

BOARD OF DIRECTORS

Clark Renfro
UMB Bank
SDI President

Steve Howe
Office of
Congressman Jerry Moran
SDI Vice President

Beth Vinson
Salina Regional Health Center
SDI Secretary

Melissa Goetz
KC&G Business Appraisal
Associates
SDI Treasurer

Robin Cates
On The Pot

Tony Dong
Martinelli's Little Italy

Mike Forristal
Lee Development LLC

Jerry Hinrikus
Sign Pro

Ken Jennison
Salina Media Group

Christy Lauer
Simply Baby and More

Russell Prophet
Hampton and Royce

Brian Richardson
Richardson Developments

Kenneth Rinke
Salina Taco Johns

Phyllis C. Klima
Executive Director

NOTICE OF MEETING

Lee District

Tuesday, August 11, 2009, 3:30 p.m.

Chamber of Commerce, 120 West Ash Street

Established in 1983 by the City of Salina for Downtown Economic Revitalization

OPEN DISCUSSION – 20 minutes designed to allow Board Members to discuss relevant concerns and non-agenda items

AGENDA

- I. Call to Order
- II. Roll Call
- III. Welcome New Advisors – Russell Prophet and Brian Richardson
- IV. Recognition of guests
- V. Additions or changes to the agenda
- VI. Approval of minutes-July 11, 2009 meeting
- VII. City Manager's report
 - A. Way Finding Signage
 - B. Parking Plan Implementation
 - C. Lighting Study
- VIII. New Business
 - A. Election Results – Benson Accounting – Request for Mayoral Appointment
 - B. Member concerns in the 100 block of N Santa Fe
 - C. Member concerns in the 100 block of N 5th Street
 - D. Downtown Cleanliness
 - E. City Commission budget action 8/10/09
- IX. Old Business
- X. Public Forum - time set aside for any member or general public to address the Board.
- XI. Motion to Adjourn

Cc: City of Salina/Jason Gage, Greg Bengtson, City Attorney
Salina Journal, Salina Radio stations, ACCESS-TV, KSN-
TV & KWCH-Salina

BOARD OF DIRECTORS

Clark Renfro

UMB Bank
SDI President

Steve Howe

Office of
Congressman Jerry Moran
SDI Vice President

Beth Vinson

Salina Regional Health Center
SDI Secretary

Melissa Goetz

KC&G Business Appraisal
Associates
SDI Treasurer

Robin Cates

On The Pot

Tony Dong

Martinelli's Little Italy

Mike Forristal

Lee Development LLC

Jerry Hinrikus

Sign Pro

Ken Jennison

Salina Media Group

Christy Lauer

Simply Baby and More

Russell Prophet

Hampton and Royce

Brian Richardson

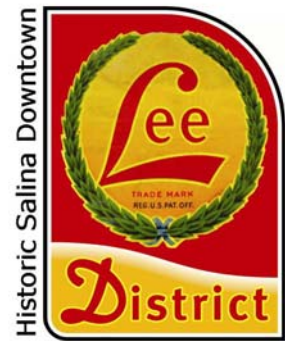
Richardson Developments

Kenneth Rinke

Salina Taco Johns

Phyllis C. Klima

Executive Director



Lee District

Tuesday July 14, 2009, 3:30 p.m.

Chamber of Commerce, 120 West Ash Street

Established in 1983 by the City of Salina for Downtown Economic Revitalization

OPEN DISCUSSION – 20 minutes designed to allow Board Members to discuss relevant concerns and non-agenda items

