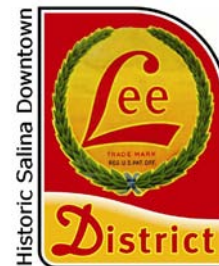


...to champion a healthy, vibrant downtown community!



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Phyllis C. Klima
Executive Director

BUSINESS SUPPORT & RECRUITMENT

Business Hall of Fame, Chamber of Commerce
120 West Ash Street

4p.m., Thursday, March 18, 2010

AGENDA

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

1. Administration

Approve Minutes of February 18, 2010 meeting

2. Addition of items to agenda

3. New Business

A. Partner Memberships

4. Old Business

A. Youth Leadership – Downtown Project

B. WIFI in the District – Brent Sadler

5. Other Committee Business - Standing Reports

A. Updates

Friends of the River

Project Open and FastTrac®

Parking Implementation

Engineer's Lighting Review

Wayfinding Signage

B. Available Properties

Properties at risk

111 N 7th Street

116 – 118 N Santa Fe

246-254 N Santa Fe

C. Business Changes in the District

Closed: Three Barbaras and a Jane, E Iron

Change in Ownership:

Moved from the District:

Moved within the District:

New Business: Tracey Mann, Political Office, 119 W Iron

Monte Shadwick, Political Office, 116 S Santa Fe

Business for Sale:

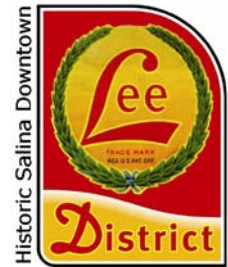
Santa Fe Phillies and Subs, 145 S Santa Fe

S&P Coins, 123 S Santa Fe

6. Adjournment of Meeting

Committee members: Lou Appleby, Randy Graham, Ted Hauser, Kaylee Brown, Robert Protzman, Andrea Quill, Brian Rose, John Ryberg, Brian Schwarz (chair), Troy Vancil (vice-chair). City staff contacts: Lt. Russ Lamer, John Burger

** SDI Board Members



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BUSINESS SUPPORT & RECRUITMENT

Hall of Fame Room
120 West Ash Street

4p.m., Thursday, February 18, 2010

DRAFT MINUTES

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

1. **Roll Call:** John Ryberg , Bob Protzman, Randy Graham, Brian Schwarz, Lou Appleby Brian Rose. Staff: Phyll Klima and Cindy Lamer. Guests: Eva Costigan,- The Volunteer Connection,
2. Brian Schwarz called the meeting to order.
3. Approval of minutes of January 21, 2010 meeting. Randy Graham moved to approve and Brian Rose seconded. Motion carried.
4. **Addition of items to agenda.** – Signage approval for DIP added to New Business.
5. **New Business.**
 - A. DIP Expansion to target new business recruitment – Board approved a \$5000.00 Budget increase for new or expanding Lee District businesses. Committee approved a loan format for dispersement of funds. See attached guidelines.
 - B. DIP Signage Boards – Bob Protzman moved to approve purchase of two Sign inserts for sandwich boards. Randy Graham seconded. Motion carried.
6. **Old Business** –
 - A. Plan of Work – Committee accepted the 2010 Plan of Work.
 - B. Youth Leadership – Group is planning an April 24 clean-up day for the downtown Area. Phyll will contact some restaurants to see if she can get some refreshments Donated. Phyll also mentioned the possibility of the committee tallying the vote For the Salina Sculpture Tour when it is installed.
 - C. WIFI in District – Still waiting on bids.
7. **Other Committee Business** - Standing Reports
 - A. Updates:
 - Friends of the River – River clean-up day scheduled for March 13.
 - Project Open and FastTrac® - Partially funded two projects.
 - Parking Implementation - New equipment is in and City staff is in training.
 - Engineer's Lighting Review – No report
 - Wayfinding Signage – City is process of trying to cancel contract with current company.
 - Holiday Lighting – Light The Night staff has been here working on some problems.

B. Available Properties

Properties at risk

111 N 7th St

116 – 118 N. Santa Fe

246-254 N. Santa Fe Lee Building

C. Business Changes in the District

Closed: Three Barbaras and a Jane

Changes in District: Hair and Nail Addiction to You and Your Surroundings

Moved within District:

Business for Sale

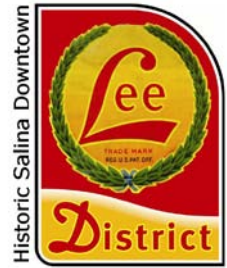
Santa Fe Phillies and Subs, 145 S. Santa Fe

S & P Coins, 123 S. Santa Fe

6. Meeting adjourned at 4:50.

Committee members: Randy Graham, Steven Howe, Lou Appleby, Robert Protzman, Andrea Quill, Clark Renfro, Brian Rose, Brian Schwarz (chair), John Ryberg, Ted Hauser, John Klassen, Troy Vancil.

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DEVELOPMENT INCENTIVE PROGRAM New Business Recruitment

GUIDELINES

DIP New Business Recruitment promotes the recruitment of new businesses or relocation of existing businesses into the historic Salina downtown Lee District.

This is a revolving loan fund. DIP New Business Recruitment will accept applications for a minimum of \$1,000 to a maximum of \$5,000. Awarded funds will NOT be released until the business has opened for business in the Lee District.

ELIGIBILITY: All applicants **must** be a participant in Project Open and **must** plan to locate in the Lee District within twelve months of application. **Only applicants funded through Project Open will be considered for DIP New Business Recruitment Loans.**

APPLICATION PERIOD: Applications are accepted quarterly (if funds are available).

2010 CRITICAL DATES

Grant Application Deadline

May 3rd

August 2nd

November 1st

Grant Application Review Date

May 17th

August 16th

November 15th

AVAILABLE FUNDS: DIP New Business Recruitment has a maximum of \$5,000 to award on a competitive basis in 2010.

INELIGIBLE PROJECTS:

- Projects NOT planning to locate within the Lee District
- Projects NOT participating in Project Open
- Project NOT funded through Project Open

ELIGIBLE USE OF FUNDS:

- Establishment of a new business in the Lee District or relocation of an existing business into the Lee District.
- Use of funds as defined in Project Open Application and Business Plan.

INELIGIBLE USE OF FUNDS:

- Business establishment outside the Lee District
- Uses not defined in Project Open Application or in the required business plan

SELECTION CRITERIA: Applications are subject to the same Selection Criteria as all Project Open Business Development Fund applications. (See Project Open Funding Guidelines and Application for complete details)

APPROVAL: Applications are subject to review and approval by the Project Open Financial Review Committee. Project Open Financial Review Committee will also set the terms of the loan.

Applications awarded DIP loan funds will officially be notified by letter.

ADDITIONAL REQUIREMENT: All projects awarded loans must be open for business in the Lee District within one calendar year from the official date of the award letter.

AVAILABILITY OF FUNDS: Successful applicants will receive awarded loan funds after the new business officially opens in the Lee District.

APPLICATION REQUIREMENTS: There is NO separate application form for this loan fund. Applicants must indicate on their Project Open Business Development Fund Application that they intend to locate in the Lee District and wish to apply for these additional loan funds. Project Open application forms are available from Salina Downtown, Inc. (SDI), 120 West Ash Street, Salina, KS 67402-1065 and on line at www.SalinaLeeDistrict.com