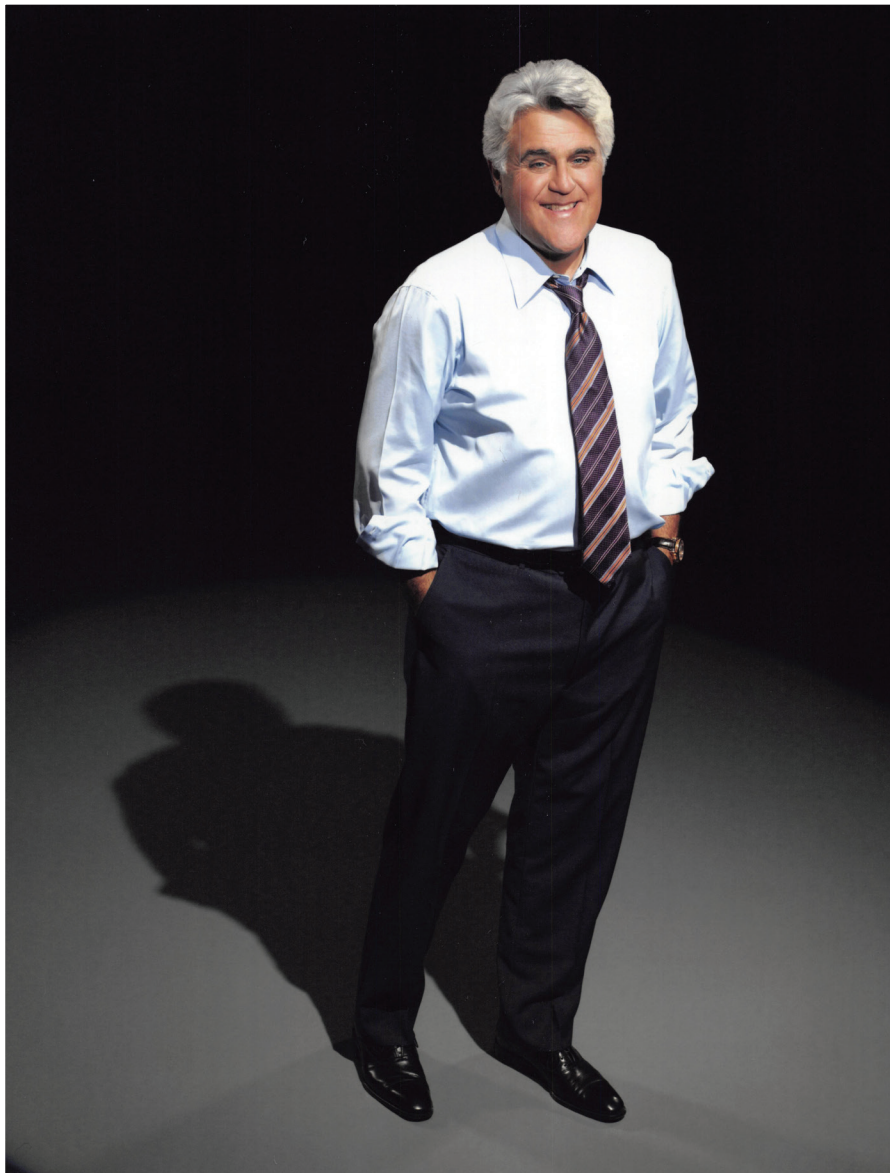


CHAMBER CONNECTION

A Publication of the Salina Area Chamber of Commerce

February 2022 Volume 62, Number 1



AT A GLANCE

Mark your Calendar!

Business After Hours February 10

Brown's Shoe Fit
2150 Planet Ave. – 5-7pm

Ribbon Cutting February 15

The Mike Finnigan School of Music at the
Stiefel Theatre
151 S. Santa Fe, Suite 203 – 5:45pm

Ribbon Cutting February 18

Kansas Physical Therapy Partners
405 E. Iron – 4pm

Salina at the Statehouse February 24

Topeka Capitol
All day

Ribbon Cutting March 12

Cozy Inn
108 N. Seventh – 12Noon

Details inside!



**Jay Leno to be Featured Speaker
for Chamber Annual Banquet**

See pg 03

Visit Salina Releases NEW Digital Visitor's Guide

See pg 12



Salina

Area Chamber of Commerce

OFFICIAL PUBLICATION

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From the CEO



Eric L. Brown

It is with great pleasure and excitement that we have announced Jay Leno as our 2022 Annual Banquet speaker! This speaker wouldn't be touching down in Salina without the partnership of The Garage Car Museum and The Stiefel Theatre. Mr. Leno will do a series of unique events geared at supporting each of the host organization missions and elevating Salina's community profile overall!

We are happy to also be able to partner with Holm Auto Salina/ Abilene for a one of a kind, one time Chamber member car show during our membership reception prior to the annual banquet! Over 20 cars from our members will be on display for the enjoyment of all the attendees and there will also be a People's Choice Award! It will be a great opportunity to get together and see the depth of Salina's love affair with cars and make for a very memorable membership reception!

In addition to the featured speaker, the banquet provides an opportunity to review highlights of our accomplishments in the previous year and our work and vision for 2022 and beyond. We have some fantastic new projects and programs that we will be sharing and highlighting at the event which include the introduction of an Association Health Care Plan with Blue Cross Blue Shield of KS, a new partnership with Saline County for a cutting-edge way to keep local dollars in locally owned and operated businesses, and a community marketing initiative geared at enhancing Salina's digital footprint in an increasingly digital world.

I would also like to take the opportunity to say thank you for the generous support of our sponsors, it simply doesn't happen without their support. You will see those companies featured on our website, event page, emails, social media and at the banquet. I encourage each of you to thank them for not only sponsoring this event but keeping the local economy strong!