MINUTES

- I. **Call to Order** – Clark Renfro called meeting to order.
- II. **Roll Call – Present:** Clark Renfro, Steve Howe, Beth Vinson, Robin Cates, Melissa Goetz, Mike Forristal (arrived 3:55), Ken Jennison, Christy Lauer, Ken Rinke, Russ Prophet.
Absent: Tony Dong, Jerry Hinrikus, Brian Richardson.
Staff – Phyll Klima and Cindy Lamer.
- III. **Recognition of guests** – Katy England, Troy Vancil, Jason Gage.
- IV. **Additions or changes to the agenda** - None
- V. **Approval of minutes-June 9, 2009 meeting.** Robin Cates made motion to approve with the addition of absents from June 9 meeting. Seconded by Ken Jennison. Motion carried.
- VI. **City Manager's report**
 - A. **Community Improvement Districts** – See Attached. Jason presented to Board. It was suggested that Jason Gage or Mike Schrage present this at the All-Stakeholders meeting on July 23.
 - B. **Public Art Project** – Jason presented his prospective regarding what occurred with the artwork. A task force will be set up to formalize an esthetics plan for Lee District art. Phyll asked about art work from River Festival that is in storage—does it need to go before the task force. Jason advised that it becomes a question of “temporary versus permanent”. Clark expressed his appreciation to Jason for his explanation. Katy England also presented her prospective on the artwork situation. Clark also thanked her for her comments.
 - C. **Way Finding Signage** – Installation could begin in 8 weeks.

- D. Parking Plan Implementation – Jason advised that need to see how the budget situation works out and will then get back to the parking issue.
- E. Lighting Study – Report is complete. Currently looking at LED lighting.

VII. New Business

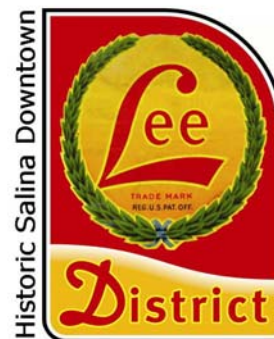
- A. Lee District Satisfaction Survey - See attached report. Phyll has made contact or scheduled appointments with all who requested it.
- B. Request for members to serve on DIP review committee – Ask Lucy Larson to represent the City Commission. Also need someone from Design Review Board of Advisors.

VIII. Old Business None

IX. Public Forum - None

- X. **Motion to Adjourn** – Ken Jennison moved to adjourn and Steve Howe seconded. Meeting adjourned at 4:45.

Cc: City of Salina/Jason Gage, Greg Bengtson, City Attorney
Salina Journal, Salina Radio stations, ACCESS-TV, KSN-
TV & KWCH-Salina



BOARD OF DIRECTORS

Clark Renfro

UMB Bank
SDI President

Steve Howe

Office of
Congressman Jerry Moran
SDI Vice President

Beth Vinson

Salina Regional Health Center
SDI Secretary

Melissa Goetz

KC&G Business Appraisal
Associates
SDI Treasurer

Robin Cates

On The Pot

Tony Dong

Martinelli's Little Italy

Mike Forristal

Lee Development LLC

Jerry Hinrikus

Sign Pro

Ken Jennison

Salina Media Group

Christy Lauer

Simply Baby and More

Russell Prophet

Hampton and Royce

Brian Richardson

Richardson Developments

Kenneth Rinke

Salina Taco Johns

Phyllis C. Klima

Executive Director

SALINA DOWNTOWN, INC.

Board of Directors

Tuesday, July 14, 3:30 p.m.

