

CHAMBER CONNECTION

A Publication of the Salina Area Chamber of Commerce

December 2023 Volume 63, Number 12



AT A GLANCE

Mark your Calendar!

Q4 Quarterly Luncheon . . . December 5
Visit Salina Annex
120 W. Ash - Noon

Business After Hours December 7
Bath Pub
109 S. Santa Fe - 5-7pm

Sculpture Tour People's Choice
Voting Closes December 31
Downtown

Details inside!

MERRY CHRISTMAS
& HAPPY NEW YEAR

Holiday Events
See pg 03



Salina

Area Chamber of Commerce

OFFICIAL PUBLICATION

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From the President/CEO

As we approach the holiday season, it's a time to come together, celebrate, and show gratitude. One powerful way to do that is by supporting our local small businesses, the heartbeat of our community. These entrepreneurs pour their passion, creativity, and hard work into their enterprises not only contributing to the unique character of our town, but also generously donating to youth sports teams, non-profit organizations, and community events.



Renee Duxler

This year let's make a conscious effort to prioritize shopping locally and supporting the small businesses that make our community special. Here are a few compelling reasons why:

1. **Boost the Local Economy:** Every purchase made at a local business is an investment in our community. The money you spend stays within our town—helping to create jobs, support families, and foster economic growth.
2. **Unique and Personalized Gifts:** Small businesses often offer handcrafted, one-of-a-kind products that you wouldn't be able to find at a big-box store. By choosing local, you're not only giving thoughtful and unique gifts but also supporting talented artisans and entrepreneurs.
3. **Personalized Service:** Local business owners and their staff take pride in providing personalized service. When you shop locally, you're likely to experience a level of customer care that goes above and beyond, creating a more enjoyable and memorable shopping experience.
4. **Preserve the Character of Our Community:** Our town is unique because of our local businesses! By supporting them, we help maintain the charm and individuality that makes our community a wonderful place to live and visit.
5. **Environmental Impact:** Shopping locally reduces the need for long-distance transportation of goods, lowering our carbon footprint. Supporting local businesses is a sustainable choice that benefits both the environment and our community.

Whether you're shopping for gifts, decorations, or festive treats—consider choosing local first. Encourage your friends and family to do the same, spreading the spirit of community and gratitude. Let's make this holiday season one that truly reflects the warmth and togetherness of our community. Thank you for being a vital part of it.

Wishing you and your loved ones a joyous and locally inspired holiday season from your Salina Area Chamber of Commerce and Visit Salina staff!

Best,

Renee Duxler, President/CEO

HERE'S HOW TO CONTACT OUR CHAMBER STAFF

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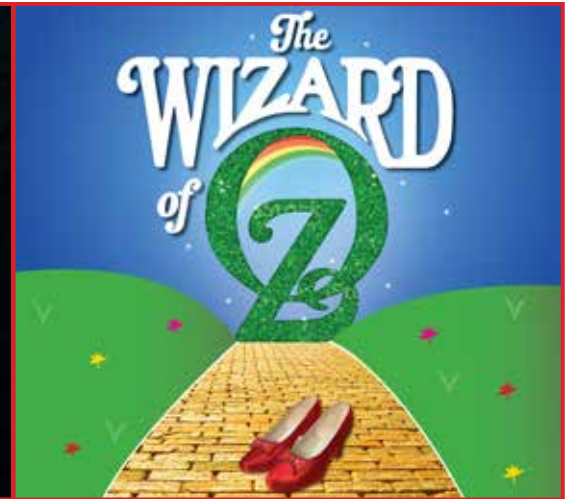



Pictures with

Santa

Saturday, Dec 9th
&
Saturday, Dec 16th
1:00 - 3:00 pm
Campbell Plaza

"Salina Selfie Station" will be here
to help you get the perfect pic with Santa!



Holiday Events Sparkle in Salina!

Salina can be proud of the array of family events and activities presented throughout the year. Certainly, the Christmas holiday season is 'tocking-stuffed' full of memory-making for everyone. Here is a quick look at the holiday fun to consider, in addition to the many museum exhibits, public art, shopping, dining and great attractions available year-round.

Details are available at SalinaAE.com



Salina Art Market

SALINA ART CENTER WAREHOUSE

SATURDAY, DECEMBER 2, 2023
9:00 - 2:00




Girl Scout Holiday Party

December 16 | 5:30-6:30 p.m.