You will see details about the banquet and how to get tickets in the cover story of this issue of *Chamber Connection* or you can visit our website at www.salinakansas.org. The quick answer is, contact Sandy Cole at scole@salinakansas.org or (785) 827-9301 to buy your tickets and tables.

See you there!

Best,

Eric L. Brown President/CEO
Salina Area Chamber of Commerce

HERE'S HOW TO CONTACT OUR CHAMBER STAFF

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Renee Duxler, Economic & Workforce Development Director
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Donna Smith, Office Assistant
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Chamber Announces Jay Leno as Annual Banquet Featured Speaker

Jay Leno, comedian, television host and car enthusiast will be the featured speaker at the Salina Area Chamber of Commerce Annual Banquet, Friday April 8, 2022. The banquet will be held in the Arena of the Tony's Pizza Events Center (TPEC) beginning at 6:00pm. A special membership networking reception will precede the banquet.

About the Chamber Event

The Membership Networking Reception will be held from 3:30-5:45pm in Great Plains Manufacturing Hall of TPEC. The reception has been customized this year with a car show featuring an array of very special automobiles owned by Chamber members.

"This is truly a once in a lifetime opportunity that has aligned for Salina, through the partnership, this series of unique events are geared at supporting each of the host organization missions and elevating Salina's community profile overall. Jay Leno checks the boxes as one of the world's biggest car enthusiasts, one of the biggest names in entertainment, and one of the best comedians in America's history!" stated Travis Young, 2022 Chamber Board Chair. "It is a great opportunity to highlight and celebrate all of the momentum that Salina has, and we look forward to his positive and humorous message at the banquet."

The Chamber Annual Banquet will be in the Arena of the events center. Seating will consist of tables of eight which includes dinner. Tickets for Chamber members are \$65 per person for the banquet. Tickets for non-members are \$90 per person for the banquet. Gallery Seats (without dinner) are \$30. Make reservations by calling the Chamber office ticket hotline at (785) 827-9310, ext. 123, stopping by the Chamber office, 120 W. Ash, or emailing Sandy Cole at scole@salinakansas.org. Tickets will be reserved on a first-come first-served basis. The evening will consist of remarks by outgoing Chair Jeff Maes, by incoming Chair Travis Young, a brief review of the Chamber's 2021 accomplishments, and Mr. Leno!

A limited number of sponsorships are available. For details regarding the cost and amenities of the sponsorships, please contact Eric Brown at the Chamber office, (785) 827-9310, ext. 131.



A Special Partnership

Jay Leno will be in Salina through a partnership between the Chamber, the Stiefel Theatre, and The Garage. Upon arrival, he will attend a by invitation-only event at The Garage to tour Salina's newest experience. Next up, he will address those gathered for the Chamber banquet, speaking about his business experiences and motor hobbies. Following the Chamber

banquet, Mr. Leno will present a performance at the Stiefel Theatre in downtown Salina. Tickets for the performance may be purchased by contacting the Stiefel at (785) 827-1998 or at www.stiefeltheatre.org/tickets.

About the Speaker

Leno is an acclaimed TV late night show host, admired stand-up comedian, best-selling children's book author, much-in-demand corporate speaker, TV and movie voice-over artist, pioneering car builder and mechanic, and philanthropist. Jay Leno is widely characterized as "the hardest working man in show business."



Jay Leno's late night television ratings domination included two decades as the host of the #1-rated "The Tonight Show with Jay Leno" – after the first two years Jay Leno never lost a single ratings year in which he served as host.

This fall Jay Leno brings back the classic game show "You Bet Your Life". Leno also currently produces and is host of the CNBC primetime series "Jay Leno's Garage" now in its sixth season, which explores the world of cars, never forgetting that it's the people behind the wheel who provide the real stories. His new product line Jay Leno's Garage Advanced Vehicle Care launched in December of 2016 and has been well received by the automotive industry worldwide. Products are available on www.lenosgarage.com.

Along with his CNBC show, Jay is currently on air with various other television series, including

"Last Man Standing." Leno performs more than 100 stand-up shows annually across the country and internationally, participates in numerous charity and corporate events, does voice-overs for animated series, pens children's books, and writes a monthly column in various automotive magazines. He enjoys working on his collection of classic cars and motorcycles. In fact, he has built a number of cars, including an acclaimed eco-car in his eco-friendly green garage.

Leno is the recipient of many honors, including Emmy, People's Choice, and TV Guide awards, Harris Poll selection as most popular star on television, the Hasty Pudding Award at Harvard University, The Mark Twain Prize, recipient of the Patriot Award given by the Congressional Medal of Honor Society, a star on Hollywood's Walk of Fame, and being the first person to drive the pace car of all major NASCAR events.

He and his wife Mavis, an ardent human rights activist, live in Los Angeles.





New Member Benefit - Chamber Blue of Kansas

The Salina Area Chamber of Commerce (SACC) is excited to announce a new member benefit. Through a partnership with BlueCross BlueShield of Kansas (BCBSKS), the Chamber will be able to offer a new association health plan called Chamber Blue of Kansas to our members.

Association health care plans are a type of group medical insurance for organizations that allow smaller companies and non-profits access to the health insurance savings associated with large group medical coverage. Employers band together to purchase insurance, this allows for more people in the pool, and the more people included, the more options, and potentially lower cost. This type of plan also gives our members more buying power, more choices, and competitive rates!

Your Chamber is partnering with Chamber of Commerce Executives of Kansas Organizations and 26 other local chambers in Kansas to provide member businesses across our state with access to Chamber Blue of Kansas. Businesses utilizing the plan will receive the same, great direct support through BCBSKS, those representatives will provide participants



support through multiple means including phone, on-line and virtual communications.