Chamber of Commerce Board Room, 120 W. Ash

MINUTES

- I. President Clark Renfro called the meeting to order.
- II. **Roll Call:** Present: Clark Renfro, Robin Cates, Ken Rinke, Steve Howe, Ken Jennison, Beth Vinson, Christy Lauer, Russ Prophet, Mike Forristal, Melissa Goetz. Absent: Jerry Hinrikus, Tony Dong, Brian Richardson. Staff: Phyllis Klima and Cindy Lamer.
- III. **Recognition of guests** – Jason Gage, Troy Vancil
- IV. **Additions or changes to the agenda** – None
- V. **Approval of minutes** - Beth Vinson moved to approve the minutes from June 9, 2009 meeting. Robin Cates seconded motion. Motion carried.
- VI. **Board Committee Reports**
 - Friends of the River – Troy Vancil shared the map regarding master plan. All of downtown is included. 215 surveys filled out—96% agreed something needs to happen. Phase I will be complete after presenting to the City Commission.
 - Business Incentive Package – Group has not met this month. Need a replacement for Jim Sergeant. Board calls are going well. Office will have a list for next Board meeting of calls made.
 - Holiday Lighting – 40% return on agreement. Need volunteers to make some calls. Have received \$5000.00 from an estate and \$1000.00 from Westar.
 - Nominations - Ballots have been mailed.
- VIII. **Standing Committee/Task Force Reports** – See attached
 - Business Support and Recruitment – Project Open awarded four grants and four 0% loans from State. E-Community designation also awarded. Next round applications due August 3. Russ Prophet volunteered to serve on DIP review committee.
 - C & A – Bids are in for wayfinding signage. Installation should begin in 8 weeks. Phyll presented financials to City Commission. No fee structure change requested.
 - Destination Marketing – Buddy's Block Party will be July 16. Event permit is in to City. SRHC has given \$1000.00 for use with Breast Cancer Awareness event. Long McArthur will be involved again this year. Christmas committee will meet again next month.
 - Chamber/SDI Task Force – Warren Ediger was awarded bid on office construction at Chamber. Lease agreement – Questions regarding repairs & maintenance. No termination plan for SDI if wanting to get out of lease. 90 day termination of lease by either party. Automatic renewal question as well. Russ Prophet will help iron out issues. All Stakeholders meeting is July 23-7:30 am and 5:30 pm. SDI/Chamber volunteers will run the meeting. Phillips will have a short presentation on Take Charge—replacing the lighting downtown.
- IX. **Director's Report** – See attached. Very happy with Project Open.

X. Action Items

Request for additional funding to help with Phase I of Friends of the River project. Consider \$3000.00 to Phase I and also consider a substantial donation to City for Phase II. Jason Gage said to make sure there is going to be a Phase II before giving donation to city. Consider giving your dollars to Friends of the River for Phase II community support. Tabled until next month.

XI. Additional Items – Objectives for the year. Executive session next month

XII. Robin Cates moved to adjourn. Ken Jennison seconded. Motion carried and meeting adjourned at 5:55.

Salina Downtown, Inc

... to champion a healthy, vibrant downtown community!

BOARD OF DIRECTORS

Clark Renfro
UMB Bank
SDI President

Steve Howe
Office of
Congressman Jerry Moran
SDI Vice President

Beth Vinson
Salina Regional Health Center
SDI Secretary

Melissa Goetz
KC&G Business Appraisal
Associates
SDI Treasurer

Robin Cates
On The Pot

Tony Dong
Martinelli's Little Italy

Mike Forristal
Lee Development LLC

Jerry Hinrikus
Sign Pro

Ken Jennison
Salina Media Group

Christy Lauer
Simply Baby and More

Russell Prophet
Hampton and Royce

Brian Richardson
Richardson Developments

Kenneth Rinke
Salina Taco Johns

Phyllis C. Klima
Executive Director

SALINA DOWNTOWN, INC.

Board of Directors

Tuesday, August 11, 3:30 p.m.

Chamber of Commerce, 120 W Ash Street

AGENDA

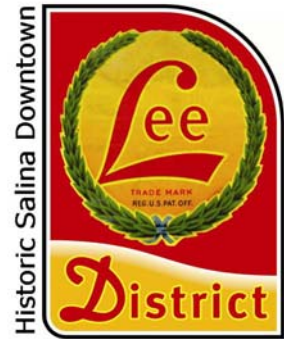
- I. **Call to Order**
- II. **Roll Call**
- III. **Recognition of guests**
- IV. **Additions or changes to the agenda**
- V. **Approval of minutes** –July 11, 2009 meeting
- VI. **Quarterly Financial Report**
- VII. **Board Committee Reports**
 - A. Friends of the River
 - B. Business Incentive Package
 - *Current Incentives
 - *Board calls
 - C. Holiday Lighting
- VIII. **Standing Committee/Task Force Reports**
 - A. Business Support and Recruitment –
 - i. Project Open
 - B. Communications and Advocacy
 - C. Destination Marketing – Buddy's Block Party
 - D. Chamber/SDI Task Force
- IX. **Director's Report**
- X. **Action Items**
 - A. Election results – Benson Accounting
 - B. Request for contribution
 - 1) Friends of the River Foundation – tabled 7/14/09
 - 2) Kansas Preservation Alliance
 - C. Chamber of Commerce
 - 1) Lease Agreement
 - 2) Floor plans
 - 3) Inter-City Visit – Invitation to participate September 23-25
 - D. Executive Session for Personnel
- XV. **Additional Items**
Calendar

