (*out at 10320 AM*)
Mark Freel, Customer Solutions Manger, Evergy, Inc.

Absent:

N/A

(1.2) Public Comment

No Public Comment

APPROVAL OF MINUTES

(2.1) Moved by Richardson, seconded by Neuschafer to approve the October 20, 2022 minutes.
Aye: (9). Nay: (0). Motion carried.

APPROVAL OF FINANCIAL STATEMENT AND ACCOUNTS PAYABLE

(3.1) September Financial Reports

Moved by Davidson, seconded by Brungardt to approve the October 2022 financial reports.

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

(3.2) Audit vs. 3rd Party Financial Preparation

Tim Rogers, SAA, suggested the following verbiage change that could be made to the Members' Agreement: *"Financial statement audit or review in accordance with the standards established by the American Institute of Certified Public Accountants (AICPA)"*

Robinson has been in discussion with Tim Rogers (SAA), Debbie Pack (City of Salina Finance Director), Phillip Smith-Hanes (Saline County), and Eric Brown (Salina Area Chamber of Commerce) regarding downsizing the audit requirement to a monthly/annual review. Pack will present the EDO's requested change to the Member's Agreement to the City Commission.

Moved by Davidson, seconded by Neuschafer to move forward with presenting the EDO's request to the City of Salina City Commission to change the Members Agreement verbiage to allow for either and financial audit of review Aye: (9). Nay: (0). Motion carried.

DIRECTOR'S REPORT

(4.1) Announcement at Schwan's Company

Senator Jerry Moran, Governor Laura Kelly, Lt. Governor David Toland, and the CEO of Schwan's attended the press conference. The company announced a \$140,000 highly automated cold storage facility expansion. A ribbon cutting for the Phase 1 first line will be in early 2023. Workforce needs are still an issue. To help alleviate some workforce issues, senior leadership is in and out of the factory and existing employees from other plants are going through "on the job" training at the Salina facility. The company is also planning a series of small group tours of the new plant for City, County, EDO board members and staff.

(4.2) Update of Great Plains Railroad Project

The EDO's portion of the monetary commitment has been fulfilled. The company with meeting with Union Pacific marketing team to go over project. The State of Kansas has a rail funding program that the project can utilize. There is also Federal infrastructure funding that may be of use to the project.

(4.3) Upcoming IRB Request - Beck's Hybrids

The company will make a small presentation at the special-called business meeting on Tuesday, November 22nd at 12:00 PM. The company is moving forward with acquiring a parcel of property near Interstate 70 and the Ohio interchange. Beck's completed the IRB application and submitted that to the City of Salina. The Center for Economic Business Development Research (CEBDR) is working on the impact study and those results will be available prior to the meeting.

(4.4) Financial Support for Community Lobbyist Contract

After numerous trips to Topeka, the EDO staff and the partner representatives started talking about hiring a lobbyist for the Saline County area. The partner group is looking at Eric Sexton of Foulston Seifkin LLC. This would be a joint effort between 6 area organizations (City of Salina, Saline County, Salina Airport Authority, Salina Area Chamber of Commerce, Salina EDO, and KSU Salina) and each would contribute \$9,166. The main contract organization would be the Salina Area Chamber of Commerce.

Moved by Hampton, seconded by Richardson to provide the \$9,166 financial commitment to allow the Salina Area Chamber of Commerce to enter into a contract with Eric Sexton - Foulston Seifkin LLC Aye: (9). Nay: (0). Motion carried.

(4.5) Industrial Revenue Bond Revisions/Updates

Discussion Points:

Hampton – high emphasis to primary employers; maintain some level of flexibility

Rogers – What types of projects are eligible? Highlighting target industries from the strategic plan?
There are statutory requirements to IRB incentives.

Schrage – Concerns include easy of granting incentives and the ability to scrutinize the individual projects; what constitutes a “quality job” (benefits, above “this” wage)

Fried – Are there additional consideration values that we should be looking at?

Exline – as an employer looking at possible incentives, high concern of maintaining of the workforce needs to maintain the incentives within programs is scary in today’s economic employment environment

Maes – Should existing Salina companies get additional points for already being here?

Brown – the state has their own incentive programs; this board shouldn’t be restricted in what they can do

Wellbrock- Talley – look at the investment and prioritize high capital investment with high incentive numbers. Small incremental incentive for core values such housing, childcare benefits to employees.

Exline – the economic outlook in the community is ever changing. Whatever rubric for incentives is established, it should be reviewed on an annual basis and the board should be able to pivot as needed

Smith-Hanes – Keep the policy generic and add note for premium consideration for EDO based on current needs as stated in the strategic plan.