BCBSKS is the largest provider network in Kansas and is regulated by the Kansas Insurance Department and the Federal Department of Labor. BCBSKS has the reputation, expertise, and stability to support this endeavor.

During 2022, your Chamber will be partnering with BCBSKS to host several informational meetings and webinars to answer all questions related to participation. **For your calendars, August 2022 is a very important month as that is the**

timeframe when interested businesses will complete an Interest Survey and that survey will establish the group and rates that will begin in January 2023!

Keep an eye on your email inboxes and help spread the word regarding this exciting opportunity to help small businesses save money on one of the largest business expenses!

For more information or questions please contact Eric Brown at 785-827-9301 or ebrown@salinakansas.org

SALINA AT THE STATEHOUSE

THURSDAY FEBRUARY 24, 2022

SAVE *the* DATE

Have you ever wanted to join a Board or Civic Committee but don't know where to start? More information coming soon!

—
SPRINGBOARD

04 . 13 . 22

9am - 4pm

Kansas Wesleyan University

Chamber and USD 305 Present Youth Entrepreneurship Challenge

For the fifth year, the Salina Area Chamber of Commerce will be partnering with USD 305 to hold a Youth Entrepreneurship Challenge for aspiring young start-ups and business owners. Students at both Central and South high schools will participate and compete in a tradeshow and pitch competition to be held on Tuesday, March 8 from 9am-1pm at Salina Area Technical College.

The young entrepreneurs are expected to submit a business plan that includes marketing, management and financial information about their idea. The tradeshow requires them to provide visual aids and a short ‘elevator’ pitch of their idea. They then compete in a more formal presentation that also includes a question and answer session with judges; similar to what contestants experience in the popular pitch show, ‘Shark Tank.’

Participants are then judged on these three elements, and overall scores are tallied up to identify the winners. First place prize is \$500, with second place receiving \$350 and third place receiving \$200. Students can enter a business as an individual, or as a team. The first-place winner will also be able to compete in the statewide Kansas Entrepreneurship Challenge held at Kansas State University in Manhattan, with the second and third place finishers being eligible to enter the ‘Wild Card’ opportunity to compete.

As Salina continues to focus on workforce and economic development, entrepreneurial support and infrastructure remains a key piece in the strategy. Youth entrepreneurship also benefits an economy by creating jobs, increasing competitiveness, creating innovative goods and services, creating a strong community and cultural identity, and producing income.

“The Youth Entrepreneurship Challenge continues to be a priority for us because of the direct relationship that encouraging entrepreneurship has on attracting and retaining talent, as well as economic development and growth,” Eric Brown, CEO & President of the Salina Area Chamber of Commerce, said.

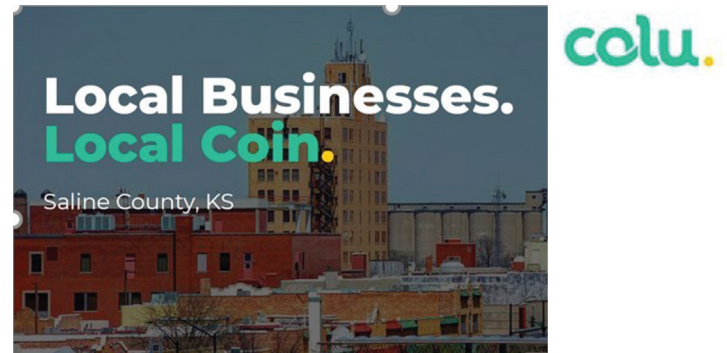
The competition this year will be a part of the Charlie Walker Entrepreneurial Challenge, a week of business support and training events that will end in a community pitch competition on Friday, March 11th at 6pm at The Temple. The first-place winner from the Youth Entrepreneurial Challenge will automatically be eligible to compete in the community competition, for a chance to win up to \$8,000 in prize money. More information about this event is forthcoming.

The youth competition relies heavily on business leaders and entrepreneurs volunteering to participate as judges, as well as to come out to support the trade show at SATC. If you would like to volunteer as a judge, or just want more information on YEC or the community pitch event, contact Renee Duxler, Economic and Workforce Development Director at rduxler@salinakansas.org or (785) 827-9301. The Youth Entrepreneurship Challenge is made possible through funding and support from Network Kansas and VentureDash.

Chamber and Saline County Team Up to Keep Dollars Local

According to a recent U.S. Chamber of Commerce survey, 1 in 3 local business owners say that generating revenue is still the business’ top challenge as they look at pandemic recovery. Small businesses experience stiff competition from large chains and e-commerce giants, and 85.9% of consumers report they plan to continue shopping online as they have throughout the pandemic.

To address this challenge, the Chamber has partnered with Saline County to offer an incentivized ‘keep your dollars local’ program working with local small businesses via a smart phone app. When it is fully developed, it will be free to download and the app will connect the user with local businesses that have enrolled to participate. Purchases by users will result in the generation of rewards for that purchaser, which will be accepted for additional purchases at other enrolled small businesses across Saline County. In simplest terms, as you buy from your favorite local boutiques through the app, you will earn rewards to spend at local restaurants, coffee shops, or other locally owned businesses right here in our community. In turn, the businesses accepting the rewards will be reimbursed from Saline County. The County Commission has committed \$150,000 to the program through ARPA (American Rescue Plan Act) funds. Watch for more information via marketing and media outlets, including Chamber publications and social platforms. And don’t forget to think and shop Salina first!



The Mid America Farm Expo is scheduled March 23-25, 2022 at the Saline County Expo Center and Tony’s Pizza Events Center. For more information about being an exhibitor, contact LaCrista Brightbill at brightbill@salinakansas.org or (785) 827-9301.