August 5	Exec Committee 2:30 PM
August 11	Lee District & SDI Board meetings at 3:30PM
August 12	Destination Marketing Committee Noon
August 13	Design Review Board 4:00 PM
August 20	BSR Committee 4:00 PM
August 27	Design Review Board 4:00 PM
Sept 11	Development Incentive Program Applications due

XVI. Public Forum – time set aside for any member or general public to address the Board.

XVII. Motion to adjourn is in order

Cc: City Manager, local media



SALINA DOWNTOWN, INC
Statements of Activities
 April through June 2009

	<u>Apr - Jun 09</u>	<u>Jan - Jun 09</u>
Ordinary Income/Expense		
Income		
GRANT INCOME	57,539.00	57,539.00
INTEREST INCOME	545.47	574.35
ORGANIZATION CONTRIBUTION	0.00	55,000.00
PROGRAM INCOME	1,205.30	6,791.80
SERVICE FEES	17,225.14	60,186.62
Total Income	<u>76,514.91</u>	<u>180,091.77</u>
Expense		
BANK SERVICE CHARGES	37.32	94.83
BUILDING REPAIR/MAINTENANCE	137.17	297.17
COMMUNICATIONS	390.16	677.93
COMPUTER SUPPLIES/MAINTENANCE	213.33	213.33
DUES & SUBSCRIPTIONS	831.85	831.85
EQUIPMENT MAINTENANCE AGREEMENT	167.14	250.64
EQUIPMENT REPAIR	80.40	80.40
INSURANCE	0.00	895.00
MARKETING	13,907.91	14,315.01
MEALS	245.59	365.59
MEETING EXPENSES	77.38	1,579.74
OFFICE SUPPLIES	462.38	1,109.66
OTHER EXPENSES-MISC.	0.55	50.55
PERSONNEL EXPENSE		
PAYROLL EXPENSE	1,002.46	1,803.12
SALARY-DIRECTOR	13,104.00	22,838.40
Total PERSONNEL EXPENSE	<u>14,106.46</u>	<u>24,641.52</u>
POSTAGE EXPENSE	400.05	831.83
PRINTING	3,446.26	3,446.26
PROFESSIONAL DEVELOPMENT	1,295.00	1,320.00
PROFESSIONAL SERVICES		
ACCOUNTING	2,600.00	3,075.00
PROFESSIONAL SERVICES - Other	15,894.19	19,943.19
Total PROFESSIONAL SERVICES	<u>18,494.19</u>	<u>23,018.19</u>
RENT	2,310.00	4,674.00
SPEC PROJ-FACADE EXP	26,940.00	26,940.00
SUPPLIES	1,359.73	2,486.33
TAXES & FEES	91.00	91.00
TRAVEL, MILEAGE	1,927.26	2,371.76
UTILITIES	332.99	842.66
Total Expense	<u>87,254.12</u>	<u>111,425.25</u>
Net Ordinary Income	<u>-10,739.21</u>	<u>68,666.52</u>
Net Income	<u><u>-10,739.21</u></u>	<u><u>68,666.52</u></u>

See accountants' compilation report.