Neuschafer – Task staff or organize a small committee to draft a policy/rubric

Maes – Who is eligible – primary or base employers only? Emphasize targeted industries from strategic plan.

Fried will convene a small committee to continue to construct future IRB policies/rubric.

(4.6) Bylaw Change Concerning Past President Position

Robinson is working with Tim Rogers, SAA, to come up with verbiage that would allow Fried to stay on board, possibly in an ex-officio capacity, to fulfill her past-president role and provide continuity to the board of directors.

(4.7) Prospect Updates – See Chart

Robinson reviewed the prospect table.

BOARD MEMBER DISCUSSION/QUESTIONS

ADJOURNMENT

Fried adjourned the board meeting at 10:49 AM

Paula Fried, Board President

ATTEST:

Jim Maes, Secretary



**CITY OF SALINA, KANSAS
SPECIAL CALLED MEETING OF THE SALINA COMMUNITY ECONOMIC DEVELOPMENT
ORGANIZATION, INC.
November 22, 2022 --Via in person and Zoom Link**

CALL TO ORDER AND ROLL CALL

The Special Called Meeting of the Salina Community Economic Development Organization, Inc. was called to order at 12:02 PM by Jim Maes, EDO Board Secretary.

(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 *(in at 12:42 PM)*

Jim Maes

Lloyd Davidson *(out at 1:05 PM)*

Max Wellbrock-Talley

Pete Brungardt

Zoom (Z):

Also present:

Sonny Beck, CEO, Beck's Hybrids

Caleb Bruner, Facility Project Management and Design Lead, Beck's Hybrids

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 *(ZOOM at 12:45 PM)*

Mike Schrage, City Manager, City of Salina

Eric Brown, President/CEO, Salina Area Chamber of Commerce

Mark Freel, Customer Solutions Manger, Evergy, Inc.

Cody Heiman, Vice President/Loan Officer, First Bank Kansas

Absent:

Paula Fried, Brian Richardson

(1.2) Public Comment

No Public Comment

INDUSTRIAL REVENUE BONDS FOR LOCAL COMPANY

2.1 Presentation by company officials

EXECUTIVE SESSION

(3.1) Discussion of Prospective Industry (15 minutes)

Moved by Exline, seconded by Davidson that the Salina Community Economic Development Organization board of directors recess into an executive session for 20 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 1:15 PM.

The board recessed into executive session at 12:55 p.m. and reconvened at 1:15 p.m.

Also present in executive session: Eric Brown, Mike Schrage, Mitch Robinson, and Robin VanAtta.

Due to a conflict of interest, Jim Maes excused himself from any voting procedures during Executive Session. Lloyd Davidson also left the meeting prior to the vote.

Moved by Hampton, seconded by Wellbrock-Talley to recommend 100% abatement for 10 years to the City of Salina City Commission. Aye: (5). Nay: (0). Motion carried.

ADJOURNMENT

Maes adjourned the board meeting at 1:23 PM

Jim Maes, Secretary

ATTEST:

Wellbrock-Talley, Treasurer

DRAFT

Statement of Financial Position

As of November 30, 2022

	Nov 30, 22
ASSETS	
Current Assets	
Checking/Savings	
First Bank Kansas-Sweep Acct	226,708.78
First Bank Kansas	73,157.10
Total Checking/Savings	299,865.88
Other Current Assets	
Member Contribution Receivable	1,058,962.00
Prepaid Health Insurance	-6,769.74
Total Other Current Assets	1,052,192.26
Total Current Assets	1,352,058.14
Fixed Assets	
Furniture and Equipment	
Accumulated Depreciation - F&E	-5,213.07
Furniture and Equipment - Other	7,413.08
Total Furniture and Equipment	2,200.01
Total Fixed Assets	2,200.01
TOTAL ASSETS	1,354,258.15
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	1,731.88
Total Accounts Payable	1,731.88
Credit Cards	
VISA - First Bank Kansas	172.89
Total Credit Cards	172.89
Other Current Liabilities	
Payroll Liabilities	
FICA Taxes	-188.92
Medicare Taxes	-44.17
Federal W/H Taxes	1,134.18
State W/H Taxes	796.00
Federal Unemployment Taxes	-1,218.19
State Unemployment Taxes	-504.00
Total Payroll Liabilities	-25.10
Total Other Current Liabilities	-25.10
Total Current Liabilities	1,879.67
Total Liabilities	1,879.67
Equity	
Retained Earnings	1,284,376.86
Net Income	68,001.62
Total Equity	1,352,378.48
TOTAL LIABILITIES & EQUITY	1,354,258.15