Business Plan Competition Set for March

by Tim Unruh

Opportunities to win some startup cash and hone business skills are coming to Salina in early March. The first Charlie Walker Entrepreneurial Challenge is open to residents of Salina, Ellsworth, McPherson, Dickinson and Ottawa counties.

There is no cost to enter.

Deadline to apply is 11:59 p.m. Friday March 4. Interested individuals or teams can complete the application process electronically at <https://goventuredash.com/competitions/261>, which includes a business plan, and two- to three-minute elevator pitch video, promoting your business plan concept.

"We are pleased to be co-sponsoring this week of entrepreneurial programs, concluding with the Charlie Walker Entrepreneurial Challenge," said Mitch Robinson, executive director of the Salina Community Economic Development Organization, 120 W. Ash.

Organizers strongly encourage applicants to attend the free Project Open training from 5:30 to 8:30pm Tuesday Feb. 15 and Wednesday Feb. 16 in Room 118 of the Technology Center at the Kansas State University Salina Aerospace and Technology Campus, 2310 Centennial Road. The sessions are designed to help applicants develop their business plan. If you are not able to attend, a video link will be available. Register at <https://projectopensalina.com/training/>. Applicants will compete for cash prizes of \$8,000, \$5,000 and \$3,000— provided by area sponsors — to be used for related business startup expenses.

"If you don't submit a plan (by 11:59 p.m. Friday, March 4), you can't be considered for prizes," Robinson said.

Leading up to the finale will be four programs targeting entrepreneurs interested in starting their own business:

- 6 p.m. Monday, March 7, Kansas State University Salina Aerospace and Technology Campus (Room 118 in the Technology Center): "The 3 Ms - Money, Marketing and Management."

- 9 a.m. to 1 p.m. Tuesday, March 8, students from Salina Central and Salina South high schools will compete in the Youth Entrepreneurship Challenge at Salina Area Technical College, 2562 Centennial Road in the Airport Industrial Center. The winning individual or team will win \$500, with \$350 for second and \$200 for third.

- 6 p.m. Wednesday March 9, in the dining hall of The Temple, 336 S. Santa Fe: "Women in Business," highlighting several women who have started their own businesses in the Salina community.

- 6 p.m. Thursday, March 10, "Social Media Marketing" seminar at the Visit Salina Annex, 120 W. Ash, next door to the north of the Salina Area Chamber of Commerce.

The final activity, 6 p.m. March 11 in The Temple dining hall will include the business plan competition, with each finalist's five-minute pitch presentation to a panel of judges. Each finalist then will have five minutes to respond to questions from judges, regarding their presentations and

the original application.

The Entrepreneurial Challenge is named in honor of the iconic Salina businessman, Charlie Walker, who founded a number of companies, biggest among them Salina-based Blue Beacon International (known for its truck and RV washes), and the Rolling Hills Zoo near Hedville. Walker died in 2012, but his family has continued his commitment by spearheading a number of civic causes in the Salina community.

"This competition is a way to help people realize their dreams," said Mary Landes, executive director of the Salina Innovation Foundation, based in The Temple. Co-working spaces are available for rent at below market cost, she said, for people wanting to get started with their own businesses.

"That's what Charlie did. He started with an idea and built it up," she said. "Lots of people have dreams, and this is a way to help them realize those dreams."

The competition is sponsored by Startup Salina, Salina Area Chamber of Commerce, Salina Community Economic Development Organization, The Co-Working Space at The Temple, Kansas State University Salina Aerospace and Technology Campus, Kansas Wesleyan University and Network Kansas.

To learn more, call (785) 404-3131 or visit <https://goventuredash.com/competitions/261>.

FACTOID:

Members of Startup Salina, a group of entrepreneurs, and those aiming to be, meet at 5:30pm on the first Wednesday every month in the co-working space at the Temple. To learn more, call (785) 404-3131.



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Salina
Area Chamber of Commerce



HELLO FROM 67401 SALINA, KS LEADERSHIP SALINA



Purple Team Provides Project Update

Did you know that bees are responsible for pollinating roughly 35% of the world's crops? Take part in our local endeavor to Save the Bees! The Purple Team's project is complete and is implemented around town. While you're out and about, look for our informational brochures at Lakewood Discovery Center, Salina Parks & Rec, Salina Art Center, Ad Astra Books & Coffee, and Rolling Hills Zoo. Supplies are limited, so grab one while you can and help us continue our project by planting the included pollinator flower seed packet in the spring!

For more on this project and other Leadership Salina information please visit <https://www.facebook.com/leadershipsalina>

RIBBON CUTTINGS

Join us!



Tuesday, February 15
The Mike Finnigan School of Music at The Stiefel Theatre
151 S. Santa Fe, Suite 203 – 5:45pm

Please join us for a Premium Ribbon Cutting for The Mike Finnigan School of Music on Tuesday, February 15th, 5:45 PM at the Stiefel Theatre!

- The NEW Mike Finnigan School of Music at the Stiefel Theatre offers group music lessons on a variety of instruments to students of all ages.
- Classes are taught in a group format. Students meet for 50 minutes a week for 8 weeks of instruction, culminating in a recital performed on the Stiefel stage. The school is currently enrolling for classes in Guitar, Piano, Ukulele, and Jug Band!
- The Stiefel employs the region's best music instructors. When you enroll, you receive the very best instruction from the most qualified instructors in the area.
- Each class includes essential learning objectives that will be assessed by the instructor to help focus instruction and aid students in their practicing.
- Students are learning in one of the nation's premier performance venues and will receive a chance to perform on the Stiefel stage. The Stiefel's work in bringing in the nation's top performing artists may also bring chances for students to work with some of America's greatest musicians or chances to see a live concert at the Stiefel while enrolled.
- Registration for our next session opens on February 9th and runs through March 16th. Space is limited, so enroll early by visiting - www.stiefeltheatre.org/school-of-music

Friday, February 18
Kansas Physical Therapy Partners
405 E. Iron Ave. – 4pm



Kansas PT Partners delivers the highest level of physical therapy care to the Salina, Kansas community and surrounding areas. Our patient-first physical therapists are accredited Orthopedic Clinical Specialists who deliver an educated, optimized recovery experience that is grounded in research evidence, informed by experience and continually evolving with industry standards. You and your family can trust that you're in good hands as we develop the best plan of care to solve your unique goals and needs.



