



# Historic Salina Downtown

## SDI Monthly Newsletter

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### Board of Directors

Beth Vinson  
Salina Regional Health Center  
SDI President

Robin Cates  
On The Pot  
SDI Vice President

Russel Prophet  
Hampton and Royce  
SDI Secretary

Kenneth Rinke  
Salina Taco Johns  
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Mike Forristal  
Lee Development LLC

Melissa Goetz  
KC&G Business Appraisal  
Associates

Jerry Hinrikus  
Sign Pro

Ken Jennison  
Salina Media Group

Christy Lauer  
Simply Baby and More

Jim Loader  
The Market Shop

Kathryne Perney  
Quilting Station

November 2009

Greetings of the Season,

Thanks to all those who helped deck the Lee D for the Holidays: Connie Ballou and all her volunteers who wrapped the light poles, Saturday November 14; Cox for hanging the garland on the pedestrian overpasses; the City of Salina for hanging the new holiday banners and all of YOU who helped with the new LED lighting!

Best wishes for a grateful Thanksgiving!

**- Beth Vinson and Robin Cates, SDI Board and Holiday Lighting Task Force Chairs-**

### WHAT YOU GET FOR THE MONEY

*A monthly feature article providing Lee District members a list of projects for the month.*

- Christmas Festival and Parade of Lights Nov 21. [www.salinaleedistrict.com](http://www.salinaleedistrict.com) for a printable flyer
  - Holiday Lighting upgrades to be installed this month. SDI Paying 50% of the roof top lighting and 100% of the additional pole lights.
  - New Holiday light pole banners to be installed in November
  - New Holiday banner installed on pedestrian cross walk in November.
  - Billboard on I35 at Concordia.
  - Two Seasonal billboards on I 70 and at Sunset Plaza from Oct - Nov.
  - Media Advertising in newspaper, on radio and television
  - Monthly Newsletters or e-Newsletters
  - Development Incentive Program - Mini-grants and Forgivable Loans for facade improvement.
  - Project Open, helping entrepreneurs succeed. SDI provides staff, FastTrac and marketing assistance
  - Monthly advocacy at City and State levels
- Call 825-0535 for the most recent quarterly financial report.

Brian Richardson  
Richardson Developments

Norman Yenkey  
Property Developer

### Quick Links

[More On Us](#)

[Join a Committee](#)

### SDI Standing Committees

SDI has three standing committees. Any SDI member/partner is welcome to join a committee to help champion a healthy, vibrant downtown community!

**Business Support and Recruitment** meets  
4:00 PM the 3rd Thursday of each month.

**Communications and Advocacy** meets as needed.

**Destination Marketing** meets at noon the 2nd Wednesday of each month.

Volunteers encouraged

785-825-0535

### What's Ahead

- Nov 19 Business Support & Recruitment Committee - 4:00 pm 120 W. Ash.
- Nov 21- Christmas Festival and Parade of Lights
- Dec 3 - SDI Executive Board Meeting -2:30 pm - 120 W. Ash
- Dec 8 - BID/SDI Board Meeting - 3:30 pm - 120 W. Ash
- Dec 9 - Destination Marketing Committee - Noon 120 W. Ash
- Dec 17 - Business, Support and Recruitment Committee - 120 W. Ash

Join Our List

[Join Our Mailing List!](#)

## DEVELOPMENT INCENTIVE FUNDS AVAILABLE

### Third Round in 2009

SDI Business Support and Recruitment Committee is announcing a third application period for Development Incentive Program funding. The applications are due by **NOON December 15**. Contact SDI for complete application.

## Salina E-Community Tax Credits For Sale

### Only Available to Individuals & Corporations

Salina has recently be designated a NetWork Kansas E-Community. That means that the Chamber of Commerce has \$75,000 in state income tax credits to sell. The proceeds of the sale of these credits will be used to establish a revolving loan fund for small business in Salina.

#### Who Can Donate?

Individuals and corporations\* can donate to the Salina E-Community Fund at the Kansas Center for Entrepreneurship.

The minimum allowable tax credit per year is \$187.50, which translates into a donation of \$250. The maximum allowable credit per year is \$50,000, which translates into an approximate donation of \$66,667. If the amount of the tax credit exceeds the contributor's liability in the taxable year, the remaining portion of the credit may be carried forward until the total amount of credit is applied.

#### Who Cannot Donate?

Banks are not eligible for the Entrepreneurship Tax Credit due to privilege tax limitations. Banks are eligible for the Rural Business Development Tax Credit (RBDTC), also a 75% tax credit offered through seven regional foundations. For information on RBDTCs, check out [www.networkkansas.com](http://www.networkkansas.com) under the Economic Resources tab.

Contact [Larry Powell](#) at the Salina Area Chamber of Commerce for complete details. 827-9301.

[Click here](#) for printable NetWork Kansas tax credit information.



If you want to start or expand your business in Salina, contact Project Open or call either SDI (785) 825-0535 or the Salina Area Chamber of Commerce (785) 827-9301.