Join us for a free holiday celebration at the Central Kansas Flywheels-Yesteryear Museum and discover more about Girl Scouts! (1100 W Diamond Dr, Salina, KS 67401)

From 5:30-6:30 p.m., enjoy a cookie decorating party and a visit with Mrs. Claus. After 6:30 p.m., families can stay to enjoy crafts and a hayrack ride provided by the museum.

Bring your grown-up with you! For more information, call (888) 686-6464 or visit ks.girlscouts.org/30th-Anniversary. Annual Girl Scout membership is \$25. Financial assistance is available.



Cookies with Santa



HIT TV series & LIVE SHOW weaving MUSIC & DANCE with the STORY of IRELAND

IRELAND WITH MICHAEL

Holiday Events List, details on next page...



Holiday Events

Salina Welcomes

December

1-2	Wizard of Oz, The Musical	Theatre Salina
1	Martina McBride	Stiefel Theatre
2	Holiday Art Market	Salina Downtown
3	Cookies with Santa	Rolling Hills Zoo
9-10	Christmas Festival by The Salina Symphony	Stiefel Theatre
9	TubaChristmas	Central Mall
9	Pictures with Santa	Campbell Plaza, Downtown
14	Cookies in North Pole	Salina Public Library
15-17	Wizard of Oz, The Musical	Theatre Salina
15	Christmas in Ireland	Stiefel Theatre
16	Pictures with Santa	Campbell Plaza, Downtown
16	Girl Scout Holiday Party	Central KS Flywheels/Yesteryear Museum
17	The Carols of Christmas	Sacred Heart Cathedral
24	Christmas Eve	
25	Christmas Day	
25	Fekas Family Christmas Dinner	4H Building
31	New Year's Eve	



QUARTERLY LUNCHEON

For Investors at Builder tier and above

FEATURING THE PRESIDENT OF SALINA AREA TECHNICAL COLLEGE

GREGORY NICHOLS

📍

Visit Salina Annex
120 W. Ash

📅

Tuesday, December 5th
12:00 Noon

REGISTER NOW

Register now
<https://web.salinakansas.org>
785-827-9301

Gregory Nichols
President

*Quarterly Luncheons are for investors at the Builder tier and above

Chamber

NET

785-827-9301

afnan@salinakansas.org

www.salinakansas.org

120 W. Ash St, Salina, KS 67401

A quarterly, inexpensive direct mail marketing tool for Chamber members.

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!

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!

The Details

Provide 1,100 8.5" x 11" flyers (not folded) to the Chamber office, 120 W. Ash Street

*The Chamber reserves the right to refuse submissions, if necessary.

FIRST MAILING IS FREE!

2024 Schedule

Quarter 1 (March 1)---Deadline February 16

Quarter 2 (June 1)---Deadline May 17

Quarter 3 (September 1)---Deadline August 16

Quarter 4 (December 1)---Deadline November 15



BLUE COAT Ambassadors SPOTLIGHT



Jeni Adams

Let's hear it for Jeni Adams...our Blue Coat Ambassador Spotlight for the month!

Jeni has been with The Bank of Tescott for 22 years and is currently the Vice President/Loan Operations Manager for the Bank of Tescott. She has been a Blue Coat Ambassador for 2 years and serves on our Ribbon Cutting and Hospitality team.

Along with her Blue Coat Ambassador commitments, Jeni is also currently the President of the Salina Noon Rotary and has previously been involved with Big Brother Big Sisters, Project Salina, United Way, March of Dimes and Sunset School Site Council to name a few.

What does Jeni do in her spare time you ask? Jeni loves spending time with her family including her amazing 16-year-old daughter Brooklyn; her two nephews Halsten and Abram; and soon to be niece that should be arriving in the next month and she cannot wait to spoil!!!!

Jeni enjoys volunteering for different organizations in Salina and making a positive impact. She recently attended the Rotary International Conference in Melbourne Australia. She speaks of the amazing experience on seeing so many different countries in one place representing Rotary, which was definitely an eye-opening experience. While on this trip, she was able to make a couple of extra stops and enjoy Fiji and Samoa.

We are so lucky to have Jeni as a part of the Blue Coat Ambassador Team!



* Due to last weekend's inclement weather, the Salina Small Business Community will be hosting another Small Business Saturday. Join us on Saturday, December 2, 2023. SHOP LOCAL, EAT LOCAL, SUPPORT LOCAL!!



SMOKY HILL SILVER

AVAILABLE IN \$10 & \$25 GIFT CERTIFICATES

CALL THE SALINA AREA CHAMBER OF COMMERCE TO ORDER! (785) 827-9301

SHOP UNTIL YOU DROP

Smoky Hill Silver

Salina Area Chamber of Commerce

Add Your Business Offer to the 67401 App

Salina Area Chamber of Commerce

Chamber member businesses can offer coupons for free or discounted products or services on our 67401 app and website!