SAVE THE DATE!

Join us for a very special ribbon cutting on Saturday, March 12 at 12:00 Noon, when we will commemorate the 100th Year Anniversary of the Cozy Inn.

March 12 is the date recorded as their first day in business, and this event will kick-off a celebration that will continue through 2022. There will be prizes throughout the day. Come on downtown to the Cozy Inn, 108 N. Seventh, and congratulate owner Steve Howard and his staff!





In The News

The birth of a baby rhino at [ROLLING HILLS ZOO](#) has generated tremendous reach on social media! By mid-January, the little guy's arrival had already reached 437,728 people, generating 41,155 engagements, 8,100 emojis, 224 comments and 945 shared. To see the hours that the calf can be viewed in the Barn, and to vote for his name, [go here](#).



CENTRAL KANSAS MENTAL HEALTH CENTER

(CKMHC) is pleased to announce that the Board of Directors has selected Glenna Phillips as the next Executive Director. Phillips will assume the position on March 14 with the departure of current Director Kathy Mosher. She will serve as the fifth Executive Director of CKMHC in its nearly sixty-year history. Phillips has over 25 years of clinical and supervisory experience with CKMHC, originally joining the organization as a case manager in 1996. She progressed into many different leadership positions including Coordinator of Community Based Services (children and youth), Director of Community Support Services (adult services), and Director of Community Programs and Outreach. Phillips obtained her Masters of Social Work from the University of Kansas in 2016, and most recently served as the CCBHC Project Director. Her many accomplishments include implementing a health home program called One Care Kansas, and integrated care coordination where physical and behavioral health care providers in our community are collaborating to develop workflows that are seamless and coordinated.



Salina-based [JRI HOSPITALITY](#) has created a Hall of Fame for those who have had a significant impact on the community, and the inaugural honoree is local tennis coach Mike Goll. Goll was inducted into the Hall of Fame in a ceremony on February 3 at Salina Country Club. Now retired, Coach Mike Goll was in education and coaching for 41 years.

During his tenure he was named National Coach of the Year, won four State Team Titles, and coached six Doubles State Champions. He began his teaching and coaching career at Kensington, Solomon, and finally Salina where he was head tennis coach at Salina Central High School for 25 seasons and assistant coach for seven years. He was also head coach at South South Middle School for 15 years. Salina native and JRI Hospitality President, Founder and CEO Jason Ingermanson purchased Salina Country Club last year. Goll was Ingermanson's track coach and teacher. Along with Salina Country Club, JRI Hospitality owns and operates over 80 restaurants in 15 states. The company is a franchisee of Freddy's Frozen Custard & Steamburgers brand and is actively working to attract new franchisees for the three brands they own – Mokas Cafe, The Original Grande, and Chompie's Restaurants.

[SUNFLOWER BANK](#) is proud to announce that it provided the ninth highest total amount of SBA 7(a) loans by a bank lender in the Kansas District in FY2021. With total SBA 7(a) loans of \$125,639,300 in FY2021, Sunflower Bank is one of the 100 Most Active SBA Lenders in the nation and is a Top 10 Bank Lender in five of its markets. According to the U.S. Small Business Administration (SBA) in FY2021, Sunflower Bank



achieved these bank lender rankings by total loan amounts: Kansas District Office - #9; El Paso District Office - #2; New Mexico District Office - #4; Arizona District Office - #5; and Colorado District Office - #5. As part of its growth strategy, Sunflower Bank is investing in its SBA platform and hiring additional SBA specialists. In November 2021, Danny Lobina joined Sunflower Bank as the new Director of SBA Lending to oversee SBA business development for Sunflower Bank and First National 1870. Sunflower Bank's commercial banking team in Salina is led by Cheryl Campbell, market president. The team provides SBA lending expertise to local businesses for business acquisition, owner-occupied commercial real estate, equipment financing and working capital needs. As an SBA Preferred Lender, Sunflower Bank has a streamlined, in-house approval process and dedicated specialists that work with local teams to provide timely credit approvals driven by local expertise. SBA Preferred Lenders have been recognized for a successful track record, high SBA loan volume and expertise in SBA lending policies and procedures.

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 *Chamber Connection*.

[SALINA COUNTRY CLUB](#) is pleased to announce the addition of a Corporate Membership offering. This membership is designed for businesses to help you reward and recognize your staff, entertain clients, colleagues, business partners and network with other professionals. The program is customizable to fit your specific needs. For more information, please reach out to Director of Community Engagement Stephanie Cool at scool@jriusa.com or call (785) 833-6452.



[LONG MCARTHUR FORD](#) made possible a \$125,000 gift for our new automotive museum, The Garage. Recently, a 2021 Shelby GT500 Mustang was auctioned off by RM Sotheby's at the Biltmore Hotel in Phoenix, AZ. The brand new Mustang was donated by Long McArthur Ford, and 100% of the proceeds went directly to The Garage.

