

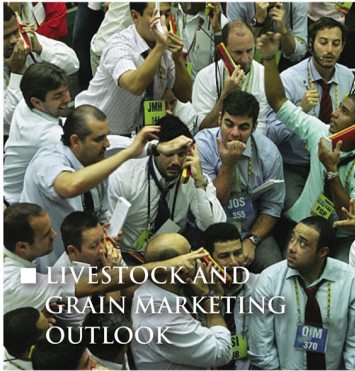
CHAMBER CONNECTION

A Monthly Publication of the Salina Area Chamber of Commerce

MARCH 2016 Volume 56, Number 3



■ COVER CROPS



■ LIVESTOCK AND GRAIN MARKETING OUTLOOK



■ CATTLE HANDLING

MID AMERICA

FARM EXPO

MARCH 29, 30, 31, 2016
SALINA, KANSAS

Bicentennial Center and Saline County Livestock & Expo Center
9am-5pm, March 29 & 30 • 9am-4pm, March 31

MORE THAN 300 EXHIBITS

- GRAIN STORAGE
- FARM SUPPLIES
- EDUCATIONAL CLINICS
- FARM & RANCH EQUIPMENT
- FARM BUILDINGS
- PRECISION ELECTRONICS
- LIVESTOCK EQUIPMENT

HAPPENING DAILY!

FREE WELL WATER TESTING*
10am-2pm;

**Testing for nitrate and chloride.
Bring 1 cup of water in clean,
disposable container.*

FREE PARKING FREE ADMISSION

For information call the Salina Area Chamber of Commerce at 785-827-9301
Visit our website at www.salinakansas.org

AT A GLANCE...

Business After Hours March 3
Salina Liberty/Bicentennial Center, 5-7pm

Business After Hours March 10
Smoky Hill Health & Rehabilitation, 5-7pm

Business After Hours March 24
Sunflower Carpet One, 5-7pm

KSHSAA 4A Div I
State Basketball March 16-19
Bicentennial Center

Mid America Farm Expo March 29-31
Kenwood Park

Details inside!

ON OUR WEBSITE...



When you see this icon, it indicates that more information can be found on our website. Watch for it in all our publications!

PASS IT ON!

- Human Resources
- Communications
- Sales
- Staff Break Area

**MID AMERICA FARM EXPO –
A SIGN OF SPRING!** See page 4

Salina

Area Chamber of Commerce

OFFICIAL PUBLICATION

The Salina Area Chamber of Commerce *Chamber Connection* (USPS 478-100) is published monthly by the Salina Area Chamber of Commerce, 120 W. Ash, Salina, Kansas 67401. Periodical Postage paid at Salina, Kansas. Subscription rate to members is \$1.25 per year. Sylvia A. Rice, Editor. Consolidated Printing, layout and design. Postmaster: Send address changes to: *Chamber Connection*, PO Box 586, Salina, KS 67402-0586.

BOARD OF DIRECTORS

- CHAIRMAN** Brian Richardson
Occupational Performance Corporation
- VICE CHAIRMAN** Mark Ritter
Crown Distributors, LLC
- CHAIR-ELECT** Guy Walker
Blue Beacon International
- TREASURER** Trey Mowery
Central National Bank
- PAST CHAIRMAN** Frank Hampton
Hampton Financial, LLC
- PRESIDENT/CEO** Don L. Weiser
Salina Area Chamber of Commerce
- Debra Blomquist
Accessible Home Care, LLC
- Brandon Ebert
Waddell & Reed, Ebert-Stein Group
- Dr. Verna Fitzsimmons
Kansas State University Salina
- M. Olaf Frandsen
Salina Journal
- Julie Goetz
Salina Regional Health Center
- Greg Goode
Salina Area Technical College
- Stuart Hieger
Wells Fargo Advisors, LLC
- Peter Johnston
Clark, Mize & Linville, Chtd.
- Tina Lewis
Salina Housing Authority
- Ashley McArthur
Long McArthur Ford
- Michael Spicer
Salina Community Theatre, Inc.
- Ron Stratman
Accurate Electric, Inc.
- Matt Thompson
Kansas Wesleyan University
- Joyce Volk
Joyce Volk Insurance Agency, Inc.
- Frieda Mai Weis
PKM Steel Service
- Mark Zimmerman
Salina Supply Company



