CHAMBER CONNECTION

A Publication of the Salina Area Chamber *of* Commerce **July 2022** Volume 62, Number 6

Chamber Blue KS Schedules Sessions

See Page 3



AT A GLANCE

Chamber Blue KS Sessions July 13 Visit Salina Annex 120 W. Ash 8am; 12 Noon; or 4pm

Business After Hours July 14 Kindred Hospice 2100 S. Ninth St., Ste. G 5-7pm

Business After Hours July 21 Exline, Inc 3256 E. Country Club Rd 5-7pm

Details inside!





OFFICIAL PUBLICATION

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From the CEO



Eric L. Brown

I'm not the first Chamber CEO to be accused of being a broken record on certain topics and regarding this topic, I'm more than happy to wear that crown.

Time and time again during my years in HR and over the past ten plus years here with the Chamber, health insurance that is consistent, quality, and cost effective continues to be at the top of the list of concerns and expenses for business owners, operators, and managers.

The Association Healthcare Plan entitled Chamber Blue of Kansas is a direct reaction and offering based upon that feedback. I try my best not to over promise and under deliver but it is my personal belief that this is truly the lowest barrier to entry and the best opportunity for small businesses and organizations access to large group medical coverage and all the positive benefits of those plans.

The census/survey that will be distributed in August 2022 is the key to setting those rates across those 40 Chambers and members.

In order to receive the census/survey, we need your business to make sure to let us know you are interested.

Please join us for another round of information sessions on July 13th with Blue Cross Blue Shield of Kansas representatives to get all your questions answered. There is also a great resource website already created by BCBS of KS that contains FAQs and more. Please visit https://www.bcbsks.com/chamberblueks

Please help spread the word to all small businesses and organizations and remember the key month is August 2022 that will set the rates for coverage beginning in January 2023!

Don't hesitate to reach out to me on this topic or any other.

Best.

Eric L. Brown President/CEO

Ein L. Brown

HERE'S HOW TO CONTACT OUR CHAMBER STAFF



CHAMBER BLUE KS Sessions Scheduled

A second day of informational sessions about the Chamber Blue of Kansas program has been set for July 13, 2022. Our partnership with Blue

Cross Blue Shield of Kansas (BCBSKS) and Chamber of Commerce Executives of Kansas (CCEKS) stitches together 40 local Chambers of Commerce across Kansas to offer this Association Health Plan.

Chamber Blue of Kansas is an association health plan (AHP) that allows for employers to join together to purchase insurance. The larger pool of people enrolled in the plan allows

the possibilities for more plan options, and potentially, lower cost.

The Salina Chamber and all chambers involved in this partnership realize and recognize that recruiting and retaining talent is vital for business and industry of all sizes, especially small businesses. Having access to trusted health insurance benefits is a crucial piece to that success. According to SBA statistics, small businesses equate to over 99.1% of all businesses in Kansas.

The plan is open to employers who have two or more employees and are current, duepaying members of the Salina Area Chamber of Commerce. Chamber Blue of Kansas offers employers the ability to attract and retain top talent by increasing access and buying power of more than a single business alone.



Employers and their most valued asset – their employees – will receive access to:

- A dedicated account management team with one-on-one support
- More choice in plan options
- Stability of rates with a larger pool of participants
- A uniform rate for the group based on average risk rather than rating each member individually

The goal is for all interested organizations to complete an interest survey during August 2022. The initial rates will be determined in September 2022 based on groups/businesses that have completed the survey and plans will become effective January 1, 2023.

Ancillary products that will be offered from BCBS will be:

- · Dental plans
- Life insurance, short disability, long term disability, voluntary life and disability
- Cancer plan
- Hospital indemnity plan
- Employee Assistance Program (EAP)
- Travel insurance can be purchased individually

BCBS of KS is working on having the survey link soon, so businesses are able to meet the August 2022 deadline. It is imperative that businesses participate in this survey in order for beginning rates to be determined. Also, it is important that businesses become participants at the onset of the program, as those joining later will need to complete more in-depth health questionnaires, which could affect their rates.