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	Nov 2022	Nov 2021	Jan - Nov 22	Jan - Nov 21	Jan - Nov 22	Approved
Ordinary Income/Expense						
Income						
Start up Salina Income	-	-	16,000.00	-	-	4000.00
Marketing Events Sponsorships	-	-	-	-	-	0.00
Member Contributions			360,000.00	291,000.00	360,000.00	360000.00
Investments-Interest	211.55	44.61	979.16	591.68	1,375.00	1500.00
Pass Through Income	-	-		-		0.00
Miscellaneous Revenue	-	-	-	33.05		0.00
Grants	-	-	-	-		0.00
Total Income	211.55	44.61	376,979.16	291,624.73	361,375.00	365,500.00
Gross Profit	211.55	44.61	376,979.16	291,624.73	361,375.00	365,500.00
Expense						
Business Expenses						
Pass Through Payments		-		-		
Memberships	475.00	-	775.00	-	2,291.67	2500.00
Marketing Events	-		8,410.78	5,000.00	9,166.67	10000.00
Miscellaneous Expense	36.65		51.95	235.97	458.33	500.00
Business Registration Fees	-	-	40.00	40.00	36.67	40.00
Total Business Expenses	511.65	-	9,277.73	5,275.97	11,953.34	13,040.00
Contract Services						
Accounting Fees	216.88	-	12,112.95	9,983.39	11,000.00	2550.00
Outside Contract Services	1,040.00	-	11,080.00	25,850.00	2,337.50	12000.00
Contract Services - Other	-	-	-	-	-	0.00
Total Contract Services	1,256.88	-	23,192.95	35,833.39	13,337.50	14,550.00
Facilities & Equipment						
Computer Replacement	-	-	2,011.57		1,375.00	1500.00
Office Equipment	-	-	230.47		779.17	850.00
Total Facilities & Equipment	-	-	2,242.04		2,154.17	2,350.00
Operations						
StartUp Salina Expenses	-	-	17,103.39	3.18	3,666.67	4000.00
Donations (Outgoing Board Recognition)	-	-	100.00	50.00	137.50	150.00
Dues & Subscriptions	-		1,110.00	1,513.88	2,750.00	3000.00
Training Fees	-		1,000.00	-	916.67	1000.00
Advertising/Promotion	-		15,919.36	19,299.51	23,833.33	26000.00
Repairs & Maintenance	-		-	128.97	458.33	500.00
Books, Subscriptions, Reference	10.91		4,976.73	3,183.70	3,666.67	4000.00

November 2022

No assurance is provided on these financial statements

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

	Actual	Actual	Actual	Actual	Budget YTD	Budget 2022
	Nov 2022	Nov 2021	Jan - Nov 22	Jan - Nov 21	Jan - Nov 22	Approved
Postage, Mailing Service	-	58.00	86.50	58.00	192.50	210.00
Printing and Copying	-		273.13	60.58	1,100.00	1200.00
Supplies	354.39		1,971.63	1,335.99	2,750.00	3000.00
Telephone, Telecommunications	181.03	137.09	2,588.27	2,956.88	3,208.33	3500.00
Total Operations	546.33	195.09	45,129.01	28,590.69	42,680.00	46,560.00
Other Types of Expenses						
Taxes & Licenses	-	-	-	-	-	
Depreciation	34.08	45.43	429.20	1,058.54	916.67	1000.00
Other Costs	-	5.43	-	77.17	229.17	6000.00
Insurance - Liability, D and O	-	-	5,577.35	5,437.00	5,500.00	250.00
Total Other Types of Expenses	34.08	50.86	6,006.55	6,572.71	6,645.84	7,250.00
Payroll Expenses						
Retirement Contribution	-	-	8,321.10	8,289.51	11,000.00	12000.00
Director Relocation Expense	-	-	-	-	-	
Employee Health Ins		520.21	9,979.17	6,635.17	6,416.67	7000.00
Director Health & Life Ins	681.94	843.65	18,155.40	11,383.60	11,000.00	12000.00
Car Allowance	500.00	500.00	5,000.00	5,500.00	5,500.00	6000.00
Payroll Taxes	1,080.77	1,040.73	12,233.52	12,243.91	13,520.83	14750.00
Wages & Salaries	13,627.58	13,104.18	149,641.68	157,456.68	165,000.00	180000.00
Total Payroll Expenses	15,890.29	16,008.77	203,330.87	201,508.87	212,437.50	231,750.00
Travel and Meetings						
Meals	158.74	265.18	1,809.69	1,194.07	4,583.33	5000.00
Conference, Convention, Meet	30.00	-	546.38	903.64	2,291.67	2500.00
Travel	80.63	316.75	1,229.58	3,575.61	916.67	1000.00
Travel and Meetings - Other	-	-	19.00	-	10,541.67	11500.00
Total Travel and Meetings	269.37	581.93	3,604.65	5,673.32	18,333.34	20,000.00
Total Expense	18,508.60	16,836.65	292,783.80	283,454.95	307,541.69	333,150.00
Net Ordinary Income	(18,297.05)	(16,792.04)	84,195.36	8,169.78	53,833.31	32,350.00
Net Income - 2022 Reserve Funds (\$30,000)	(48,297.05)		54,195.36		23,833.31	2,350.00