SDI

Downtown News

By Penny Bettles, Salina Downtown, Inc.
pbettles@salinadowntown.com • 825-0535



2015 ANNUAL MEETING

Rich Kizer and Georganne Bender are professional speakers, authors and consultants whose client list reads like a “Who’s Who” in business. Companies internationally depend upon them for timely advice on consumers and the changing retail market place.

Any speaker can talk about consumers, but Georganne and Rich actually become them. In addition to yearly focus groups, one-on-one interviews, and intensive on-site studies, their research includes posing as every kind of customer you can imagine; and maybe even a few you can’t. The result of their research is literally straight from the mouth of the consumer: solid ground level intelligence you can use to better serve your own customers.



Join us Tuesday, March 15th at the Salina Art Center Warehouse

(149 S. 4th) for this one of a kind experience! Dinner will be served at 5:30 p.m. and speakers will begin at 6:00 p.m. You don’t want to miss this one of a kind opportunity! RSVP and purchase your tickets online today at salinadowntown.com!



ALPHAMEDIA
LIVE. LOCAL. USA



8 bars. 4 hours. 1 ridiculous night.

Grab your green tutus and shamrock shades, Salina Downtown, Inc. and Coors Light invite you to the 3rd Annual St. Paddy’s Day Pub Crawl on Saturday, March 12th! Eight participating bars and restaurants will hold drink specials for pub crawlers ONLY! Register NOW to receive your commemorative T-shirt (now available in baseball T’s) and coozie! Price is \$15.00 in advance and \$20.00 the day of event!

Register by March 4th to ensure T-shirt size and availability!

Participating establishments

Big Nose Kates • Blue Skye Brewery • Heart of Dixie • Martinelli’s Little Italy
Paramount Bar • Rendezvous • Santa Cruz Burritos • That 1 Bar



Meet our Volunteer



Wayne Owen

Wayne Owen is one of our most dedicated volunteers for Visit Salina, going back a couple of decades when Bill Beckmeyer recruited him as a team host for the KSHSAA 4A State Basketball Tournament. Wayne says that being a Team Host has been one of the best experiences he has had as a community volunteer. One experience he recounts is hosting the Sabetha High Girls team when their coach was dealing with major health issues in his family. Coach was traveling back and forth from Kansas City to Salina throughout the tournament, but his girls won the State Championship that year, a truly emotional win! Wayne was active with the Women's Big 8 Championship when it came to the Bicentennial Center, when he became an even bigger K-State fan watching Jack Hartman lead the Wildcats as their interim coach. When the Chamber got the bid to host the NJCAA Women's National Championship Tournament, Wayne stepped up once again. Wayne shared, "What a great experience this was. I hosted several different teams, including three times for the Vincennes, IN team coached by Harry Meeks. The first year they were here, they gave me an autographed poster with all the team's signatures including Coach's daughter. When Coach Meeks celebrated his 25th year in coaching, I sent him that poster from their first year in Salina as congratulations."

Wayne also helps out with state baseball and other events hosted in Salina. He commented, "My thanks go to the Chamber, Visit Salina, Tiffany Benien, Bill Beckmeyer, Bill Sturges and all the staff for giving me the opportunity to be a volunteer. Thanks also go to all the members of the Basketball Task Force, especially the GREAT team hosts I've worked with. THANKS FOR THE MEMORIES!"

Follow the Salina Chamber and Visit Salina on Facebook.



< 140



Salina Area Young Professionals



Looking to get more involved? Come visit our booth at Plug In Salina!