Plan to attend one of the information meetings! For more information regarding the qualification criteria and more interested parties are asked to visit https://www.bcbsks.com/chamberblueks or contact the Salina Area Chamber of Commerce at 785-827-9301 or by email at ebrown@salinakansas.org.



CHAMBER BLUE KS SESSIONS

Wednesday, July 13th

• 8am-9am • 12pm-1pm • 4pm-5pm Visit Salina Annex

120 W. Ash (north of Chamber office)



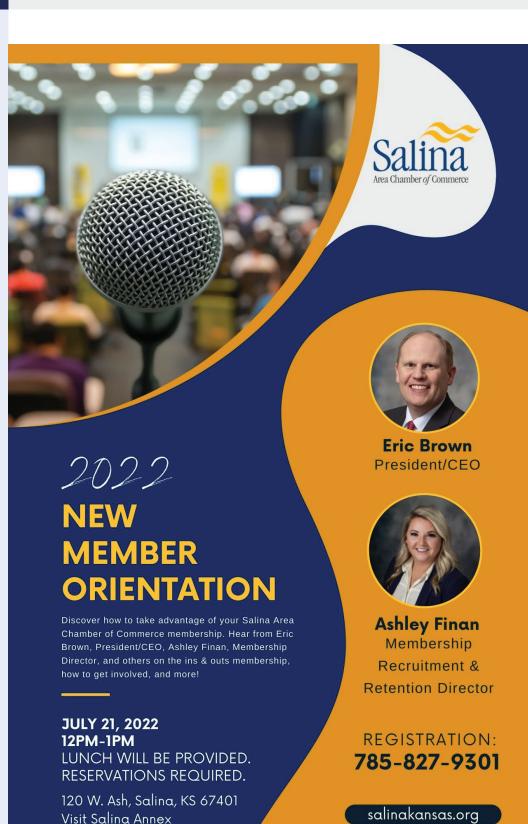
The Salina Area Chamber of Commerce is currently accepting Business Hall of Fame Nominations. Please visit the Salina Chamber of Commerce website or <u>click on the link</u> to submit a nomination for the Pioneer Award, Historic Award and/or Contemporary Award. Nominations forms are due by 5pm on Monday, July 25th, 2022.



The **Choose Saline County** app is LIVE, and ready to use! Simply download from Google Play or the Apple Store and find all your favorite local businesses that you can begin earning stars with!

Utilize promo code CSC22 when you sign up and get 10 Saline Stars off the bat! (1 Saline Star = \$1).

Are you a local Saline County business that is interested in participating on the app? Visit www.chooseSaline.com to sign up, or contact Renee Duxler at 785-827-9310 x127 or rduxler@salinakansas.org.





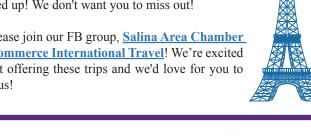
NORMANDY, PARIS and THE SEINE RIVER CRUISE

- October 4 - 12, 2022

We have a few cabins left but they are going fast. If you're considering joining us for this River Cruise... don't delay! Several of the levels of cabins are already sold out. Call Sandy at 785-827-9301 and let's get you signed up! We don't want you to miss out!

Please join our FB group, Salina Area Chamber of Commerce International Travel! We're excited about offering these trips and we'd love for you to join us!







Leadership Salina will begin a new session mid-August 2022. Applications will be live on Friday, July 1st with a deadline date on Friday, July 29th by 5pm.

If you would like to be placed on a list to receive an email with the information and application when it becomes available. please email Stephanie Gillig at sgillig@salinakansas.org





Visitors' Guide SalinaAE Calendar **Special Offers...More!**

available on App Store or Google Play

SAYP will be having a July Social at the Salina Country Club on Wednesday, July 13th from 7–10pm.