November 2022

No assurance is provided on these financial statements

	2023 Budget	2022 YTD	2022 Budget	2021 Actual	2020 Actual	2019 Actual	2018 Actual
Ordinary Income/Expense							
Income							
Marketing Events Sponsorships	0.00		0.00	2,500.00	0.00	3,571.43	11,814.29
Pass Through Income	0.00		0.00	0.00	0.00	0.00	5,000.00
Start Up Salina Income	4,000.00	16,000.00	4,000.00	0.00	0.00	0.00	4,500.00
Investments							
Interest-Savings, Short-term CD	1,500.00	979.16	1,500.00	632.47	1,377.26	719.89	0.00
Member Contributions	360,000.00	360,000.00	360,000.00	291,000.00	265,500.00	290,000.00	320,000.00
City of Salina - \$275,000							
Saline County - \$35,000							
SAA - \$50,000							
Other Types of Income				33.05		35.40	
Grants	0.00		0.00	0.00	30,000.00	0.00	0.00
Total Income	365,500.00	376,979.16	365,500.00	294,165.52	296,877.26	294,326.72	341,314.29
Reserve Fund Account	30,000.00	30,000.00	30,000.00				
Gross Profit	335,500.00	346,979.16	335,500.00	294,165.52	296,877.26	294,326.72	341,314.29
Expense							
Business Expenses							
Pass Through Payments	0.00		0.00	0.00	0.00	0.00	5,000.00
Memberships	1,125.00	775.00	2,500.00	0.00	950.00	7,410.00	2,845.00
IEDC Membership - \$ 455 /yr							
SEDC Membership - \$300 /yr							
KEDA Membership - \$300/yr							
Marketing Events	6,000.00	8,410.78	10,000.00	5,000.00	585.00	12,776.96	40,428.80
TEAM Kansas - \$2500/yr							
AUVSI Booth - \$3000							
Miscellaneous Expense	500.00	51.95	500.00	235.97	263.09	458.58	0.00
Strategic Planning	0.00		0.00	0.00	0.00	0.00	15,000.00
Business Registration Fees	40.00	40.00	40.00	40.00	40.00	2,484.00	1,010.00
Total Business Expenses	7,665.00	9,277.73	13,040.00	5,275.97	1,838.09	23,129.54	64,283.80
Contract Services							
Accounting Fees	18,600.00	12,112.95	12,000.00	11,375.12	11,670.13	12,280.00	12,200.00
SS&C - \$3,500							
Woods & Durham - \$10,000 + \$5,100							
Outside Contract Services	13,400.00	11,080.00	2,550.00	26,710.00	710.00	2,921.83	1,000.00
IRB Cost Analysis -\$1100 per							
TransSystems(GP) - \$9000 (2022)							
Lobbyist Contract - Eric Folsom (1/6) \$9166							
Contract Services - Other	0.00		0.00	0.00	0.00	0.00	21,750.00
Total Contract Services	32,000.00	23,192.95	14,550.00	38,085.12	12,380.13	15,201.83	34,950.00
Facilities and Equipment							
Computer Replacement	1,000.00	2,011.57	1,500.00				
Office Equipment	800.00	230.47	850.00				
Total Facilities and Equipment	1,800.00	2,242.04	2,350.00				
Operations							
StartUp Salina Expenses	4,000.00	17,103.39	4,000.00	403.18	384.10	1,788.18	3,779.21
Donations - Outgoing Board Award	100.00	100.00	150.00	50.00			
Dues & Subscriptions	1,000.00	1,110.00	3,000.00	1,968.88	5,387.00	4,231.50	688.60
Rotary Dues - \$780/yr							
Training Fees	1,500.00	1,000.00	1,000.00	0.00	695.28	0.00	1,100.00
Repairs & Maintenance	375.00		500.00	128.97	326.25	0.00	428.22
Advertising/Promotion	20,000.00	15,919.36	26,000.00	19,299.51	9,926.71	19,412.05	18,428.96
Promotional Items - \$1000							
Print Marketing - \$15,000							
Other Marketing - \$1000							
Welcome/Promo - \$200							
Website Maintenance - \$1000							
Website Hosting - \$625/yr							
Dennis Quaid Show - PBS (1/4) \$6375							
Books, Subscriptions, Reference	4,500.00	4,976.73	4,000.00	3,258.70	3,868.55	477.79	2,395.04
JobsEQ - \$3278.18 (1/2 sub)							