SALINA DOWNTOWN, INC
Statement Of Financial Position

As of June 30, 2009

	Jun 30, 09
ASSETS	
Current Assets	
Checking/Savings	
CERTIFICATE OF DEPOSIT	50,545.47
OPERATING ACCOUNT	77,830.64
PETTY CASH	43.62
SCOUT BROKERAGE	77,998.59
Total Checking/Savings	206,418.32
Total Current Assets	206,418.32
Fixed Assets	
ACCUMULATED DEPRECIATION	-7,858.64
FURNITURE & FIXTURES	9,220.75
Total Fixed Assets	1,362.11
Other Assets	
NOTE RECEIVABLE-EXT IMPROV PGM	9,487.50
Total Other Assets	9,487.50
TOTAL ASSETS	217,267.93
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
ACCOUNTS PAYABLE- FACADE GRANT	29,465.34
FEDERAL WITHHOLDING PAYABLE	346.00
FICA PAYABLE (Social Security)	572.84
STATE WITHHOLDING PAYABLE	142.00
Total Other Current Liabilities	30,526.18
Total Current Liabilities	30,526.18
Long Term Liabilities	
NOTES PAYABLE-EXT IMPROV PGM	9,487.50
Total Long Term Liabilities	9,487.50
Total Liabilities	40,013.68
Equity	
UNRESTRICTED NET ASSETS	108,587.73
Net Income	68,666.52
Total Equity	177,254.25
TOTAL LIABILITIES & EQUITY	217,267.93

See accountants' compilation report.

SALINA DOWNTOWN, INC
Statement of Activities - Budget vs. Actual
January through June 2009

	<u>Jan - Jun 09</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
GRANT INCOME	57,539.00	50,000.00	7,539.00	115.08%
INTEREST INCOME	574.35	900.00	-325.65	63.82%
ORGANIZATION CONTRIBUTION	55,000.00	40,000.00	15,000.00	137.5%
PROGRAM INCOME	6,791.80	10,000.00	-3,208.20	67.92%
SERVICE FEES	60,186.62	60,500.00	-313.38	99.48%
Total Income	<u>180,091.77</u>	<u>161,400.00</u>	<u>18,691.77</u>	<u>111.58%</u>
Expense				
BANK SERVICE CHARGES	94.83	30.00	64.83	316.1%
BUILDING REPAIR/MAINTENANCE	297.17	300.00	-2.83	99.06%
COMMUNICATIONS	677.93	1,500.00	-822.07	45.2%
COMPUTER SUPPLIES/MAINTENANCE	213.33	900.00	-686.67	23.7%
CONTINGENCY	0.00	300.00	-300.00	0.0%
DUES & SUBSCRIPTIONS	831.85	450.00	381.85	184.86%
EQUIPMENT-NON CAPITAL	0.00	300.00	-300.00	0.0%
EQUIPMENT MAINTENANCE AGREEMENT	250.64	300.00	-49.36	83.55%
EQUIPMENT REPAIR	80.40	1,450.00	-1,369.60	5.55%
INSURANCE	895.00	1,200.00	-305.00	74.58%
MARKETING	14,315.01	6,000.00	8,315.01	238.58%
MEALS	365.59	120.00	245.59	304.66%
MEETING EXPENSES	1,579.74	2,000.00	-420.26	78.99%
OFFICE SUPPLIES	1,109.66	900.00	209.66	123.3%
OTHER EXPENSES-MISC.	50.55	150.00	-99.45	33.7%
PERSONNEL EXPENSE	24,641.52	26,400.00	-1,758.48	93.34%
POSTAGE EXPENSE	831.83	1,800.00	-968.17	46.21%
PRINTING	3,446.26	5,400.00	-1,953.74	63.82%
PROFESSIONAL DEVELOPMENT	1,320.00	2,400.00	-1,080.00	55.0%
PROFESSIONAL SERVICES	23,018.19	17,100.00	5,918.19	134.61%
RENT	4,674.00	3,600.00	1,074.00	129.83%
SPEC PROJ-FACADE EXP	26,940.00			
SUPPLIES	2,486.33	430.00	2,056.33	578.22%
TAXES & FEES	91.00	50.00	41.00	182.0%
TRAVEL, MILEAGE	2,371.76	900.00	1,471.76	263.53%
UTILITIES	842.66	1,200.00	-357.34	70.22%
Total Expense	<u>111,425.25</u>	<u>75,180.00</u>	<u>36,245.25</u>	<u>148.21%</u>
Net Ordinary Income	<u>68,666.52</u>	<u>86,220.00</u>	<u>-17,553.48</u>	<u>79.64%</u>
Net Income	<u><u>68,666.52</u></u>	<u><u>86,220.00</u></u>	<u><u>-17,553.48</u></u>	<u><u>79.64%</u></u>

See accountants' compilation report.