If you'd like to provide a coupon for the app, please contact Ashley Finan at (785) 827-9310 x132 or african@salinakansas.org

Download App

THANK YOU

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

- ▶ Accessible Home Care, LLC
- ▶ C5 Business Advisors, LLC
- ▶ Catholic Diocese of Salina
- ▶ Eisenhower Presidential Library & Museum
- ▶ Icon Structures, Inc.
- ▶ KOA of Salina
- ▶ Magna Dry of Central Kansas
- ▶ Metzger Homes & Property Management
- ▶ Millwood Realty - Gary Norris
- ▶ Networks Plus
- ▶ Pavement Pro's LLC
- ▶ Radio Kansas
- ▶ Saint Francis Ministries
- ▶ Salina Innovation Foundation
- ▶ Salina Liberty
- ▶ Salina Septic Service
- ▶ Sandstone Saloon
- ▶ Sharp Performance
- ▶ Spencer Cleaning
- ▶ State Farm - Robert Pruett Agency, Inc.
- ▶ StuJo's Carwash
- ▶ Union Pacific

Thank You





In The News



Mowery Clinic is pleased to welcome Dr. Emma Kester, Family Medicine. Dr. Kester joins Drs. Cierra Johnson, William Buck, Andrew Ross, and Andrew Westbrook at Mowery Clinic Family Medicine. Dr. Kester completed her medical degree at the University of Kansas School of Medicine - Salina. She completed family medicine residency at Wesley Medical Center in Wichita, KS. Her areas of special interest include chronic disease management, preventative medicine, behavioral health, pediatrics, and geriatrics. Dr. Kester is currently accepting new patients. For more information or to learn more about Dr. Kester and Mowery Clinic, call (785) 827-7261 or visit MoweryClinic.com.



Accessible Home Care was awarded Best Of The Best Winner in Home Health Care Services for 7 YEARS IN A ROW. This would not be possible without our staff, the families that we care for, and the providers who trust us to provide exceptional care to their patients. Thank you again Salina,



it is an honor to be awarded BEST OF THE BEST. Each November the home care and hospice community honors the millions of nurses, home care aides, therapist, and social workers who make a remarkable difference for the patients and families they serve. These heroic caregivers play a central roll in our health care systems and in homes across the nation. Team Accessible would like to commemorate their dedicated professionals who exemplify the power of caring, both at the home and in their local communities.

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*.

BIZ BUZZ

Biz Buzz, a **FREE** monthly **MEMBER-ONLY** news publication. Members can share upcoming events, sales, new hires, awards, and more!

Submit your **BUZZ** to Ashley Finan by the 20th of each month.

✉ afinan@salinakansas.org

Salina
Area Chamber of Commerce

WELCOME ABOARD

EDWARD JONES - DARRIN DUFF

Darrin Duff
2103 E. Crawford
785-806-9325
www.edwardjones.com/us-en/financial-advisor/darrin-duff

KANSAS TAX CENTER LLC

Maya Hamilton
2075 S. Ohio
785-404-4940

ROSELAWN BURIAL & CREMATION SERVICES

Cris Ford
1423 W. Crawford
785-404-1014
www.roselawnsalina.com

SWINDOLL, JANZEN, HAWK & LOYD, LLC

Joanna Trapp
1700 E. Iron
785-502-1010
www.sjhl.com

T-LO'S FOOD AND CATERING

Jordan Long & Evan Velasquez
156 S. Santa Fe
785-404-1730





MAYB Basketball

The Salina Fieldhouse will host a MAYB Basketball Tournament December 16. The tournament is for both girls' and boys' teams, 1st through 8th grade. Downtown will be abuzz with these youth athletes, coaches and families. Be sure to welcome them to Salina when you see them!

Marquee Welcomes

December

Holiday Shoppers!

8-9 Prairie Long Rifle Living History Fair

16 MAYB Basketball Teams, Coaches & Families

January

17-18 Soil Health U

Great Things Going On!



Looking for FUN in Salina? Checkout the Salina Arts & Entertainment Calendar where you can find the most comprehensive listing of events including art exhibitions, concerts & live music, sports events, festivals, special happenings and more! And, if you have an event you'd like to see on the calendar, go to: www.SalinaAE.com and click on the "Add Event" button to submit your event for approval. Accepted events include art exhibitions, entertainment, youth sports tournaments and events that visitors might enjoy attending. If you have questions about the calendar, e-mail Samantha at the Chamber: suhler@salinakansas.org



Pick up a ballot from a silver box at the mid-block Santa Fe Crosswalks. Vote for YOUR favorite sculpture!
Take ballot back to a silver box, to the Chamber, or Salina Downtown. The winning piece will stay in Salina permanently, thanks to the City of Salina!