	2023 Budget	2022 YTD	2022 Budget	2021 Actual	2020 Actual	2019 Actual	2018 Actual
Canva - \$125/yr							
KC Biz Journal - \$90							
ICT Biz Journal - \$90							
Office 354 Renewal - \$350							
Adobe Cloud Suite - \$130.80/yr							
Salina Journal Online - \$96/yr							
Postage, Mailing Service	125.00	86.50	210.00	116.00	59.85	238.00	83.00
Printing and Copying	285.00	273.13	1,200.00	60.58	71.40	475.06	639.62
Supplies	1,000.00	1,971.63	3,000.00	1,917.01	2,181.50	2,675.39	2,437.30
Telephone, Telecommunications	3,000.00	2,588.27	3,500.00	3,137.39	2,436.43	2,151.33	2,482.20
Cell Phone Allowance ExD - \$480							
Cell Phone Allowance AdA - \$480							
Zoom Subscription (2) - \$425							
Cox Telephone - \$800							
Internet @ Chamber - \$600							
Total Operations	35,885.00	45,129.01	46,560.00	30,340.22	25,337.07	31,449.30	32,462.15
Other Types of Expenses							
Taxes and Licenses	0.00		0.00	0.00	0.00	40.00	40.00
Depreciation	1,000.00	463.28	1,000.00	1,103.97	1,503.12	1,567.54	1,503.29
Insurance - Liability, D and O	6,000.00	5,577.35	6,000.00	5,437.00	4,863.65	4,484.00	4,446.50
Other Costs	250.00		250.00	82.42	171.73	219.26	0.00
Total Other Types of Expenses	7,250.00	6,040.63	7,250.00	6,623.39	6,538.50	6,310.80	5,989.79
Payroll Expenses							
Retirement Contributions	12,000.00	8,321.10	12,000.00	11,052.68	22,064.82	0.00	0.00
Director Relocation Expense	0.00		0.00	0.00	0.00	763.19	0.00
Employee Health Ins	7,700.00	9,979.17	7,000.00	7,155.38	4,959.62	5,579.40	5,291.72
Director Health & Life Ins	12,000.00	18,837.34	12,000.00	12,227.25	11,099.60	10,702.84	8,603.60
Car Allowance	6,000.00	5,500.00	6,000.00	6,000.00	5,750.00	6,000.00	6,000.00
Payroll Taxes	16,200.00	13,314.29	14,750.00	12,914.81	14,658.25	13,665.58	13,459.14
Wages & Salaries	189,000.00	163,269.26	180,000.00	170,560.87	176,801.28	165,241.00	175,975.25
Total Payroll Expenses	242,900.00	219,221.16	231,750.00	219,910.99	235,333.57	201,952.01	209,329.71
Travel and Meetings							
Meals	2,000.00	1,968.43	5,000.00	1,625.62	610.48	2,798.17	4,591.88
Conference, Convention, Meeting	1,000.00	208.33	2,500.00	1,171.64	1,410.40	300.00	1,707.72
Travel	4,000.00	1,310.21	11,500.00	3,575.61	1,317.67	9,763.45	11,984.59
Travel and Meetings - Other	1,000.00	19.00	1,000.00	0.00	0.00	480.00	0.00
Total Travel and Meetings	8,000.00	3,505.97	20,000.00	6,372.87	3,338.55	13,341.62	18,284.19
Total Expense	335,500.00	306,367.45	335,500.00	306,608.56	284,765.91	291,385.10	365,299.64
Net Ordinary Income	0.00	40,611.71	0.00	-12,443.04	12,111.35	2,941.62	-23,985.35
Net Income	0.00	-40,611.71	0.00	-12,443.04	12,111.35	2,941.62	-23,985.35

as of 11/30/2022

Salina Community Economic Development Organization, Inc.