- Fun and food provided, as well as a CASH bar
- Members are allowed to bring one guest
- RSVP is required by July 9th...please complete link

The SAYP Civic Committee will be hosting a drive for new or gently used clothing for women and children, donated to DVACK. Items will be collected at the event – so go ahead and clean out your closets!







SALINA DOWNTOWN

Salina Downtown has been designated as an Accredited Main Street AmericaTM program for meeting rigorous performance standards. Each year, Main Street America and its partners announce the list of Accredited programs to recognize their exceptional commitment to preservation-based economic development and community revitalization through the Main Street ApproachTM.

"We are extremely proud to recognize this year's 863 nationally Accredited Main Street America programs that have worked tirelessly to advance economic vitality and quality of life in their downtowns and commercial districts," said Patrice Frey, President & CEO of Main Street America. "During another incredibly challenging year, these programs demonstrated the power of the Main Street movement to respond to the needs of their communities. I am inspired by their steadfast leadership and innovative solutions to drive essential local recovery efforts, support small businesses, and nurture vibrant downtown districts."

In 2021, Main Street America programs generated \$5.76 billion in local reinvestment, helped open 6,601 net new businesses, generated 30,402 net new jobs, catalyzed the rehabilitation of 10,595 historic buildings, and leveraged 1,427,729 volunteer hours. On average, for every dollar that a Main Street program spent to support their operations, it generated \$19.34 of new investment back into Main Street communities.

The Salina Downtown Inc.'s performance is annually evaluated by Kansas Main Street which works in partnership with Main Street America to identify the local programs that meet rigorous national performance standards. Evaluation criteria determines the communities that are building meaningful and sustainable revitalization programs and include standards such as, fostering strong public-private partnerships, supporting small and locally owned businesses, and actively preserving historic places, spaces, and cultural assets.

Salina Downtown has seen a surge of excitement and momentum in the last year. Salina Downtown, Inc. has a full staff working hard to bring live entertainment and events to our local community and for our outof-town guests to enjoy. In the past year and in early 2022 they have installed 47 security cameras though out the district. They brought back First Friday and are thrilled to say that live entertainment is scheduled in the district now through the end of October 2022. "We are so excited about our accomplishments in the last year. Our office is so proud to represent our downtown business owners by helping make downtown Salina a destination", said Leslie Bishop, Executive Director. Leslie also stated, "being recognized as a designated Kansas Main Street and an accredited member of Main Street America will allow Salina Downtown to have local and national support." Congratulations SDI!

In The News



The American College of Cardiology (ACC) has recognized <u>SALINA</u> <u>REGIONAL HEALTH CENTER</u> for its demonstrated expertise and commitment in treating patients with heart failure. The Heart Failure Accreditation earned this month was based on a rigorous onsite review of the staff's ability to evaluate, diagnose and treat patients with heart failure through pre-hospital care, early stabilization, acute care, transitional care, clinical quality measures and more. Hospitals receiving Heart Failure Accreditation from the ACC must take part in a multi-faceted clinical

process. Facilities that achieve accreditation meet or exceed an array of stringent criteria and have organized a team of doctors, nurses, clinicians and other administrative staff that earnestly support the efforts leading to better patient education, improved patient outcomes, and more effective and efficient disease control.

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's COZY INN has received another accolade! In a Saturday story on its website, Reader's Digest named Cozy burgers the best burgers in the state. Jacqueline Weiss wrote the following about Salina's Cozy Inn. "If White Castle is the only Kansas-founded burger joint you know, it's time to take a trip to The Cozy Inn in downtown Salina. In 1922, Bob Kinkel opened the restaurant with only six seats at the counter, and not much has changed since. One-ounce patties are grilled with onions and served on custom-baked rolls, with ketchup, mustard, and pickles available, if you like. But heads up: You won't find any cheese or fries at this spot—just classic sliders served fresh." See the full article on the Reader's Digest website.