Plug In Salina
Connecting you with your community!

Tuesday, March 8
5:30 - 7:30 p.m.
Salina Bicentennial Center
Admission is FREE

- Visit with dozens of diverse and fun local clubs and organizations all in one place
- Learn about upcoming events or volunteer opportunities within these groups
- Mix and mingle with people that share your interests
- FREE food and beverages, and raffle items

Find "Plug In Salina" on Facebook for more details!



Visit Salina shared Salina Airport Authority's post.

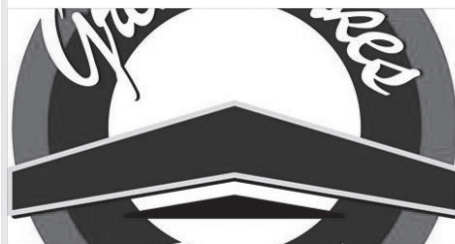
Great Lakes Airlines selected for Salina, KS flights -- this airline will provide nonstop service to Denver! | #VisitSalina #SalinaKS



Salina Airport Authority

February 12 at 9:44am · @

Great Lakes Airlines Selected for Salina, KS Flights



Salina Area Chamber of Commerce

A Special Thanks to Outgoing Board Members!

Andy England, St. John's Military School (2012-2015); John Gunn (2014-2015); Dale Heuszel, K-Coe Isom, LLP (2011-2015); Mike Junk, Crestwood, Inc. (2012-2015); Donnie Marrs, DMA Architects (2014-2015); Betsy Wearing, BWearing Consulting (2012-2015)



Community & Development Services

300 W. Ash St., Room 201

SAVE THE DATE
PUBLIC MEETING

Housing Assessment / Strategic Plan
City Commission Study Session

March 14, 2016 – 1:00-4:00 p.m.

City County Building, Room 107, 300 W. Ash

To view the *Live Salina Housing Study* go to

<http://salina-ks.gov>

(click on the link on the main page)





Mid America Farm Expo – a Sign of Spring!



Companies from around the United States will exhibit their products March 29-31 at the Mid America Farm Expo in Salina’s Kenwood Park. More than 350 exhibits will be on display showing the latest in farm technology, machinery, equipment and supplies.

The Expo began 51 years ago as a project of the Agriculture Committee of the Salina Area Chamber of Commerce. Originally named the Salina Materials Handling Show, the event had 44 exhibits on display on what was then known as the Saline County Fairgrounds. With the construction of the Bicentennial Center directly across from the Saline County Livestock & Expo Center, the Farm Expo expanded and is now one of the largest spring farm shows in the Midwest, attracting 10,000 attendees over three days.

The Expo is headquartered in the Bicentennial Center, with additional displays in Agricultural Hall, and Exhibition Barn, in addition to outdoor displays at the Saline County Livestock & Expo Center.

Special features of this year’s Expo will include seminars on Cover Crops, Cattle Handling, and Livestock and Grain Market

Outlook. There will also be an opportunity for individuals to have their well water tested for nitrate and chloride all three days during the expo.

“This show has grown over the years to become one of the premiere early spring farm shows in the Midwest,” stated Carl Garten, Chairman of the Chamber’s Ag Division.” This is going to be one of the largest shows we have had in several years. Companies from across the United States come to exhibit their farm machinery, equipment and supplies. Millions of dollars of equipment are on display. In addition

to the displays, I think we have one of the best line-ups of programs we have had for many years.”

There is no charge for admission or parking. Hours are 9am-5pm March 29, 9am-5pm March 30, and 9am-4pm March 31. For more information, contact

Delta or Don at the Salina Area Chamber of Commerce, (785) 827-9301.



Leadercast Energizes Local Leaders

Leadercast Salina



For the fifth year, on May 6, Leadercast Salina is returning to the Salina Community Theatre.