## LEE DISTRICT LOGIC

### SALINA - BUILT ON A STRONG ENTREPRENEURIAL LEGACY

**Editor's Note:** *The excerpt from the Kauffman Foundation below reminds us exactly why our B.I.D. is now called the Lee District. We are an amazingly diverse group of entrepreneurs who believe in creating jobs and building community - just like H.D. Lee.*

H. D. Lee's business accomplishments were key ingredients in Salina's early growth. Lee was president of five Salina companies at once time: H. D. Lee Mercantile, Lee Hardware, H. D. Lee Mills, Farmers National Bank and Kansas Ice and Storage. At the time of his death in 1928, Lee's Salina companies alone were worth over \$12,600,000. He was also one of the first trustees of St. John's Military Academy and was the one who suggested a bond issue for the establishment of the Salina Country Club. He even put up \$5,000 of his own money toward the project.

#### **Kauffman Foundation Analysis Emphasizes Importance of Young Businesses to Job Creation in the U.S.**

(KANSAS CITY, Mo.) Nov. 5, 2009 - The Ewing Marion Kauffman Foundation today released a study showing that newly created and young companies are the primary drivers of job creation in the United States. ... Kauffman's analysis of U.S. Census Bureau data showing that **companies less than five years old created nearly two-thirds of net new jobs in 2007** could not be timelier.

"Job creation is the number one issue facing families and policymakers during this economic recession, and this study shows that new businesses and entrepreneurs are the key factor in adding new jobs," said Carl Schramm, president and CEO of the Kauffman Foundation. "If the U.S. economy is going to have a sustained recovery, it will be up to entrepreneurs to lead the way."

## Available Properties

### **Retail (Flexibility)**

109-111 N. 7th, Rick Weber, 825-2177\*  
116 E Iron, Steven Kim  
208 E. Iron, Wayne & Peg DeBey, 827-0351  
210 E. Iron, Wayne & Peg DeBey, 827-0351  
104 N. Santa Fe, 827-8128 or 819-0102  
115 N. Santa Fe, Charles Livingston, 827-6469  
122 S. Santa Fe, Jim or Jeff Maes, 493-8500  
134 S. Santa Fe, Brian Richardson, 452-1130 Click here for floor plans  
201 S. 5th, Jim or Jeff Maes, 493-8500  
204 E. Iron, Wayne & Peg DeBey, 827-0351

### **Office**

100 N. 7th, Norm Yenkey, 825-8996  
205 & 209 W. Ash, Jim Ravenkamp, 493-6065  
112 W. Iron, Norm Yenkey, 825-8996  
119 W. Iron, 1st Floor, Diane Hoyt, 827-7251  
119 W. Iron, 8th floor\*, Jim Maes, 452-8807  
122 N. Santa Fe Ste B-D, 643-0959 or 820-8018  
131 N. Santa Fe, 2nd floor, John Vanier, 404-2111  
155 A N. 7th, Randy Graham, 825-8100  
156 S. Santa Fe, second floor, Chuck Carroll, 826-0767  
227 N. Santa Fe, 3rd flr, ste 302 & 303, Ken Bieberly, 823-9221  
200 S. Santa Fe, Chuck Carroll, 826-0767  
204 S. Santa Fe, Chuck Carroll, 826-0767  
215 S. Santa Fe, Suite 203 & 206, Frank Norton, 827-3646  
210 E. Walnut, Doug Snyder, 493-0530

### **Restaurant/Office/Flex**

100 N. 5th, Ben Frick, 820-9002

### **Loft or Office**

134 S. Santa Fe, Brian Richardson, 452-1130

### **Parking Lot**

117 N 7th, Rick Weber, 825-2177\*

### **Business for Sale**

Carol Lee Donuts, 825-5926

\*Property for sale only

If you own available property in the Lee District that is not listed please contact Salina Downtown Inc. at [gosalina@salinadowntown.com](mailto:gosalina@salinadowntown.com) or call 785-825-0535.

## FAST FACTS

**Wayne DeBey, The Flower Nook**, was elected to the Society of American Florists Retailer's Council for a three year term. Wayne will represent the central states region.

**Thiessen-Elise Salon** - Kudos for recognition in two national trade publications: Schwartzkopf, Inc. and TIGI. PRICELESS MARKETING!

### **At the Stiefel**

Thursday's classic movies @ 7:00 pm \$5

December 3 - Darius Rucker - 8:00 pm

December 6 - Jackson Browne Solo Acoustic 7:30

December 20 - Bela Fleck & The Flecktones 8:00

### **Salina Art Center**

*Exhibitions:*

Oct 23 - Jan 3 - "The Storyteller" international group of artists use story to convey and comprehend political and social events.

Dec 3 - Jan 3 - "Snapshots", Local high school students;  
Opening reception Dec 3 5:00 to 7:00 pm

*Films Showing at the Art Center*

*Cinema:*

November 20-26 My One and Only

November 27-December 3 Bright Star

### **Salina Community Theatre**

December 4 - 13 It's A Wonderful Life

December 18 & 20 - Les Lankhorst in a Swingin'  
Christmas

### **Smoky Hill Museum**

Thru Feb 7 - "Here and Beyond...the Paranormal", Spirits, specters and psychics descend on the Museum in a new exhibit.

"Crossroads of the Heartland" intersecting stories of regional history.

### **Salina Symphony**

Dec 13 - Family Holiday Concert, 4:00 pm at the Stiefel Theatre.

### **Mokas Downtown Bakery & Bistro**

Dec 18-19 - Murder Mystery Dinner Theatre "Deck the Halls with Parts of Charlie" - 7:00 pm

champion a healthy, vibrant  
downtown community!