SculptureTour People's Choice Voting Closes...





Convention Feature

January Ag Conference Expected to bring 600+ attendees to Salina! Additional speakers announced for Soil Health U



High Plains Journal is gearing for Soil Health U 2024 on January 17-18 at Tony's Pizza Event Center. The two-day event includes a diverse line-up of speakers, panelists, Certified Crop Advisor CEUs, hands-on demonstrations, and a tradeshow full of soil health-adjacent exhibitors.

Whether you are well versed in regenerative agriculture or brand new to the concept, there's something for everyone.

Jeremy Brown, of Broadview Agriculture Inc. from west Texas, will open the event with keynote entitled, "Your Why." Brown is a diversified farmer and grows 5,000 acres of conventional and organic cotton, wheat, rye, grain sorghum and multispecies cover crops. Brown was selected by The Fertilizer Institute as a 2020 4R Advocate for his use of nutrient stewardship principles in providing economic and environmental benefits on his farm. He was the first cotton grower and the first Texan to receive the honor.

Another general session speaker featured at Soil Health U will be Macauley Kincaid, a farmer and soil health enthusiast from Jasper, Missouri. Kincaid is set to present a session entitled, "Regenerating your profits." Kincaid's farm features 13 different row crops. All of his acres are 100% no-till, 100% cover cropped and he integrates livestock on 80% of his land.

Cristine Morgan, chief scientific officer at the Soil Health Institute, will close the event with a presentation entitled, "Measuring soil health and interpreting those measurements." Morgan establishes research priorities to advance soil health and develops the scientific direction, strategy and implementation for soil health research programs. She is an adjunct professor of soil science at Texas A&M University, where her research emphasis was in soil science, sensor technology and precision agriculture.

Additional breakout sessions and panel discussions are also included in the two-day event. Fred Vocasek, senior lab agronomist at ServiTech Laboratories is set to present, "Soil Testing—not just chemistry;" Joshua Gaskamp, consultation manager at Noble Research Institute will give a presentation entitled, "Grazing for soil health;" Brown will return to the podium for a breakout session called, "Can regenerative agriculture work in a dry climate?;" Keith Berns, co-founder of Green Cover is set to present, "Cover crop mixology—how and why to design a cover crop mix;" Matt Splitter, of Splitter Farms will give a presentation called "Establishing soil health with the right equipment—a farmer's perspective;" and Chris Proctor, weed management Extension educator at the University of Nebraska-Lincoln will present, "Tactics for managing weeds in a no-till system."

The event will also include a custom grazing panel, water conservation panel and a regenerative farmer panel.

Registration is \$125, up until the event. Onsite registration is \$135. Questions about registration can be directed to Andi Moravec at: andi@wjinc.com. For sponsorship and tradeshow inquiries contact Jason Koenig, jkoenig@hpj.com. To view the schedule, speaker information or register, visit: soilhealthu.net.

Lacey Vilhauer can be reached at 620-227-1871 or lvilhauer@hpj.com.

Soil Health U

What to Expect:

This two-day event features interactive keynotes, breakout sessions, hands-on workshops/demos, and networking with industry experts.

Who Should Attend:

This event reflects land as a resource that, when treated with care, can continue to provide for farmers and ranchers even when times are tough. With SOIL Health U, attendees will learn how to unleash the power of healthy soil. Past attendees include farmers and ranchers of all acreages, agribusiness professionals, agronomists, landowners and students.



* Due to last weekend's inclement weather, the Salina Small Business Community will be hosting another Small Business Saturday. Join us on Saturday, December 2, 2023. SHOP LOCAL, EAT LOCAL, SUPPORT LOCAL!!

Local Businesses Complete Program for Growth

The Salina Area Chamber of Commerce would like to recognize and celebrate 10 local businesses who participated in the 8-week Growing Rural Businesses program.

Beginning on September 7, 2023, entrepreneurs filed in the Visit Salina Annex to get out of their business and work on their business. This program, in partnership with Wichita State University's Center for Entrepreneurship and NetWork Kansas, is custom-made to meet the needs of existing rural business owners who are ready to grow. Taught by faculty and staff from Wichita State University's Center for Entrepreneurship who are experts in running businesses, each session provided hands-on, practical solutions and techniques to grow and modernize business ventures while living in a rural setting.