Check Detail

November 2022

Type	Num	Date	Name	Item	Account	Paid Amount	Original Amount
Check		11/02/2022	Internal Revenue ...		First Bank Kansas		-2,214.92
				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		11/10/2022	Kansas Departme...		First Bank Kansas		-347.00
				State W/H Taxes		-347.00	347.00
TOTAL						-347.00	347.00
Check		11/16/2022	Internal Revenue ...		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						-2,214.94	2,214.94
Check		11/16/2022	Kansas Departme...		First Bank Kansas		-347.00
				State W/H Taxes		-347.00	347.00
TOTAL						-347.00	347.00
Check		11/30/2022	Internal Revenue ...		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						-2,214.94	2,214.94

Salina Community Economic Development Organization, Inc.

Check Detail

November 2022

Type	Num	Date	Name	Item	Account	Paid Amount	Original Amount
Check	ACH	11/11/2022	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	11/11/2022	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	ACH	11/23/2022	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	11/23/2022	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

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

Type	Num	Date	Name	Item	Account	Paid Amount	Original Amount
Bill Pmt -Check	2764	11/11/2022	SS&C Solutions Inc		First Bank Kansas		-366.99
Bill		10/31/2022		Accounting Fees		-366.99	366.99
TOTAL						-366.99	366.99
Bill Pmt -Check	2765	11/11/2022	Robinson, Mitch		First Bank Kansas		-681.94
Bill		11/11/2022		Director Health & Life Ins		-681.94	681.94
TOTAL						-681.94	681.94
Bill Pmt -Check	2766	11/16/2022	Visa - First Bank K...		First Bank Kansas		-360.51
Bill		10/31/2022		VISA - First Bank Kansas		-360.51	360.51
TOTAL						-360.51	360.51
Bill Pmt -Check	2767	11/16/2022	Quill		First Bank Kansas		-354.39
Bill		11/16/2022		Supplies		-17.63	17.63
				Supplies		-336.76	336.76
TOTAL						-354.39	354.39
Bill Pmt -Check	2768	11/16/2022	Salina Area Cham...		First Bank Kansas		-30.00
Bill		11/16/2022		Conference, Convention, Meeting		-30.00	30.00
TOTAL						-30.00	30.00
Bill Pmt -Check	2769	11/16/2022	Robinson, Mitch		First Bank Kansas		-120.63
Bill		11/16/2022		Telephone, Telecommunications		-40.00	40.00
				Travel		-80.63	80.63
TOTAL						-120.63	120.63
Bill Pmt -Check	2770	11/16/2022	Robin Vanatta		First Bank Kansas		-40.00
Bill		11/16/2022		Telephone, Telecommunications		-40.00	40.00
TOTAL						-40.00	40.00

10:34 AM

12/08/22

Salina Community Economic Development Organization, Inc.

Check Detail

November 2022

Type	Num	Date	Name	Item	Account	Paid Amount	Original Amount
Bill Pmt -Check	2771	11/22/2022	Cox Business		First Bank Kansas		-67.99
Bill		11/22/2022			Telephone, Telecommunications	-67.99	67.99
TOTAL						-67.99	67.99

December 2022 REPORT

MARKETING / LEGISLATIVE

The Legislative Committee of KEDA met and outlined the year's efforts which were presented to the Board of Directors on November 29th. The Salina Legislative Committee met on December 6th including new lobbyist Eric Sexton. The draft plan was reviewed and changes made. A final copy will be submitted to the organizations very soon.

Attended the visit of Kansas State University President Dr. Linden on December 5th concerning two segments of effort by KS Salina which is the efforts targeted at manned and unmanned aviation and on workforce training.

WORKFORCE TALENT / HOUSING

Supplied additional information to San Francisco based developer who is considering submitting a proposal for the RFP that will be advertised by the City of Salina for a housing project targeted for the City of Salina for 500 plus apartment units to be funded with the \$25 million in State of Kansas funds along with City of Salina funding and possible Saline County funding depending on the site selected. This is a company that the Drever Group had attempted to bring into their project.

Followed up 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.

A meeting of the team leading efforts related to childcare met to discuss next steps following the retirement of Leadell Edgerton. The United Way may have interest in hosting the position within their organization. Additional discussion will occur before the end of the year.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

Joyful Noise Studio owner Melissa Burrows was the program on December 7th for the Startup Salina program. Melissa and her husband were the top prize winner for the Charlie Walker Entrepreneurial Challenge.