SALINA DOWNTOWN, INC.
Executive Director's Report
July 2009

Administration – Met with accountants to help define in house procedures and coding of several new programs. This process is important because it will enable both the accountants and staff to quickly review specific programs and to pull clear/accurate reports for multiple funding sources.

I took 3.5 days vacation to attend my brother-in-laws funeral. (July 21 half day and July 22-24). I am requesting three days vacation August 17-19.

Program of Work

1. **Board –**

2009 Program of Work

- A. Smoky Hill River Development – Friends of the River Foundation has appeared before the City Commission in Study Session requesting that Phase 2 be included in the 2010 City of Salina budget.
- B. Business Incentive Package – The Board members working on this priority have not met since February 18. However, board members are continuing to make personal calls on Lee District member businesses. Ken Jennison is still the “Leader of the Pack.”

Project Open has 40+ applicants and the second round of grant applications closed August 3. All four of the first round grantees have been awarded 0% interest loans from Start-Up Kansas. I continue to do follow-up with the Lee District businesses participating in Project Open as well as continuing to “business coach” the five FastTrac® graduates.

Salina has been designated as a NetWork Kansas E-Community! We now have \$75,000 State Tax Credits to sell to establish a revolving loan fund for Salina small businesses. The Chamber will administer this program. I will serve as Salina representative to the State and Regional E-Community meetings.

Development Incentive Program applications are due Sept 11. Three applications have already been submitted.

- C. Holiday lighting 2009 – Anticipate installation in August.

Board Elections – The following Board members' terms expire this year:

Tony Dong - has served two terms and is not eligible for re-election

Steve Howe – declines to run for re-election

Melissa Goetz – has agreed to run for a second term

Beth Vinson – has agreed to run for a second term

Slate of candidates:

Melissa Goetz
KC & G Business Appraisals

Jeff Guernsey
Shirts & Stuff LLC

Ted Hauser
Lee District Property Owner

Heidi Hendrick
Salina Surgical Art Center

Jim Loader
The Market Shop

David Moody, PhD
Salina Regional Health Center

Kathryne Perney
The Quilting Station

Beth Vinson
Salina Regional Health Center

Ballots were mailed July 3 and must be postmarked by Thursday August 6. Benson Accounting will announce results at the regular Lee District/SDI Board meetings Tuesday August 11.

2. Committee Reports

A. Business Support and Recruitment

Regular Monthly Meeting Thursday, July 16 was cancelled due to Buddy's Block Party and Sidewalk Sale

- Development Incentive Program applications are due Sept 11.
- The City Downtown Parking Committee has not met since Oct 17. Have had e-mail from Jason Gage indicating that the City Police Department will be purchasing and implementing the computer system yet this year. This system will allow their staff to issue computerized tickets and/or warnings (to individuals who have not received citations in the previous six months.)
- The City Commission approved the wayfinding signage bid at their regular meeting July 6. This package includes the Lee District wayfinding and parking signage. Anticipate installation this fall.
- The City has received the final lighting study report in early May. Expect that the report will be presented to the City Commission in Study Session at 2:30 PM September 21.
- Public Art Project Proposal –The City staff have been most helpful in working through the process to formalize any future project of this nature. SDI staff will continue to assist at their request. I have met with/discussed the progress with both Connie Bonfy, SAHC, and Gary Hobbie, Development regarding their progress.
- Continue individual contact with developers on as requested basis.
- Continue individual business consultations.
- Scheduled the second FastTrac® session on to begin in November. This session will be held at the Salina Public Library and is being marketed through their CLASS program.
- Business Activity Reports