Leadercast is the largest one-day leadership event in the world. Broadcast live from Atlanta to hundreds of locations across the world, Leadercast will explore what it means to be a visionary leader by looking at three perspectives that an “Architect of Tomorrow” must consider: ability to see a preferred future, operate in the present, and utilize the resources around them to architect a clear path to a new destination.

In its most basic form, leadership is casting a fascinating vision and rallying those around you to help you complete that vision. That is the role of Architects... designing the path,

clarifying the direction, and leading the team toward that preferred future with little deviation.

Join us on May 6, 8 am- 3:30pm, as we hear from world renowned leaders and build a community that is architecting a new future. To purchase a ticket, please visit event.leadercast.com/location/salina. For sponsorship opportunities please see insert. If you would like more information, please contact Hayley at hmorrical@salinakanas.org or by calling the Chamber at (785) 827-9301.





Good Sports!

KSHSAA 4A DI State Boys' and Girls' Basketball Championships

March 9-12, 2016

Salina Bicentennial Center



Tickets: \$7 Students, \$9 Adults General Admission at Bicentennial Center Box Office

Wednesday, March 9 (Girls)	3:00 pm, 4:45 pm, 6:30 pm, 8:15 pm
Thursday, March 10 (Boys)	3:00 pm, 4:45 pm, 6:30 pm, 8:15 pm
Friday, March 11 (Girls & Boys)	3:00 pm, 4:45 pm, 6:30 pm, 8:15 pm
Saturday, March 12 (Girls & Boys)	12:00 pm, 2:00 pm, 4:00 pm, 6:15 pm

Marquee Welcomes

March 2-3	KS Electric Cooperatives
March 9-12	KSHSAA 4A State Basketball Championships
March 13	Central Mall Customs Car Show
March 17	NCK County Clerk Assn

Dollars & Sense

Recent groups Visit Salina worked with and the estimated visitors' spending they created in the community:

SJMS Parents Weekend

\$51,875

KSHSAA 4A State Wrestling

\$495,810

USA Kids 6U Wrestling

\$116,730

KDHE Family Retreat

\$4,608

Convention Corner



Construction on the **Hilton Garden Inn** hotel and conference center is visible at its south Salina location. The 90+ room property, featuring 10,000 sq ft of meeting space, is expected to welcome groups beginning in the Spring of 2017.

Kansas Electric Cooperative (KEC) and their Auxiliary will meet in Salina March 2 – 4 with more than 60 in attendance. Among the agenda, the Auxiliary will have a special program at Connected – A Free Trade Store in downtown Salina.

North Central Kansas County Clerks will convene at Martinelli's Little Italy, March 17 with 30 in attendance.

Did You Know?

Visitor spending directly supports 1,880 jobs with overall visitor-supported economic activity supporting nearly 2,500 jobs – one out of every twelve jobs in the county.

Source – *Tourism Economics, 2014 Data*





In The News

SMOKY HILL HEALTH & REHABILITATION, 1007 Johnstown, Salina, is proud to announce the addition of Dr. C. Scott Owings, MD as their Medical Director. Dr. Owings received his medical degree from Kansas University School of Medicine receiving AOA honors. He completed residency at Smoky Hill Family Medicine Residency where he served as Chief Resident. Dr. Owings is a member of STFM, AAFP, KAFP, AMA, Kansas Medical Society, NRHA, and Past President of the Saline County Medical Society. He is currently an Associate Director for Smoky Hill Family Medicine Residency Program and Associate Dean for KU School of Medicine-Salina.

GOT NEWS? Do you have news to share about your business or organization? Email srice@salinakansas.org and we'll publish it in an upcoming issue of salinakansas.org.

The **TAMARA HOWE SCHOOL OF DANCE** held their 2nd annual Friends and Family Showcase on Friday, February 5th at the Stiefel Theatre. This showcase highlighted their Rhythm company dancers competition pieces. All donations for admission were put towards our Summer Student Scholarship Fund. The evening raised \$700 for that fund which will help students traveling out of state for summer study with additional funds.