Working on second annual Charlie Walker Entrepreneurial Challenge set for March 24th, 2023. The event is being held on the campus of KWU this year and will rotate in the future between KWU, KSU Salina and other locations in the community. Next meeting is set for December 12th.

PROSPECT MANAGEMENT

Following the approval of IRB's for Beck's Hybrids the company told realtor Jeff Maes that the project would not move forward unless some additional property was acquired from the Ward family. A meeting is set in Salina for December 14th with both parties to discuss this additional property. About 30 to 34 acres is required from the Ward's property. The company is set to locate along Interstate 70.

The engineering firm is working with Great Plains and has several site layouts completed. They will be meeting with UP's industrial sales manager soon concerning their access to the rail line.

Met with local company who is considering building a 120,000 to 250,000 SF building for use as warehousing for another local company and other possible clients. After the first of January a second meeting will be held.

SITES / BUILDINGS / TOOLS:

Continue to monitor sites and available buildings within the community.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (reported November 2022)

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

Website –11/12/2022 – 12/08/2022

127 users 125 New Users 141 Sessions 1.97 Pgs/Session 1:18 Avg Session
278 Pageviews

Facebook – (reported November 2022)

348 Page Reach 82 Post Reach 77 Page Visits 785 Followers

Facebook – 11/12/2022 – 12/08/2022

385 Page Reach 64 Post Engagement 60 Page Visits 794 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)
- 11/12/2022 – 352 members (+5)

Dennis Quaid Show: Viewpoints Information and Links

Here are some links to the Viewpoint Website and some of the videos that will be similar to what we are purchasing.

Viewpoint Website

<https://www.viewpointproject.com/>

Viewpoint Portfolio

<https://www.viewpointproject.com/dennis-quaid-ptv-segments/>

Best example is the Great Places to Live and Play Video in the Travel and Adventure Section

VIEWPOINT

— WITH DENNIS QUAID —

Studio Production Authorization

To the Attention of: Eric Brown

Participant Company: Salina Area Chamber of Commerce

Storyline: Discover America: Great Places to Live, raise a Family, Visit and Start a Business

Producer: Anthony Davis

Date: Monday, October 3, 2022

Public Television Distribution

This VIEWPOINT short-form documentary series will be distributed to Public Television stations in all 50 states. The overall project will include the production of one (1) 3-5-minute educational segment produced as a standalone short-form documentary for distribution to Public Television Stations nationwide (estimated reach for one year is 60 million households). VIEWPOINT maintains editorial control for the series format following Public TV Standards and will adhere to guidelines for Public Television's official practices. The host of VIEWPOINT for Public Television is Dennis Quaid. Mr. Quaid's image may not be used for any other *broadcasts* other than for this Public Television series. Salina Area Chamber of Commerce agrees to be a content expert for VIEWPOINT and understands that the format of the Public Television segment is non-commercial and strictly educational in nature. In adherence with Public Television Standards and Practices, there are no fees associated with the Public Television portion of the project. All fees outlined in this Authorization cover production costs for the value-added production and distribution services outlined below.

As a special thanks, VIEWPOINT will provide the following value-added services.

5-6 Minute Corporate Profile

VIEWPOINT will provide the production of one (1) broadcast quality, 5-6-minute educational documentary profile with expansive and detailed information documenting the issues and educational message that are applicable to your target audience. This is produced and edited on digital HD media. The format is educational and informational and is designed to promote your educational message within the context of the feature story line. Production includes interviews, narration, program/set design, script writing, videography, graphics, music, editing, high-end computer-generated graphics, and 2-D animation and/or graphics of your logo, phone number, and website will complete the production.

Educational Commercial Television Airings

VIEWPOINT will provide the production of one (1) high end one-minute educational commercial segment used for network distribution. Your segment will be broadcast once primetime in over 84 million homes via MSNBC, CNBC, CNN or an equivalent network. Your educational commercial segment will also air 400 times in many of the top 100 Designated Marketing Areas during peak and primetime on networks such as CNBC, CNN, CNN Headline News, Discovery Life, Fox Business Network, The Learning Channel, Discovery Channel, or equivalent networks (a media schedule will be set in advance to guarantee these spots and post airing affidavits (proof of airing) will be provided following the airings).

VIEWPOINT

WITH DENNIS QUAID

Internet Distribution

VIEWPOINT will digitize your segments into digital files for streaming on your website and will be delivered in a format for streaming on social media sites. VIEWPOINT will design and generate an email campaign to *your* narrowcasted audience sending up to 1,000,000 video emails from our email database.