KANSAS STATE UNIVERSITY SALINA AEROSPACE AND TECHNOLOGY CAMPUS has appointed Michael Pritchard as the associate dean for research and graduate studies. Pritchard is charged with significantly expanding the campus's scholarly productivity, increasing research funding, growing graduate enrollment and advancing K-State Salina's regional, national and international reputation as a global leader in aerospace innovation. He also will serve as K-State Salina's liaison to research units within the university, external funding agencies and the Graduate School. Before arriving at K-State Salina, Pritchard worked as a handson technology executive for Deloitte, Macquarie Group Limited and Science

Applications International Corporation. Pritchard will continue to lead K-State Salina's new Master of Science in integrated systems design and dynamics and the new Master of Science in aeronautics.

Salina's Domestic Violence Association of Central Kansas, DVACK, is among the organizations in the state that will receive nearly \$4.7 million in federal grants to support survivors of sexual and domestic violence. Gov. Laura Kelly today announced \$4,697,713 has been awarded to Kansas sexual and domestic violence survivor support programs through the 2021 American



Rescue Plan Act administered by the Family Violence Prevention and Services Act (FVPSA). DVACK is set to receive a \$131,138 FVPSA Domestic Violence grant, and an \$80,602 FVPSA Sexual Violence grant. The funding will assist sexual assault survivor support centers with transitioning to virtual/remote support services and increase their capacity to offer services to sexual assault survivors. The funds will also go toward measures to increase access to COVID-19 testing, vaccines, and mobile health units to promote public health. DVACK supports survivors of domestic and sexual violence, stalking, teen dating violence, elder abuse, and human trafficking, serving Cloud, Dickinson, Ellsworth, Jewell, Lincoln, Mitchell, Ottawa, Republic, Saline, and Washington counties.



Ever think about becoming a Big Brother or Big Sister? **BIG BROTHERS BIG SISTERS** & **Old Chicago** would like to treat you to an individual pizza and salad for lunch at Old Chicago at noon on Tuesday, Juy 26th! Enjoy your free lunch while you learn more about the impact and needs of BBBS of Salina, what is involved in

being a Big and hear from current Bigs about their experience. Reserve your spot today at this link!. For additional questions, contact bbbs@bbbsalina.org or <a href="mailto:call-rate-all-rate



THANK YOU, Wayne and Peggy DeBey, for being a staple in the Salina Community. They have been champions of small business, of downtown Salina, of the local arts community, as well as Salina as a whole. We had the privilege to honor Wayne and Peggy of The Flower Nook in a Retirement Celebration on Tuesday, June 21st.

The Flower Nook will be closing its doors on June 30th,



2022. You will be deeply missed, and we wish you the best!







WELCOME ABOARD

New Members

BROWN & BIGELOW

Robert Lipson PO Box 549 Manhattan, KS 66505 785-539-6677

CARGILL, INC.

Jason Garwood 1112 N. Halstead Rd 785-452-3325 www.cargillag.com

DAV THRIFT STORE

Jeff Walker 901 W. Crawford 785-827-6477

THANK YOU

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

- ▶ Child Care Aware of Kansas
- Cintas Fire Protection
- Credit Union of America
- Garcia Masonry, LLC
- Great Plains Manufacturing Co.
- ▶ Hannebaum Grain Co., Inc.
- Heritage Real Estate Advisors, LLC
- ▶ Image Quest
- JCRP Consulting
- Midwest Commercial Laundry Equipment, Inc.
- Office of U.S. Congressman Tracey Mann

- ResCare KS Central
- SalinaUsedCars.com
- Shift Your Perspective Life & Leadership Coaching
- ▶ Sign Gypsies Salina Area
- Super 8 Motel
- ▶ Taco Bell
- ▶ Taco Bell of East Salina
- ▶ Taco Bell of Salina





KOA Car Show Kruises Back to Salina!