Insights and learning tools included small group exercises, case studies, and interactive discussions with peers, facilitators, and industry experts. Topics covered over the 8-week course included successful marketing, digital branding, practical legal issues, sales techniques, and more!

After completing the course on November 2nd, a graduation was held and those graduating received a certificate from the Center of Entrepreneurship.

The Salina Area Chamber of Commerce is proud of our local businesses for all they do for our community and their dedication to learning and growth.

Congratulations to the following businesses who successfully completed the training:



- All In Screenprint – John Noeller
- Gypsum Flea Market – Gary Olson
- Kansas Physical Therapy Partners – Jordan Zuccarelli
- Kids Creative Corners – Tia Westling
- Minute Manufacturing – Andrew and Abigail Bell
- Prairieland Market – Vickee Spicer
- Red Fern Booksellers – Harley Hamilton
- Seraphim Bread – Tyler Gallagher
- Soggy Dog Suites – Diane Erickson
- The Hive – Nikki Roelofsen

FIND US ON SOCIAL MEDIA!



Salina Chamber
of Commerce



Visit Salina



Imagine Salina



Salina Area Young Professionals



SAYP KICKOFF GATHERING

DATE/TIME: JAN 31, 2024 AT 6:00 PM
LOCATION: GREAT PLAINS LARGE ARENA (1525 E. NORTH)

Come join us for an evening of fun, food from Bennifers, drinks and drawings!
 Prizes are available for 2024 SAYP Registered Members.
 Sign up that evening or contact sgillig@salinakansas.org to sign up prior.



LEADERSHIP SALINA ...That's a Wrap!

Congratulations to the Class of 2023 for their completion of the Leadership Salina program! The celebration was held on Thursday, November 16th at the Salina Country Club.

The nine-session program focused on the Kansas Leadership Center leadership competencies, tours of local businesses, networking opportunities, and civic leadership including group projects for the community.

During the graduation celebration, each project group had the opportunity to present their community project to their peers, family, and friends. The 2023 projects include the Notorious Book Drop, Shade the Stage, QR Culture Connect, Kitchen Renovation for The Temple, and the Musical Sound Garden at Spillman Plaza.

There are so many businesses to thank that participated in making the Leadership Salina program such a success. A huge thank you to The Greater Salina Community Foundation for their continuous support and for providing grant opportunities to make the group projects a reality. Thank you to the following businesses for hosting a session at their facility: Webster Conference Center, Art Center Warehouse, Salina Area Technical College, Kansas Leadership Center in Wichita, 2-235th Regiment, Smoky Hills Museum, Rosie's on Iron, and the Salina Country Club.

This year we have added additional tours to our schedule for the opportunity for current class members and alumni to tour local facilities. A huge thank you to the following for taking the time to give these tours for Leadership Salina – Schwan's, Vortex, Exline, and Saline County new jail.

Thank you to Fili Creative for providing a Storytelling workshop, to Dr. Michelle Case from Kansas Wesleyan University for facilitating the SpringBoard curriculum, and to Amanda Michaelis Littell for facilitating the Leadership Salina program.

Final thank you to Kansas Gas Service for their sponsorship to support the program. Their generous donation was used toward program expenses.

If you are interested in applying for the 2024 Leadership Salina class, please contact Stephanie Gillig at: sgillig@salinakansas.org to be added to a list to receive an application directly when they become available. Applications will be live in Summer of 2024!

Congratulations again to all the current Leadership Salina ALUMNI (class of 2023).





\$ It Pays to Attend \$



Sheriff Roger Soldan presents the \$250 Attendance Drawing Prize to Denet Brightbill from Bennington State Bank at the Nov. 2 BAH at the new Saline County Jail.

NETWORKING – REFRESHMENTS – TOURS

\$ 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

**Admission – Fast Pass or \$5 at door
Hours – 5-7pm**

**Questions – contact Stephanie at 785.827.9310 ext. 124
or sgillig@salinakansas.org**



**December 7, 2023
109 South Santa Fe
5:00 - 7:00 PM
\$5 per person or Fast Pass**

Appetizers and drinks will be available

RSVP Here

or call 785.827.9301
or email dsmith@salinakansas.org

Giveaways

\$250 Attendance Drawing from the Chamber of Commerce



2024 Fast Passes

**2024 Business After Hours
Fast Passes are available for \$60.00**

PURCHASING A FAST PASS SAVES YOU \$40.00 IN ADMISSION FEES!

Contact Stephanie at sgillig@salinakansas.org or [click here](#) to purchase directly!