COURTYARD BY MARRIOTT, 3020 Riffel Drive, again earned the coveted Diamond Award for 2015. The Diamond Award is Marriott's highest honor, requiring a hotel to achieve the top 5% in the brand (worldwide) for guest scores, quality assurance inspection and maintaining a high revenue/occupancy average. The hotel is operated by S&B Motels. Michelle Jensen is the General Manager. To book a meeting, reunion or make a reservation, call 785-309-1300.

The website onlyinyourstate.com has listed **CLOUD 9 CHICKEN LIPS HAVEN**, 211 West Cloud, among the 11 restaurants that serve the "Best Wings in Kansas".

Are you interested in obtaining your HR certification? Well, you're in luck! The **SALINA HUMAN RESOURCE MANAGEMENT ASSOCIATION (SHRMA)** will be hosting

a spring and fall self-study group for the SHRM-CP and SHRM-SCP certification. If you are interested, please e-mail Kayla Coleman, Chapter President, at kcoleman@salinahealth.org. Earn your SHRM-CP or SHRM-SCP this year with the help of SHRMA! For more information about the SHRM-CP and SCP, please visit the SHRM Certification webpage.

New Members

JRI INVESTMENT
621 Westport Blvd.
Julia Zuppan
(785) 404-2210
jzuppan@jrimgmt.com

DAYS INN
632 Westport Blvd.
Cynthia Schaan
(785) 827-9315
cschaan8@gmail.com

JOHN DEGEN & ASSOCIATES, LLC
9233 Ward Parkway, Suite 322
Kansas City, MO 64114
John Degen
(816) 444-9166
jdegen@financialguide.com

SCHNEIDER FINANCIAL SERVICES
645 E. Crawford, E-6
Pamela Schneider
(785) 825-8836

DRESSBARN
2450 S. Ninth
Vicki Patterson
(785) 309-0332
vicki.patterson@dressbarn.com

Find me on
facebook
Search for us at
Salina Chamber
and
Visit Salina

Take 5



Meet Chamber Members Patrick and Teri Harrington, Innkeepers of End Iron Inn as you read excerpts from our 5-minute/5-question interview.

What is it about your business that is unique or special? What separates you from your competitors?

A "Bed and Breakfast" provides alternatives to modern hotel establishments by offering a richer, more enjoyable and personalized experience for business and vacation travelers. Frequently B&B's are in homes or structures with historical significance or special locations and are located all over the world. We are situated at the end of Iron Avenue in the Van Trine Estate, and the site of Salina's second telephone company. Our private dinner for two is served in what was once the telephone switchboard area. I am back in the call center again!

We are a welcoming establishment for guests from all over the country and the world. Pets are usually not a problem for us. The home and rooms are decorated with an eclectic mix of past and present. We periodically hold catered events like luncheons, birthday parties, showers, office parties and also have had musical performances here. We support local causes with room donations/facility usage. A concert at the Stiefel Theatre is enhanced by a stay here after!

See the entire interview, and others, posted at www.salinakansas.org/chamber/take_5.aspx



Want to be interviewed about your business? Contact info@salinakansas.org



Ribbon Cuttings



Big Brothers/Big Sisters opened a new Donation Center at 413 E. Prescott and celebrated with a Chamber ribbon cutting.

As part of their recent open house **Smoky Hill Health & Rehabilitation**, 1007 Johnstown, celebrated with a Chamber ribbon cutting.



Legislative Issues Meeting March 19th

In an effort to keep area citizens informed on state legislative activity during the 2016 state legislative session, the first of a series of Legislative Issue Meetings with our local Saline County Legislative Delegation will be held Saturday, March 19, 8:30-10am, at the Chamber's Visit Salina Annex.

The final meeting is scheduled for Saturday, May 21 at the same time and location.