KKOA and Visit Salina are gearing up for the 42nd Annual Leadsled Spectacular Car Show, running July 28-31. This 'klassic' event is a summer mainstay for Salina as cars from across the country roll into the community.

Here is the basic schedule of events:

Thursday - July 28

Spectacular Sundown Cruise - Cruise at 7:30 pm - Viewing on Santa Fe Ave (Free)

Friday-Sunday - July 29-31

Show and Shine - Oakdale Park - Fri. 9am-5pm, Sat. 9am-5pm, Sun. 9am-2pm Admission: Fri. \$15, Sat. \$18, Sun. \$10; Kids 12 & under Free

Friday - July 29

- KKOA Hotrod & Kustom Auction – 9am - Registered entrants Free, Oakdale Park-Eric Stein Stage
- off 841 Markley Rd. 4pm-Dusk, Admission: \$15 per person; Kids 12 & Under Free



Friday & Saturday in the Park:

Two Working Kustom Shops – 9am-5pm Daily Special Guest Star TBA - meet and greet, signing pictures at

the KKOA T-Shirt Pavilion 10am-end of show

- Vintage Bicycle Spoke-tacular - 9am-end of show, around the concrete rink
- Valve Cover Races 11am
- Beauty Contest Two Age Groups: Pin-ups 18-39; Lookers 40+

Saturday in the Park

- Hall of Fame Walk 12pm-1pm by the T-Shirt Booth
- Model Car Show 9am-end of show; behind the t-shirt booth

Sunday in the Park

- Christian Rods and Customs Church Service - 10am Main Stage
- Awards Ceremony 1pm

Opportunities to work the gate at the park, help with registration or be a part of the drags area available. To volunteer (if you haven't already) e-mail Tiffany at tbenien@salinakansas.org noting what dates and times might work for you.

Saturday - July 30

Spectacular Concert at The Temple – 8pm-10pm, doors open 7pm - Entertainment to be announced. Admission: \$25, first come first serve basis. Tickets sold at The Temple and Cozy Inn.

Kansas Grand Slam and Hap Dumont 9U State make baseball a hit in Salina

The Kansas Grand Slam Baseball **Tournament**, a fixture in Salina for over two decades, will be held June 30 – July 3 at the Berkley Family Recreation Area. Baseball Enterprises is host to this 32nd Annual Wood Bat Tournament. It is anticipated that 20 teams in the 19-Under and 17-Under age divisions from Kansas, Missouri and Nebraska will compete in pool play and bracket play over a four-day period at Dean Evans Stadium and James Matson Field. The tournament age showcase teams - the Falcons, Hawks and Eagles. Play begins at 9 a.m. games will be held Sunday afternoon on July 3, with the 17-Under division deciding the title on James Matson Field at 2:30 p.m. and the 19-Under division holding

its championship game at Evans Stadium at 3:30 pm. Awards will also be given to the leading hitters in each age division. For more information on the tournament follow @Kansas All-American Grand

Visit Salina is pleased to host the 2022 Hap Dumont 9U State Championship Baseball Tournament at Bill Burke Park July 14-17. This is the 4th year for Salina to host.

Eric Blasdel, Hap Dumont Baseball President is happy the event can return this year. "Salina has the professional expertise, facilities, lodging and amenities to host this State Championship. Additionally, Salina has the perfect location for our young teams to meet centrally at the intersection of I-70 and I-135, right in the middle of Kansas. This paired with the willingness for Visit Salina to serve as host of the tournament and coordinate with the Salina Parks and Recreation Department as well as local baseball staff and volunteers makes Salina an ideal choice for the Hap Dumont 9U State Championship Baseball Tournament!