North McArthur, President of Long McArthur Ford, stated that the unique gift was in support of the Salina community that has supported their business for over 70 years. Thatcher Yeast, Auction Coordinator and Car Specialist for RM Sotheby's is a Salina native. Long McArthur Director of Marketing and Public Relations Ashley McArthur expressed thanks to Keast and the RM Sotheby's for their support. Thanks to Long McArthur and congratulations to The Garage!

IRONSTONE WEALTH ADVISORS,

a private wealth advisory practice of Ameriprise Financial Services, Inc. recently moved their office to a new location at 1820 S. Ohio St., Salina. Ironstone Wealth Advisors will continue to serve clients at their other office locations in Abilene and Newton, KS. Ironstone Wealth Advisors was established in 1998. As a private wealth advisory practice, Ironstone Wealth Advisors provides financial advice that is anchored in a solid understanding of client needs and expectations. For more information, please contact Melissa Pivonka or Hannah Hahn at (785) 825-8836 or visit their office at 1820 S. Ohio Street.





WHY ADVERTISE IN CHAMBERNET?

**Deadline:
February 15, 2022**

NEW MEMBER BENEFIT

As a new Chamber member, your first ChamberNet mailing is FREE! (\$125 value)

FREE



Mailing with ChamberNet 1,100 flyers, four (4) times a year	Mailing on your own 1,100 flyers, four (4) times a year
\$500+ printing costs	\$2,200+ printing costs

LOW COST

Cost is just \$125 for the first page, \$50 for each additional attached page, and \$60 for each separate additional page.
Save up to \$1,700!

CONNECT

ChamberNet gets your business in front of thousands! Your flyer(s) will be mailed out to our exclusive mailing list AND a digital copy will be available on our website and social media platforms!



FREQUENCY

ChamberNet is distributed four times a year. This allows you to advertise seasonal promotions, special events, and business information.

PLEASE PROVIDE 1,100 8.5"x11" FLYERS (NOT FOLDED) TO THE SALINA AREA CHAMBER, 120. W. ASH. THE CHAMBER RESERVES THE RIGHT TO REFUSE SUBMISSIONS, IF NECESSARY.

Questions?
Contact the Salina Area Chamber of Commerce
785.827.9301.



THANK YOU

to these Chamber members who continue to support our programs through their membership renewal.

- ▶ 1 Vision Aviation
- ▶ Ace Hardware Home Center
- ▶ Advance Auto Parts
- ▶ AFK Properties, LLC
- ▶ American Electric Company
- ▶ Ameriprise Financial - Dan Saulnier
- ▶ Apron Strings
- ▶ Ashley Furniture Homestore
- ▶ B & K Prescription Shop
- ▶ Bamford Fire Sprinkler Co., Inc.
- ▶ BANK VI
- ▶ Bayard's Café, Inc.
- ▶ BC's Salina Club Liquor
- ▶ Blue Cross/Blue Shield of Kansas
- ▶ Blue Skye Brewery & Eats
- ▶ Boy Scouts of America, Coronado Area Council
- ▶ Keith Bremerman
- ▶ Brooks Retail Liquor Store
- ▶ Brown's Shoe Fit
- ▶ Building Performance Company
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- ▶ Central National Bank
- ▶ Central Power Systems & Services
- ▶ Century Business Systems, Inc.
- ▶ Chuck Henry Sales, Inc.
- ▶ The City
- ▶ City Plumbing Company, Inc.
- ▶ Clark, Mize & Linville, Chtd.
- ▶ Clean Team
- ▶ Conklin Cars Salina
- ▶ Construction Rental, Inc.
- ▶ Cozy Inn
- ▶ Dauer Implement Company Inc
- ▶ Days Inn
- ▶ District Eat and Play
- ▶ DMA Architects, PA
- ▶ Doug Bradley Trucking, Inc.
- ▶ Drs. Cooper, Banninger & Ebert
- ▶ Dynamold Corporation
- ▶ E Bar Z Stables
- ▶ Eagle Technologies
- ▶ Edward Jones - Andrea Pedigo
- ▶ Eisenhower Presidential Library & Museum
- ▶ Equity Bank
- ▶ Excel Security Systems, L.L.C.
- ▶ First Bank Kansas
- ▶ Five Guys Burgers & Fries
- ▶ Foley Equipment
- ▶ Dave Freeland, CPA
- ▶ Frisbie Construction
- ▶ Glassman Corporation
- ▶ Gourmet To Go/Loft Catering
- ▶ Graves Farms
- ▶ Greater Salina Community Foundation
- ▶ Hampton & Royce
- ▶ Hardman Company, L.L.C.
- ▶ Helm Home Store
- ▶ Hoff's Machine & Welding, Inc.
- ▶ Isis Temple
- ▶ Jensen Properties L.L.C.
- ▶ Jones Gillam Renz Architects
- ▶ Joyce Volk Insurance Agency, Inc.
- ▶ Kansas Beach Hospitality & Events
- ▶ Kansas Wesleyan University
- ▶ Keating & Associates
- ▶ Kindred Hospice
- ▶ L & S Building Contractors, Inc.
- ▶ Lancaster Construction, Inc.
- ▶ Land Title Services, Inc.
- ▶ Lauren Quinn Flower Boutique
- ▶ Lee Haworth Construction Co., Inc.
- ▶ Long & Associates Public Accountants, Inc.
- ▶ Long McArthur, Inc.
- ▶ Longshot Enterprises, L.L.C.
- ▶ Love Chloe Foundation
- ▶ John C. Marietta, D.D.S.
- ▶ The Market Shop
- ▶ Mead Lumber of Salina
- ▶ Meridian Media, LLC
- ▶ Mid America Productions
- ▶ Midway Wholesale
- ▶ Midwest Concrete Materials, Inc.
- ▶ Millwood Realty
- ▶ Miracle Ear
- ▶ Money Automotive Center
- ▶ Morrison Ventures
- ▶ Mowery Clinic, L.L.C.
- ▶ New Horizons Dental Care, PA
- ▶ Norton, Wasserman, Jones & Kelly, L.L.C, Attorneys
- ▶ Parkwood Family Dental
- ▶ Pettle's Flowers, L.L.C.
- ▶ Phil's Karts
- ▶ Pickel & Bruckner, LLC
- ▶ PKM Steel Service, Inc.
- ▶ Producers XL
- ▶ Professional Hearing Center
- ▶ Pronto Print
- ▶ Qdoba Mexican Eats