Senator Tom Arpke, and Representatives Steven Johnson, Diana Dierks, and J. R. Claeys, have been invited to attend. The format of the meetings will consist of opening remarks from the legislators, questions from the audience, and closing remarks from the legislators.

The meetings are sponsored by AT&T. They are free and open to the public



How to contact your Legislators

Tom Arpke, Senator (R) 24th District
Mobile: 785-820-6138
Email: tom.arpke@senate.ks.gov

J.R. Claeys, Representative (R) 69th District
Mobile: 785-250-5758
Email: jrclaeys@house.ks.gov

Diana Dierks, Representative (R) 71st District
Mobile: 785-820-7504
Email: diana.dierks@house.ks.gov

Steven C. Johnson, Representative (R) 108th District
Mobile: 913-940-6526
Email: steven.johnson@house.ks.gov

Legislative Hotline 1-800-432-3924 • www.kslegislature.org

BUSINESS *after* HOURS

REFRESHMENTS • TOURS • DOOR PRIZES

Salina Liberty

800 The Midway (Bicentennial Center)

Thursday, March 3

5-7pm • \$5 per person

Salina Liberty would like you to come out and meet a few of the football players and members of the Liberty Belles dance team. Check out the newly renovated Bicentennial Center and linger afterwards to watch our players in action as they prepare for their weekend face off with their rival, the Wichita Force.

Smoky Hill Health & Rehabilitation

1007 Johnstown

Thursday, March 10

5-7pm • \$5 per person

Smoky Hill Health & Rehabilitation is proud to showcase their newly remodeled facility. They offer Short-term Skilled Care, Long Term Care and a secured Memory Unit for our residents. Licensed by Medicare and Medicaid, we also accept an array of insurances. If unable to make this BAH event, please stop by or call 785-823-7107 to schedule a tour.

Sunflower Carpet One

2555 Market Pl

Thursday, March 24

5-7pm • \$5 per person

Sunflower Carpet One, Salina's only Carpet One dealer and most trusted name in flooring since 1974. They carry the largest selection of top brands in carpet, hardwood & tile to name just a few flooring solutions at great savings, every day. So, come by and check out their many options and see why we've been the Reader's Choice finalist for over 12 years!

Come out, network with fellow Chamber members & check out what Salina Liberty, Smoky Hill Health & Rehabilitation and Sunflower Carpet One have to offer!

For reservations call 827-9301 or email dsmith@salinakansas.org

DOOR PRIZES (MUST BE PRESENT TO WIN)

\$100 CASH ATTENDANCE DRAWING

\$500, \$500, \$1,000 MEMBERSHIP DRAWING

ALREADY THIS YEAR WE'VE GIVEN \$1,300 AWAY!

IT PAYS TO ATTEND!!



120 W. Ash, P.O. Box 586 • Salina, KS 67402-0586
785-827-9301 • fx 785-827-9758 • www.salinakansas.org

HELP US KEEP YOUR ADDRESS CORRECT If address is wrong in any respect, please correct directly on the label and return to Chamber of Commerce. Thank You!

PERIODICAL
POSTAGE
PAID
SALINA, KS 67401

Right place. Right reason. Right *now*.

salinakansas.org

Membership Winner!



Karen Gebhardt

Karen Gebhardt, Kansas Secured Title, was a \$500 Membership Drawing at the February "Business After Hours" hosted by Greater Salina Community Foundation. Pictured presenting the check to Karen is Hank Corcoran Boyer, chairman of the Chamber's Hospitality Task Force.

2016 "Business After Hours" Fast Pass

It's not too late to order your 2016 "Business After Hours" Fast Pass. For \$30, the pass will gain you admittance to all Chamber After Hour events throughout the year. There are several BAH events scheduled for 2016, so that averages less than \$2.00 per event, a GREAT savings! To order your Fast Pass, email Delta at dbryant@salinakansas.org or call her at the Chamber office, (785) 827-9301.



\$ It Pays to Attend \$