NEW BUSINESSES – New in August

Jack 'n Jill's Salon, 119 S Santa Fe

SRCH purchased 217 S Santa Fe

BUSINESSES FOR SALE

Carol Lee Donuts

Santa Fe Phillies and Subs

BUSINESSES CLOSING/CLOSED

Temp Closings following fire

Anderson's Leather Shop

RELOCATED WITHIN DISTRICT:

Abracadabra Salon from 204 E Iron to 123 E Iron

FYI: the following addresses are newly occupied by Not-for-Profit organizations. By law these organizations are exempt from Service Fees. Listed are the addresses and the resulting impact on the 2010 SDI budget

131 N Santa Fe – TFI Family Services -	-\$ 984
217 S Santa Fe – Salina Regional Health Center -	-\$ 920
145B S Santa Fe – Veridian Behavioral Health	-\$ 416
TOTAL BUDGET IMPACT	-\$2,320/year

B. Communications and Advocacy – Did not meet this month.

Published e-newsletter and direct mailed to about 70 businesses who either report no e-mail address or who have indicated mail as their communication preference.

SDI staff appeared before the City Commission three times: June 15 regarding Plant Salina and June 22 (study session) and July 6 in support of the wayfinding signage bid award. Carla Welsh, Yarns Sold and Told was also present July 6 in support of wayfinding signage.

Our office has been experiencing ABUNDANT computer related problems over the past several months. At this writing we have been trouble shooting total internet/e-mail shut down for four working days. As you know, we budgeted for one new CPU during this calendar year. We are discussing the Local Area Network options with several providers. We had hoped to delay any upgrades until we relocated to the Chamber of Commerce. However, the CPU in the Director's office is not restarting reliably. The Assistant's CPU will not shut down properly (literally have to unplug it if we need to do a cold boot). We are frequently not able to access internet or e-mail (in or out). Staff is gathering cost information on upgrades and alternate service providers.

C. Destination Marketing –

Met Wednesday, June 10.

- Agreed to help market Plant Salina project up to \$750 of their un-allocated marketing budget. (This money was not spent due to the termination of the project.)
- Agreed to commit \$1,000 and a portion of the allocated media budget to the July 16-19 Sidewalk Sale (Now titled “Buddy’s Block Party”). This will be the first Retail Task Force to work specifically on this event.
- “Marketing Opportunities” mailings were sent July 3. Limited response at this time.

City of Salina

Downtown Improvements –

- City Comprehensive Planning process is nearing completion.
- Way finding Signage – City Commission awarded the bid for the signage on Monday July 6. In conversation with the engineers, they indicated that installation would be last summer or early fall.
- See Parking above.

Salina Area Chamber of Commerce

- Project Open has 40+ applicants and the second round of grant applications were due August 3. Five applications were filed including 2 new businesses in the district and one potential expansion into the district. The other two applications are from businesses located outside the Lee District. I continue to do follow-up with the Lee District businesses participating in Project Open as well as continuing to “business coach” the five FastTrac® graduates.

All four of the first Project Open grantees have been awarded StartUp Kansas 0% loans from NetWork Kansas. This means that the \$14,760 in grants awarded through Project Open were matched through StartUp Kansas to bring an additional \$20,140 in 0% loans to Salina entrepreneurs. SDI will be administering the two loans to Lee District businesses and the Chamber will administer the two for businesses located outside the District.

- Salina has been designated as a NetWork Kansas E-Community! The Chamber and SDI jointly authored this application. We now have \$75,000 State Tax Credits to sell to establish a revolving loan fund for Salina small businesses. The Chamber will administer this program. I will serve as Salina representative to the State and Regional E-Community meetings.
- Thank you those who attended and conducted the two stakeholders meetings July 23 in my absence. I appreciate your leadership. A formal report will be available at the board meeting.

PR/Speaking engagements –

Professional Development – August 6 will attend training in Emporia “Property and Business Development.”