WELCOME ABOARD

New Members

ATWOODS RANCH & HOME

Ares Zogelman
400 S. Broadway Blvd. • (785) 914-5277

CATHOLIC FOUNDATION FOR DIOCESE OF SALINA

Katie Platten
103 N. Ninth • (785) 827-8746

SALINA311

Joshua Barnhart
415 E. Iron • (785) 714-0722

J.B.AUDIENCES

Joshua Barnhart
(785) 714-0722 • jbad.sco

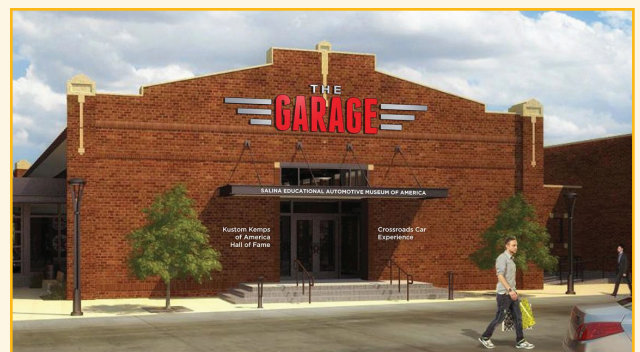
KANSAS PHYSICAL THERAPY PARTNERS

Jordan Zuccarelli
405 E. Iron • (785) 572-5787

- ▶ Quality Inn & Suites
- ▶ Radio Kansas
- ▶ Mike Ramage
- ▶ Real Estate Appraisal Services Inc.
- ▶ Archie Riggs
- ▶ Ritter Tile
- ▶ Ryan Mortuary
- ▶ Salina Area Technical College
- ▶ Salina Art Center & Cinema
- ▶ Salina Arts & Humanities
- ▶ Salina Blueprint & Micrographic Systems, Inc.
- ▶ Salina Child Care Association
- ▶ Salina Country Club
- ▶ Salina Dental Associates, PA
- ▶ Salina Downtown, Inc.
- ▶ Salina Emergency Aid/Food Bank
- ▶ Salina Family Healthcare Center
- ▶ Salina Family Vision Care
- ▶ Salina Mini Storage
- ▶ Salina Public Library
- ▶ Salina Regional Health Center
- ▶ Salina Regional Health Foundation
- ▶ Salina Steel Supply, Inc.
- ▶ Salina Supply Company
- ▶ Salina Urology Associates
- ▶ Salina Veterinary Hospital, PA
- ▶ Sankey Auto Center, Inc.
- ▶ The Scoular Company
- ▶ Secure Shred of N.C.K.
- ▶ Seraphim Bread
- ▶ SIP, LLC
- ▶ Smart Insurance
- ▶ Smoky Hill Education Service Center
- ▶ Smoky Hill Museum
- ▶ Smoky Hills PBS
- ▶ Smoky River Meats
- ▶ Sonic Drive-In
- ▶ Spangles Restaurant
- ▶ St. Mary's Grade School
- ▶ Stevens Contractors, Inc.
- ▶ Stiefel Theatre for the Performing Arts
- ▶ Lawrence Stoskopf
- ▶ Stutzman Greenhouse, Inc.
- ▶ Sunflower Restaurant Supply
- ▶ Sunset Properties, Inc.
- ▶ Superior Plumbing & Heating Co., Inc.
- ▶ Sure Check Brokerage
- ▶ Target
- ▶ The Bank of Tescott
- ▶ Tier 1 Financial, LLC
- ▶ UniFirst Corporation Loc #246
- ▶ Vanderbilt's
- ▶ Vype Kansas, LLC
- ▶ Dan Vidricksen
- ▶ Waddle's Manufacturing & Machine Co.
- ▶ Web Creations & Consulting
- ▶ Kathryn K. White, CPA, PA
- ▶ Wilson & Company
- ▶ Woods & Durham, Chtd.

The Garage Opens!

[The Garage](#), 134 S. 4th Street is the newest addition to Salina's downtown revitalization project when it opens its doors to the public on Friday, February 11 at 10am. The Garage is a \$7 million, 40,000 square foot, world-class automotive museum. The museum is home to the KKOA Hall of Fame and the Salina Crossroads Car Experience. In addition to exhibits of beautiful automobiles that will change every few months, the museum features interactive and entertaining simulators, a gift shop, wonderful art and curated photo galleries. The vision has been to create a gathering place for automotive enthusiasts, and to encourage the restoration and preservation of automotive treasures. And in the process, everyone has a great time! Michelle Peck is the Executive Director of The Garage.





Dollars & Sense

Jan 8 MWP National Youth Wrestling Tournament

\$212,836

Jan 8 MAYB Basketball Tournament

\$81,024

Jan 15 Next Level Gymnastics

\$62,300

Jan 22 Sky Gymnastics Winter Wonderland Competition

\$245,924

Jan 28-29 SVHE Hoops

\$202,928

Jan 29 Kansas Kids Wrestling Tournament of Champions

\$891,120

Marquee Welcomes

February

23-24 KSHSAA 4A-1A Girls State Wrestling Tournaments (Tony's Pizza Events Center)

25-26 KSHSAA 4A Boys State Wrestling Tournaments (Tony's Pizza Events Center)

NEW Visit Salina Guide Released

Just released, the new **Visit Salina Guide** is ready to view and share! The edition title, **#6740Wonderful**, is the perfect description of the guide because inside you will find many wonderful things about the Salina area, aka the 67401.