The tournament is expected to welcome about 20 teams to Salina. Many parents and fans will attend and be exposed to Salina's restaurants, hotels, shopping and other attractions. Initial estimated Economic Impact to Salina for the event is \$326,384

Salina Welcomes LPGA Legends!



The Salina Country Club will host the Senior LPGA US Open Legends Event July 18-24. In addition to 78 professional golfers including Annika Sorenstam and Juli Inster, the event is expected to draw between 250 to 1500 spectators per day.

The Kansas Department of Commerce will be the Volunteer Sponsor for the Senior LPGA Legends Event. Visit Salina and the Salina Country Club appreciate KDOC Representative, Adam Roorbach's help to secure the sponsorship, and to create a Governor's Pro AM Team. Messaging will celebrate Title IX. Players of the team are to be announced

The event is looking for additional Pro AM teams. For more information about registering a team, download the brochure. Tickets are on sale and volunteers are needed for the event. Find out more at https://salinacountryclub. com/

Schedule At a Glance

July 18-20 • Practice Rounds

July 21 • Pro AM

July 22-24 • Legends Event – Senior US Open Tournament

Salina Welcomes Brethren in Christ U.S.

Salina will welcome the 2022 General Assembly of Brethren in Christ U.S., July 22-25. Each biennium, more than 400 Brethren in Christ (BIC) members gather to worship together and receive training so they can return to their home congregations encouraged and refreshed.



Kansas is an important historic region for the BIC and was the launchpad for BIC U.S. World Missions in 1894. Attendees from across the U.S. and around the world look forward to enjoying all the sights, tastes, and sounds that Salina has to offer!



Marquee Welcomes

June

30-July 3 Kansas Grand Slam Baseball **Tournament**

July

7-10 Best of the Midwest High School **Baseball Series Tournament** MAYB Basketball Tournaments **USA Summer Blast Slugfest Fast** 14-17 Hap Dumont 9U State Baseball **Tournament**

16 Salina Comic Con

18-24 Senior LPGA US Open Legends **Events**

22-25 Brethren in Christ

23 **USA Softball Tournament** MAYB Basketball Tournament

23-24 USSSA Men's and Coed State

Tournaments

28-31 KKOA Leadsled Spectacular Car

Show



June • xWE Wrestling

\$ 31.800

June 4-5 • USA Knights Softball **Classic Fast Pitch Tournament**

\$192.080

June 9-12 • Mid America Baseball **Tournament 1 of 3 Series**

\$372,600

June 11-12 • Leonard Cyre Memorial **Baseball Tournament**

\$511.800

June 16-19 • Mid America Baseball **Tournament 2 of 3 Series**

\$670,680

June 18 • SAYSI Baseball **Tournament**

\$244,440

June 25-26 • MAYB Basketball

\$186,060



US ON SOCIAL MEDIA!





Salina Chamber of Commerce



Visit Salina



Imagine Salina 🚥





It Pays to **Attend!**

Lane Nichols, Blue Coat Ambassador and Loan Officer at Bennington State Bank, presents the \$250 Attendance Prize to Mayra Ramos of Bennington State Bank during the VFW/SMAC Business After Hours in June.

Kindred Hospice 2100 S. Ninth St. Ste. G 5-7pm \$5 pp or Fast Pass



Kindred Hospice is part of a nation-wide family of home health and hospice care providers. They are committed to clinical excellence with compassion and dignity through expert palliative care, pain management, and emotional support for patients and families when life matters most. Come on out and hear how they are there for you & yours, 24/7/365.

Thursday, July 21

Exline. Inc. 3256 E. Country Club Rd. 5-7pm



Exline, Inc. a 5th generation-owned corporation, has been providing complete machine shop capabilities and technical solutions both inhouse and in-filed for customers in a diversity of markets including gas compression, power generation, plastic mixing, and heavy industrial, worldwide. Exline is providing food and beverages catered by YaYa's and has waived the \$5 entry fee! Come join them and learn how they became the preeminent company in the markets they serve.

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

