

persons out of the civilian work force (over 18,000) were employed in activities requiring highly developed skills.

The educated younger workers were seeking jobs elsewhere due to limited local opportunities.

Prior to the base closing announcement, it had been recognized that, if industry and manufacturing were attracted to Salina, reduced activities or closure of Schilling would have a lesser and shorter lived effect on the economy of the community.

In the mid-January meetings of 1965 with Washington officials the industrial development committee heard words of wisdom from John Kavanagh and OEA industrial consultant, and others in the delegation. The leaders were told that the first inclination they might have, that a preparing a colorful brochure to be mailed promiscuously around the country, should most certainly be postponed, if not forgotten. They advised, as the recommended alternative, that Salina leaders begin preparing and assembling documentary data about all facets of the community so that it would be available to prospective industrial clients. We were advised of the dangers of committee action, as opposed to the one-man director, because of the "let George do it" attitude that would most certainly develop; that the industrial development effort was not an evening or one weekend's work or something that a citizen might take on as a hobby. The community was admonished that it would probably take 5 years and not 6 months to show any degree of success. In the words of Mr. Kavanagh, a potential industrial client must say no not only once but eight times before he is to be dropped from the effort. The program would take money and our attitudes about spending the money would be most important. Jim Keefe described the development program as involving getting data on people, natural resources, utilities, markets, and in effect, an economic handbook. Within a week after hearing the charges of the industrial development specialists the chamber of commerce was organizing itself to comply with their basic suggestions.

Our community leaders had not, however, fully comprehended the wisdom of the admonition to slow down the advertising of availability of base properties to industry. Potential clients were being shown buildings that could not possibly become available for at least a year and buildings that were not included in the airport package were being shown as available.

The committee soon learned that there was nothing magic about the words industrial development and that it was not a presto chango business. At an early February meeting they reported that there were certainly some sleight-of-hand tricksters abroad. They reported that they had been besieged by persons that would like Salina to put them in business or finance their operations and who obviously considered Salina as an easy mark. Although the committee was investigating each lead or suggestion thoroughly, it was impossible to finance every inventor with an idea. They learned that it was necessary to turn down industries that were obviously not worthy of community consideration.

For the next 2 or 3 months the rumors of industrial client contacts were almost constant. Many of these rumors were actually quite factual and the community was visited by representatives of a number of concerns that had been attracted to Salina. In almost every