What's Inside?

Specifically, Visit Salina Guide was created for the visitor. Along with a warm welcome, the first pages of the guide highlight Salina's hospitality and more than 2,200 lodging rooms and places to stay. Links to an **Accommodations Listing** and an amenities grid provide diverse options.

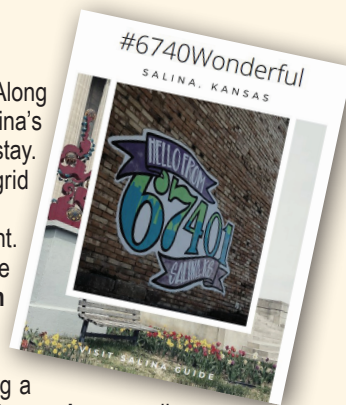
What to do in Salina is also a key element to the guide's content. A section on **Family Fun** highlights entertainment centers, the zoo and museums. The **Sports and Parks and Recreation** pages make it clear where to play and compete. In addition, the guide links to our Sports Facilities Guide and provides contact information should someone be thinking about hosting a clinic, camp, or tournament in Salina. Likewise, **Meeting and Convening** as well as the **Transportation** sections provide alluring options and information. It's all about Salina's event spaces and how to get there.

One can't avoid **The Arts** in Salina. Theatres, public art, art center cinema, museums, and events such as the Smoky Hill River Festival are shared through interesting content, links, and photography in the guide. While not everything one can find in Salina is listed, emphasized throughout the guide are different genres with appealing aesthetics enticing visitors to look at Salina as their next destination.

Salina certainly has a rich **History**. A summary about Salina's founding, manufacturing heritage, and business success provides another perspective for visitors.

Do you know what the #1 visitor 'activity' is? **Food!** Find the best places to sink your teeth in the **Delectable Dining** section and our current dining feature, Pizza Palooza.

Another top activity for travelers is **Shopping**. Specific retail shops, shopping areas and link to the shopping section of the Chamber's **Business Directory** are all part of the guide. Whether you are visiting for the first time or returning, this guide will point you in the direction of 6740Wonderful!



Why Digital?

Unlike past versions of the Visit Salina Guide the new edition is in a digital format and not being produced in print. The digital creation allows for continual and timely updates and changing features for dining, events and other assets. We can offer suggestions about each area and rotate those ideas. It also allows for distribution in the most cost-effective manner through email and social media. Access to the Visit Salina Guide can be downloaded free using the QR code or viewed on the www.VisitSalinaKS.org website. For those that would prefer to have the hard copy in-hand, once downloaded, the format allows for easy printing. Of course, visitors can also stop into the Visit Salina office and have a guide printed to go, along with various brochures that promote specific Salina visitor experiences.

Visit Salina encourages you to check out and share the #6740Wonderful Visit Salina Guide by scanning the code here or going to www.VisitSalinaKS.org.



SCAN ME

KSHSAA State Wrestling

Salina is pleased to host the KSHSAA State Wrestling Tournaments at Tony's Pizza Events Center February 23-26, 2022. The Class 4A-1A Girls' Tournament will take place Wednesday and Thursday, February 23-24. From throughout the state, 192 female wrestlers will be competing in 12 different weight classes. The 4A State Boys Tournament will be held Friday and Saturday, February 25-26, where 224 male wrestlers will compete in 14 different weight classes. State competitors earn their seed by qualifying at the regional tournaments. In each weight class, 16 wrestlers will qualify to compete for the opportunity to win a state championship.

"The KSHSAA is honored to host the girls' 4A-1A and boys' Class 4A state wrestling tournaments in Salina. The city of Salina, Visit Salina, and The Tony's Pizza Events Center have been amazing partners for the KSHSAA, the member schools represented, the participants, families of the participants and the communities of Kansas for these two great events."

- Mark Lentz, Asst. Executive Director - KSHSAA

For more information about the event, including tickets and results go to www.tonypizzaeventscenter.com or <https://www.kshsaa.org/Public/Wrestling/Main.cfm>



QUARTERLY LUNCHEON

FEBRUARY 18TH, 12-1 PM



FEATURED SPEAKER

TIM ROGERS
SALINA AIRPORT AUTHORITY

Join us for our first Quarterly Luncheon of the year. Enjoy lunch, networking, and an update from our featured speaker Tim Rogers with the Salina Airport Authority.

New benefit for Builder, Leader and Visionary Tiers

Contact the Chamber at 785-827-9301 to get registered

BUSINESS after HOURS

Thursday, February 10

Brown's Shoe Fit
2150 Planet Ave
5-7 PM

Brown's Shoe Fit Co has been a local business in Salina since 1967. Featuring all your footwear needs of popular Hey Dudes, running shoes, winter boots, and work boots of all the major brands. We work with local businesses to provide discounts to their employees. Located at 2150 Planet Ave, Open 9-6 Mon-Sat & 12-5 Sun.



REFRESHMENTS – TOURS – DOOR PRIZES

\$ It Pays to Attend \$

**DOOR PRIZES (MUST BE PRESENT TO WIN)
\$250 CASH ATTENDANCE DRAWING**

For reservations call (785) 827-9301 or email dsmith@salinakansas.org

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Salina Chamber of Commerce

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Imagine Salina

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Download the

SALINA 67401

App!



Featuring the NEW Visit Salina Guide, SalinaAE.com Calendar, Chamber Business Directory, Special Offers and MORE!