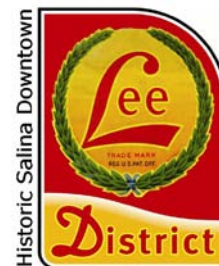


...to champion a healthy, vibrant downtown community!



BOARD OF DIRECTORS

Beth Vinson
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SDI President

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On The Pot
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Russell Prophet
Hampton and Royce
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Brian Richardson
Richardson Developments

Norman Yenkey
Property Developer

Phyllis C. Klima
Executive Director

BUSINESS SUPPORT & RECRUITMENT

Business Hall of Fame, Chamber of Commerce
120 West Ash Street
4p.m., Thursday, July 15, 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 NOTE: There was no quorum at the March, April, May or June meetings and therefore no official action by this committee

2. Addition of items to agenda

3. New Business

- A. DIP Façade Improvement Review Committee – two BSR members required
- B. Quarterly Stakeholders Meetings July 28 – New Business Showcase
- C. 2010 Seminars –Approve “TOTAL PACKAGE” series

4. Old Business

- A. Partner Memberships

5. Other Committee Business - Standing Reports

A. Updates

Friends of the River
Project Open and FastTrac®
Parking Implementation

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: United Country, Mid West eServices, 200 East Iron
Fast Fitness, 115 S Santa Fe
Monte Shadwick for Congress, 116 S Santa Fe

Change in Ownership: Martha & David

Moved from the District: None since May Meeting

Moved within the District: City Girls, 111 E Iron

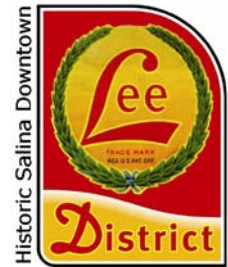
New Business: Avon Store, 134 S Santa Fe, Suite 100
Jim Barnett, Political Office, 115 S Santa Fe
Green Horse, 134 S Santa Fe, Suite 100B

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, Kaylee Brown, Julie Cates, Levi Huncovsky, Jim Loader*, Robert Protzman, Andrea Quill, John Ryberg, Brian Schwarz (chair). City staff contacts: Cpt. Mike Sweeny, 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.

** SDI Board Members



Business Support and Recruitment Committee 2010 Plan of Work

SDI MISSION STATEMENT: to champion a healthy, vibrant downtown community.

Mission: To develop and implement market-based strategy which will champion a healthy vibrant downtown community.

GOAL 1: Develop strong ongoing relationships with property owners and businesses including knowledge of available real estate, rental rates, lease expirations and expectations

Objective 1: Maintain a comprehensive business and property owner database

- Strategy: Fully implement SDI data base
- Strategy: Disseminate available property listings via SDI direct listing in agency monthly e-news, quarterly news magazine and website. Area, Regional and State wide listings via partnership with the Salina Area Chamber of Commerce.

Objective 2: Develop a positive, proactive relationship with local developers

- Strategy: Develop a comprehensive development incentive resource listing including incentives available throughout the City of Salina including Tax Increment Financing and Community Improvement Districts.

GOAL 2: Maintain ongoing liaison services with city on code, design review and other development processes

Objective 1: Encourage private property owner investment through public partnerships

- Strategy 1: Administer the Development Incentive Program.
- Strategy 2: Assist property owners with Historic Property "Eligibility Determination" process.
- Strategy 3: Develop and market a comprehensive incentive package including TIF and CID

Objective 2: Develop a strong, contiguous visual image for the BID through development of an aesthetic plan for the district.

- Strategy 1: Support the Lighting Study recommendations for the replacement/repair of pedestrian lighting.
- Strategy 2: Encourage the installation of wayfinding signage in 2010 with a downtown specific color palette.
- Strategy 3: Complete at least one "public art project" in the Lee District.
- Strategy 4: Develop an application for National Endowment for the Arts "YOUR TOWN" design workshop to be held in 2011 if awarded.

Objective 3: Develop a proactive downtown housing initiative.

- Strategy 1: Review policies and identify incentives to strengthen housing preservation and development in adjacent neighborhoods.
- Strategy 2: Continue to advocate for development of artist live/work space.
- Strategy 3: Continue the partnership with the newly formed Community Housing Development Organization (CHDO).

Objective 4: Linkage to surrounding development

- Strategy 1: Establish/strengthen SDI working relationship with the Friends of the River.
- Strategy 2: Encourage and leverage projects that connect the river to downtown

GOAL 3: Build a positive relationship with property owners, business owners, investors and community at large to encourage economic development.

Objective 1: Emphasize business retention and recruitment, including marketing and support services to promote existing businesses and identify and recruit new enterprises

- Strategy 1: Provide access to self conducted webinars and KDDA Trainings for Business Improvement Workshop
- Strategy 2: Encourage entrepreneurial development by enhancing a local support network and building strong relationship with state and regional entrepreneurial partners.
- Strategy 3: Build a comprehensive list of available incentives for new businesses and expanding existing businesses.
- Strategy 4: Implement the Salina Small Business Entrepreneurial Program in partnership with the Chamber of Commerce.

Objective 2: Continue to expand the Partnership program

- Strategy 1: Annually recruit SDI partners outside the Lee District (BID)
- Strategy 2: Increase Partners 15 % annually for two years

GOAL 4: Provide access to education in best business practices.

Objective 1: Help ensure that Lee District businesses have access to continuing education

- Strategy 1: Publicize KSBDC workshop schedule
- Strategy 2: Provide FastTrac New Venture twice per year in partnership with CLASS at the Salina Public Library
- Strategy 3: Provide SDI sponsored workshops