Project Cycle: 90-120 Days

Day 1: Contract signed, and organization is scheduled for participation in the project.

Days 2-14: Project Fee is due on receipt of invoice; Questionnaire and Collaterals Sent.

Days 15-45: Project assigned to a field producer, producer reviews literature, acclimates to storyline.

Days 46-75: Scripts written and approved. Shoot location determined and shoot day set.

Days 76-90+: Shoot Day occurs; studio edits film; segments are approved & media schedule is set for airing.

Requirements of Salina Area Chamber of Commerce

- a. Completion of the Research Questionnaire. (Available online, by email, & in Welcome Package)
- b. Collateral materials sent necessary to the storyline and to aid the producer and field producer in scripting. (Included should be all necessary literature, marketing materials, past video work, master files of previously shot video (if available), company logo(s); all helpful creating the script.
- c. A list of potential interviewees and site locations where the educational story may be shot.
- d. Salina Area Chamber of Commerce does hereby commit to participate in this project described above and agrees to pay the \$25,500 underwriting and scheduling fee upon receipt of invoice (there are no post-production fees).
- e. The one day one location shoot will be provided for a location fee of \$3,400 to shoot onsite in the continental U.S. This location expense will be the responsibility of Salina Area Chamber of Commerce. Alternately, a field production crew can be provided on location at an appropriate facility in South Florida (West Palm Beach to Miami) to shoot all footage and interviews for this project at no additional expense if the organization has a South Florida location to shoot story in use by an end user.
- f. Expert advice on the technical accuracy of script and video for the 5-minute educational documentary and one-minute segment within 5 *business days* of receipt of these deliverables.
- g. Salina Area Chamber of Commerce will receive the licensing rights to the 5-6-minute corporate documentary and educational commercial at the end of the project at no further cost, and digital files of the aforementioned segments. Salina Area Chamber of Commerce will have final sign-off on all 3 segments prior to airings and distribution.

Authorized Signature

Position

Date

Pioneer Production Services, LLC

Position

Date

VIEWPOINT

Senior Producer

Anthony Davis

Venue for any claim relating to this agreement, or to the breach of this agreement, shall be in Palm Beach County, Florida. This agreement shall be interpreted under the laws of the state of Florida.

VIEWPOINT

P. 561-244-7620 • info@viewpointproject.com

Salina Community Economic Development Organization, Inc.

Deposit Detail

October 31 through November 30, 2022

Type	Num	Date	Name	Account	Amount
Deposit		10/31/2022		First Bank Kansas...	213.28
				Interest-Savings, S...	-213.28
TOTAL					-213.28
Deposit		11/02/2022		First Bank Kansas	2,000.00
			First Bank Kansas-sweep	First Bank Kansas-...	-2,000.00
TOTAL					-2,000.00
Deposit		11/09/2022		First Bank Kansas	5,000.00
			First Bank Kansas-sweep	First Bank Kansas-...	-5,000.00
TOTAL					-5,000.00
Deposit		11/10/2022		First Bank Kansas	1,000.00
			First Bank Kansas-sweep	First Bank Kansas-...	-1,000.00
TOTAL					-1,000.00
Deposit		11/16/2022		First Bank Kansas	2,000.00
			First Bank Kansas-sweep	First Bank Kansas-...	-2,000.00
TOTAL					-2,000.00
Deposit		11/17/2022		First Bank Kansas	1,000.00
			First Bank Kansas-sweep	First Bank Kansas-...	-1,000.00
TOTAL					-1,000.00
Deposit		11/22/2022		First Bank Kansas	5,000.00
			First Bank Kansas-sweep	First Bank Kansas-...	-5,000.00
TOTAL					-5,000.00

Salina Community Economic Development Organization, Inc.

Deposit Detail

October 31 through November 30, 2022

Type	Num	Date	Name	Account	Amount
Deposit		11/30/2022		First Bank Kansas	3,000.00
			First Bank Kansas-sweep	First Bank Kansas-...	-3,000.00
TOTAL					-3,000.00
Deposit		11/30/2022		First Bank Kansas...	211.55
				Interest-Savings, S...	-211.55
TOTAL					-211.55



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 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
22-07	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
22-14	Project DORI	Direct / SAA	New	12/1/2022	Had One Meeting	Warehouse Project	house Space for Local Comp	?	?	?	Local Co.	13 acres	120,000 SF to 250,000 SF
22-15	Project Celebrate	KDOC - JF	New	12/8/2022	Submitted 12/12/2022	Metal Fabrication	Nashville, TN Based	100	?	?	Need rail	50 acres	200,000 Build